

cranes & access

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December/January 2020 Vol.21 issue 9

Rough Terrain cranes

Look back at 2019

Scissor lifts

Annual rental rate survey

.....Pettibone enters scissor market.....Zoomlion tower crane sales record.....Custom's 19ft low rider.....



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On the cover:

Dresden's Semper Gallery was given a new lease of light by a Liebherr MK 88 Plus mobile tower crane supplied by Krandienst Kunze which helped install new glass panels in the roof.



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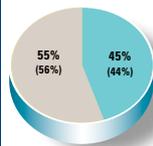
Pettibone enters the scissor lift market, First EGI-Klubb truck mounted lift, Comansa launches 21CM750 tower crane, OSHA statistics show reduction in falls from height, First 19ft scissor lift from Custom Equipment, Record tower crane sales for Zoomlion, German acquisition for Kiloutou, Kobelco confirms Oceania distribution change, CIC certification suspended, Biggest turbine installed and financials round-up...

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Although the demand for Rough Terrain cranes has been bumpy in traditional market sectors such as the oil & gas industry, it is beginning to recover while growth has been seen in other areas of the world. Meanwhile a good number of changes have occurred among manufacturers. We take a look at some of the latest developments in the sector.

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Our 18th annual rental rate guide and confidence survey has generally seen all three markets we cover suffering a little with rental rates coming under pressure. Find out the full facts in this year's comprehensive survey.

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A long road ahead

Figures from the past decade show that people working at height or with lifting equipment, especially in the construction/forestry and utility sectors, are far more likely to have an accident at work than others. Almost all work sites have elements of danger which require careful planning and execution of the work in order to ensure everyone goes home unhurt.

However, travelling to and from the workplace carries an even higher risk, with 1.25 million people losing their lives on the road around the world each and every year. That is almost 3,300 a day! As fleets grow there will inevitably be more incidents involving cranes, aerial lifts and telehandlers as they are moved to and from sites.

Just before Christmas we reported on an incident in which a seven axle 400 tonne All Terrain crane travelling with a four axle trailing boom dolly overturned on a highway in California. The driver swerved to avoid traffic, lost control of the rig and crashed through the central reservation. Thankfully no one was seriously hurt. Given that only a very small percentage of cranes travel with trailing booms - mostly to meet extreme road regulations in parts of the USA and Australia - they do appear to be involved in an inordinate number of serious road incidents. This is the third such incident Vertikal has covered in the last three months - although to be fair a crane crash makes the headlines while a car or truck would not.

Questions that might be asked are 'how safe are these boom trailers' and 'should their performance at speed or when swerving to avoid obstacles be investigated?'

But it is not just trailing booms that are an issue. Cranes in general seem more prone to road incidents - be it a collision, overturning or catching fire - especially given how few there are on the road compared to other vehicles. A few months ago C&A featured the articulated pick&carry crane which is popular in Australia, New Zealand and India. This type of crane has something of a reputation for instability - particularly when travelling at speed - with many operators referring to a 'death wobble' that can occur following a high speed oversteer incident.

An incident in Toowoomba, Queensland in 2013 highlighted this when a mother and son died and two children were injured when a new articulated crane - in perfect mechanical condition - fishtailed out of control and hit their car. The coroner made several recommendations including restricting the maximum speed of such cranes. While this was a rare occurrence, far more incidents are caused by a lack of maintenance to critical items such as brakes, tyres and running gear etc.

Everyone working with large equipment aims to avoid workplace incidents. But perhaps we need to focus more on the movement of equipment by road and make an extra effort to overturn poor road regulations, step up defensive driving skills training and strengthen road worthiness inspection regimes to ensure that the equipment is in top condition for safer travel to and from jobs. Either way, it's a long road ahead of us.

Mark Darwin

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

Pettibone enters scissor lift market

US telehandler manufacturer Pettibone is to enter the aerial lift market with a range of 13 slab electric scissor lift models ranging from a 12ft micro to a classic 40ft AS4046 slab electric model with working heights from 5.6 to 14 metres.

The range - built by Chinese manufacturer LGMG - includes three direct electric drive micro models - the 12ft SS1230E, 14ft SS1432E and 19ft SS1932E - along with a full range of regular 810mm and 1.2 metre wide slab electric scissor lifts, all available with a choice of direct electric or hydraulic wheel motor drive. They include:

32 inch/810mm narrow models:

The 19ft AS1932 or AS1932E

The 26ft AS2632 or AS2632E

46 inch/1.2 metre wide models:

The 26ft AS2646 or AS2646E,

The 32ft AS3246 or AS3246E and

The 40ft AS4046 or AS4046E.

The 'E' signifies the direct electric drive while the other is the more traditional hydraulic wheel motor drive configuration. They include a common control box with LED screen and deck extensions as standard. The units will make their public debut at the ARA show next month.



The narrow 26ft Pettibone S2632E

First EGI-Klubb model unveiled

Klubb has launched the first unit of a new EGI insulated truck and van mounted platform range. The 14 metre EGI-Klubb E14P is based on a standard Klubb van mounted platform installed on a 3.5 tonne Ford Transit van, offering up to 7.5 metres of outreach and a 200kg platform capacity.

The model is fully insulated to 46kV and complies with ANSI 92.2 standard category B and C allowing for it to be used for live line work carried out according to the ANSI recognised 'hot stick' (safe clearance).

Klubb acquired French insulated platform manufacturer EGI in August last year and offers a range of insulated van and truck mounted lifts with working heights ranging from 10 to 65 metres.



E14P features a telescopic boom with an articulated jib insulated up to 46kV

The new Comansa 21CM750 offers jib lengths to 80m



Comansa launches 21CM750 flat top

Comansa has launched the 21CM750 flat top tower crane, the largest crane manufactured at its plant in Hangzhou, China. Available with maximum capacities of 37.5 and 50 tonnes and with CE certification complying with EN14439, it is largely aimed at the Asian market.

Maximum jib length is 80 metres with a jib tip capacity of 7,300kg for the 35 tonner and 6,700kg for the 50 tonne version. The maximum free-standing height is 78.8 metres. Features include Comansa's Cube Cab, automatic changing of the double trolley and high speed hoists. The 37.5 tonne model can be converted to handle 50 tonnes by changing the front trolley and hooks.



The Cube cab

Decline in falls

The US Occupational Safety and Health Administration (OSHA) has issued a work related fatalities report for 2018 showing fatal falls from height at their lowest level since 2013, in spite of greater construction activity.

A total of 5,250 fatal work injuries were recorded in 2018, of which 791 involved falls from height - the lowest since 2013 - having reached a six year high of 887 in 2017. However the fatality rate among roofers was at an all-time high and more than 10 times OSHA's all-worker rate of 3.5 fatalities per 100,000.

Mammoet completes ALE acquisition

Dutch international heavy lift and transport group Mammoet has completed the acquisition of competitor ALE and will begin a full integration of the business into the Mammoet operation. The move follows the agreement of a deal in late July.

The combined business will initially operate from 140 locations, including full branches and regional offices. The executive board of management of the merged company will include Michael Birch from ALE as chief commercial officer as well as Mammoet chief executive Paul van Gelder, along with chief financial officer Kees Voormolen, chief operating officer Jan Kleijn and chief human resources officer Ivonne Verlinde.



Custom low rider

Low level powered access specialist Custom Equipment will launch a new ANSI A92.20 compliant 19ft Hy-Brid slab scissor lift next month.

The PS-1930 will be the first and largest model in its new 'Pro Series' range, featuring a significantly lower stowed platform compared to current products on the market. At less than 1.9 metres high and 762mm wide it will pass easily through a standard single doorway and into elevators without folding down the guardrails. The company also claims that it will have the lowest step-in height in the industry. Platform capacity is 300kg and the unit weighs just over 900kg including its 762mm long deck extension. The new machine will also be the first Hy-Brid model to be rated for both indoor and outdoor use, although the working height is restricted when working outdoors.



The Custom's new Hy-Brid PS-1930

First lithium Speed Levels delivered

Southern German rental company Gräber has taken delivery of the first 30ft Snorkel SL30RTE and 26ft SL26RTE lithium battery powered Speed Levels, purchasing three units of each. Based on the regular diesel powered Speed Levels, the SL26RTE has a 680kg platform capacity and a platform length of 4.6 metres with a 910mm rollout deck extension.

The larger SL30RTE has a platform capacity of 590kg and a fixed platform length of 4.23 metres. Both models are built at Snorkel's UK plant and feature lithium-ion battery packs with a built-in battery management system and an integrated electric powertrain developed in partnership with Hyperdrive Innovation.

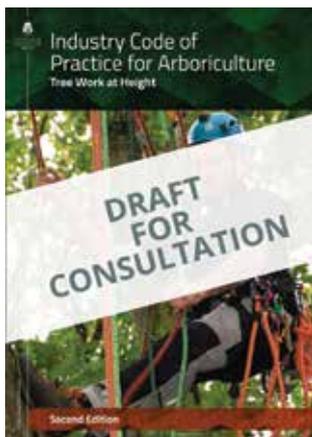


Owner Alexander Gräber (L) taking delivery of one the first six lithium powered Snorkel Speed Level's from Tommy Härtig of Ahern Deutschland

Arb guidance for consultation

The UK's Arboricultural Association has issued a draft version of its revised 'Industry Code of Practice for Arboriculture - Tree Work at Height' for consultation.

The document - first published in 2015 - includes editorial and technical revisions to reflect new legislation and developments. To view the document go to <https://www.trees.org.uk/Trees.org.uk/media/Trees-org.uk/Documents/ICoP/ICoP-Dec19-ConsultationDraft.pdf>



Record tower crane sales for Zoomlion

Chinese crane and construction equipment manufacturer Zoomlion claims its tower crane sales have exceeded 10 billion yuan (\$1.43 billion) in 2019 - the first time a manufacturer has achieved this volume of sales, making it the market leader. The announcement was made during a ground breaking ceremony for phase two of its new 'Intelligent Plant' in Changde City, together with the launch of its new 'Cross Generation' W series of cranes and a sales meeting for its dealers and major customers.

The company is investing 950 million Yuan (\$135.9 million) in the new facility which will include 16 new production lines, 150 robots and 10,000 data sensors, to build the company's highest capacity tower cranes alongside the smallest cranes and hoists in the company's range.

Phase one of the facility is fully operational and according to the company has contributed significantly to its record sales levels. During the sales/dealer meeting it claimed to have received new orders for around 6,600 cranes, worth five billion yuan (\$716 million), with 300 of the attendees making purchases.

The company is the clear market leader in China, but also has a significant market share in a number of export markets, particularly in South East Asia.



Liebherr tops out NC-B range

Liebherr has added a 12 tonne flat top tower crane to its NC-B range, which is designed for emerging markets and built at the Liebherr CMCtec facility in Pune, India which opened in 2012.

The NC-B 12-70 is the third and largest crane in the range - joining the six tonne 6-62 and nine tonne 9-62. The NC-B 12-70 features a maximum jib length of 70 metres with a jib tip capacity of two tonnes. Maximum free standing height is 53.2 metres with standard and extended tower sections measuring 3.9 metres and 11.7 metres respectively. Maximum hook height is 492 metres.

The new crane uses the 16 EC tower system, developed specifically for the NC-B cranes, with external dimensions of 1.6 metres square. The tower sections have a length of 3.9 or 11.7 metres, offering a maximum free standing hook height of 53.2 metres. A specially designed hydraulic climbing unit can be used for internal and external climbing and is compatible with other Liebherr tower cranes. A Liebherr 37kW hoist is standard, with empty hook speeds of 135 metres a minute, while an optional 45kW hoist offers speeds of up to 177 metres a minute.



Another German acquisition for Kiloutou

French rental group Kiloutou has acquired German powered access rental company Werner Middeke Arbeitsbühnenvermietung, which is based in Erwitte in North Rhine-Westphalia - with branches in Erfurt, Münster and Holzwickede. The company runs a fleet of 530 platforms along with trailer lifts, spider lifts and truck mounts up to 58 metres. It also operates a fleet of telehandlers and forklifts. The Middeke business will be integrated into the Kiloutou Germany operation.



Kobelco confirms Oceania distribution change

Kobelco has reached a mutual agreement with its long time crane dealer for the Oceania region - Australian Crane and Machinery (ACM) - regarding the termination of their distribution partnership effective the end of December 2019. In a surprise



Kobelco hopes to appoint a new distributor for the Oceania region by February

move ACM announced that it no longer wanted to distribute Kobelco cranes and plans to step up its focus on the Zoomlion crane line instead. To date it has only promoted the Zoomlion Truck, Rough Terrain and All Terrain cranes, but will now add Zoomlion lattice crawler cranes and self-propelled aerial work platforms to its active product line.

The company has been the Kobelco Cranes distributor for Australia and New Zealand since it was established in 2004 and has sold the full line of Kobelco lattice and telescopic cranes. Managing director Ben Potter said that it made the decision to relinquish the dealership "due to Kobelco's diminishing product line and current lengthy delay issues".

Kobelco said that it is "preparing to appoint a new dealer in the Oceania region" hopefully from the start of February. In the meantime, Kobelco and ACM have agreed to cooperate with each other over the next several weeks to provide Kobelco customers with technical support and parts supply in order to minimise any disruptions for Kobelco crane owners.



OSHA warning over CIC certification

The US Department of Labor/OSHA has issued a notice stating that from the December 2nd it will no longer recognise crane operator test certifications issued by Florida based Crane Institute Certification (CIC). The reason being that CIC has now confirmed that it has no current accreditation to test and certify operators to OSHA's minimum standards and requirements. CIC has said that it hopes to obtain the required accreditation sometime over the next few months.

On the basis that CIC was previously accredited, OSHA has made it clear that some employers will have obtained CIC operator certification in good faith. In such cases it will not cite the employer for violating the operator certification requirement and has also confirmed that these certifications can run their course. But it will not accept any CIC certifications issued after December 2nd, 2019 regardless of any claims of good faith.

CIC which was established in 2007 issued the following statement regarding the validity of its accreditation just as we went to press: "CIC has been working toward a change in its accreditation provider to ANSI which is currently expected to complete its onsite visit, the final stage in the process before approval, within the coming month. Per the notice given by OSHA, no CIC operators who have already acquired their certification before December 2nd, 2019 are at risk of being cited by OSHA inspectors and their certifications remain as valid as they were previously. CIC has placed a temporary hold on testing for new certifications until the ANSI approval is complete, after which business will resume as usual."



Sterling completes Entrec acquisition

Canadian crane and heavy haulage group Entrec has completed the sale of its Canadian crane business to Sterling Crane - part of Marmon Crane Services - which is owned by Berkshire Hathaway. The move takes the Marmon Crane Services mobile crane fleet to more than 1,200 units. Sterling has paid \$21.2 million in cash, although an undefined percentage of this will be held back pending performance of the acquired operations. Alberta-based Entrec will use the proceeds from the sale to reduce its long term debt.



Fine for fatal Dallas tower crane collapse

The US Occupational Safety and Health Administration has issued a \$26,520 fine against Bigge Crane and Rigging following the fatal tower crane collapse in Dallas, Texas, in June 2019 in which a tower crane came down onto an apartment building during a severe thunderstorm killing a 29 year old woman who was in the building at the time, while injuring six others.

No details have been published over what caused the incident despite it being described at the time as undergoing a "forensic investigation". The citation does claim however that as of June 8th, the day before the incident, Bigge had failed to complete an annual inspection of the crane and that the company did not follow appropriate manufacturer's instructions to remove rusty bolts, address any decay to structural tower members or check that tower and slew ring bolts were correctly torqued.

Bigge has a short period to respond to the citation, during which it can agree to pay the penalties, meet with OSHA officials to reach an alternative agreement or formally contest the citations before the Occupational Safety and Health Review Commission. The company is also facing numerous civil law suits from those affected by the incident. OSHA also investigated the general contractor involved in the incident - Greystar Development and Construction - but apparently has not issued any citations.

BMS used two Liebherr LR 11350s rigged with heavy duty Power booms



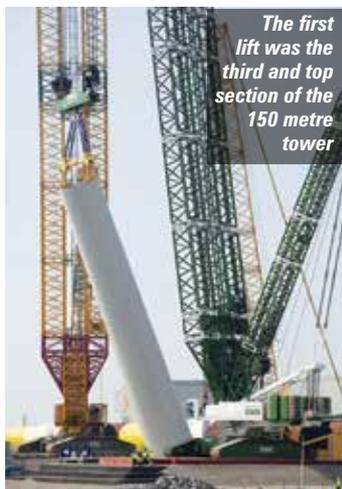
Biggest turbine installed

Late last year the prototype of the most powerful offshore wind turbine in the world was erected for testing at the port of Rotterdam in The Netherlands. The 12 MW General Electric Haliade-X 12 MW turbine generates 67 Gigawatt hours of electricity a year, 45 percent more than the current largest unit and sufficient to power 16,000 households.

The nacelle of the wind turbine weighs 675 tonnes and was built in St Nazaire, France and shipped to Rotterdam by barge. Lifting it into place required two 1,350 tonne fully rigged crawler cranes. Dutch group Mammoet was originally contracted to erect the turbine but was unable to meet the tight deadline, so GE awarded it to Danish crane and access rental company BMS which used two Liebherr LR 11350s rigged with heavy duty Power booms. One of the cranes came straight off the Liebherr production line in Ehingen, while the other unit was a Van Adrighem crane on a three year rehire contract to BMS.

The two cranes began their part of the job by lifting the third and top section of the 150 metre tower and tracking it some 20 metres into position. Next came the nacelle, with a total load of 780 tonnes. The two cranes were positioned over the 14 metre high nacelle but had to wait two days for right wind conditions before raising the load to 150 metres, tracking it to the tower and lowering it into position.

One of the cranes was then disassembled and moved to another job, while the new one was rigged with luffing jib to install the three 107 metre long carbon hybrid rotor blades.



The first lift was the third and top section of the 150 metre tower

The 12 MW General Electric Haliade-X turbine being installed



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The new machine is handed over at the Omme plant in Sønder Omme. (L-R) Yama Saha of Omme Lift Germany, Alexander Gagarin and Axel Thøgersen of Ommelift

10,000 Omme delivered

Danish aerial lift manufacturer Omme Lift has delivered its 10,000th aerial work platform, a 27.5 metre 2750 RBX Hybrid articulated boom spider lift. The 10,000th machine - purchased by Gagarin Arbeitsbühnen of Aschaffenburg, Germany - offers 15.5 metres of outreach and an up and over height of almost 11 metres with 80kg in the platform. Maximum platform capacity is 250kg at 12.75 metres outreach.

Omme Lift produced its first aerial lift - a nine metre articulating trailer mount - in 1981 although the company dates back more than 100 years having opened as a local blacksmith in 1906 and started manufacturing with agricultural equipment in 1945. Today the company is managed by the third generation of the family with 110 employees and exports around 85 percent of its production.

First Terex RT1080 crane for Scotland

Scottish oilfield equipment provider WellConnection IOS has taken delivery of the first 80 tonne Terex RT1080 Rough Terrain crane in the UK from newly appointed dealer Crowland Cranes. The RT1080 features a 36 metre four section main boom plus a 20 metre swingaway extension which can be offset at zero or 20 degrees to provide a maximum tip height of 56 metres. The crane will replace an A600 Rough Terrain crane currently in the WellConnection fleet.

WellConnection IOS offers a range of services for the storage, handling, inspection, refurbishment and management of oilfield equipment, tubing and drill pipes from its location just outside of Peterhead, Scotland. Formerly Independent Oilfield Services (IOS), the company was purchased by Norwegian inspection, maintenance and repair company WellConnection in February.

(L-R) Gordon Farquhar of WellConnection with Andy Cahill of Crowland Cranes and Robert Birnie of WellConnection



Sixth Scottish depot for Ainscough

UK-based Ainscough Crane Hire has opened a new depot in Dundee, Scotland - its sixth in the country. Located just outside of Dundee city centre, the depot will include units from its heavy cranes and transportation fleet and incorporates offices, meeting rooms, workshops and training rooms as well as showers, welfare and overnight amenities for crane operators. Ainscough currently operates a fleet of more than 400 cranes from 31 depots around the UK.

Gavin Egdell, Ainscough's regional operations manager in Scotland, said: "Our improved presence in Dundee will allow a greater variety of clients across Scotland to utilise more of our extensive fleet, allowing our team to play a key part in many of the construction and infrastructure projects taking place throughout the country."

The opening was marked by open days for Ainscough customers in the region



Eight new crawler cranes for Select

UK rental company Select Plant Hire - part of the Laing O'Rourke construction group - has taken delivery of eight Liebherr crawler cranes including seven telescopic crawlers - four 60 tonne LTR 1060s and three 100 tonne LTR 1100s - along with a 160 tonne LR 1160.1 lattice boom crawler. All eight cranes feature EU Stage V compliant engines with the telescopic crawlers becoming the first in the UK to feature what the company claims are the lowest emission engines currently available. Final delivery is scheduled for August 2020.

Select business stream leader lifting solutions, Eddie Carr said: "Our crawler cranes are currently supporting major infrastructure projects such as Hinkley Point C nuclear power station, Tideway and HS2 as well as our wider portfolio of customers. This investment will enable these projects to be delivered using the latest engine technology."



(L-R) Mark West and Richard Everist of Liebherr with Alex Warrington and Eddie Carr of Select

Hybrid Movex for France

Spanish aerial lift manufacturer Talleres Vellila has delivered a hybrid version of its 16.4 metre Movex TLH16 truck mounted lift to LVM Nacelles in France. Mounted on a 3.5 tonne Mercedes Sprinter, the TLH16 offers 9.8 metres of outreach and a maximum platform capacity of 230kg. Based in Allonne near Beauvais, LVM has ordered the machine for one of its local authority customers.

Talleres Vellila says the increasingly tough rules for carrying out work within city centres is driving its development programme towards more hybrid and all electric machines in order to meet demand.



The Movex TLH16

IPAF expands board

The International Powered Access Federation (IPAF) has added three new members to its board of directors. Ben Hirst - managing director of UK rental company Horizon Platforms - and Julie Houston Smyth of new company Lolex join Riwal chief executive Pedro Torres, who was seconded to the IPAF board in the summer and has now been made a permanent member. The additions take the number of board members to 10.

Hirst founded Wakefield-based Horizon Platforms in 2008, having left Uplift after it merged with AFI in 2006. He is currently vice chairman of the UK Country Council. Julie Houston Smyth was a director of Northern Irish rental company Highway Plant until it was sold to Balloo Hire in July. She has now established service, maintenance and consultancy firm Lolex and she was previously chairman of the IPAF Irish Council.



Pedro Torres



Ben Hirst and Julie Houston Smyth

Crosby shackle alert

Hook block, shackle and lifting tackle manufacturer Crosby has issued a safety alert for some of its 6.5 ton S-2130, G-2130, G-213, S-213, G-209, S-209 and G-2130C lifting shackles. The alert says that some shackles may have a reduced capacity from published values, while the shackle bow may be defective resulting in loss of load, severe injury, or death. The shackles concerned are the 7/8" 6.5t shackles with Product Identification Code 5VJ.



G-2130 / S-2130

Falcon acquires transport company

UK-based Falcon Tower Crane Services has acquired specialist transport company TJ Robins to form the Falcon Freight division.

Established in 1919, TJ Robins is based on an 8,500 square metre site in Dunstable, near Luton, which is also included in the acquisition. Its fleet of eight Scania trucks - equipped with Fassi and Palfinger loader cranes from 45 to 80 tonne/metres - joins Falcon's fleet of 12 delivery vehicles to form the new division.

Falcon said: "With depots in Norfolk, Manchester, Scotland and now Dunstable we are perfectly placed to deliver a good, reliable service to both our crane business and existing TJ Robins customers."

The acquisition creates Falcon's haulage division Falcon Freight



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Financials round-up

Loxam has published its third quarter results with year to date revenues up 17 percent to €1.28 billion - a new record - thanks to Ramirent which it acquired at the end of July and UK Platforms which contributed for the full nine months.

Loxam's French operations posted revenues of €687.3 million, of which Specialist rental revenues - which include aerial lifts - were up seven percent on last year to €180.4 million, and operating profits improved two percent to €60.2 million. Revenues in the International division were 35 percent higher at €596.8 million, with an operating profit 29 percent higher at €188 million. Group pre-tax profits fell 49 percent to €51.4 million, due to higher depreciation and finance costs.

Year to date gross capital expenditure was two percent lower at €315 million, and down 35 percent in the third quarter to €59 million, while net debt increased to €3.73 billion due to the cost of acquiring Ramirent.



Ashtead - Owner of **Sunbelt** in North America and **A-Plant** in the UK - has posted strong revenue growth, while profits grew more slowly. First half group revenues increased 14 percent to £2.68 billion, thanks mostly to North America with Sunbelt US revenues 15.5 percent higher at \$2.89 billion and operating profit growth of 12 percent to \$947 million. Sunbelt Canada saw revenues improve 20 percent to \$200.3 million - thanks to acquisitions - with profits 11 percent higher at \$40.4 million.

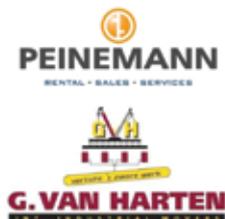
In the UK A-Plant increased revenues by 2.5 percent due to higher sales of used equipment from the fleet and a better product mix. Rental revenues declined two percent. Operating profits dropped 33 percent to £30 million. Group pre-tax profits for the first six months were six percent higher at £660 million. Capital expenditure was slightly lower at just over £1 billion, but the company also reduced its overall sales of equipment from the fleet, the net result was a slightly larger but older fleet with the average age increasing to 33 months from 31 months this time last year.



UK rental group **Vp** - owner of **UK Forks, Higher Access** and **Brandon Hire/Hire Station** - reported six months revenues to the end of September of £186.6 million, down 3.5 percent on last year. Pre-tax profits came in just over two percent lower at £23.3 million. UK revenues were three percent lower at £170 million while operating profits improved two percent to £27.2 million. Revenues of the international business slipped seven percent to £16.6 million with operating profit more than 15 percent lower at £1.1 million. As a result of the lower revenues the company reduced capital expenditure by almost 28 percent to £26.6 million. Net debt at the end of September was £183.7 million compared to £188.2 million at the same point last year. The company says that business remains stable and is not changing its full year projections.



Dutch international rental company **Peinemann Mobilift** has acquired heavy moving and installation company **G. van Harten** from the van Harten family. Its fleet includes a number of specialist cranes including electric powered articulated spider cranes, mini crawlers and telehandlers.



Cargotec - owner of **Hiab** and **Kalmar** - has acquired New Zealand-based port terminal operating systems and software provider, **Jade**

Logistics, and will merge it with its Navis operating systems division. The Jade Logistics base in Christchurch will become the Navis 'General Cargo Centre of Excellence'. Jade's Master Terminal software is the world's leading terminal operating system for mixed cargo ports. The company operates from offices in New Zealand, Australia, the USA, the Netherlands, Indonesia and United Arab Emirates.



Italian truck mounted platform manufacturer **Comet**

Officine has become a public limited company - an S.p.A. It was previously a private limited liability company - an S.r.l.



Gloobal acquires ALVE

Spanish truck mounted rental company Gloobal has acquired the van mounted aerial lift rental business and assets of Tarragona-based ALVE. The company operates nationally from a network of agents - in Madrid, Seville, Córdoba, Cádiz, Asturias, Tortosa, Tarragona, Valencia and Badajoz.

Barcelona based Gloobal is owned and managed by Ivan Papell who started Gloobal as a specialist truck mounted work platform rental business in 2015, but now also offers truck mounted loader cranes. The combined Gloobal/ALVE platform rental fleet will total around 310 vehicle mounted lifts.



Sunbelt Canada acquires Whites

Ashtead's Sunbelt Rentals of Canada has acquired William F White International, Canada's largest provider of rental equipment to the film, television and digital media industries.

Whites was established in 1963 and was owned by Comweb which operates from 13 locations across Canada and has more than 450 employees. White chief executive Paul Bronfman will remain on board through April in order to help with the transition with Ashtead chief executive Brendan Horgan focusing on the strategic growth of the business.



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Subversive Performance(Compared with the same model in the industry)

The maximum working height heights have been increased by more than 2m to 30m on the telescopic Boom Lifts is 30m and 28m the Articulating Boom Lifts. Both models can be loaded into a standard container.

Maximum SWL increased by more than 30% to 454kg on telescopic booms and 300Kg on articulating Boom Lifts.

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Telescopic Boom Lifts

BT24RT(24m) **BT26RT**(26m) **BT28RT**(28m) **BT30RT**(30m)

Articulating Boom Lifts

BA24RT(24m) **BA28RT**(28m)



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March 10-14, 2020
Booth:BL262



Donington, UK
May 13-14, 2020
Booth:407

- **Leader** has taken three **Niftylift** hybrid boom lifts including the first 85ft HR28 in Italy.
- **Close Brothers Asset Finance** appointed **Steve Smith** as regional sales manager and **Nigel Clayton** as an area sales manager.
- **Exolgan** Argentina has taken four **Kalmar** RTG cranes.
- US crane industry veteran **Jay Shiffler** has died.
- Russia's **Fun Generation** has taken a **Palazzani** TZ 330 ECO spider lift.
- **Oil&Steel Deutschland** has been named the manufacturer's dealer of the year.
- **Comet Officine** is now a public limited company or S.p.A.
- **Avant Tecno** has appointed **Simeri Estonia** as **Leguan** distributor.
- **Bill Turnbull** - former service manager for **Coles Cranes** and **Grove** - has died.
- **Ruth Adorian** - wife of Paul Adorian the founding MD of **IPAF** - has died.
- **NCCCO** has signed an agreement with **FNRCO** of Saudi Arabia for crane operator testing in the Kingdom.
- **Kanoo Cranes** has been appointed **Maeda** distributor for the UAE, Saudi Arabia, Oman and Bahrain.
- **JLG Financial** has appointed **CWB National Leasing** as its 'funder of choice' in Canada.
- **Craig Anderson**, former crane and aerial lift district manager, has died.
- Germany's **Steil Kranarbeiten** has taken a **Liebherr** LTF 1060-4.1 truck crane.
- **Pacific Logistic** of Russia has ordered a second **Gottwald** Model 3 portal crane.
- Ex Riwal owner **Jaap Schalekamp** has died following a short illness.
- **Janneniska** has taken 15 **Versalift** van and truck mounted platforms.
- Australia's **Active Crane Hire** has taken the first two **Potain** MCT 325 tower cranes.
- UK's **Simmons Industrial Services** has taken a **Kato** CR-130Rf city crane.
- US distributor **Reachmaster** has added **Tony Trainer** as regional sales manager and signed a sales rep deal with **Strategix Sales**.
- **Ritchie Bros** auctioneers has appointed **Ann Fandozzi** as chief executive.
- UK's **Plant Speed** has taken a 56 t/m **Fassi** crane.
- **Deutz** has acquired Benelux distributor **DPS Power Group**.
- **Ashtead** has appointed **Jill Easterbrook** as a non-executive director.
- France's **ATM Leverage** has taken a 75m **Ruthmann** T 750 HF truck mount.
- Polish rental company **Baran** has ordered two **Demag** AC220-5s.
- New Zealand rental entrepreneur **Bob Youngman** has died.
- Manitowoc dealer **Tracsa Group** has been appointed **Grove** and **National Crane** distributor for **Mexico**.
- Germany's **Müller** has taken a 22.4m **GSR** B230T truck mount.



Steve Smith



Nigel Clayton



Jay Shiffler



Bill Turnbull



Craig Anderson



Jaap Schalekamp



Ann Fandozzi



Jill Easterbrook



Bob Youngman

- UK Manitowoc dealer **Mawsley Machinery** has appointed **Vicki Allen** as access division director.
- Kazakhstan contractor **Azimut** has taken a 32m **Falcon** FS320 spider lift.
- Germany's **Karl Scholl** has taken a 230t **Liebherr** LTM 1230-5.1.
- Canadian/US crane company **Irving Equipment** has taken two new **Grove** cranes.
- Dutch crane company **Baetsen** has taken a 55t **Demag** AC 55-3.
- **Manitowoc** has appointed **Anne Bélec** as a non-executive director.
- **Alimak** has won a £4.1 million order for maintenance access systems in the UK
- Lithuanian **Strele Logistics** has taken a 200t **Tadano** ATF 200G-5.
- **Palfinger** has appointed **Falcon Equipment** as distributor for Western Canada.
- US-based **LiftSmart** has appointed **José Miguel Peña** as sales director for a new European operation.
- **Hatz Diesel** is ending its dealer agreement with **BIA** for Belgium and Luxembourg.
- **Stoddart Crane Hire** has taken the first 150 tonne **Grove** GMK5150L in Scotland.
- **Sinoboom** has appointed **Tim Whiteman** as chief executive of its European subsidiary in Rotterdam.
- **Genie** has appointed Moscow's **PSK** as distributor for aerial lifts and telehandlers.
- Germany's **Wemo-Tec** has added four 86ft **Niftylift** HR28 4x4 hybrid lifts.
- **Mobile Mini UK** has appointed **Andrew Thompson** as managing director.
- Swiss-based **Gyger Leverage** has taken a 450t **Liebherr** LTM1450-8.1 and 40t LTM1040-2.1.
- UK-based **Commhoist** has taken four more **Liebherr** All Terrain cranes.
- UK's **Premier Platforms** has taken a 21m **CTE** Zed 21.3 JHL truck mount.
- Germany's **Gräber Arbeitsbühnen** has opened a sixth location and taken 10 **Haulotte** platforms
- UK's **Hampshire Plant & Access** has appointed **Graham Hawkins** as managing director.
- German rental company **Walter Koch** has taken a **Teupen** Leo30T Plus.
- **Link-Belt** has appointed **Greg George** as district sales manager for the Rocky Mountain region.
- **Ramirent** has appointed **Erik Bengtsson** as chief executive.
- German rental company **Beithaupt & Philipp** has taken a 45t **Demag** AC 45 City.
- **CS Wind Vietnam** is taking two 100t **Kalmar** Super Gloria reachstackers.
- UK's **Clow Group** has appointed **Dougie McCombie** as group sales director.
- Brazil's **Real Guindastes** has taken the country's first 400t **Tadano** ATF 400G-6 AT.
- US rental company **Herc** has appointed **Aaron Birnbaum** as COO.
- **JLG** has appointed **Riwal** as its distributor for Kazakhstan.
- **Haulotte** has appointed **Vertex** as an official dealer for Russia.



Vicki Allen



Anne Bélec



José Miguel Peña



Tim Whiteman



Andrew Thompson



Graham Hawkins



Erik Bengtsson



Dougie McCombie

- **Brian King**, the founder and former owner of UK based **Power Towers**, has left the company.
- German **HBC-radiomatic** has expanded its facility in **Kentucky, USA**.
- UK's **Nationwide Platforms** has installed public defibrillators at its 38 locations.
- UK's **Star Platforms** has taken a **Sterling** ST440 step frame trailer and a **DAF** XF530 tractor unit.
- Malaysia's **Megah Sewa** has taken three **Potain** MCT 385 flat top tower cranes.
- **Liebherr** Mobile Cranes Korea has opened a new parts, service and training centre.
- UK **Access Alliance** members have received **IPAF** Rental+ accreditation.
- **LGMG** has appointed **Phil Graysmark** as European sales director.
- UK rental company **KAS Crane Hire** has taken a 100t **Grove** GMK4100L-1.
- UK's **Marsden Crane Services** has taken a 60t **Liebherr** LTM 1060-3.1.
- **Axyom** has been appointed a distributor for **Potain** self-erecting cranes in northern France.
- Egypt's **The Specialized Contracting Company Cranes** has taken a 400t **Liebherr** LR 1400/2 crawler crane.
- **Ahern Ireland** has appointed **Robert Hickey** as branch manager.
- Germany's **Haslach** has taken a 130t **Liebherr** LTM 1130-5.1.
- **Kiloutou Germany** has taken a 27m **Ruthmann** TB 270 Pro and a 36m T 360.
- **Lindø port of Odense** in Denmark has ordered a **Liebherr** LHM 800 mobile harbour crane.
- **Point of Rental** has appointed **AJ Dore** as technical sales specialist for its South African team.
- Germany's **Kunze** has taken a 61ft **Haulotte** HA20 LE Pro.
- **Genie** has appointed **Craig Kittle** as director of technical service for Australia, Asia Pacific and China.
- UK's **Altida Crane Hire** has taken a 50t **Liebherr** LTC 1050-3.1 AT crane.
- UK-based **Cadman Cranes** has taken a 60t **Liebherr** LTM 1060-3.1 AT crane.
- **Lasse Orre** is to take over from **Harry Clayhills** as MD of **Bronto Skylift**.
- The **UK Port of London Authority** has taken a 45t **Grove** RT550E.
- **Skylift Engineering** has set up as a truck mounted service business in Northampton, UK.
- India's **Kandla Cargo Handlers** has taken a 750t **Liebherr** LTM 1750-9.1 AT
- Belgium's **Zuidnatie Breakbulk** has taken two **Konecranes** Gottwald electric mobile harbour cranes.
- **Comet** has appointed **Dino Diena** as regional manager for Eastern Europe.
- Turkey's **Maktas Makinali Tasima** has ordered six **Kalmar** Eco reachstackers.
- Scottish rental company **AB2000** has taken a 40t and 60t **Liebherr** AT cranes.
- **Oshkosh** has appointed **Tyrone 'TJ' Michael Jordan** as a non-executive director.
- **Mateco Netherlands** has opened a seventh location in the country.
- The **NCCCO Foundation** has launched a directory of accredited crane operator certification programmes.
- **NCCCO** is dropping the physical medical test for crane operator certification.



Brian King



Phil Graysmark



Robert Hickey



Craig Kittle



Lasse Orre



Dino Diena



TJ Jordan

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Development and growth in the RT sector

Historically sales of Rough Terrain cranes have been related to the price of a barrel of oil, the biggest market being North America taking two thirds of all RTs sold outside of Japan. However as the oil industry has increasingly found alternative methods of lifting and material handling, the demand for RT cranes has declined. There has however been growth in other parts of the world including Europe. We take a look at some of the latest developments in the sector.

Rough Terrain cranes have traditionally been a product of North America and the Middle East with a European outpost in Italy. Since the emergence of All Terrain crane in the 1980s, sales of Rough Terrain cranes have shrunk in most European markets. However there appears to be evidence of renewed interest in the product, possibly due to a more rigid application of road regulations and a move in some areas to keep cranes on site for longer periods. There are also indications that new product developments are encouraging more European buyers to take another look at Rough Terrain cranes.

Market changes

2019 saw some significant structural shifts in the Rough Terrain market following the split up of Terex Cranes after it sold its Demag business to Tadano and its US truck crane operations to the Load King subsidiary of Custom Truck One Source. Terex Cranes now focuses entirely on its Tower and Rough Terrain cranes, both of which are based in Italy. On the surface the decision by Tadano to exclude the Terex Rough Terrain cranes from the acquisition seemed a logical move given that the Japanese crane company already produced a wide range of market leading Rough Terrain cranes that appear to totally overlap with the Terex Rough Terrain range.

However a number of buyers we have spoken to since have said that the Tadano RTs are not as well suited to the European market as the Italian built Terex models. Quite why Tadano did not consider acquiring Terex RTs at the time is not clear, we understand that Tadano never raised the option in the negotiations, while Terex was happy to focus on the loss-making German Demag business. In a recent interview with C&A, recently appointed Tadano Demag chief executive Jens Ennen said: "The Terex RT business was simply not part of the overall discussion and we are happy with the current Tadano RT range as it is very successful and well known for its quality and reliability."

This may well be the case in most parts of the world, but if you go to the Tadano website and click on Rough Terrain cranes and enter Europe as the region the message 'Currently not available in your selected area' is displayed. While Tadano Rough Terrain cranes have been sold in Europe, it would seem that they are not currently offered - possibly due to engine upgrade demands?

Terex has launched several new products over the past year or two, including the RT90, RT1070, RT1080/1080L in the important 70 to 90 tonne sector, along with the 45 tonne RT1045/1045L. Since the Demag disposal this summer, it has



announced continual investment and development of the range with three new products including a new 35 tonne RT1035, a new global 75 tonner and the next generation, Terex developed, RT operating system - launched at Conexpo - offering an improved interface and usability.

Tadano v Terex?

Looking at the most popular Rough Terrain crane sector these days - the 80 tonner - we did a quick comparison of Tadano's GR-800 EX with the Terex RT1080L, the longer boomed version of two 80 tonne models offered by Terex.

The most noticeable difference between the Tadano and the Terex is the extra five metres of boom and Tadano's longer extensions providing a healthy lift height advantage. The GR-800 EX is also physically larger and heavier and of particular note is its overall width of 3.315 metres compared with a more manageable three metres on the Terex. Overall length is another example of a marked difference in that the Tadano is almost 14.4 metres, compared to Terex at 13.4 metres while the Tadano weighs

in at 51.4 tonnes compared to the Terex at just under 49 tonnes when similarly equipped - although the extra extension on the Terex taking it to 14 metres does not actually stow alongside the boom. The main difference in weight is of course Tadano's longer boom at 47.1 metres compared to 42.1 metres, the longer bi-fold swingaway at 17.7 metre versus just 14 metres on the Terex.



Terex has launched several new products over the past year or two, including the RT90, RT1070, RT1080/1080L.

The Tadano and Terex '80 tonners' compared

Make	Tadano	Terex
Model	GR-800 EX	RT1080L
Capacity	80t @ 3m	80t @ 2.5m
Main boom	47.1m	42.1m
Swingaway options	10.1 to 17.7m	8 to 14m
Extension offsets	0-45°	0-30°
Max tip height	67m	58.2m
O/A length	14.375m	13.417m
O/A width	3.315m	3.0m
O/A height	3.795m	3.87m
Outrigger spread	7.3m	8.0m
Weight	51.4t	48.8t
Counterweight	9.98t*	8.9t
Travel speed	36kph	29kph
Tilt cab	No	Yes

*includes auxiliary hoist

Rough Terrain cranes C&a

Tadano's 80 tonne GR-800 EX



Given that the Tadano RTs in this range are physically bigger being wider and heavier, and one can understand the comments regarding the product not being as well suited to the European market as the Terex models - at least when it comes to moving them from site to site. If you look at Tadano's smaller machines most models are less than three metres wide whereas the Terex models tend to be in the 2.5 metre range. It is worth recalling that the Terex Rough Terrain product line grew out of its acquisition of Bendini in 1999.

New 51 tonne Kato

A few months ago Kato announced its new 51 tonne Rough Terrain crane aimed at the global market. The new model - the SR-500LX - joins the company's existing 51 tonner, the SR-500L however features a longer, 42 metre five section main boom compared to 35 metre four section on the older model. Maximum capacity on the fully extended boom is eight tonnes at up to 11 metres radius. Maximum radius on the main boom is 34 metres where it offers a capacity of 700kg. The LX also incorporates Kato's new 9.4 to 13.7 metre two section, telescopic hydraulically luffing E-Jib which offsets by five to 60 degrees and provides a maximum tip height of 59 metres at which it can lift three tonnes at a radius of 6.5 metres. In this configuration it can take that load out to 13.7 metre radius at a height of just over 55 metres. Twin hoists are standard.

The company says that the decision to introduce a longer boomed model was driven by demand from its international customers rather than

its domestic buyers in Japan where the current machine does well. The crane had its public unveiling at the Taipei building show in December, appropriate given that the first units were sold to local rental company Chi Deh.

Overall width of the new crane is 2.9 metres with an overall stowed length of 12.76 metres. Gross vehicle weight is just over 37 tonnes. Power comes from a six cylinder Mitsubishi diesel driving axial piston hydraulic pumps. As with most Kato RTs it has leaf spring suspension with shock absorbers, helping it travel more smoothly at its maximum 45kph. The new crane has a maximum capacity on tyres of 16.5 tonnes and the outrigger spread is variable up to a fully extended seven metres. Other features include a new ACS load moment indicator with high resolution readout, a data logger with SD card storage, a full camera system and touch screen information readouts displays.

With an unusual capacity of 51 tonnes at 2.5 metres (47 tonnes at three metres) the Kato comes closest to Grove's GRT655L and the Locatelli Gril55.50 in terms of nominal capacity. What is interesting is the similarity between the Terex and Locatelli cranes,



Kato's new 51 tonne SR-500LX features a 42 metre main boom.

So how does the new Kato compare?

Make	Kato	Terex	Sany	Zoomlion	Grove	Locatelli	Tadano
Model	SR-500LX	RT 1045L	SRC550C	RT60	GRT655L	GRIL55.50	GR500EX
Capacity	51t@2.5m	44t@2.5m	55t@3m	60t@2.8m	50t@2.5m	50t@3m	51t@2.5m
Main boom	42m	37.4m	34.5m	43m	43m	37.2m	42m
Extensions	9.4-13.7m	8m	9.2-16.4m	10-17m	7.9-13.7m	8m	8-12.7m
Mx tip ht	59m	47.8m	53.9m	62.4m	59.7m	48m	57m
O/A length	12.76m	11.241m	14.050m	13.733m	12.66m	10.9m	13.39m
O/A width	2.9m	2.543m	3.3m	2.99m	3.08m	2.54m	2.98,
O/A height	3.88m	3.50m	3.76m	3.75m	3.48m	3.63m	3.86m
Outrigger spread	7.0m	6.0m	7.2m	6.9m	6.81m	6.2m	7.0m
Weight	37.08t	29.3t	43t	44.26t	34.56t	33.1t	38.02t
Max speed	45kph	30kph	40kph	41kph	30kph	36kph	48kph
Capacity on tyres	16.5t	15.9t	19.72t	21.0t	13.825t	16.0t	13.9t

The 50 tonne Gril55.50 from Italian manufacturer Locatelli



The 200 tonne XCMG RT200E with 62 metre main boom and 20 metre jib and is currently the largest RT on the market.

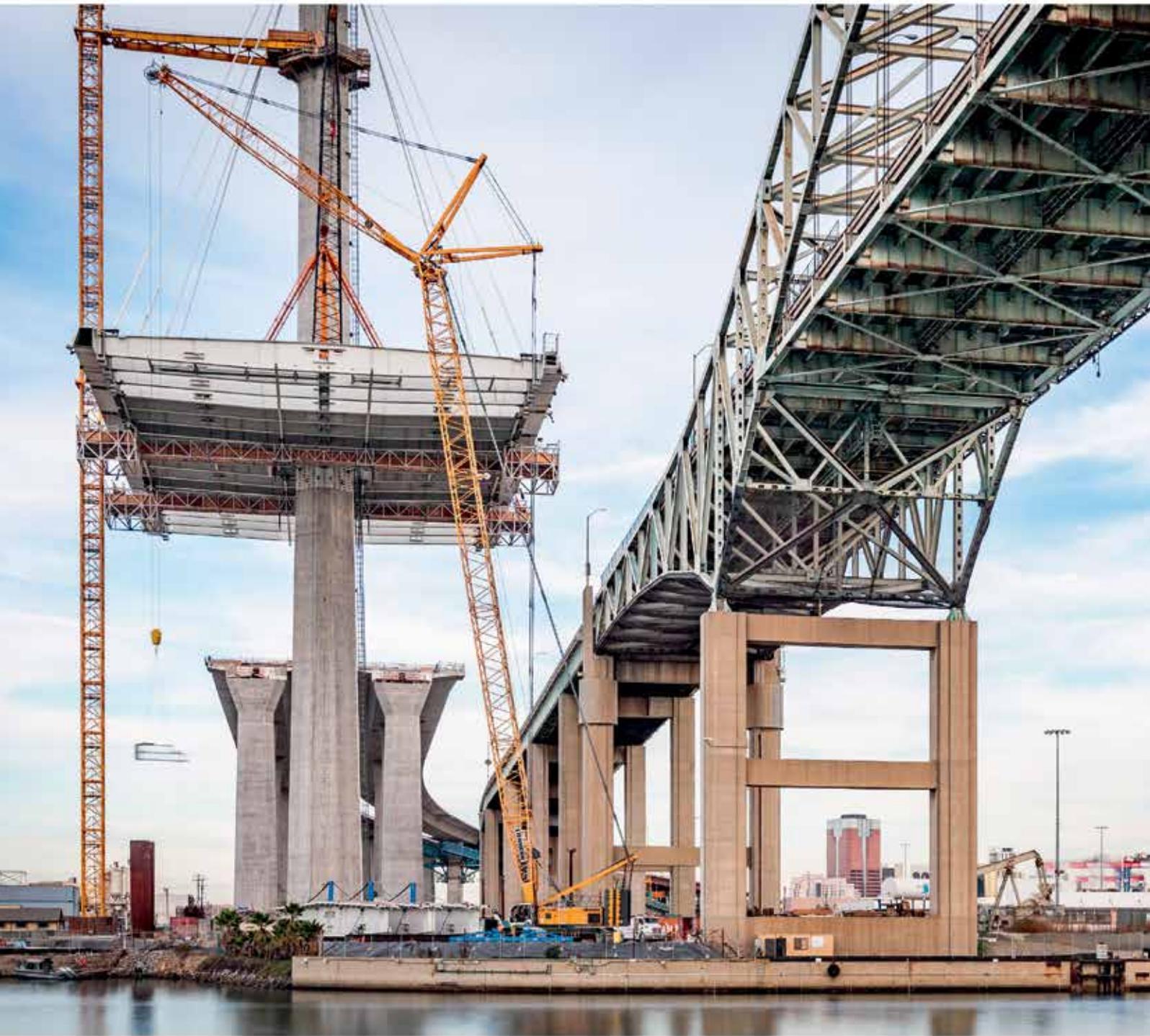


including the fact that both are Italian designed and manufactured. Although the Terex has a lower maximum capacity and is smaller and lighter, the other specifications are almost identical. Overall however, the Kato - at least on paper - performs very well against its main rivals.

Moving on up

Despite the move towards higher capacity Rough Terrain cranes, the majority of units sold are under 90 tonnes. In our last RT crane feature we covered the launch of Grove's 149 tonne GRT 9165 with a 62.3 metre main boom and compared it to other large RTs from Tadano - the 145 tonne GR-1600XL-2 - and the 145 tonne Link Belt RTC80160 II. However it is the 200 tonne XCMG RT200E developed in China and Germany with a 62 metre main boom and 20 metre jib that is currently the largest RT on the market. The crane weighs over 90 tonnes and has a travel speed of 25kph.

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LIEBHERR



Link-Belt's latest Rough Terrain is the 110 tonne 120RT

New 90t Link-Belt

We also reviewed Link-Belt's latest 90 tonne 100RT. The company has since launched the all-new 110 tonne 120RT which features a six section 50 metre pin & latch boom, topped by a 10.7 to 17.7 metre bi-fold swingaway which manually offsets from no offset to 15, 30 or 45 degrees. Two additional 4.9 metre lattice inserts take the maximum tip height to 79.8 metres. The crane includes a three slab, hydraulically removable 13.2 tonne counterweight giving a total working weight of less than 56.5 tonnes.

The crane features a Cummins Stage V/Tier IV diesel - or a Tier III Cummins for emerging markets - powering a six speed transmission with two axle four link suspension. New ladders and steps give improved access to the carrier deck which now uses slip resistant paint. Link-Belt's V-CALC - Variable Confined Area Lifting Capacities - system features 81 different outrigger configurations and once set, the crane's Pulse 2.0 system indicates the available capacity for the specific configuration.

The winches feature a single line pull of 10,700kg and include ultra-wide drums to maintain line pull performance. The crane includes a new cab first seen on the 75RT in 2017, which has improved visibility and operator comfort and a 20 degree tilt. A full camera package is included with reversing, winch and right side of superstructure monitoring as well as a full telematics system.

Small but perfectly formed

One of the smallest Rough Terrain cranes on the market is Tadano's 13.6 tonne GR-150XL. Earlier this year the company launched the GR-150XL-3 - an updated version of the GR-150XL-2 - for the North



Link-Belt 110RT



Locatelli 55.20

American market. The crane's upgraded features include a reduced tailswing - down from 1.6 to 1.25 metres - better capacities, a 70 percent increase in single line pull, an updated cab with a much larger colour touchscreen - now 10.4 inches - and Tadano's AML-E automatic moment limiter. It also features Positive Control System which governs and adjusts hydraulic pump output during crane operation in response to the amount of controller movement applied, in order to reduce fuel consumption and emission levels. The 24 metre main boom plus 3.5 to 5.5 metre underslung offsettable jib remains unchanged, giving a maximum tip height of 31.7 metres. It has an overall length of 7.56 metres and

an overall width of just two metres, excluding wing mirrors.

In the Middle East, Australia/New Zealand, Asia and South America the company offers the very similar 13 tonne GR-130EX.

The Chinese factor

The RT crane sector - along with crawler cranes - was one of the sectors in which Chinese crane manufacturers have produced machines that are considered to be competitive and which they have not only exported to emerging markets, but also to Europe and North America. Sany and Zoomlion have led the way but have now been joined by XCMG. It is particularly surprising in that when these manufacturers began designing



Grove GRT8100



Earlier this year Tadano launched the GR-150XL-3.

and building Rough Terrain cranes, there was no domestic market to rely on in order to build volume. Today Chinese manufacturers have a significant market share, having made substantial inroads in developing markets where their cranes are often part of a wider package of equipment offered by trading houses, or brought in by Chinese contractors working on Chinese financed infrastructure projects.

Sany has been successful in a number of western markets, including North America and the Middle East. Its current six model line up extends from the 30 tonne SRC300C with 31.5 metre main boom to the 120 tonne SRC1200

with a 49.7 metre main boom. As can be seen from the 80 tonne comparison on page 18 the Sany SRC550C performs well, however its size, weight and resale value may be an issue with some buyers. Zoomlion was one of the first to make inroads in the western market when it introduced an American style RT range and signed a worldwide distribution agreement in 2010 with Global Crane Sales of Houston, Texas. Today it offers a mix of RT and ZRT models - the latter being the 'next generation' machines. It has four RT models - the 35 tonne RT35, 60 tonne RT60, 75 tonne RT75 and 100 tonne RT100 - along with the 30 tonne ZRT300 and 85 tonne ZRT850. The ZRT850 features a 47 metre 'U shaped' main boom which Zoomlion claims is 20 percent stronger than any of the products from its direct competitors. Weighing 52 tonnes, the crane has a maximum travel speed of 36kph and an outrigger spread of 7.3 metres.

We have already mentioned XCMG's largest RT - the 200 tonne RT200E - which is just one in a bewildering 20 model range which starts at 25 tonnes.



The ZRT850 features a 47 metre 'U shaped' main boom

Sany SRC550C



Sany SRC550C



Contraband Bayou shaft replacement

A 70 tonne Link-Belt 75RT Rough Terrain crane was recently used to remove and replace 16 shafts from storage tanks at the Lake Charles Wastewater Treatment Plant in Louisiana, USA. Each shaft has an overall length of 1.2 metres and weighed just over two tonnes. The project is intended to improve water sediment flow into the nearby Contraband Bayou. The plant treats 36.4 million litres of wastewater daily and more during periods of flooding.

Max Foote Construction rented the crane from Doggett Crane Sales & Hire, it was chosen for its ability to fit into the limited space available between the tank wall and the perimeter fence. The shafts had to be lifted in and out of the two side by side oval treatment tanks. There were just three places around the tanks in which to set the crane up, from where it could reach the load and handle weight. Fortunately there was just the right amount of room between the tank and fence for the 75RT to set up and fully extended its outriggers.

The crane worked at a radius of 28.9 metres with the boom at an angle of 49 degrees. The crane then slewed the loads 120 degrees to the storage/unloading area. The 75RT was then used to install several motor assemblies,

each weighing 1,315kg, working at a radius of up to 35 metres on full boom.



Each shaft is 1.2 metres long and weighs just over two tonnes



The 75RT was able to fit into the limited space available between the tank wall and the perimeter fence

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Mixed fortunes

Once again the statistical input from our survey indicates a year of mixed fortunes, although the comments - and there have been many this year - diverge at times with the comparative statistics for each sector. Some are more negative than the numbers suggest, while others are more optimistic, all of which goes to show that perception is more telling than numbers.

As last year, some rates have picked up while others have fallen. Interestingly some of the larger, more specialised equipment, has suffered more than smaller units, while other big units have done far better.

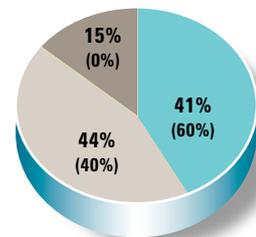
We changed our method of data

submission half way through the process which was clearly long overdue as it subsequently resulted in a record volume of input. This is the 19th year of the survey with previous results available to view in the Vertical online library at www.vertical.net

Crane rates

Crane fleet size

Crane fleet sizes over the past 12 months have:



(2018 results)

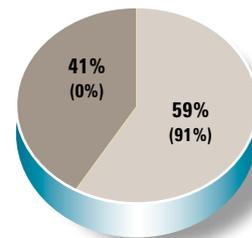
Decreased Stayed the same Increased

Last year's optimism was curbed during the year with the majority of companies suspending expansion plans, while some cut their fleets in spite of not having planned to do so. Going forward maintaining the status quo seems to be the order of the day.



Crane rate trends - all types

Crane hire rates over the past 12 months have:

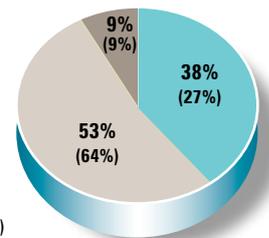


0% increased (9%)

(2018 results)

Decreased Stayed the same Increased

Crane hire rates over the next 12 months will:



The overall feedback indicates that rates in general have either remained the same or fallen. Not one company indicated an improvement markedly different to last year.

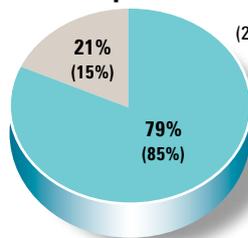
Clearly the rates for 'bread & butter' machines suffered this year as projects were put on hold or as new cranes flowed in to meet an expected growth in demand for planned increases in infrastructure spending. Much of this was delayed - some of which is down to Brexit - although it has also been used as an excuse for growing global uncertainty. With any luck 2020 will bounce back as contractors try to catch up for lost time.

Most notable perhaps is a fall in rates for mobile cranes under 30 tonnes - which includes City type All Terrains - after having improved in 2018. Rates for cranes in the 200 to 500 tonnes capacity range however showed a strong pick up, which is surprising given more units are available in this range. This might relate more to them going out as contract lifts - which reached the highest levels since we began reporting it - as well the type of projects which went ahead.

The crawler crane results are a little odd with all but the smallest showing an improvement, while anecdotal feedback suggests rates suffered another poor year. The tower crane market on the other hand had a busy year in 2019, and yet rates appear to have stagnated or even fallen back slightly.

In summary the market is split 38/53 over whether rates will improve or remain the same this year, with nine percent thinking they will decline.

What percentage of your operators are?



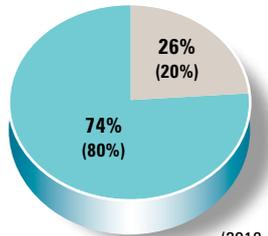
(2018 results)

Employed Freelance

This remains a stable factor in spite of some earlier predictions, although it is higher for some crane types than others.

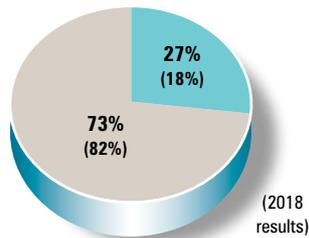


Would you recommend the crane hire industry to your children?

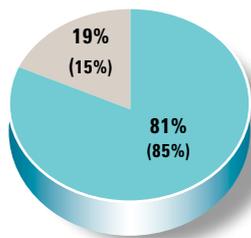


Most telling of all - around 74 percent of respondents once again said that they would recommend the industry to their children. No matter how unsustainable rates might be, those in the industry would not do anything else.

What percentage of your jobs are contract lifts?



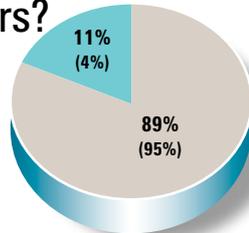
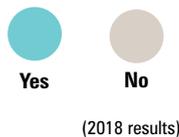
As already mentioned a positive shift - bouncing back to reach record levels.



Who does your Loler Thorough Examinations?

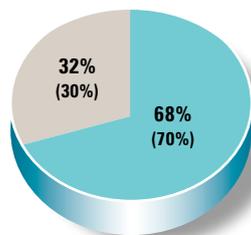


Do you employ any female crane operators?



This year's result is surprising, jumping from four to 11 percent although this is probably due to higher number of respondents this year than to a seismic change in the number of female crane operators employed?

Should cranes be subject to MOT's?



This one is always a bit of a yo-yo as sentiment shifts year to year, depending on whether there has been a bad accident or not. The majority are clearly still in favour. (2018 results)



Crane rental rates

Daily rates for mobile cranes

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

Crane size	Average (£)	Lowest	Highest	Ideal
Under 30 tonnes	458 ▼	350 ▼	632 ▼	497 ▼
30 to 45 tonnes	442 ▼	380 ▼	571 ▲	491 ▼
50 to 65 tonnes	607 ▲	550 ▲	740 ▲	665 ▲
70 to 90 tonnes	853 ▼	750 ▼	1,064 ▼	935 ▼
100 to 120 tonnes	1,115 ▼	900 ▼	1,433 ▼	1,270 ▲
130 to 160 tonnes	1,462 ▼	1,100 ▼	2,200 ▲	1,695 ▲
160 to 200 tonnes	2,045 ▲	1,400 ▲	2,600 ▲	2,422 ▲
210 to 250 tonnes	2,525 ▲	1,600 ▲	3,600 ▲	3,100 ▲
260 to 350 tonnes	3,425 ▲	1,800 ▲	4,800 ▲	4,333 ▲
360 to 490 tonnes	4,517 ▲	2,550 ▲	6,000 ▲	5,375 ▲
500 to 600 tonnes	7,116 ▼	6,000 ▼	7,500 —	9,130 ▲
Over 600 tonnes	No input —	—	—	—
Self-Erecting Tower (4 to 5 axles)	1,339 ▼	1,000 ▼	1,850 ▲	1,650 ▼
Self-Erecting Tower (6 to 7 axles)	1,963 ▲	1,750 ▼	2,100 ▲	2,383 ▲

Weekly rates for crawler cranes

Crane size - operated	Average (£)	Lowest	Highest	Ideal
Up to 50 tonnes	1,523 ▼	950 ▼	2,100 ▼	1,640 ▼
50 to 60 tonnes	2,000 ▲	1,750 ▲	2,200 ▼	2,150 ▼
70 to 80 tonnes	2,463 ▲	2,190 ▲	2,700 ▼	2,663 ▼
90 to 100 tonnes	2,475 ▲	2,150 ▲	2,800 ▼	2,700 ▼
120 to 150 tonnes	3,180 ▲	2,900 ▲	3,250 ▼	3,700 ▼
180 to 250 tonnes	3,830 ▼	3,600 ▼	4,200 ▼	4,850 ▼
Over 250 tonnes	No input —	—	—	—

Weekly rates for tower cranes

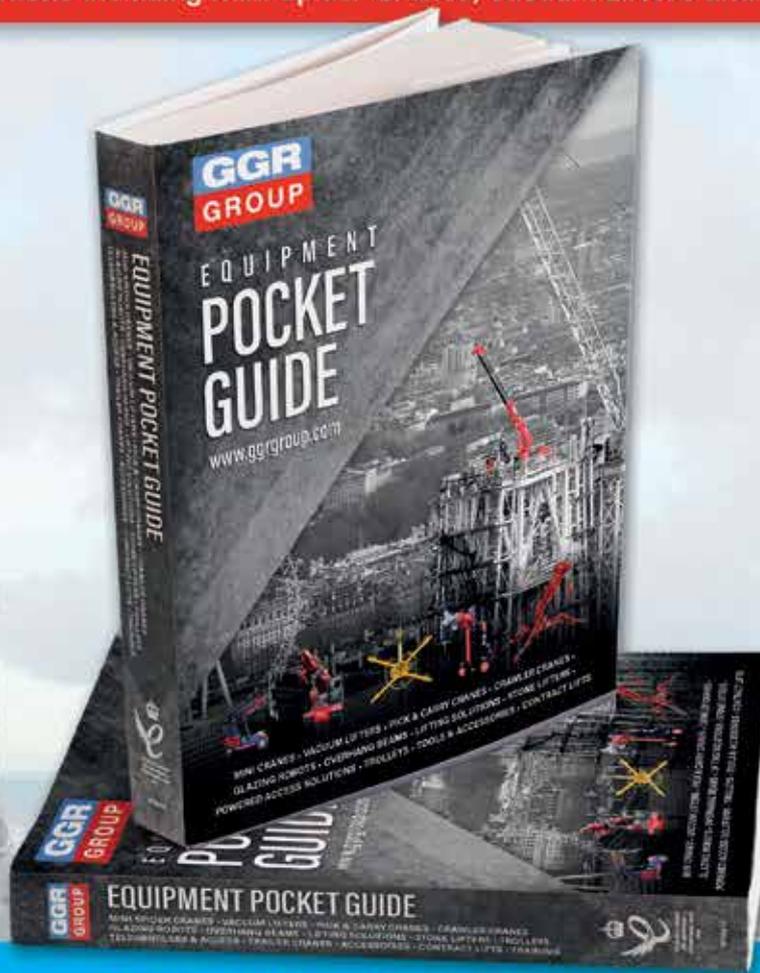
Flat tops and saddle jibs	Average (£)	Lowest	Highest	Ideal
Less than 70t/m	710 ▲	500 ▼	900 ▲	875 ▲
120t/m	895 ▼	650 ▼	1,200 ▲	1,056 ▲
200t/m	1,300 ▼	1,200 —	1,400 ▼	1,463 ▼
300t/m	2,040 ▲	1,800 ▲	2,200 ▼	2,425 ▲
Luffers	Average (£)	Lowest	Highest	Ideal
Less than 70t/m	1,183 ▲	750 ▼	1,600 ▲	1,175 ▼
100t/m	1,733 ▼	1,300 ▼	2,100 ▲	1,725 ▼
180t/m	2,375 ▼	2,350 ▲	2,800 ▼	2,583 ▼
300t/m	3,033 ▼	2,400 ▼	3,500 ▼	3,367 ▼
Self Erectors	Average (£)	Lowest	Highest	Ideal
Self Erectors	658 ▲	590 ▲	800 ▲	713 ▲

Weekly rates of other cranes

Crane size	Average (£)	Lowest	Highest	Ideal
Pick & Carry <2.5t	565 ▲	350 —	700 ▲	695 ▲
Pick & Carry 3-5t	633 ▲	535 ▲	785 ▲	812 ▲
Pick & Carry 5.5-10t	695 ▼	652 ▲	785 ▼	825 ▲
Pick & Carry >10t	947 ▼	820 ▲	1,200 ▲	1,200 ▼
Mini crawlers - up to 12t	800 ▼	550 ▼	1,000 ▼	925 ▼
Spider cranes up to 1t	721 ▼	400 ▼	800 ▼	845 ▲
Spider cranes 2-5t	1,156 ▼	700 ▼	1,500 ▼	1,550 ▲
Spider cranes >5t	1,500 ▲	900 ▼	2,100 ▲	1,652 ▼

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Utilisation and percentage of initial cost

Mobile cranes

Crane size	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Under 30 tonnes	71%	30%	90%	0.9%
30 to 45 tonnes	78%	50%	90%	1.1%
50 to 65 tonnes	77%	45%	90%	0.9%
70 to 90 tonnes	76%	30%	90%	0.8%
100 to 120 tonnes	76%	35%	80%	0.8%
130 to 160 tonnes	65%	20%	80%	0.9%
160 to 200 tonnes	68%	20%	80%	1.0%
210 to 250 tonnes	65%	20%	75%	0.9%
260 to 350 tonnes	59%	10%	70%	1.1%
360 to 490 tonnes	60%	40%	65%	0.7%
500 to 600 tonnes	65%	50%	60%	0.8%
Over 600 tonnes	No data	-	-	-
Self-Erecting Tower (4 to 5 axles)	79%	75%	88%	1.0%
Self-Erecting Tower (6 to 7 axles)	82%	80%	90%	0.8%

Crawler cranes

Crane size	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Up to 50 tonnes	70%	65%	75%	0.8%
50 to 60 tonnes	73%	65%	77%	0.8%
70 to 80 tonnes	75%	65%	85%	0.7%
90 to 100 tonnes	58%	50%	65%	0.8%
120 to 150 tonnes	51%	20%	65%	0.5%
180 to 250 tonnes	61%	45%	60%	0.4%
Over 250 tonnes	No data	-	-	-



Tower cranes

Flat tops and saddle jibs	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	70%	70%	80%	0.8%
120t/m	80%	60%	100%	0.7%
200t/m	78%	60%	91%	0.7%
300t/m	78%	55%	100%	0.6%

Luffers	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	75%	65%	80%	0.7%
100t/m	87%	70%	90%	0.8%
180t/m	78%	70%	85%	0.7%
300t/m	83%	70%	90%	0.7%

Self erectors	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Self Erectors	72%	50%	90%	0.7%

Other cranes

Crane type	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Pick & Carry <2.5t	72%	60%	75%	0.9%
Pick & Carry 3-5t	61%	35%	70%	0.8%
Pick & Carry 5.5-10t	59%	40%	80%	0.7%
Pick & Carry >10t	71%	50%	70%	0.9%
Mini crawlers - up to 12t	70%	65%	80%	0.7%
Spider cranes up to 1t	61%	40%	75%	1.5%
Spider cranes 2-5t	56%	40%	75%	1.4%
Spider cranes >5t	69%	55%	75%	1.0%



Average fleet age in years

Average	Lowest	Highest
6.2 (6)	2 (4)	10 (10)

A slight shift back from last year's reduction but not significantly.

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"We are hearing of rates being quoted at this time that are below what we were receiving in 2009. This is not sustainable, and I would advise the major contractors to be very careful in using the rates for tendering future work in late 2020/21. Labour, travel and accommodation costs are all increasing along with the manufacturer's prices. The rental companies cannot absorb this and will have to pass it on. The crane rental companies need to be make a profit so that they can invest in modern cranes to meet with current and future legislation. Health and safety must be to the forefront of all hires and this has to be paid for. More of our clients are now asking RAMS and engineering assistance which we are pleased to provide."

"Rental rates haven't changed in 15 years despite all the running and capital costs increasing. When we hire a service engineer from a crane manufacturer with tools and a van we are charged the same price as for a 100t crane and driver! With the decline in the construction industry and fewer projects, this has forced rates down with other crane companies all competing for the same work. This has had a detrimental effect on all companies with the ridiculous pricing, making it unsustainable for larger companies to compete."

"Rental rates have been stagnant for at least the last 10 years and need to increase as the purchase price and overheads have increased substantially. There are companies all over the country working for unsustainable rates and keeping the market low."

"Brexit seems to have affected work last year."

"The issue with the crane industry is that it fights against each other on rates rather than stick together. There are far too many contract lifting companies that own no assets that the crane owners hire to, which effects rates and takes away the contract lifting jobs that crane owners should be doing directly."

"Very quiet at the top capacity mobiles, LG1750, LG1550 and LTM1800D"

"Due to the current economic climate construction has fallen. This had made the market more competitive and has driven the rates down to unrealistic and unsustainable prices. This is down to smaller cranes firms trying to win the work, and quoting ridiculous prices, in some case half the price of the current going rate!"

"The ongoing progress with technologically advanced equipment brings all sorts of innovation to the hire market, and why not, it's the age we live in. VarioBase for example - Liebherr's outrigger system - is a fantastic development. OK we've probably all heard "Bob had that years ago, it just wasn't officially invented"! being bounced around, but in all seriousness, in some cases, it has changed the way we are able to look at and win work. That's just one example, all the manufacturers are producing advanced machinery. As hirer's we continue to invest in this technology, to stay in the flow and offer our customers the best service we possibly can. The machinery is more expensive, the parts and service are more expensive, the running of the equipment is more expensive, operators are increasingly harder to get, costly to train and wages have increased.

How do we combat this? Seemingly we leave the hire rates alone!! I would like to see the rates for cranes up to say 100t - 150t capacity all move up one - i.e. a 40t to 50t rate, 50t at 60t rate and so on. Initially this may seem quite a hike in the hire rate, probably around £80-£100 per day, but like all changes, once the naysayers and dust has calmed down it's business as usual, our customers get the kit they are expecting, and we get a little more slack to operate at a reasonable profit. When the usual increases hit fuel, fags and booze and we all say "right that's it I'm not buying that anymore" how long is it before our disgruntled rumblings dissipate? Alas something tells me the same rant will be applicable to next year's survey!"

"The rental rates are Sh*t"

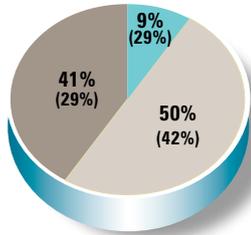
"Too many cranes (crawlers, specifically) in the country. Too many companies still desperate to take work at any price - presumably to keep lenders happy."



Powered access rates

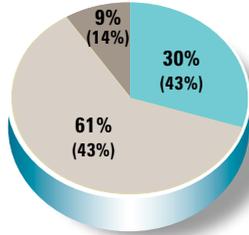
Rate trends

Access rates over the past 12 months have:



(2018 results)

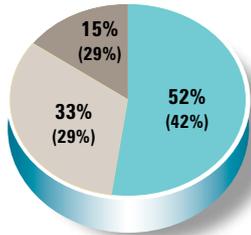
Access rates during the next 12 months will:



This year's results tend to build on the downward trend seen last year, with a larger percentage of respondents having seen rate declines. Last year the vast majority expected rates to increase or stay the same, in reality hardly anyone reported improvements, and many saw rates decline. Once again the outlook for this year is more positive, although most expect, or perhaps hope, that it will stay the same.

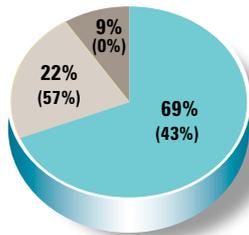
Fleet trends

Fleet size over the past 12 months have:



(2018 results)

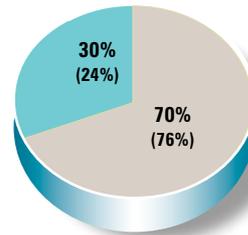
Fleet size over the next 12 months will:



In spite of the softening rates, more than half the companies responding said that they had increased the size of their fleets in 2019. Although a few did cut the number of machines the number has reduced further this year. This is the second year running that a good number of fleets have cut back.



Who does your LOLER Thorough Examinations?

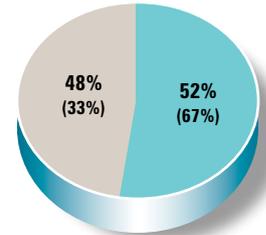


(2018 results)

The gradual shift towards third party inspections resumed its progress in 2019, after a reversal last year.



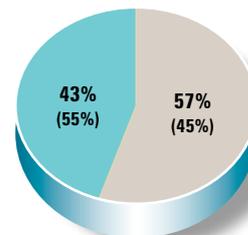
Do you offer IPAF training?



(2018 results)



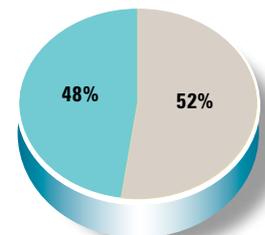
Would you recommend the access industry to your children?



(2018 results)

43/57 this year, continuing the downward trend towards fewer respondents thinking that the access rental industry is a good career path for their children.

Have you experienced battery theft in the past year?



(2018 results)

The first year for this question and the results confirm our online poll with a substantial minority having had batteries stolen from their machines in 2019.

Weekly rental rates by general category (continued)

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

Push around lifts

Working Height	Average (£)	Lowest	Highest	Ideal
Push Arounds	48 ▼	40 —	55 ▼	69 ▼
Portable	108 ▲	95 ▲	130 ▲	135 ▲

Trailer lifts

Working Height	Average (£)	Lowest	Highest	Ideal
12-13 metres (30-38ft)	208 ▲	157 ▼	260 ▼	251 ▲
17 metres (50ft)	243 ▲	210 ▲	340 ▲	352 ▲
Over 20 metres	325 —	250 ▼	370 ▲	450 ▲

Mast booms

Working Height	Average (£)	Lowest	Highest	Ideal
8 metres	90 ▼	80 ▼	105 ▼	110 ▼
10 metres	233 ▲	190 ▼	400 ▲	263 ▼
12 metres	282 ▲	200 ▼	390 ▲	265 ▼

Spider lifts

Working Height	Average (£)	Lowest	Highest	Ideal
Up to 15 metres	526 ▲	400 —	750 ▲	685 ▲
16-20 metres	659 ▲	525 ▲	950 —	851 ▲
20-26 metres	1,095 ▲	985 ▲	1,250 ▼	1,500 ▼
28-30 metres	1,253 ▲	1,050 ▲	1,483 ▼	1,950 ▼
30-35 metres	1,495 ▲	1,190 ▲	1,700 ▼	2,257 ▲
Over 35 metres	1,560 ▲	1,350 ▲	1,900 ▼	2,590 ▼

Van mounts - Weekly rates

Working Height	Average (£)	Lowest	Highest	Ideal
Up to 13 metres	320 ▼	290 ▼	370 ▼	370 ▼
13 to 15 metres	339 ▼	300 ▼	400 —	420 ▼
Over 15 metres	571 ▼	465 ▼	635 ▲	750 ▲

Truck mounts - Daily rates

Working Height	Average (£)	Lowest	Highest	Ideal
<25m (3.5 t) no operator	179 ▲	155 ▼	230 ▲	228 ▲
22-35m with operator	445 ▲	440 ▲	460 ▼	560 ▼
36-45 metres	757 ▼	520 ▼	950 ▲	967 ▲
46-60 metres	1,150 ▲	900 ▲	1,400 ▲	1,325 ▲
60 - 70 metres	1,550 ▲	1,300 ▼	1,650 ▲	1,675 ▼
Over 70 metres	2,825 ▲	1,900 ▲	3,750 ▲	3,325 ▲



C&A 2019 rental rate survey



Electric self-propelled scissor lifts

▲ up ▼ down — same ■ new category

Platform Height	Average (£)	Lowest	Highest	Ideal
Under 5 metres	76 ▼	55 ▼	90 ▼	95 ▼
6 metres (19/20ft)	107 ▲	90 ▲	195 ▲	124 ▼
8 metres (26ft)	115 ▲	90 ▲	139 ▲	147 ▼
9-10 metres (30-33ft)	132 ▲	95 ▲	155 ▲	173 ▲
11-12 metres (36-40ft)	180 ▲	110 ▲	230 ▲	220 ▼
13-17 metres (41-55ft)	265 ▼	195 ▼	362 ▼	289 ▼
17-22 metres (55-72ft)	512 ▼	337 ▼	650 ▲	639 ▼
22-25 metres (72-82ft)	567 ▼	383 ▼	705 ▼	950 ▼
Over 26 metres (85ft)	No data	-	-	-

Diesel/bi-energy scissor lifts

Platform Height	Average (£)	Lowest	Highest	Ideal
8 metres (26ft)	145 ▼	130 ▼	150 ▼	195 ▼
9-10 metres (30-33ft)	155 ▼	140 —	165 ▼	193 ▼
11-12 metres (36-42ft)	205 ▲	150 —	265 ▲	267 ▼
13-17 metres (43-56ft)	233 ▼	178 ▼	310 ▲	314 ▼
17-22 metres (57-72ft)	313 ▼	250 —	380 ▼	348 ▼
Over 22 metres (72ft)	970 ▲	699 ▼	1,250 ▲	1,100 ▼

Electric self-propelled booms

Platform Height	Average (£)	Lowest	Highest	Ideal
Under 11 metres	242 ▲	190 ▼	300 ▲	294 ▼
10-12 metres (32-40ft)	248 ▲	200 ▼	300 ▲	287 ▲
14-15 metres (45 -51ft)	265 ▼	214 ▼	340 ▲	327 ▼

Rough Terrain articulated booms

Platform Height	Average (£)	Lowest	Highest	Ideal
12-14 metres (39-46ft)	222 ▲	200 ▲	255 ▲	266 ▼
15-16 metres (49-52ft)	253 ▼	220 —	320 ▲	314 ▼
17-19 metres (56-63ft)	310 ▲	275 ▲	350 ▲	373 ▼
20-23 metres (65-70ft)	357 ▼	330 —	400 ▼	458 ▼
24-26 metres (80-86ft)	594 ▲	500 ▼	825 ▲	708 ▲
Over 27 metres	1,100 ▼	700 ▲	1,350 ▼	1,150 ▼

Straight telescopic booms

Platform Height	Average (£)	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	266 ▼	230 ▲	300 ▼	331 ▼
20-23 metres (60-70ft)	324 ▼	240 ▼	365 ▼	391 ▼
24-26 metres (80-86ft)	418 ▼	300 ▼	525 ▼	460 ▼
27-30 metres (90ft)	1,756 ▲	1,000 ▼	2,250 —	2,964 ▲
Over 30 metres	No data	-	-	-

Utilisation and percentage of initial cost

Push around scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Push Arounds	81%	55%	100%	1.1%
Portable	60%	50%	90%	0.7%

Trailer lifts

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-13 metres (30-38ft)	45%	25%	70%	1.2%
17 metres (50ft)	40%	20%	75%	1.1%
Over 20 metres	59%	30%	75%	0.9%

Mast booms

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres	68%	45%	80%	1.3%
10 metres	68%	15%	100%	1.1%
12 metres	66%	38%	88%	1.0%

Van mounts

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 13 metres	85%	75%	100%	0.7%
13 to 15 metres	85%	80%	90%	0.8%
Over 15 metres	75%	60%	90%	1.0%

Spider lifts

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 15 metres	76%	61%	90%	2.8%
16-20 metres	62%	35%	100%	2.3%
20-26 metres	73%	46%	100%	2.5%
28-30 metres	57%	32%	65%	1.5%
30-35 metres	54%	25%	85%	1.0%
Over 35 metres	45%	11%	60%	1.5%

Truck mounts

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
<25m (3.5t) no operator	74%	50%	90%	1.3%
22-35m with operator	50%	35%	70%	0.5%
36-45m with operator	60%	45%	75%	0.2%
46-60m with operator	50%	40%	70%	0.7%
60-70m with operator	75%	45%	90%	1.4%
Over 70m with operator	60%	50%	85%	1.3%

Diesel bi-energy scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres (26ft)	78%	65%	100%	1.0%
9-10 metres (30-33ft)	64%	35%	100%	0.9%
11-12 metres (36-42ft)	62%	49%	90%	0.8%
13-17 metres (43-56ft)	71%	60%	80%	0.8%
17-22 metres (55-72ft)	77%	60%	85%	0.9%
Over 22 metres (72ft)	70%	40%	85%	0.8%



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Access respondent's comments

"The last year has been steady, but competition has certainly grown. Whilst rates have been steady we have had to match a few that were lower than expected. The aim this year is to push rates up and certainly push transport rates up."

"There seem to be more companies out there in the market now all trying to compete for the same work."

"We are all are own worst enemy"

"Generally we feel the sector is fastly growing which has promoted a vast amount of start-ups with readily available funds to buy/finance machinery and hire out at extremely low rates bringing the market down. If these start-ups last or not, they are setting a precedent throughout the industry, bringing the value of the market down. Between these and the larger companies, room is limited for the steady experienced businesses. This doesn't account for all business within the sector, but there is a growing concern that this trend will continue and of the new blood being introduced it will grow even more naive. We can and will continue to more forward and remain competitive."

"As the market is very competitive rates should remain the same."

"My belief is that rental rates have fallen throughout 2019. We have fought hard to retain our average rate but have been forced to walk away from a significant volume of business in doing so. I fear for more of the same in 2020."

"Rates have remained the same."

"I feel there is still an oversupply in the market"

"Buying the equipment is the easy part. Getting it out on hire at a sustainable rate which also takes into consideration overhead recovery is the hard part. Maintaining it and getting paid is equally as hard, but for some reason the UK hire industry fails to heed these warnings. As our commercial bank manager recently told me "Turnover is for vanity, profit is for sanity, but cash-flow is no longer king... CASH-FLOW IS GOD"



Electric self-propelled scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	64%	6%	100%	1.4%
6 metres (19/20ft)	63%	28%	85%	1.2%
8 metres (26ft)	73%	20%	100%	1.1%
9-10 metres (30-33ft)	65%	50%	75%	1.1%
11-12 metres (36-39ft)	62%	42%	76%	1.3%
13-17 metres (42-55ft)	71%	65%	85%	1.4%
17-22 metres	76%	60%	100%	0.8%
22-25 metres (72-82ft)	69%	60%	80%	0.8%
Over 26 metres (85ft)	No data	-	-	-

Electric self-propelled booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 11 metres	62%	21%	80%	0.9%
10-12 metres (32-40ft)	66%	29%	92%	1.0%
Over 14 metres (45ft)	57%	25%	76%	1.0%

RT articulated booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-14 metres (39-45ft)	73%	60%	96%	0.9%
15-16 metres (49-52ft)	74%	61%	86%	0.9%
17-19 metres (56-62ft)	64%	52%	85%	0.9%
20-23 metres (65-70ft)	74%	60%	80%	1.0%
24-26 metres (80-86ft)	86%	65%	92%	1.1%
Over 27 metres	80%	70%	100%	0.8%

Straight telescopic booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 17 metres (40-46ft)	68%	55%	90%	1.2%
20-23 metres (60-70ft)	78%	60%	90%	1.1%
24-26 metres (80-86ft)	91%	60%	100%	0.9%
27-30 metres (90ft)	70%	40%	85%	0.8%
Over 30 metres	No data	-	-	-

Average fleet age in years

Average	Lowest	Highest
4.3 (4)	1 (2)	7 (6)

The recent aging trend continued with an average fleet age shifting from 3.3 to 4.3 years since 2017.

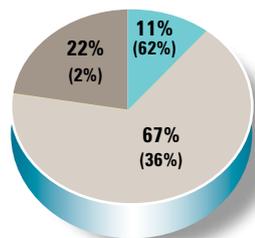


Telescopic handler rental rates



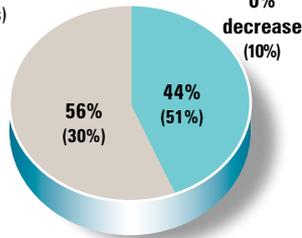
Rate trends

In the past 12 months rental rates have:



(2018 results)

In the next 12 months rental rates will:



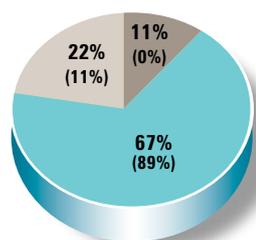
● Decreased ● Stayed the same ● Increased

The rental rate recovery that emerged in 2016 continued through 2019 although the mood now appears to be less optimistic. Most respondents said rates have remained the same, while the data seems to show that the average rates in all sectors improved - not massively, and some more than others - but more positive than the perception. It could also be down to a higher number of respondents this year.

Utilisation however seems to have fallen, which is counterintuitive, but again might be due to a wider cross section of participants. Companies remain positive and expect rates to improve again this year or at worst remain the same.

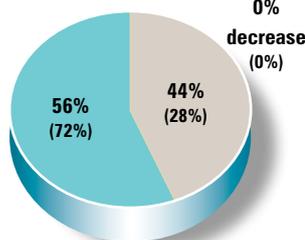
Fleet size

In the past 12 months rental rates have:



(2018 results)

In the next 12 months rental rates will:

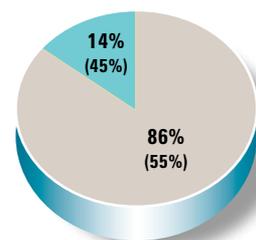


The majority of respondents reported that they had increased the number of units in their fleet, which may well be reflected in the utilisation numbers. Most are also planning to continue their fleet expansion in 2020.



Who does your LOLER Thorough Examinations?

● Third party ● In house (2018 results)



An odd result this year with the vast majority of companies stating that inspections are done in house rather than by a third party.

Weekly rental rates for telehandlers

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

Lift height	Average (£)	Lowest	Highest	Ideal
Under 5 metres	232 ▲	200 ▲	290 ▲	243 ▲
5 to 7 metres	243 ▲	199 ▲	305 ▲	258 ▼
8 to 10 metres	257 ▲	213 ▲	340 ▲	268 ▼
11 to 13 metres	279 ▲	220 ▲	390 ▲	300 ▼
14 to 15 metres	301 ▲	231 ▲	400 ▲	325 ▲
16 to 18 metres	404 ▲	315 ▲	600 ▲	409 ▼
Over 18 metres	610 ▲	500 ▼	750 ▲	660 ▼

360 degree

Lift height	Average (£)	Lowest	Highest	Ideal
Under 20 metres	1,005 ▲	850 ▲	1,200 —	1,200 ▲
20 to 25 metres	1,267 ▲	1,100 —	1,550 ▲	1,410 ▼
Over 25 metres	1,450 ▲	1,250 ▼	2,100 ▲	2,350 ▲

Heavy Duty

Lift height	Average (£)	Lowest	Highest	Ideal
6 to 7 tonne	510 ■	490 ■	530 ■	585 ■
8 to 9 tonne	950 ■	900 ■	1,050 ■	1,070 ■





Utilisation and percentage on initial cost
Fixed frame

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	61%	43%	95%	0.7%
5 to 7 metres	76%	43%	95%	0.7%
8 to 10 metres	73%	56%	90%	0.7%
11 to 13 metres	73%	50%	90%	0.5%
14 to 15 metres	72%	46%	90%	0.7%
16 to 18 metres	70%	41%	95%	0.7%
Over 18 metres	68%	31%	95%	0.8%

360 degree

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 20 metres	75%	70%	80%	0.8%
20 to 25 metres	70%	60%	80%	0.8%
Over 25 metres	70%	50%	80%	0.6%

Heavy Duty

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
6 to 7 tonne	85%	70%	100%	0.6%
8 to 9 tonne	75%	70%	80%	0.5%

Average fleet age in years

Average	Lowest	Highest
2.8 (3.6)	1.2 (2)	8 (6)

The fleet expansion had the effect of reducing the average age of machines in company fleets, reducing it close to the levels reported in 2017.

Percentage of units going out with work platform attachments:

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

Type	Average	Lowest	Highest
Fixed frame	5%	0%	2%
360 degree	14%	0%	25%

This appears to be fairly stable with 360 degree machines being used for this application more than fixed frames. The odd thing is that the sight of fixed frame telehandlers working with platforms is common, yet this does not seem to transfer through to the rental business.

What other products do you provide?

Cranes	Access	General equipment	Tools
11% (5%)	11% (49%)	61% (35%)	16% (20%)

(2018 results)

This is now a fairly stable number, although the number of companies mixing telehandler rental with access equipment is now over 50 percent, mostly down to general rental companies adding aerial lifts to their fleets, rather than access companies adding telehandlers.



Respondent's comments

"There is currently excess supply of equipment to demand which has resulted in some short-term price erosion. This is at a time when the capital costs of equipment are increasing along with inflationary pressures on labour and materials. The combined effect is squeezing the profitability on several hire companies."

"Very competitive with competition all having younger and younger fleets."

"Rates are holding up but... it depends on the customer and the job location, some areas are tougher than others. We have seen a few crazy quotes this year, but so far when that happens we let them have it, more so with some customers than others! The customers that buy on price only happen to be the ones who have sticky fingers when it comes to paying their bills."

"Rates are better than they were a few years back that's for sure, but they are still not commercially viable, given the cost of new machines."

"We started the year with Hawk going bust after a good year if you measure it by rates. BUT margins are still too thin, and when you add in customers who don't pay or go bust, and a little bit of fraud or vandalism and you are in the bin! This in good times, what happens when recession hits?"



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The new standard

Much has been written about the new North American standards ANSI A92 in the USA and CSA B354 in Canada, how they are now harmonised with the ISO and similar to existing European and Australian standards, as well as how they will affect the design of scissor and boom lifts in North America. A few months ago Genie launched its new range of 'dual zone' GS scissors that comply with global standards, but what impact will the changes have on new equipment?

The new standards should have been implemented in December however they have been delayed now until March. The A92 standards were originally approved in 2018 but have faced several 'appeal' hurdles including Tutus Solutions supported in part by the Board of Standards Review (BSR) and the American Rental Association. Tutus produces mesh covers for aerial work platform baskets to prevent small materials dropping from the platform and claims that the text in the new standards requires all aerial lift modifications be approved by the manufacturer effectively means that it does not comply with the Commercial Terms Policy requirement and would prevent it and other companies producing attachments which compete with manufacturers.

The new standards cover the design, calculations, safety requirements and test methods for aerial work platforms (A92.20), as well as safe use (A92.22) and training requirements for operation, inspection, testing and maintenance (A92.24). Most manufacturers, associations and rental companies began talking about the new standards three years ago or so and initially received positive feedback from customers and clients, but this began to fade due to the long time to implementation.

However, even though the standards have been delayed by a few months, manufacturers are already building to the new standards and customers are highlighting the changes to machines as they finalise their spend for 2020. No one buying a new machine wants it to be 'obsolete' shortly after delivery and although there will be some companies that would rather have machines without such frilleries as platform overload systems and slope angle cut-outs, they might just provide a small sales spurt during the first quarter of 2020.

Background

Over the past 20 years or so, aerial work platform standards have separated into two camps, China, Australia, Europe and Korea based on the ISO standards - which appear to have followed Europe's EN280, and the North American camp with Canadian CSA and American ANSI standards.

There have been three major differences between the ANSI/CSA standards and those of the rest of the world, centred around how the operator and the machine interact and the way the standards assign



Skyjack S.JIII 3226



Genie GS-4655

responsibility in relation to capacity, the measurement of the machine tilt angle and how the machine and operator respond when wind is involved.

Rated load

Currently there is a very different approach on who is responsible for monitoring the platform loading. In North America it is the responsibility of the trained operator to use the platform within the maximum platform capacity. In the ISO based standards the use of a trained operator is similar but the responsibility for monitoring the load and ensuring it does not exceed the maximum capacity is down to the manufacturer via an overload system with a cut out. Under the new ANSI A92 regulations there is a similar requirement thus helping eliminate the platform overload abuse often seen on work sites.

Slope/tilt angle

ANSI/CSA machines are usually rated for firm level ground and the slope sensor monitors the actual angle setting off an alarm and flashing lights if the slope exceeds what is considered a safe margin, usually five percent on booms and as low as two percent on slab scissor lifts. However until now the machine operation does not cut out when the alarm goes off. ISO based standards have a rated slope angle on firm level ground, with warning alarm

and lights if the angle is exceeded as well as limiting its movement.

Wind loading

Boom lifts and Rough Terrain scissors are fairly resistant to normal wind levels. However narrow slab scissors are often built for indoor use only, rather than make them wider or heavier. Currently in North America every machine must be physically tested to five degrees beyond their rated angle (usually zero) with an overload and in the least stable configuration, but wind loadings do not have to be considered. ISO standards require stability calculations and tests based on all the individual load factors including wind.

A European Genie GS-1930 for instance is not approved for outdoor use, whereas a GS-1930 in North America can currently be. In Europe Genie offers a slightly wider GS-1932 machine which can be used both indoors and outdoors but it is 50mm wider and significantly heavier than the ANSI machine. This means most manufacturers have different slab scissor ranges that are sold to different regions.

Standards development

In May 2017 CSA launched its new ISO based standards - B354 - then ANSI after several delays launched A92.20 in December 2018. Both the CSA and ANSI have moved more in line with the ISO/EN280 standard



Prior to harmonising its GS scissor range Genie in Europe offered a slightly wider indoor/outdoor GS-1932 machine which was significantly heavier than the ANSI machine

hence harmonising standards around the world. There are still differences such as decals and engines. Europe has Stage 3B and Stage V, North America has Tier 4 final and China has China IV so manufacturers may still have region specific machines, particularly those with diesel power. Genie product manager Mike Flanagan highlights the opportunity to use the change in standards to look at the issue differently. "Taking advantage of change in the North American standards, we had the opportunity to harmonise the Genie GS scissor lift family worldwide, offering a more consistent, productive machine that's simple to use and intuitive to operate, as well as having the flexibility and versatility to be used in a variety of indoor and outdoor applications. The Genie scissor lift line now benefits from commonalities in design, features, options and accessories."



A graphic of the Genie Smart Link PCON control box, with additional buttons for indoor/outdoor use.

"Most European manufacturers divide scissors into indoor and outdoor machines - with indoor narrower and lighter and outdoor wider, heavier and more expensive," adds Chad Hislop of Genie. "We thought there was a better way and wanted to make all our slab scissor fleet capable of working both indoors and outdoors by limiting the height of the machine when in outdoor mode. We did not want to burden our customers with heavier, wider or more costly machines for working outdoors, while managing a mixed fleet of indoor and outdoor machines becomes very challenging for a rental company."

To achieve this Genie developed the Smart Link PCON control box, with two additional buttons - one is pressed for indoor use, while the other is selected for outdoors operation - limiting the maximum work height. If no button is selected the machine will automatically default to the outdoor - lower height - setting. The selection can be

changed while working at height. All machines produced in North America and Europe will feature this technology. Prior to this Genie had to build two different machines. "The machines feature the same platform capacities when working indoors or outdoors but the maximum working height is adjusted downwards by between 50 and 75 percent when working outside, taking into account factors such as machine stability and wind forces up to 12.5 metres a second. The lift and lower speeds will also be reduced on some models," adds Hislop.

Machine abuse?

The system sounds fine in theory however if an operator is working outside and the machine cuts out just below the height required, he can simply push the indoor mode and will gain more height. While this decision will be visible on the lower control panel and can be picked up by the machine telematics you cannot help but think that given the antics and machine abuse by some users - such as standing on guardrails and overloading etc - they would have few qualms by doing this to achieve and exceeding the design criteria of the machine to achieve more working height.



Operators standing on the guardrails to gain more working height

New ANSI/CSA scissors now also have platform load sensing, with Genie using the system that it has used in Europe for the past 20 years which uses a pressure transducer in the lift cylinder and a link angle sensor to work out how high and how much load is in the platform. Other changes required by the new standard include toe boards on all platform entrances,



The Snorkel S3019E stows its scissor stack inside the chassis providing a low stowed platform and step in height

so chain and other flexible gates are being replaced with European style swing gates. The 1.1 metre guardrail height on CE machines is also a requirement, requiring most 19 and 20ft scissor lifts be equipped with folding guardrails to enable them to travel through a standard door height opening.

"There are still a few differences between the standards, but we may find that these will be fully harmonised over the next five years or so," says Hislop. "The new standards make it easier for manufacturers to produce a harmonised machine."

Genie has confirmed that the new ANSI/CSA scissor lifts will cost a little more, due to the addition of the load sensing system, additional weight, gates and folding guardrails but points out that customers will gain a more sophisticated machine while Genie will gain some benefits from integrating some of the technology and building a single global machine. The global specification lifts are already in production in Redmond, Washington and Changzhou, China with the rest of the world coming on stream later in the year.

Snorkel low rider

Keeping the overall height of the scissor as low as possible, Snorkel launched its 19ft S3019E slab scissor lift at last year's Bauma. It features a patent pending design that enables the scissor stack to stow entirely inside the chassis, providing a low stowed platform/step in height and overall stowed machine height of just 1.76 metres. The lift has electric drive and steer eliminating hydraulic hoses, while extending battery life between recharging. Overall width is just 770mm, platform capacity 250kg with a 910mm roll-out deck extension, while overall weight is 1,581kg - rated for one person plus tools for outdoor use.

New player in slab scissor sector

The electric slab scissor is probably one of the most competitive of all aerial work platform sectors. It is also the most popular in terms of unit sales, typically accounting for more than half of all deliveries.

JCB surprisingly entered the market around three years ago, with a range of machines built in China by Sinoboom. That agreement appears to have ended with production shifted to JCB plants in India. At the time many wondered if JCB would succeed with its new venture and while it might not have achieved the high volume sales to high profile clients in Europe and North America that it was hoping for, it has sold between 3,000 to 4,000 lifts to date, a not insignificant number.

JCB's entry into the scissor lift market, was probably a factor in encouraging Pettibone's decision to also enter with a range of 13 scissors from 12 to 40ft, which it will launch at the ARA in February. The range - built by Chinese manufacturer LGMG - includes three direct electric drive micro models - the 12ft SS1230E, 14ft SS1432E and 19ft SS1932E - along with a full range of regular 810mm and 1.2 metre wide slab electric scissor lifts, all available with a choice of direct



The narrow 26ft Pettibone S2632E



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electric or hydraulic wheel motor drive, they are:

The 32 inch/810mm narrow models:

The 19ft AS1932 or AS1932E

The 26ft AS2632 or AS2632E

And the 46 inch/1.2 metre wide models:

The 26ft AS2646 or AS2646E,

The 32ft AS3246 or AS3246E and

The 40ft AS4046 or AS4046E.

The 'E' signifies the direct electric drive version for each model, while the other is the more traditional hydraulic wheel motor drive configuration. They include a common control box with LED screen and deck extensions as standard.

Why Pettibone feels it is a good idea to diversify into the most competitive sector of the aerial work platform market remains to be seen, however the more companies out there promoting self-propelled aerial lifts over ladders and scaffolds the higher the market penetration. This is also true of the North American market which while well developed, is still far from being mature.

New standard Skyjack RTs

Early last year Skyjack unveiled a new range of Rough Terrain scissor lifts, replacing and extending its existing 88" and 92" wide model range. It will include the 33ft SJ9233, 43ft SJ9243, 53ft SJ9253 and 63ft SJ9263 RT. The SJ9253 RT is Skyjack's largest scissor lift to date with a working height of 18 metres and is the first model in its new full size Rough Terrain range. Skyjack says it aims to start shipping the 33,43 and 53ft machines within the next two to three months, with shipping to the EU likely a month or two later. The 63ft SJ9263 RT will offer a 21 metre working height and is targeted for launch mid-year.

The new models offer greater working heights, increased capacities, faster function speeds with some of the largest decks on the market. The new models also feature an enhanced control system, Elevate telematics and Skyjack's colour coded and numbered wiring system.

Skyjack product manager Corey Connolly said: "The decision to move



The 53ft SJ9253 is currently Skyjack's largest scissor.

forward with a new larger Rough Terrain range is twofold - improve the specifications and performance of our existing models, while also mitigating the cost impact of the new ANSI/CSA standards. Features like our Axldrivetr four wheel drive system and easily accessible service components, remain as standard features in our new Rough Terrain models."

"A key improvement to this range is Skyjack's Smartorque technology,

which provides the machines with greater torque and hydraulic performance, while using less engine horsepower," adds product manager Barry Greenaway. "This system has been used on our TH series of telehandlers since 2015, also meets Euro Stage V in the most efficient way possible and does not require a diesel particulate filter (DPF) or other active exhaust after treatment, a factor that is extremely beneficial to rental companies."



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Largest Dingli scissor - the 66ft JCPT 2223RTA

Chinese RT scissors

We have already touched on the growing acceptance of Chinese electric slab scissors. The country is rapidly becoming the world's largest manufacturer of small scissor lifts, with not only the locally owned producers increasing their volumes, but also the fact that JLG, Genie, Haulotte, Snorkel, Boss, Mec, GMG, PB, UpRight and other western-based companies are building their smaller models there. At the same time the country's local manufacturers are beginning to get some traction in the market for larger scissor lifts. In order to support their efforts and gain contacts and experience they have been hiring industry veterans and senior managers, such as Craig Paylor, Rusty Kaylor, Hans Aarse and Daniel Duclos.

Second generation Dingli

Looking at the Chinese companies making most progress with Rough Terrain scissors, Dingli has been at the forefront of overseas expansion, and while the vast majority of its success has been with smaller

slab electric scissor lifts, its sales of larger Rough Terrain models have increased substantially in the past 18 months, albeit from a low base. The launch of an upgraded product line - its second generation range in 2018 - has helped in that they perform better and their development showed a willingness to listen and act swiftly. The range of units spans between 33ft and 66ft - working heights from 12 to 22 metres - topped by the 66ft JCPT 2223RTA with an overall width of 2.35 metres, a 750kg maximum platform capacity, self-levelling jacks, 4x4 drive and an overall weight of 13 tonnes.

Some of the first units to arrive in Europe were five 39ft, 363kg capacity JCPT 1418DC electric scissors delivered to UK rental company Media Access Solutions (MAS) for a specific contract and have performed well.

Lower cost advantages

A problem for all of the Chinese manufacturers is the fact that cost advantages - mostly labour - become an increasingly small proportion the larger the machine. It is entirely possible that when it comes to large RT scissors a company such as Skyjack may well have a lower cost of production than Dingli although the overhead loadings might well balance things up? The lack of a significant cost advantage, added to the lack of known



The Dingli JCPT 2223RTA self levelling jacks

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residuals are factors that will force the Chinese manufacturers to focus on product design and quality, not to mention back-up and distribution if they are to succeed, particularly with larger models.

LGMG making waves

A relatively late entrant has been LGMG. The company only set up its North American and European operations within the past 12 months but it is already making significant progress. In April the Chinese aerial lift manufacturer confirmed a new cooperation agreement for the European market with Germany's PB Liftechnik. The companies have worked together in the past year or so, with PB badging some of LGMG's slab electric scissor lifts which make up its ECO range. More recently it has begun supplying Pettibone with its new slab electric scissor lift models and has already sold its first Rough Terrain scissor lifts under its own brand. One of the first European companies to take the LGMG RTs was UK sales and rental company Hire Safe Solutions which took delivery of four 53ft LGMG SR1623 scissor lifts in late October. The SR1623 offers a working height of 18 metres, a platform capacity

of 680kg and an overall width of 2.3 metres. Platform length is 3.98 metres, with dual roll out extensions taking it to 6.58 metres. More recently it recruited senior aerial lift manager Phil Graysmark as European region sales director. He spent many years with Genie and was instrumental in the launch of JCB's push into the scissor lift market in 2016.

Big developments at Sinoboom

Sinoboom has also been in the news recently, having launched a 154ft articulated boom lift in the past few months and appointed ex IPAF chief executive Tim Whiteman to run its new Rotterdam-based European operation as well as to advise on global marketing, branding and strategy. In the summer it opened a new operation in France - Sinoboom France - in Tonneins. The operation is headed by access industry veteran and entrepreneur Daniel Duclos.

The company now offers a four model diesel scissor range from the 26ft GTJZ0818D with 10 metre working height to the 53ft GTJZ1623D with 18.2 metres. While both models have a capacity of 680kg the intermediate models with working heights of 12 and 14.2 metres have capacities of 450kg and 365kg respectively. All four are fitted with levelling jacks. With its JCB supply deal now coming to an end it is looking to step up its own activities.



Some of the 53ft LGMG SR1623 scissors delivered to Hire Safe Solutions.

Mega scissor from PB

PB Liftechnik also launched the 117ft S370-24 ES 4x4 scissor lift, the company's largest model so far and possibly the largest self-propelled scissor lift on the market. The new battery powered mega scissor lift offers a maximum working height of 37.5 metres, with a massive 10.5 by 2.11 metre platform with a capacity of 750kg, with an indoor rating with up to four people in the platform. It has an overall width of 2.4 metres an overall length of 10.5 metres and weighs 34 tonnes. Four wheel steer plus four wheel drive helps what is a relatively long machine manoeuvre, while inboard jacks provide automatic levelling on uneven ground - important as it needs to be within one degree of level to operate. The unit can also drive at heights of up to 20 metres.

The new mega machine could prove popular for installation work in high rise warehousing, however it is long - around three metres longer than the 112ft Holland Lift HL-340 which was

the highest scissor lift on the market - however the PB is considerably narrower at 2.4 metres compared to almost three metres on the Holland Lift unit, but platform capacity is a trade off at 750kg compared to 1,000kg on the Dutch machine. The PB's platform is almost a metre longer.

The 53ft Sinoboom GTJZ1623D

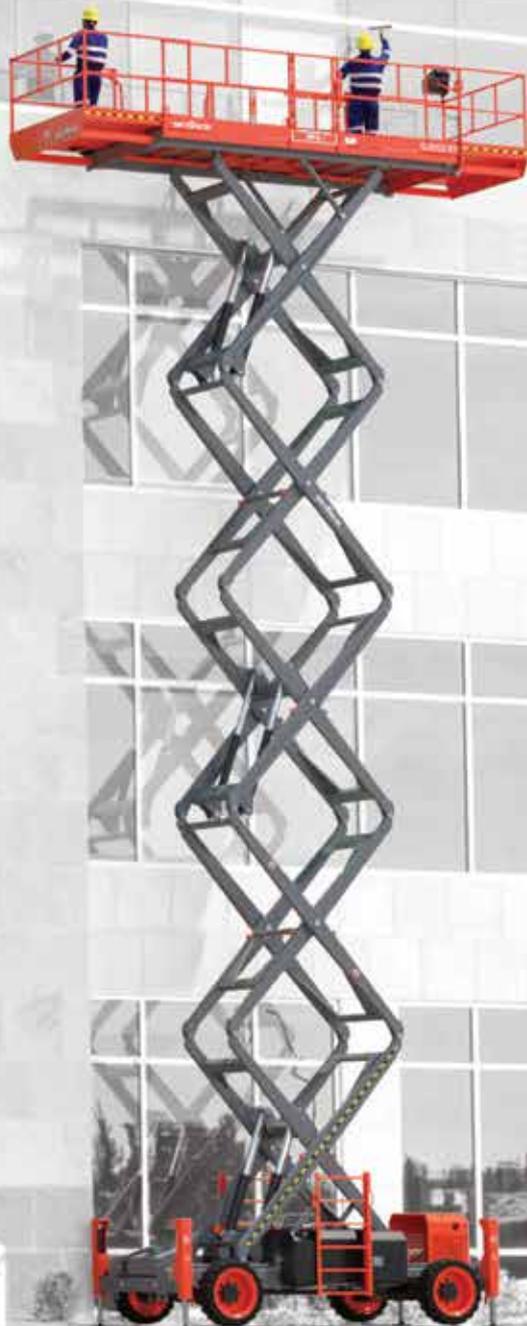


The 53ft LGMG SR1623



PB Liftechnik's 117ft S370-24 ES 4x4 scissor lift - possibly the largest self-propelled scissor lift on the market?





REACH HIGHER

WITH SKYJACK'S NEW RT LINEUP

Skyjack's new range of full-size rough terrain scissor lifts offer higher platform heights and increased capacity ratings. The new range replaces Skyjack's previous 88 and 92 models and consists of the SJ9233, SJ9243, and SJ9253 RT.

Maintaining features common to all Skyjack products, including easily accessible service components and Skyjack's AXLDRIIVE™ system, this new range is also compliant with Euro Stage V emission standards.

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Access movers

In the first of a new series on transporting cranes, aerial work platforms, telehandlers, lifting equipment and heavy oversized exceptional loads trailer industry veteran Mark Carrington takes a look at the increasing range of specialist trailers and truck bodies for transporting aerial lifts.

The aerial work platform market has grown rapidly over the past 10 years or so as more and more companies and market sectors realise they are essential items when working at height for reasons of safety and efficiency. This growth has attracted the interest of transport equipment manufacturers, many of which are now focusing on this sector. Both trailer and body manufacturers are paying increasingly close attention to the needs of companies operating in the sector, leading to an ongoing evolution of products as they adapt to customer requirements.

The market is challenging in comparison to most other types of equipment in that the spread of machines stocked by hirers ranges from the very smallest push rounds to some of the largest scissors and booms that can be moved in a single load. Add to that the huge diversity in terms of width, ground clearance and stability when stowed - and the fact that the sector is still developing new products with differing specifications to anything that has

gone before - and one begins to understand how versatile transport equipment needs to be.

Added to this is the growing pressure of health & safety issues and it's easy to see how this has become a battleground for body and trailer manufacturers keen to stay close to their user customers and meet their demands. 15 years ago discussions within transport fleets would rarely justify any cost additions on the basis of safety grounds. Today the huge focus on protecting staff and the legal threat of not doing so has meant that operators and internal health & safety policies have a key seat at the table when determining vehicle specifications.

Versatile designs

Most equipment carrying vehicles have traditionally been designed to accommodate a wide variety of tracked and wheeled machines, resulting in some limitations on payload mainly due to the robust nature of the basic body construction. One of the first UK manufacturers to recognise the opportunity in the sector was



Where the full deck length is required for loading, fold forward ramps are an option



Upward Powered Access' DAF CF 8x2 fitted with Sterling GP access specification beavertail plant body



Sterling GP builds around 200 bodies per year, many for the access market

Andover Trailers which continues to be a prominent player across the general plant hire sector. Its beavertail bodies have a loyal market following due to their robust construction, wide variety of options and versatility to specification. Andover pioneered fold forward ramps for applications where the full flat deck is required for loads such as site cabins. This design still allows a fairly shallow loading angle when the ramps are deployed but may not accommodate those platforms with the lowest ground clearance.

A key issue in the access business is versatility. The increasing popularity of micro scissor lifts such as the Pop Up, with their low ground clearance and high centre of gravity, not only require low ramp angles and 'hump heights' (peak angles) which can also handle the heavier machines, but they also require a multiplicity of shackling positions to deal with that variety which can add significantly to vehicle weight and cost.

Sterling GP has rapidly increased its prominence in the access market

in recent years and is now one of the major players in the UK for beavertail bodies. Manufacturing around 200 bodies a year, the company's products are well represented in many access hire fleets. Sterling GP has focussed on the needs of the customer with a range of well-developed options making the choice of product specification much easier for the buyer. This includes a high level of galvanised components for durability, while basic construction is geared to ramps with a low loading height of around eight degrees whilst also utilising a double crank beavertail meaning low ground clearance machines do not bottom out when loading. The company has also pioneered the use of composite open grid decking on truck bodies which assists grip, while saving weight. While most of the options that operators might need are available, don't be surprised if the price of a fully equipped beavertail body comes surprisingly close to that of a semi-trailer, particularly when equipped with outriggered walkways which are becoming increasingly popular.

Another well-established player in the UK beavertail market is Shawtrack. Whilst building a range of bodies up to 32 tonnes GVW, the company has carved out a niche in the manufacture of bodies in the 7.5 to 18 tonne GVW range thanks to their lightweight construction. Another player is PPS which has won sizeable orders over the years for beavertails, thanks to solid relationships with the larger general rental companies such as A Plant and Speedy Hire. PPS has also developed a hydraulic pull-out access step and walkway system which has been adopted by a number of major fleets. Montracon has also made noises in this part of the market but has been more successful in the semi-trailer sector. The standard workhorse for the access industry was traditionally a 26 tonne, three axle truck chassis, developed to cope with the large number of Genie Z-45 boom lifts in service. The target was a truck that could carry two Z-45s as at one time they made up a significant proportion of daily traffic. As truck chassis have gained weight due to emission regulations and aerial lifts have also become heavier, that objective is now more difficult to achieve. The weight of the truck body is the balancing factor - reducing it too much risks compromising its strength and durability, and as a result there is a move towards more four axle 32 tonne chassis. The additional six tonnes of gross weight gives around five tonnes of additional payload and provides a cost effective solution for many fleets.

Three axles or four?

But is a four axle truck a better option? 'Try before you buy' can be an expedient way to find out.

Trucks with beavertail bodies are increasingly available to rent. In the UK Leeds Commercial operates one of the larger beavertail fleets, but others are entering the market. King Trailers has not held a significant share of the truck beavertail market, but recently made a decision to expand its Safety Vehicle Hire and Lease rental fleet with the introduction of step frame trailers and plant bodies. It introduced a number of four axle DAF plant trucks into the fleet last year with more beavertails due in the new year. It has some way to go to catch up with Leeds which offers beavertails from six branches across the UK, having increased its presence significantly when it acquired the Shawhire fleet in 2013.

For those operators not wishing to take a leap of faith immediately but not wanting to 'waste money on rental', most hire companies will offer some form of rental purchase option providing the vehicle you specify is standard enough to slot back into their rental fleet or be easily disposed. But expect to pay a rental premium if you specify non-standard options as that cost may be difficult to recover.

Most aerial lift fleet operators are happy to develop their transport fleets within the 44 tonne limit leaving their bigger equipment to be moved by specialist contractors. A combination of beavertail plant bodies supplemented by step-frame three axle trailers covers most platforms.

A growing move to trailers

An increasing number of UK access rental companies have invested in tractors and semi-trailers, but in the UK equipment trailers have traditionally been built to operate under STGO (Special Types General Order) rules above 44 tonnes. While axle weights in STGO Category 1



Outrigged walkways are becoming more popular



SVHL has recently introduced a number of four axle beavertails into its hire fleet



Faymonville's specialist lifting deck trailer for access equipment



A number of operators are finding four axle trucks more cost effective

are the same as for 44 tonne C&U (Construction and Use) rules, the requirement to frequently or constantly accommodate 30 tonne payloads requires a heavier trailer for construction. The core trailer fleet of many UK access companies comprises trailers from King, Andover and Nooteboom.

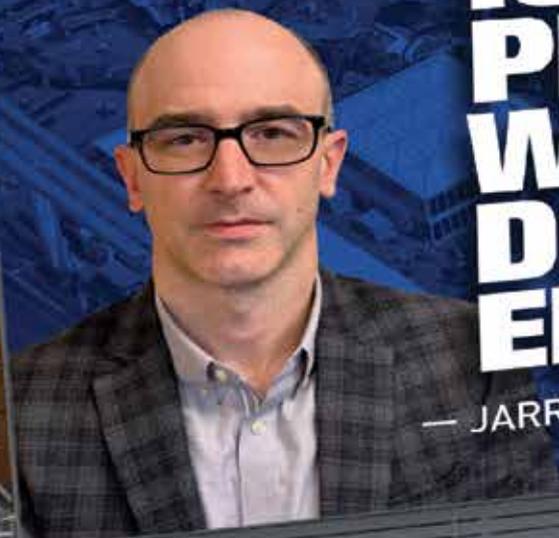
For the traditional manufacturers of abnormal load semi-trailers, the access market is now so important that more of them are moving into that space. Montracon - which has traditionally been more of a 'distribution' trailer manufacturer - has gained a significant foothold in the step frame trailer sector, competing with Nooteboom, King, Andover and Faymonville which is promoting its Polish-built Max Trailer range. And of course, there are new entrants into the trailer market, the most notable of which is Sterling which launched its new plant trailer at Vertical Days last year and benefits from a substantial access company customer base for its plant

bodies.

As the sector has grown and competition increased, more manufacturers have focussed on the specific needs of access hire customers that operate at 44 tonnes combination weight within C&U, introducing customer orientated features, options and weight savings. King was one of the early companies to recognise the needs of the access industry redesigning its GTS44 model in cooperation with Nationwide Platforms, changing its neck profile, deck and beavertail to suit the widest range of platforms in the Nationwide fleet while developing a range of options to meet driver demands. But others were quick to follow suit and today a wide choice of suppliers includes Nooteboom, Faymonville and Broshuis and more recently Turkish suppliers including Kassbohrer. The market has also encouraged the introduction of lifting decks, open grill floors, side walkways and other access related features.



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The new Sterling semi-trailer has borrowed many good features from its competition in an aesthetically pleasing design

As already mentioned, Sterling GP has launched a new access industry trailer with early models delivered to Lifterz which has already committed to further units for delivery this year. The Sterling trailer features a fully galvanised mesh deck for maximum traction and its 3.2 metre double flip ramps have a gap between them of just 50mm, allowing large and small platforms to be loaded safely without any adjustment. The overall trailer specification includes multiple shackles, a deck profile which is

remarkably similar to King's GTS 44 with low hump angles and a shallow ramp angle so small scissors can be easily loaded onto the top deck. As is now common place in major fleets, fall arrest straps and removable poles are fitted along the entire length of the deck.

Weight distribution

With bigger booms a further complication is weight distribution. The general trend towards lower axle weights and increased enforcement means that some of



Two of the 16 new Max trailers for Gardemann

the larger JLG and Genie boom lifts present a transport problem and in order to prevent axle overloads some operators are using extending trailers - not so much to deal with the length of the load but to spread the load between axles. However it is not uncommon to see a large JLG Ultra boom loaded on a trailer 'the wrong way round' simply because it is under the maximum weight and fits, however to a trained eye it is clear that in this configuration the weight distribution overloads individual trailer axles.

In Germany Gardemann - which runs more than 3,500 platforms from 30 outlets - has made a

substantial investment in Max trailers taking delivery of 16 three axle semi-trailers. With high levels of galvanised components the trailers are fitted with open grating flooring and multiple lashing points as well as the usual winch and chain stowage options. Max Trailers is also making inroads in other markets, including the UK.

Of course a trailer requires a tractor unit. Issues such as driver health & safety, the safety of pedestrians and other road users are having a dramatic effect on vehicle specifications, with many larger rental companies pushing their specifications up market.

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Some of the new Scania tractors going into service at Nationwide

In the UK Nationwide Platforms - until recently a heavily DAF orientated fleet - announced the purchase of a number of P450 Scania tractor units. Whilst all operators are striving for efficiency and fuel savings, Nationwide - now part of Loxam - has ordered the units with three star City Safe windows to give a better view of other road users and pedestrians, along with proximity sensors, side scanners, audible left turn warnings, auto braking if the vehicle senses a hazard and a factory fitted satellite

navigation system with overhead height warnings. The specification is topped off with a multiple camera system from Brigade which allows live viewing and playback. For those operators regularly involved in urban deliveries this trend to improve the safety of other road users is almost certain to continue and Nationwide is just one example of a company trying hard to future proof its fleet. The aerial work platform rental market is still a high growth industry and there is no doubt

that its continuing development will provide further opportunities for truck and truck equipment manufacturers.

Mark Carrington

Mark Carrington began his 45 year career in the truck equipment and trailer business in marketing for York Trailers. In 2008 he acquired full ownership of the King Vehicle Engineering Group which he sold in June 2016. He was also responsible for bringing Wumag (now Palfinger Platforms) into the UK market during his tenure at King. More recently he has been providing advice through his consultancy company Hickmire and is non executive director for truck bodybuilder Kurt Hobbs Coachworks. In the next instalment he will cover transport in the crane market.



One of three Advanced Access Platforms' 7.5 tonne beavertail Mitsubishi Fuso Canter Euro 6 delivery trucks with fibretack decking

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A look back at 2019

Recent years have seen a combination of natural disasters, extreme weather and political chaos and 2019 has been more of the same!

More than 1,000 people lost their lives when cyclones hit Mozambique, Zimbabwe and Malawi. A dam collapse at the Córrego do Feijão iron ore mine in Brazil killed 237 with 33 missing, while horrendous rainfall in Europe left dozens of people losing their lives across Austria, Czech Republic, Germany, Hungary and Slovakia, Spain, France and Italy. Northern England experienced the second or third 'Once in a hundred year' flooding in little more than 10 years.

Terrorism was largely confined to the Middle East and parts of Africa, but in New Zealand 50 people died and 50 were wounded when a gunman opened fire at the Al Noor Mosque and Linwood Islamic Centre in Christchurch. Not long after, a series of bomb blasts at churches, hotels and a housing complex in and around Colombo killed more than 250 people and wounded hundreds. In the USA mass shootings almost became routine, occurring a couple of times a month, with 10 killed in Daytona, Florida, 22 in El Paso, Texas and 13 in Virginia beach. Police departments began labelling them as 'Domestic Terrorism'.

More than a million people in Hong Kong marched repeatedly in protest over proposed legislation allowing the extradition of individuals to mainland China. The demonstrations turned increasingly violent as protesters upped their demands to include a more democratic and free political system.

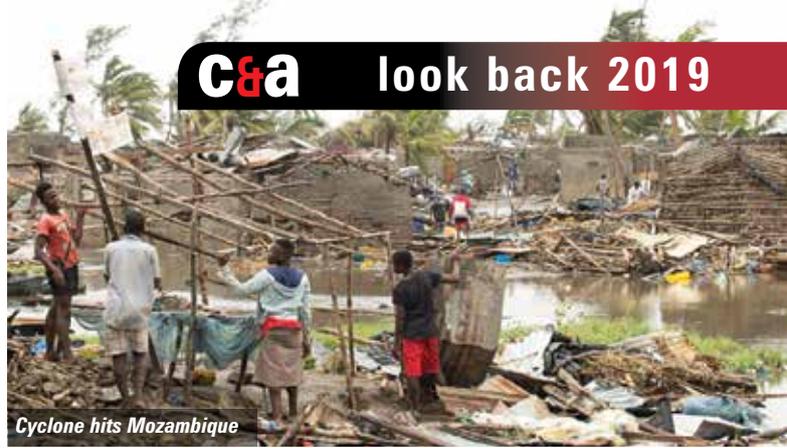
Airlines featured prominently in the news for environmental reasons, while Nairobi bound Ethiopian

Airlines Flight 302 crashed with 157 people onboard. Five years after Malaysia Airlines Flight 17 was shot down over Ukraine killing 298, three Russians and a Ukrainian have been charged.

President Trump continued to be a disruptive force on the world stage, using tariffs as a diplomatic weapon, raising them against products of almost every trade partner, from steel to Scotch Whisky, as he escalated his trade war with China and the EU. He also pulled the US out of the long standing Intermediate-Range Nuclear Forces Treaty, withdrawing support for Kurdish allies, and stating that Israel's occupation of Palestine's West Bank was legal.

In the UK the Brexit fiasco continued, with Theresa May resigning as prime minister to be replaced by Boris Johnson who then engineered a general election while stating he did not want one. In the Ukraine comedian Volodymyr Zelensky scored a landslide victory to become president, while an uprising against Venezuelan president Nicolás Maduro with opposition leader Juan Guaidó declaring himself interim president, failed.

In Japan, Emperor Akihito became the first Japanese monarch to abdicate in 200 years marking the end of the Heisei era. And in a surprise ceremony in Thailand King Maha Vajiralongkorn married the deputy head of his personal security unit - General Suthida Vajiralongkorn Na Ayudhya - who became Queen Suthida. In the UK Archie Harrison Mountbatten-Windsor was born to



Cyclone hits Mozambique

Prince Harry and Meghan, Duke and Duchess of Sussex.

The crane, access and telehandler markets generally remained busy although the continued economic and political uncertainty began to choke some capital investment leading to shrinking order books as the year end approached.

The following is a reminder of some of the key stories we carried in the magazine this year.



New Zealand Al Noor Mosque shooting



Hong Kong demonstrations



Theresa May resigns



President Trump and prime minister Trudeau



Floods in northern England



Dam failure in Brazil



Emperor Akihito abdicates



Mass shootings in the USA



XCMG unveils the new 186ft **GTBZ58S** self-propelled telescopic boom lift using a similar 'swing out leg' chassis design to the Genie SX180 and JLG 1850SJ.

Custom Equipment produces its 10,000th Hy-brid scissor lift - a 14ft HB-1430 purchased by rental company Lift Works.

Genie unveils a new ultra-compact, direct electric drive micro scissor lift, the 13ft **GS-1330M** at Bauma China.



Potain launches the 550 tonne/metre **MCT 565** - its largest flat top crane to date.



Niftylift starts shipping updated MK II versions of its popular 33ft **HR12N**.

Ramirent sells its Danish rental business to equipment rental company **G.S.V Materieludlejning** in a deal worth around €33 million.

Multitel Pagliero announces a new 25 metre truck mounted articulated platform - the MZ 250.

Liebherr and **Teufelberger** develop a high tensile fibre rope weighing 80 percent less than a steel rope and lasting four times longer.



Rival acquires Danish rental company **AH-Lift**, owned and managed by Finn Aaberg.

Blue Water Shipping takes delivery of a 152 tonne Nielsen reachstacker - the largest in the world.



Turkish aerial lift manufacturer **ELS**

enters the telehandler market with a six metre model built in cooperation with **MST**.



Genie reveals details of two XC extra capacity telescopic boom lifts - the 45ft S-45 XC and the 65ft S-65 TraX crawler.



Grove launches an updated, longer boomed version of the three axle, 60 tonne **GMK3060L**.

Teupen launches the new **Leo35T** spider lift featuring 17 metres of outreach and 400kg platform capacity.

Xtreme Manufacturing unveils three new telehandlers - the three tonne/13 metre Xtreme XR742, the four tonne/13 metre XR944 and the compact 2.7 tonne/5.8 metre XR619.

JLG announces three new lithium ion battery powered electric articulated boom lifts based on the 34ft 340AJ, 45ft 450AJ and 52ft 520AJ articulated booms.

Skyjack unveils two larger Rough Terrain scissor lifts - the 53ft SJ9253RT and the 63ft SJ9263RT.

Easy Lift launches the new 30 metre RA31 articulated tracked spider.

Mateco acquires German regional aerial lift rental company **Pradel Arbeitsbühnen**, and Spanish sales and rental company **Ciaman**.

ALE opens a subsidiary in the USA, with offices in Houston.

Snorkel launches two new telehandlers - the 4,200kg/13.5 metre SR9244 and the 4,535kg/16.4 metre SR1054 - built by **Faresin**.

An **ALE AL.SK350** crane lifts a 2,885 tonne MTU module in Texas - one of the heaviest lifts to have been carried out in the Americas.



Hawk Plant Hire goes into administration due in part to the failure of contractor Carillion in 2018.

Genie launches its new **Genie Lift Connect** telematics programme.

Power Towers launches the European version of its **Power Tower Duo** rated for two people.



Tadano announces it is to acquire the **Demag** mobile crane business from Terex for \$215 million.

Kato releases details on two new cranes, the 25 tonne CR250R-V City and a four axle, 100 tonne All Terrain designed initially for the Asian market.



Ainscough chief executive **Janet Entwistle** resigns.



Lingong Group/LGMG sets up a new US subsidiary, **LGMG North America**.

JLG files a \$2 million legal complaint against **LGMG** over trade mark violation of its orange and cream colour scheme.

Fraco acquires Spanish mastclimber and hoist manufacturer **Saltec/Torgar**.

Loader crane manufacturer **Hyva** offers a range of truck mounted lifts up to 29 metres manufactured by **CTE**.

Custom Equipment revamps its Hybrid scissor lift range and launches its highest to date the new 16ft ZT1630.

The posthumous **IPAF** Lifetime Achievement Award goes to Grove pioneer and **JLG** founder **John L Grove**.

Sammons owned **Briggs Equipment** - acquires Northern Ireland rental company **Balloo Hire**.

Multitel Pagliero opens a direct sales and service operation in the UK.



MEC unveils two compact battery/diesel Rough Terrain scissiors - the 33ft 3369 RT and 40ft 4069RT - and two straight telescopic boom lifts with articulated jibs - the 45ft 45-J and 65ft 65-J.

JCB files a complaint against **Manitou** claiming that its overload system infringes one of its patents.

BrandSafway acquires Texas hoist sales and rental company **Century Elevators**.

Skyjack's **Brad Boehler** takes over as IPAF president from AFI's **Nick Selley**.



Link-Belt unveils details of a new 110 tonne 120 RT two axle Rough Terrain crane.



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Unic unveils the URW7035C4 'Cube Crane' with a nine metre three section vertical telescopic mast topped by a five section telescopic top boom.



Haulotte starts shipping its new 3.2 tonne/seven metre **HTL 3207** telehandler, its most compact unit to date.



ALE launches the 10,000 tonne capacity SK10,000 - and claims it is the world's largest land crane.

Terex sells its US truck crane assets to **Load King**, part of the Utility One group.

Faresin unveils the new battery powered six metre/2,600kg 626 Full Electric telehandler.

Manitowoc agrees a consent decree with **Sany** to settle its misappropriation of trade secrets action relating to Manitowoc's Variable Position Counterweight (VPC) technology.

Vertikal.net launches an all news portal, website and database.

C&a look back 2019

Arcomet and French tower crane rental company **Matebat** merge under the new name **Uperio**.

Speedy acquires **Lifterz** from the **Bowers** family in a deal valuing the company at £21.5 million.

Mateco acquires Spanish aerial lift and crane sales and rental company **Afron**.

Maeda

launches its largest mini crawler crane to date - the 8.1 tonne **CC1908S-1**.



LGMG and **PB Liftechnik** form a new cooperation agreement for the European market.

Kranlyft acquires **Vänermaskin**, the **Magni** dealer for Sweden.

Snorkel unveils the S3019E ultra low 19ft slab electric scissor lift with scissor stack stowed entirely within the chassis.

UK-based builder of **Ascendant** vehicle mounted aerial work platforms - **Redwood Engineering** - is wound up.

Grove launches the 127 tonne **GHC140** telescopic crawler crane built by **Sennebogen**.



PB Liftechnik launches the 124ft S370-24 ES, slab electric 4x4 scissor lift with a working height of 37.5 metres.



Mammoet unveils details of a new 10,000 tonne crane - the MSG1000 - scalable to a maximum capacity of 18,000 tonnes.

Loxam launches a bid to acquire **Ramirent** creating a business with revenues in excess of €2.2 billion.

Manitou launches two new more basic telehandlers designed for the Asian, African, Middle Eastern and Eastern European markets.

Dutch crane rental company **Van Schaften Leasing** orders three 1,000 tonne Liebherr LR 11000 lattice boom crawler cranes.

New Zealand crane manufacturer **TRT** (Tidd Ross Todd) launches a new 28 tonne Tidd PC28 articulated pick & carry crane.

The UK's **Vertikal Days** event returns to Donington Park.

Deutz forms a JV with **Sany** and takes over its engine manufacturing business.

JCB unveils its first 360 degree telehandler - the 5.5 tonne/20.5 metre Hydralload 555-210R.



Versalift

adds the 17 metre **VTM-170-F** on a seven tonne **GVW Iveco Daily 70C** chassis to its van mounted range.



Elebia launches the 50 tonne capacity **NEO50**

automatic hook with remote controlled engage and release system.



Mammoet launches talks to acquire UK-based heavy lift specialist **ALE**.

MEC Aerial Work Platforms extends its Micro scissor lift range with the 9.5 metre Micro 26.

Platform Basket delivers its first two 43 metre Spider 43T spider lifts

in Europe to **ATM Levage** in France and **MP Magione Piattaforme** in Italy.



Instant UpRight

launches five small scissor lifts under the UpRight brand.

Mammoet, Van Oord and **Verton**

develop a new remote rotating device to speed up the installation of wind turbines.

Manitex launches the 54 tonne TC 600 boom truck/crane, the latest model in the company's 'next generation' TC-series.



Raimondi Cranes unveils a new high capacity luffing tower crane - the 370 tonne/metre **LR372**.



Jekko starts shipping its 3.2 tonne **SPX532** spider crane unveiled at Bauma.

Liebherr Ehingen delivers its 10,000th used crane - a 350 tonne **LTM 1350-6.1** All Terrain to Australian rental company **MCG Cranes**.

Platform Basket appoints China's leading aerial work platform manufacturer **Dingli** as its exclusive distributor for China.

Kalmar begins trials of its first all electric lithium-ion reachstacker with a capacity of 45 tonnes.

Jaso sells its first 64 tonne **J780PA.64** luffing jib tower crane to the UK's **Falcon Tower Crane Services**.

Hyva adds 14 new models to its **Edge** articulated loader crane range.

IPAF chief executive **Tim Whiteman** resigns and past president **Andy Studdert** takes over on an interim basis.

Sinoboom opens a new wholly owned subsidiary Sinoboom France.

UK rental company **Ardent** orders 1,100 **JCB** telehandlers in a deal worth £75 million.

Hiab launches the **K-505 HiPro** specialist drywall crane for the US and Canadian markets.





Potain unveils the 12/16 tonne capacity **MCT 325** flat top tower crane at its facility in Zhangjiagang, China.

Mateco acquires Panama's **Pan Rental** from owners Meifus Holding and Latam Rental.

Irish crane and wind turbine installation group **Windhoist** is acquired by **Star Capital Partnership**.



UK sales and rental company **Delden Cranes** takes delivery of four 60 tonne **Tadano GTC-600** telescopic crawler cranes, the first in Europe.

UK-based **AFI** acquires aerial lift rental company **Facelift**.



Sarens delivers its new 5,000 tonne **SGC-250** heavy lift crane to the **Hinkley Point C** Nuclear Power Plant site in Somerset, UK.



The first European built 55 tonne **Grove GRT655L** and **GRT655 Rough Terrain** cranes are shipped from the plant in Niella Tanaro, Italy.

TVH acquires UK-based replacement parts business **IPS** along with its **Outrigger Pads** division.

ALE installs the first wind turbine generators to be erected in Australia with a tower crane.

US rental company **Maxim Crane Works** acquires Alabama based **Solley Equipment & Rigging**.

Tadano completes the acquisition of **Demag Mobile Cranes**.

Following the acquisition **Steve Filipov** moves to **Manitex** as its chief executive.

Mammoet and **ALE** reach an agreement over the proposed acquisition deal.

Mediaco acquires the crane division of **Altéad**, which runs the third largest fleet in France.

Tadano celebrates its 100th anniversary of its foundation by Masuo Tadano in 1919.

XCMG delivers the first 55 tonne **XCG55TE** telescopic crawler crane in Europe.



Mammoet releases details of its **Focus** crane concept that has a maximum theoretical capacity of 24,000 tonnes.

Terex unveils new tower cranes including its first hydraulic luffer, a new generation of self-erecting tower cranes and a new eight tonne flat top.



Brad Boehler leaves **Skyjack** and steps down as **IPAF** president.

Norty Turner of US-based United Rentals is appointed **IPAF** president, **Karin Nars** of Dinolift becomes deputy president and **Karel Huijser** of JLG vice president.

Versalift unveils the 16.6 metre **VDTL-165-F** claiming it is the highest van lift mounted on a 3.5 tonne chassis.

Genie launches its new 'global' **GS** slab scissors and unveils new 'High Float' and **TraX** boom lifts.

Tadano opens its new greenfield **Kozai Plant** in Takamatsu, Japan.

JMG unveils a new battery powered, wheeled articulated crane, the **MC 50000RE** using a 50 tonne/metre **Cormach E7F134ASC** on a special **JMG** chassis.



Sinoboom unveils the 153ft **GTZZ46J** articulated boom lift, the largest articulated boom lift on the market.

Custom Equipment launches a modified version of its 4.9 metre **PA-1030** push around lift for textile mills.

The first 27.2 tonne **National Crane NBT30H-2** TM tractor mounted boom truck is delivered to **Western Pacific Crane and Equipment**.

Airo launches the 54ft **A18JRTD Xtreme** articulated boom lift with a maximum outreach of 9.9 metres.



Those no longer with us

Industry deaths 2019

Celebrity deaths 2019

Ronald 'Ronnie' G Stuart - b1934 - UK crane hire veteran, owner and senior manager of Hewden Stuart.



Gilles Marchand - French crane veteran ex Grove France and Manitowoc.



Patrick Joseph 'Sean' Meade - b1941 - Irish crane and heavy haulage industry pioneer.



Colin Parks - b1953 - veteran crane operator.



Paul Hunwick - b1962 - owner of UK rental company RKP Access Platforms.



Ron Jackson - b1951 - JLG access industry veteran.



James F. Lomma - b1945 - owner of New York Crane and J.F. Lomma Inc.



Roger Wickens - b1957 - group technical manager of Loxam's powered access division - formerly Lavendon.



Stan Thompson - b1929 - UK crane veteran with BET, J.D White and Hewden Stuart.



Arthur 'Art' Deshon Moore - b1924 - co-founder of crane and boom truck manufacturer Pitman and Snorkel.



Jan Westerhof - b1941 - Dutch access industry veteran.



Raymond Ellsworth Smith Jnr - b1924 - aerial lift pioneer.



Avice Amelia Hunt - b1921 - director of UK access specialist John Rusling.



Eddie Brown - b1926 - senior crane, equipment and lifting operations manager with Tarmac Construction.



Chandrakant P. Sanghvi - b1954 - chief executive of Indian heavy lifting company Sanghvi Movers.



Martin Haak - b1943 - founder of Holland Lift.



Charles Banks - b1940 - managing director of UK-based Mobile Telescopic Cranes.



David 'Dave' Arthur Lillquist - b1961 - Skyjack national account manager.



Chris Taylor - b1971 - Redline Competency Services and president of the Telehandler Association of Australia.



Ron Eickhoff - b1958 - senior field inspector with Rouse Asset Services and crane industry veteran.



Bill Turnbull - b1939 - former service and technical manager for Coles Cranes and Grove Europe



Alastair Hope Robertson - b1949 - access industry veteran and owner of Universal Equipment near Chicago.



Ruth Adorian - b1932 - wife of Paul Adorian the founding managing director of IPAF



Jaap Schalekamp - b1956 - ex-Rival manager and part owner



Craig Anderson - b1949 - crane and aerial lift sales manager



Franco Fassi - b1930 - founder of the Fassi loader crane company.



Bob Youngman - b1928 - New Zealand entrepreneur



Jay Shiffler - b1952 - US crane industry veteran

Niki Lauda - legendary F1 driver - 70



Dick Miller - actor Gremlins, Terminator - 90

Gary Rhodes - celebrity chef - 59

Windsor Davies - British actor - 88

Carol Channing - Broadway star - 97

Andre Previn - conductor composer - 89

Andy Anderson - drummer The Cure - 68

Peter Tork - band member The Monkeys - 77

Karl Lagerfeld - fashion designer - 85

Gordon Banks - England goalkeeper - 81

Albert Finney - British movie legend - 82

Jeremy Hardy - British comedian - 57

Scott Walker - of the Walker Brothers - 76

Luke Perry - American actor - 52

Keith Flint - frontman of The Prodigy - 49

Peter Mayhew - actor playing Chewbacca in Star Wars - 74

Doris Day - Hollywood legend - 97

Rowland 'Boon' Gould - Level 42 - 64

John Singleton - Oscar nominated director - 51

Ken Kercheval - Cliff Barnes in Dallas - 83

Bradley Welsh - Actor T2 Trainspotting - 48

Tommy Smith - Liverpool FC legend - 74

Judith Kerr - author 'The Tiger Who Came to Tea' - 95

Rutger Hauer - actor Bladerunner - 75

Peggy Lipton - American actress Twin Peaks - 72

Brian Walden - British broadcaster and former Labour MP - 86

Freddie Starr - British comedian - 76

William Simons - TV actor Heatbeat - 79

Peter Fonda - actor Easy Rider - 79

Philippe 'Zdar' Cerboneschi - French producer and DJ - 50

Robert Freeman - photographer for The Beatles album covers - 82

Jose Antonio Reyes - ex-Arsenal striker - 35

Ginger Baker - rock/jazz drummer with Cream

Harold 'Hal' Prince - Producer and director - 91

Brendan Grace - Father Fintan Stack in Father Ted - 68

Rip Torn - film and theatre actor - 88

Chester Williams - black South African rugby legend - 49

Valerie Harper - Emmy-winning actress The Mary Tyler Moore Show - 80

Jacques Chirac - former French president - 86

Toni Morrison - first black woman to win Nobel Prize for literature in 1993 - 88

Gloria Vanderbilt - US fashion icon/author/actress - 95

Robert Mugabe - Ex president of Zimbabwe - 95

Eddie Money - US singer songwriter - 70

John McCririck - racing broadcaster - 79

Peter Lindbergh - German fashion photographer - 74

Peter Sissons - journalist and TV news reader - 77

John Witherspoon - US actor and comedian - 77

Terry O'Neill - photographer in swinging 60's - 81

Michel Legrand - Oscar winning composer - 86

Jonathan Miller - British theatre director and presenter - 85

Katherine Helmond - actress - 89

Jan Michael Vincent - American actor - 73

Clive Swift - British actor played Richard Bucket in Keeping Up Appearances - 82

Clive James - Witty TV critic and broadcaster - 80

David Bellamy - English naturalist - 86

Diahann Carroll - Actress/singer - 84

Gay Byrne - Irish Late Late show host - 85

The world's largest crawler crane - **Sinopec Engineering's 4,000 tonne XCMG 88000** - completes its first lift outside of China, lifting and placing a 1,926 tonne vessel in Saudi Arabia.



Snorkel and Ahern company **SKL Holdings** file a legal suit against **Tanfield** over the value of its 49 percent stake in Snorkel.

Liebherr updates the capacity of its nine axle LTM 1750-9.1 to 800 tonnes.

Movex launches a new 16.4 metre telescopic truck mounted lift, the TLR16H+H mounted on a 3.5 tonne chassis.



Boels makes a cash offer of €13.25 per share for **Cramo**, valuing the business at around €592 million.

Jekko launches the eight tonne SPX1280 telescopic spider crane with hydraulic luffing jib, replacing the 7.5 tonne SPX1275.



Hematec launches the electric **Helix MH 35120** mast boom fall arrest crane.

UK-based **King Vehicle Engineering** closes its **Skyking** aerial work platform operation and exits the aerial lift market.

The **US Army** orders a fleet of 53 tonne **Grove GMK4060HC** All Terrain cranes, in a contract worth \$28.2 million.



Peter Douglas is appointed as **IPAF's** new chief executive.

Terex Cranes appoints **Crowland Cranes** as Rough Terrain distributor for the UK and Ireland.

Snorkel starts production of the lithium battery powered **Speed Level**.

Manitex separates its **PM** and **Oil&Steel** operations.

Scottish rental company **Bernard Hunter Mobile Cranes** orders the first **Spierings SK487-AT3** electric mobile tower crane.

Manitou acquires a majority stake in its Northamptonshire, UK dealer **Mawsley Machinery**.



Manitou launches ANSI/CSA versions of its 65, 80 and 85ft straight telescopic boom lifts for the North American market.

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Niftylift 'Women in Engineering' day

In mid November UK aerial lift manufacturer Niftylift held a 'Women in Engineering' event at its plant in Milton Keynes. More than 70 attended the event aimed at female students in Years 9, 10 and 11 - aged 13 to 16 - from half a dozen schools in the local area.

The event offered them an opportunity to learn about the different career paths available within the field of engineering and the practical

application of different engineering specialisms within Niftylift. The day included an introductory talk followed by factory tours of



Niftylift's manufacturing facility, along with an 'Engineering Speed Dating' session with the chance to experience the disciplines of Production, Control Systems, Hydraulic Systems, Research and Product/Mechanical Design in five short taster style sessions.

The company said "Through events like the Women in Engineering

day, we are helping schools to promote STEM subjects to more than just the obvious candidates. By championing the creative aspects of the discipline, enthusing and inspiring young females, we hope to encourage a new generation of female engineers to take their place in an exciting, vibrant and growing industry - ideally working at Niftylift."

Course graduation for TVH parts purchasing and advisor

Belgian international parts supplier TVH organised a celebratory closing event for its third annual 'Become a Technical Purchaser' and 'Become a Technical Advisor' training programmes. Participants that pass the final exams can immediately start working at TVH as a technical buyer or researcher.

The exams took place on the 13th November with those passing receiving their certificates during an evening presentation ceremony and reception. Trainers were also in the spotlight for dedicating themselves to the project.

The two courses set up by TVH to teach technical knowledge through both theoretical and practical sessions, run for eight hours a day for two months.

TVH learning & development specialist Hermien Wittouck said: "In September this year, 10 trainees started the course, a larger group than usual. This is the third year that we have organised the traineeship, because it remains difficult to find the right profiles with the necessary knowledge, for example about hydraulics. The participants take the first step towards specialisation and

can immediately start working with us in an interesting job."

Successful TVH trainees



Ladders not appropriate

An employee of painter Ian Ramsay was permanently paralysed from the chest down after falling whilst installing a roof ladder at a property in Mawsley, Northamptonshire in August 2018. Ramsay had been hired to paint the exterior windows. An investigation found that the incident could have been prevented if the appropriate equipment had been provided, such as a scaffold or work platform and that the risk assessment should have identified that the work was not short duration, so the use of ladders was not appropriate.

Ramsay was sentenced to 160 hours of unpaid community service and charged £2,124 in costs. HSE inspector Rachel Grant said: "Those in control of any work at height activity must make sure work is properly planned, supervised and carried out by competent people. This includes using the right type of equipment for working at height. In this instance, the work should have been done from appropriate work platforms."

£95k for fatal fall

A UK solar panel company - Light Power Grp of Tenbury Wells, Worcestershire - has been fined £80,000, while director Michael John Webb was ordered to pay £15,000 and carry out 200 hours of community service following incident in which Webb's brother Stephen fell seven metres to his death while installing panels on a barn roof at Manor Farm, Orleton, Hereford in December 2015. An investigation found that no measures were in place to prevent falls from the roof.

Who trained him then?



Spotted in the UK a demolition contractor dismantling a steel frame building using an excavator and breaker for all the lifting. As they removed the bolts from the joined roof truss, it rotated on the breaker tool wildly, almost knocking one of the men in the head and brushing the other off the wall he was standing on.

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Pre-operational checks campaign - reminder

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

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

- A web based video: 'Pre-Operational Checks'. Broken down into three sections, this covers the most common lorry loader applications, i.e. hook, builders' merchants and utilities.



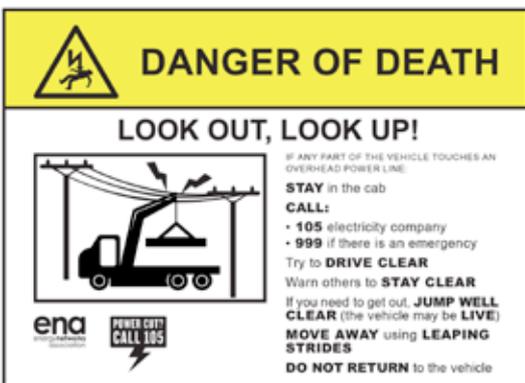
- A ready-made toolbox-talk template for use by supervisors and managers.
- Pre-Operational Check Pads and associated Windscreen Holders.

To view, download or order the above, contact ALLMI or visit www.allmi.com

ALLMI / ENA partnership reminder

ALLMI is working with the Energy Networks Association (ENA) to promote the organisation's 'Look Out, Look Up!' campaign, which concerns the dangers of working near overhead power lines.

The ENA has made a range of campaign tools available, including (but not limited to) the following:



- A cab warning sticker, which also contains important information in the event of contact with an overhead power line.
- A safety leaflet containing 'Top Tips' on this subject.
- A hard hitting video, bringing home the consequences and impact of accidents of this nature.

The ENA's cab sticker.

For access to the above tools, as well as the wider campaign material, visit: www.allmi.com/overheadpowerlines

Thorough examination of loader cranes on waterborne vessels

ALLMI's Guidance Note series continues to expand, with the recent publication of 'GN031 - Thorough Examination of Loader Cranes on Waterborne Vessels'. Developed in consultation with the Maritime & Coastguard Agency (MCA) and aimed primarily at owners, operators and Thorough Examiners working in this specialist sector, the document explains how the requirements differ for each of the following topics, when compared to those for a crane mounted on a vehicle:

- Legislation and standards
- The 'Competent Person'
- Frequency of testing
- The testing process
- Reports of Thorough Examination
- Reporting defects
- Keeping of information



For a complimentary copy of this Guidance Note, please contact ALLMI.

The importance of product familiarisation

ALLMI has long highlighted the importance of product familiarisation and the problems that arise when this training is not provided to operators.

ALLMI technical manager, Keith Silvester, comments "There is a clear legal duty on the part of the employer and the employee for lorry loaders to be operated safely, and an important aspect of ensuring this is for the operator to be fully conversant with the loader crane being used. Therefore, the operator must not only undergo the appropriate basic training, but also receive machine familiarisation at the point of handover. It is essential that the operator is familiarised with any features that are specific to that particular type of crane, because with manufacturers continually improving their designs, experience of using one make or model does not mean that an operator will be conversant with any other."

ALLMI chief executive Tom Wakefield, added: "All parties need to understand the importance of product familiarisation and the significant problems that can occur when it does not take place, or when it's not carried out to the correct standard. The importance of documenting the process should also be fully appreciated, and this includes situations where a customer declines the offer of familiarisation, in which case their response should be appropriately recorded and signed off."

ALLMI's guidance is divided into two parts, containing a template form to be used by those carrying out product familiarisation, as well as a supporting document explaining each of the areas to be covered during the process and details of the audit trail that should be put in place.

The following are just some of the areas covered by ALLMI's documentation:

- Rated capacity load charts
- Air suspension
- Control levers / remote controls
- Un-stowing / stowing functions
- Stabiliser / outrigger deployment / stowing
- Safety systems
- Crane & attachment functions
- Operator checks & maintenance
- Documentation

ALLMI's product familiarisation guidance is freely available and readers are encouraged to contact the association to obtain a copy, or to request assistance in relation to this important topic.



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

The advertisement features two Merlo telehandlers in a large, bright industrial warehouse. On the left is the PANORAMIC 40.17, a green telehandler with a long boom extended high, carrying a load of wooden pallets. On the right is the ROTO 50.35, a green telehandler with a rotating turret system, also with its boom extended. The background shows the structural steel beams and large windows of the warehouse.

PANORAMIC
40.17

ROTO
50.35

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The PANORAMIC and ROTO Range design has inspired the construction market over the years, and is now introducing a new generation of wider cabs, improved cab comfort levels and a multitude of new features. The ROTO range has changed the movement method for telehandlers by introducing the rotating turret system that can rotate 360 degrees without having to reposition the machine. Merlo have skilfully evolved during time with exclusive technological innovations and an unparalleled level of performance, safety and efficiency.



IPAF Elevation

The Elevation 2019 conference held in Coventry on November 27th began with a number of IPAF working group meetings and a 'drop in session' to explain about the move towards IPAF Rental+ as a minimum standard for UK members.

The afternoon kicked off with a welcome from IPAF's new chief executive Peter Douglas who said: "The UK is where it all began for IPAF and is also the world's most advanced powered access market from a safety perspective."

Darren Nash of the UK HSE gave an overview on the scope and progress of its project evaluating secondary guarding systems, while Kevin Howells of Datatag talked about protecting construction machinery from theft.

Julien Micheli of Haulotte, spoke about the rise of smart, clean platforms. Katherine Roberts of F-Tec, explained how his company is working with TVH on engineer training and with IPAF to qualify service technicians. Sarah Garry of Build UK highlighted how IPAF's PAL Card is leading the way in CSCS scheme audits on Build UK sites in terms of smart cards, security and fraud protection.

Graham Brown of Arpas - the UK Drone Association - discussed the benefits of drones while stressing that they are not a direct competitor of aerial work platforms. PASMA's Peter Bennett spoke of the work that the No Falls Foundation is doing, while Jim Maccall, of Hire, an IPAF recognised training provider helping deliver the IPAF Roadmap to qualified technician status provided an update and IPAF's Paul Roddis updated delegates on the wide range of training initiatives the federation is working on.

The day concluded with a dinner, complete with entertainment and a collection for the No Falls Foundation, which raised almost £800. Presentations from Elevation 2019 are online at www.ipaf.org/elevation, while photographs can be viewed and downloaded from the IPAF flickr feed.



Peter Douglas



Sarah Garry

IPAF adds new board members

IPAF has seconded Ben Hirst and Julie Houston Smyth to the board, joining Pedro Torres, who was seconded during the summer. The new members will be confirmed at the AGM in April, taking the board to 10 members.

Ben Hirst is the founder and managing director of Horizon Platforms, based in Wakefield, West Yorkshire. He is currently vice chairman of the UK Country Council and has participated in various working groups in recent years. In that time, he assisted in the implementation of the decision to mandate IPAF Rental+ as a minimum standard for all UK hirer members.

Hirst said: "I look forward to working with my energetic and enthusiastic colleagues to further the Federation's aims and ambitions, especially in providing insight into the challenges faced by SME providers of access services."

Julie Houston Smyth was previously a director of Highway Plant in Belfast, Northern Ireland, and earlier this year established new venture Lolex - a specialist independent service, maintenance and consultancy firm following Highway's acquisition by Balloo Hire. As well as her involvement in the IPAF UK Country Council and International Council, she has chaired the IPAF Irish Council which is made up of members from Northern Ireland and the Republic.

Pedro Torres was appointed as chief executive of Rival this summer, following the departure of Norty Turner in late 2018.

IPAF president Norty Turner said: "With almost 1,500 members around the world, IPAF is truly an international organisation. We warmly welcome Ben, Julie and Pedro to the board, each brings valuable knowledge and experience that will greatly benefit the Federation as we plot our course for the future."



Pedro Torres



Ben Hirst and Julie Houston Smyth

IAPAs 2020 judging panel announced - deadline extended

The judging panel for the 2020 International Awards for Powered Access has been confirmed, while nominations have been extended to 22nd January. This year's panel is as follows:

Erhan Acar of Rent Rise, Turkey.

Malcolm Bowers of Lifterz, UK

Ian James of Bronto Skylift

Norty Turner of United Rentals and current IPAF president,

Dan Vorsholt of GSV Materieludlejning, Denmark.

The judges will meet in February to draw up a shortlist, with the winners announced at the awards ceremony held in London, UK, on 23rd April, following the IPAF Summit.

For more information visit www.iapa-summit.info



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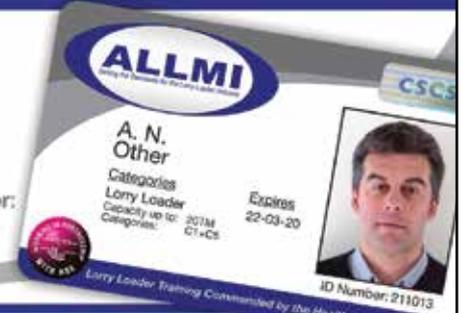
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Free expert help to create Work at Height guidance

Those tasked with creating Work at Height training materials, safety campaigns and toolbox talks in their workplace can now draw on free expert help to get started, thanks to the release of Safety Steps - a series of easy reference guides outlining the essential messages that designers, clients, managers, supervisors and operatives need to maintain and improve safety at height.

The documents were created by CONIAC (the Construction Industry Advisory Committee) with support and contributions from PASMA, along with the rest of the Access Industry Forum (AIF). They are available to download from the AIF website: accessindustryforum.org.uk/safety-steps

PASMA managing director Peter Bennett, who is also the current chairman of the AIF said: "Safety Steps clearly explains for all those involved with working at height what they need to know about safe working at height in one easy to access, easy to use resource. We are pleased to host Safety Steps on the AIF website and we believe it could become a long term 'go to' resource for the industry."



CONIAC chairman Paul Reeve launches Safety Steps at the AIF conference in November



Safety Steps guides are available to download.

Online validity check

There is now an easy way to check if a PASMA Photo Card is genuine - simply go to the PASMA website and enter the details into the 'Check a Card' facility, which will instantly confirm if the card is authentic and what courses the user has completed. Find it here: pasma.co.uk/check-a-card



Save the date for the No Falls Foundation charity ball 2020

Following the success of the recent charity ball, No Falls Foundation is making it an annual affair, with the next event on Saturday 31st October at Coombe Abbey Hotel, Warwickshire. Visit nofallsfoundation.org to register your interest in attending.



Videos from PASMA Conference

Videos of the presentations and panel sessions at the PASMA conference are now available to watch at pasma.co.uk/conference/pasma-conference-2019

The panel discussions include: 'Caution: women at work' With discussions on why there are so few women in construction and what can be done about it, and 'You think working at height is difficult? Try managing it! Debating the challenges of managing work at height.

Dubai recommends PASMA training

Technical Guideline issued by Dubai Municipality has confirmed All mobile access towers used in the Emirate must conform to EN1004 and all users must pass an internationally recognised training course such as PASMA. The document - Technical Guideline on Mobile Access Towers (GU74) - was produced with support from PASMA, with PASMA Towers for Managers, or an equivalent, recommended for all supervisors, and 3T (Through the Trap) and AGR (Advance Guard Rail) stipulated as safe working practices.

New Technical Committee chairman

Chris Boman, the design and development manager at Euro Towers is the new chairman of the PASMA Manufacturers' Technical Committee. He will contribute to projects such as a review of BS1139-6, the manufacturers' audit and 'Tying In' training. He takes over from Dougie McCombie.



Chris Bowman

The history of PASMA and mobile access towers

PASMA has launched an online resource where you can learn about the history of mobile access towers and view manuals, training materials, advertising, press articles and photos from the 1970s onwards.

It includes unique items like the very first PASMA Operator's Code of Practice which was released 40 years ago this month, hand drawn training slides from the 1980s and futuristic images believed to be from a calendar released by a PASMA member in the late 1970s.

The collection is still in its infancy, but the aim is to create a comprehensive resource that preserves interesting materials for future generations and helps tell the story of the scaffold tower industry.

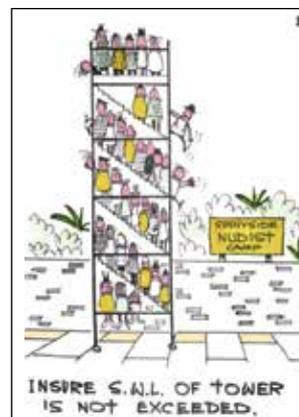
PASMA is keen for the collection to grow and has appealed for help from those in the industry who have held onto items that help tell the story of towers and would be willing to donate them or allow them to be copied.

Equally, it is keen to expand the collection to encompass oral recollections, interviews and videos featuring those who have enjoyed long careers in the sector. The association is inviting anyone who would be willing to record their stories, memories and recollections to make contact.

Email helen.paterson@pasma.co.uk if you can help. You can view the collection at pasma.co.uk/pasma-archive



Items from the collection.



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

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Liebherr trip for CPA Star winner

Winner of the inaugural CPA Lifting Technician Star of the Future Award - Niki Fitzgerald of Select Plant Hire - travelled to Germany courtesy of Liebherr for a tour of the company's Ehingen mobile crane production facilities as part of his prize.

Traditionally, Stars of the Future has focused on mechanic apprentices but for 2019 the scope of the event was widened and included the Lifting Technician Star of the Future in recognition of the introduction of the new Lifting Technician Trailblazer Apprenticeship.

Fitzgerald was accompanied by John Young, senior resource manager of Select Plant Hire and were hosted by Arran Willis of Liebherr GB and Michael Heckenberger of Liebherr Ehingen.

The tour included the boom production area, the cutting, fabrication and machining facility, the production maintenance apprentice training room, the mobile crane final assembly facility, the hydraulic hose/pipework and electrical harnesses assembly area and the crane test pad where Fitzgerald had the chance to operate a 110 tonne crane prototype - the first non-Liebherr employee to do so.

Following the visit Fitzgerald said: "My experience of the Liebherr factory will be one I will always remember and cherish. It gave me great insight into the world of crane production, and I am very grateful to have had the opportunity and would like to thank everyone at Liebherr for arranging the visit. This has been a great chance for me to further my knowledge in my career which I am very passionate about. What stood out about Liebherr's production processes was the attention to detail and from the start of my trip, they went above and beyond to ensure I had the best experience possible."



Arran Willis and Michael Heckenberger of Liebherr with Niki Fitzgerald and John Young on a 1,350 tonne LR11350 crawler crane



Niki Fitzgerald arrives at Liebherr Ehingen



At the controls of a LR11350

New guidance on Tying-In Hoists and Mastclimbers

This new good practice document from the Construction Hoist Interest Group provides guidance in an easily digestible form on the design and installation of construction hoist bases and supporting ties.

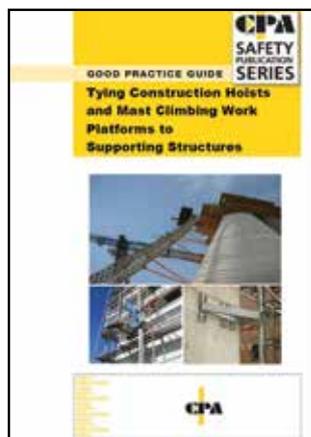
Recent changes to standards for both hoists and the construction fixings used to attach ties to supporting structures have resulted in confusion in the calculation of tie loads, the design of ties and the selection of fixings to attach those ties to structures. The increasing emphasis on the management of temporary works on construction projects requires the design of hoist bases, ties and their fixings to be recorded and subjected to checking.

A lack of understanding of the calculation of tie forces frequently results in excessive safety factors being applied, resulting in uneconomic tie designs requiring many fixings to attach them to the supporting structure. This has the effect of increasing costs and the difficulty of installing many fixings in one location, with the associated work at height issues.

Unfamiliarity with hoist tie and base design can provide difficulties for those carrying out temporary works checks, leading to misunderstandings and delays to the programme. Hoist tie and base design should always be carried out by those with the necessary skills, knowledge, training and experience to undertake this work competently.

The aim of the document is to provide clear guidance on tie and base design, the selection and installation of fixings and the presentation of temporary works information in a standard format.

The publication can be downloaded free of charge from: www.cpa.uk.net/construction-hoist-interest-group

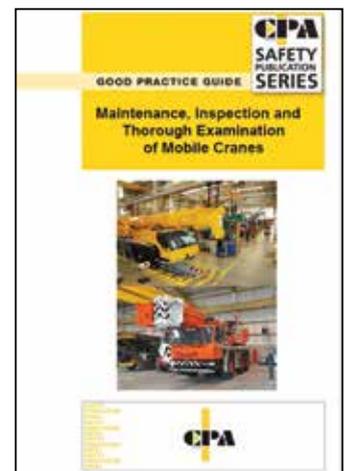


Revised guidance for mobile cranes

The Crane Interest Group's guidance on the maintenance, inspection and thorough examination of mobile cranes - originally published in 2010 - has been revised. The revisions include:

- The specific inclusion of heavy lift cranes.
- A new section on the inspection of the chassis of roadgoing mobile cranes.
- New requirements for the identification and recording of safety critical components.
- New guidance on the need for thorough examination of mobile cranes after rigging on site, depending on the amount of installation required.
- Additional information on the preparation of defined scopes of periodic thorough examination and thorough examination following installation.
- Additional information has also been included on ground assessment, medical fitness and protection against fumes.

The revised publication can be downloaded free of charge from: www.cpa.uk.net/crane-interest-group-publications-guidance



GOING UP IN THE WORLD



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

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

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

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

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

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Liebherr LTM 11000D

The Liebherr 1,000 tonne LTM 11000D was an updated version of the 800 tonne LTM 1800 and could be rigged with a lattice derrick boom and suspended counterweight to achieve the higher lifting capacities. This model, by YCC Models and is the first in the livery of a UK company - in this case Baldwins - and it is a limited edition of 165 units.

The model comes with a high quality brochure which has a reprint of specifications, and instructions for the model. Also included is a high quality collector's plate which is a reproduction of the original Liebherr plate on the real crane

This is a highly detailed model with a fully modelled chassis and the tyres bear the 'Michelin' logo. The axles can be steered and the model poses well in travel configuration. The carrier cab has opening doors, and behind the cab mesh grilles are present with fans visible underneath. Opening covers on the carrier deck reveal a very finely detailed engine. The Baldwins livery and graphics are excellent and the model has the off-white that the crane was decorated in originally. Many small graphics

enhance the authentic look of this model.

The outrigger beams and pads are beautifully made, and spreader plates in Baldwins colours really add to the appearance. The superstructure cab can be displayed with an open or closed windscreen, it has a sliding door, and also tilts. The counterweights are also realistic with the Liebherr name and weight embossed on each piece.

The four section telescopic boom is a heavy piece of modelling with a great profile and the external locking pins of the real crane are present. It looks great mounted on a suitable transporter and carrying cradles are included with the model.

Two sizes of hook are supplied. These are all metal and include excellent graphics and working safety catches.

A fuel drum in Baldwins colours is also included.

YCC Models has a reputation for producing authentic models and the price of around €900 reflects the very high quality and limited edition nature of this example. It is an excellent model and will look great when the optional derrick and luffing fly jib are released in 2020. This model would also look great in Ainscough colours although sadly it is understood the company will not give permission for its livery to be replicated.

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

Cranes Etc Model Rating

Packaging (max 10)	9
Detail (max 30)	29
Features (max 20)	18
Quality (max 25)	23
Price (max 15)	12
Overall (max 100)	91%



The boom is an impressive load on a truck



Carrier on the road



Rigging the crane



Highly detailed engine

Lifting a bridge beam



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Disparate road regulations

The resulting correspondence followed our online report of a road accident involving a large All Terrain crane with a trailing boom configuration which is a virtual requirement in a number of US states as well as some other jurisdictions such as parts of Australia. Trailing booms do tend to be more prone to serious incidents on highways than the same cranes travelling in their designed format and when they are involved, their very length tends to create a far more chaotic incident.

This letter puts forward some excellent points, placing the incident into clear perspective and making a plea for some common sense to creep into road transport regulation.

December 23rd 2019

Unfortunately, the big crane story once again gets the headlines from the news. This isn't really about the crane or the trailing boom. In 2017 there were over 415,000 tractor trailer accidents in the USA that resulted in property damage. There are over 30,000 fire truck accidents per year in the USA, which is the 2nd leading cause of death for our brave men and women who fight fires. (United States Fire Admin and NHTSA statistics). The crane industry is totally focused on safety and works to meet or exceed every state and local transportation requirement. This story mentions three incidents in the past three months. In the USA, MANY of the large AT's do have to have some form of trailing boom. Unfortunately, not only do we have 50 states that require 50 different types of weight and transport laws, we have cities and counties within each state that often have conflicting requirements within themselves.

The point here is that whether we have the trailing boom, a trailer hooked to a tractor, a flat bed or an F-150 pickup truck, we all want to remain safe, compliant and supportive of technology and initiatives that promote increased safety and awareness for all motorists.

Thankfully, nobody was seriously injured in this particular accident. It does, however, highlight the fact that defensive driving is a real skill set that should be a continuous focus at the training centres, on the job and in the field. We are always working to ensure that the actual projects are safe but must never let our guards down on how dangerous the roads (both paved and unpaved!) can be for our specialty equipment as well as our own personal vehicles.

Thank you to all of the industry leaders and manufacturers that continue to drive safety and support the health and welfare of our employees. We only wish that the states could actually find a way to work together so that there would be more continuity for all of our drivers, employees and the transportation industry.

Certainly, it would be better and safer for all vehicles if there were universal, rather than local rules. Have a SAFE and Happy Holiday Season.

Frank Bardono

Battery theft

Reading the letter from Tim Williams this morning hit a nerve, we have experienced a number of such thefts in the past couple of years, most often it has happened on site under a customer's control, so they have to take responsibility for it etc.. Although they still come on the phone demanding that we sort it as fast as possible as though the fact that the machine is down is our fault. The problem is that it always seems to happen on a busy morning when all out techs are out on other work, in some cases the battery guys will sort it, but they are not always able to jump on it and on some machines we have its not quite so simple as connecting up a new set of batteries. But worse than that is when the ***** thieves have ripped them out or cut them out causing far more expensive and disruptive damage than just the batteries. It would almost be easier if they stole the whole machine!

I am not sure what can be done about it, it would be nice if the police would take more interest, even if they only pretended! Trackers on batteries? Extra security on the battery boxes?

It cannot be beyond the wit of man to come up with something OR maybe this is an argument to go with lithium? If they cannot be recycled easily then perhaps they will not be so keen to steal them? Or maybe those big traction batteries they have on fork lifts? Much harder to get out and lug over the fence!

Thanks for the great work you guys do,

Mitchell Morris

In our next issue we will be covering batteries and will include a piece on this subject, given that in our online poll - which now has several thousand votes - shows 72 percent of people have experienced occasional or repeated examples of battery theft from their equipment.

Obituaries

Sadly the holiday period has seen a large number of industry deaths, including a number of well-known and/or prominent individuals. As we went to press we also learnt of the passing of Australian access industry veteran Tony Driver, aged 62.

William 'Bill' Turnbull 1939 - 2019

Bill Turnbull former service and technical manager for Coles Cranes and Grove Europe died in December following a long battle with cancer, he was 80. Turnbull



was born in Hollycarrside on the south side of Sunderland, next to the Ryhope Colliery, where his father was a senior draughtsman. On leaving school he enrolled in an apprenticeship as a colliery mechanic, a job he loved. On completing his apprenticeship the National Coal Board enrolled him in a three year engineering course in Sunderland, at the same time he married his wife Margaret.

On graduating with a Colliery Engineers Certificate he was appointed as assistant colliery engineer at Westoe Colliery in South Shields. Wishing to become a chartered engineer Turnbull took a job as draughtsman at Distington Engineering Company in Workington in order to gain the required design experience. In the late 1960s the Labour government instigated a national pay freeze, which promoted him to apply for a better paid job at Coles Cranes in Sunderland, where he was appointed as a technical service engineer. He worked his way up to become technical service manager to which the company later added a dual role of UK service manager. In 1985 the company was acquired by Grove and Turnbull also became involved with overseas issues and responsibilities. He retired in 1999.

He once said of his career: "I am truly fortunate to have had jobs which I have really enjoyed, and which have taken me to many countries around the world." He was pre-deceased by his wife of 52 years, but is survived by son Peter, daughter Christine and two grandsons.



Jay Kendall Shiffler 1952-2019

US crane industry veteran Jay Shiffler passed away on 26th December, he was 67. Born in Cleveland, Ohio, Shiffler began his working life by serving in the US Army, and then followed up by taking a business degree. Moving to Dallas, Texas in 1979, he met his future wife D. Ann Slayton and embarked on a 40 year career in the crane industry, starting out as a district manager for Link-Belt Cranes.

In 1987, he moved to Kobelco America as general sales manager and nine years later joined boom truck manufacturer Manitex as vice president sales, leaving for Manitowoc in 2004 where he was appointed west coast district manager. He only stayed a year, leaving for Texas-based crane repair and renovation specialist Wheco where he became vice president of business development/sales.

In 2013, he was recruited by Tadano America as executive vice president of marketing and remained with the company until retiring in mid-2018. He continued to do some consulting work however, using his long experience in the crane business, and in September he re-joined Wheco as director of business development.

Shiffler loved the crane industry and the people that worked in it, but also enjoyed life in general, including his family, his neighbourhood, travel, meeting new people and trying different cuisines. He is survived by wife, Ann, and his daughters Kendall and Bailey and two grandchildren.

Ruth Isabel Adorian 1932 - 2019

Ruth Adorian, the wife of Paul Adorian - founding managing director of IPAF - passed away at the end of November, she was 87.

Born Ruth Wakefield, her father was William Wavell Wakefield - 1st Baron Wakefield of Kendal. Ruth and Paul met when they were five and grew up together. Ruth went on to marry a Major Nigel Webb in 1955, who passed away in 1987. Five years later the childhood friends rekindled their friendship and were married in 1992. Paul Adorian had been running crane and access sales and rental company EPL - part of the John Laing group and was a founding member of IPAF - the International Powered Access Federation. He became the federation's first employee and managing director and Ruth helped and supported him get the association established and professionally run. She was also a regular on IPAF stands at trade shows. Alongside her support for IPAF she ran the family tourist related business, Lake District Estates, which operates Ullswater Steamers, Ravenglass and Eskdale Railway, caravan parks and Peter Rabbit & Friends shops.



In 2008, the very active 76 year old was diagnosed with motor neurone disease which deprived her of her speech and then her mobility. In spite of this she continued to carry out all of her routines, mastering a speech enabling computer on her wheelchair and continued to work and play an active role in the business.

In 2014, along with husband Paul, she founded a charity called the Association for the Independence of Disabled People (AID) to help people with disabling diseases such as hers, and fund research into treatments, clinical trials and the development of mobility aids, while campaigning for greater access and facilities for the disabled.

Ruth Adorian was always a very special person, but this became even more evident in the way she continued to find joy in life and maintain an interest in everything she did through what was a hugely debilitating illness. She defied all predictions of life expectancy and was an inspiration to everyone who knew her. She passed away peacefully on November 30th.



Craig D. Anderson 1949 - 2019

Crane and aerial lift sales manager Craig Anderson died on November 7th having suffered a stroke during the summer, he was just 70. Anderson joined crane manufacturer Grove Manufacturing company in 1975 as a sales/management trainee working in the marketing department at company headquarters in Shady Grove Pennsylvania. In 1977, following a brief marriage to Lisa, he was appointed as district manager for the Central region, based in Memphis, Tennessee. A critically important territory which included Louisiana and one of the manufacturers most important distributors - Head & Engquist - now H&E.

In 1980, having requested an overseas posting, he was appointed as district manager for Scandinavia, based at the Grove International offices in Oxford. It was a job he loved, travelling internationally, learning new customs and meeting new people. He quickly built a strong rapport with his dealers and customers and developed a love for the Nordic people and their way of life. It was with great reluctance that he finally accepted a move back to Shady Grove in a marketing role in 1985. He left the company a year later to work with Mark Industries as North East sales manager. In 1998 he joined JLG as South East regional sales manager, becoming Top Salesman in 1991. Then in 1992 he moved to a similar role at Snorkel where he pioneered the use of laptop computers by the sales force.

In 1996 he joined a small group of engineers in Pennsylvania which launched Zefer Operations to develop the patented all-electric Zefer Lift scissor lift range - a slab electric scissor that was totally free of hydraulics. It was however way too far ahead of its time and never really got off the ground.

In 2001 after a short spell as product support manager with aggregates equipment manufacturer Mellott Enterprises, he left equipment market for good, in order to move back to his home region of New England and Cape Cod and be closer to his aging parents. He became a realtor with Cotton Real Estate which was purchased by Sotheby's International Realty and became a professional real estate photographer having been a keen amateur for most of his life and an avid crane photographer during his Grove days.

His mother passed away a few years back and his father followed just over a year ago, he is survived by his brother Glenn.

Jaap Schalekamp 1956-2019

Jaap Schalekamp, a previous owner and manager of Dutch crane and aerial lift company Riwal died suddenly on December 19th following a short illness.

Schalekamp travelled to Dubai - where he had a home - in early December and after a week or two began to feel unwell, suffering from a cough and then a fever, the illness became worse and he was admitted to hospital, where he was diagnosed with Legionnaires disease. Sadly in spite of treatment in an intensive care unit, his situation deteriorated, and he passed away. He was 62, just a couple of weeks short of his 63rd birthday.

Jaap was the eldest of three brothers, the others being Jan-Dick who tragically died from a heart attack while playing football in 1995, and Dick junior, who is now a co-owner of Dutch rental company HWS and dealer Euro supply.

Schalekamp was a sponsor and avid supporter of the FC Dordrecht football club, where his youngest son Thomas is a player. The club paid tribute to him with a mourning band during the game with NAC Breda on December 21st.

He leaves behind his second wife Mariska, sons Thomas and Dennis, brother Dick, and his two parents, both in their late 80s.



Robert 'Bob' David Youngman 1928 - 2019

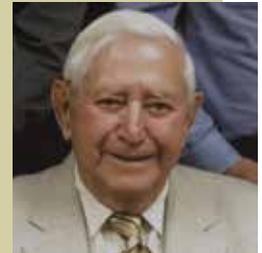
We received the late news that New Zealand entrepreneur Bob Youngman, passed away on July 20th, he was 90.

Born in Tauranga, Youngman went directly from school into an apprenticeship as a motor mechanic in Ohakune, and then in 1953 bought the motor repair business and turned it into a Todd Motors dealership selling David Brown Tractors, Comer Trucks and Hillman and Desoto cars.

In 1958 he moved to Palmerston North and bought a Europa service station which he eventually sold back to the company and in the process took up a position with the company as a senior sales executive. Europa was acquired by BP in 1972 so Youngman moved on and joined Priestman dealer, Richardson McCabe, as sales and marketing director. The move brought him into contact with long time friend and business partner Tim Richardson.

Richardson McCabe became the target of a number of takeover bids and was finally sold to Tappenden Motors and then Ceramco. This provided an opportunity for the two friends and in 1981 they established an all new company - Youngman Richardson & Co - with a staff of three. The company began as master distributors for Robin engines and Denyo generators. Today it is a Genie dealer, and also handles Almac tracked boom lifts, Platform Basket spider lifts and Wienold material handling lifts, having a total of 75 employees.

Youngman contributed to many community causes and in 1979 was a founding member of the Hire Industry Association of New Zealand (HIANZ). He was also a justice of the peace and president of the Palmerston North Junior Chamber of Commerce. He was predeceased by his wife but leaves behind daughters Karen and Jocelyn, along with son Geoffrey and 11 grandchildren/great grandchildren.



Whats on?

2020

ASEAMAC Rental Forum

January 29-30, 2020
Annual meeting of Spanish rental companies Madrid, Spain
Tel: +34 911593555
www.aseamac.org/eventos/foro



Executive Hire Show

February 5-6, 2020 Event for tools, equipment and plant hire industry
The Ricoh Arena, Coventry
Tel: +44 (0) 207 973 4630
www.executivehireshow.com



The ARA Show 2020

February 9-12 2020
Orlando, Florida, USA
Tel: +1 800 334 2177
www.therentalshow.com



Big 5 Saudi

March 08-11, 2020
Saudi Arabian construction exhibition
Jeddah, Saudi Arabia
Tel: +971 4 445 3715
www.thebig5saudi.com



Conexpo 2020

March 10-14, 2020
The leading US construction show.
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com



Samoter

March 21-25, 2020
International earthmoving and building equipment show
Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it



HAE Hire Awards of Excellence 2020

April 04, 2020
Hire Association Europe annual awards dinner
London, UK
Tel: +44 (0) 121 380 4605
www.awards.hae.org.uk



IPAF Summit 2020

April 23, 2020
Annual summit and awards dinner.
London.
Tel: +44 (0)15395 66700
www.ipaf.org



Vertikal Days 2020

UK/Ireland crane, access and telehandler event.
May 13-14, 2020
Donington Park
Tel: +44 (0) 8448 155900
www.vertikaldays.net



Bauma CTT 2020

May 26-29, 2020
Russian construction equipment exhibition
Moscow, Russia
Tel: +4989 94922-339
www.bauma-ctt.ru



HIRE20

May 27-28, 2020
Hire and Rental Industry Association annual convention,
Adelaide.
Tel: +61 (0)2 9998 2255
www.hire20.com.au



Apex 2020

June 9-11, 2020
International powered access trade show
Maastricht, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



CICA Conference 2020

October 15-17, 2020
The annual conference of the Australian crane association
Perth, Australia
Tel: +61 03 8320 0411
www.cica.com.au/



Interschutz 2020

15 to 20. June 2020
International fire and rescue show
Hannover, Germany
Tel: +49 511 89-0
www.interschutz.de



HCEA International Convention and Old Equipment Exposition

August 28-30, 2020
The Historical Construction Equipment Association's annual convention and expo
Concordia, Kansas, USA
Tel: +1 785 243 0083
www.hcea.net



JDL Expo

September 09-11, 2020
French cranes and access exhibition/event
Beaune, France
Tel: +33 (0)1 45 63 68 22
www.jdlexpo.com



Platformers' Days 2020

18 to 19. September
German access and lifting show
Karlsruhe, Germany
Tel: +49 721 3720 5096
www.platformers-days.de



Liftex/LEEA conference

October 13-14, 2020
Annual conference of LEEA Lifting Equipment Engineers Association
Liverpool, UK
Tel: +44 (0) 203 488 2865
www.liftex.org



Bauma China 2020

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



Bauma Conexpo India

December 15-18, 2020
The bauma/Conexpo exhibition in India
Delhi, India
Tel: +49 89 949-20255
www.bcindia.com



2021

ICUEE /Demo Expo

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



2022

Bauma 2022

April 4 -10th
World's largest construction equipment exhibition,
Munich, Germany
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www.bauma.de



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

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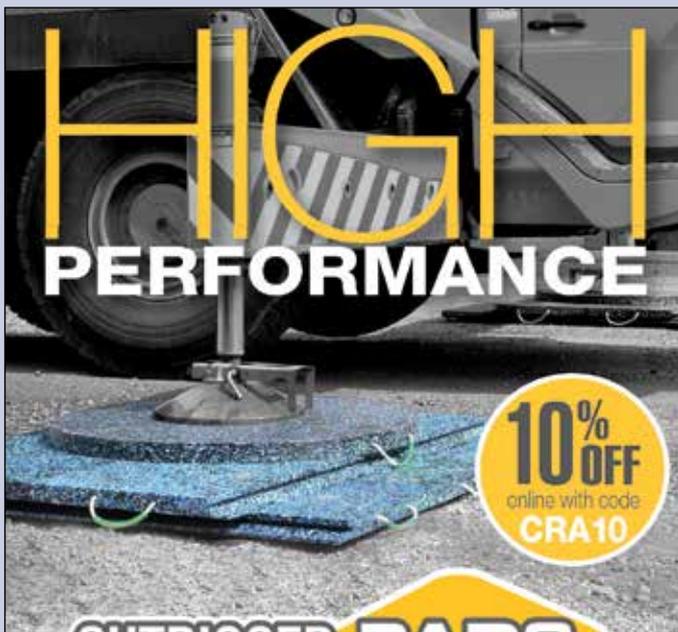
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Online Directory www.vertikal.net

online Access&Lifting directory – the fast and efficient way to find a supplier

Access Equipment Manufacturers

The Access Platform Company	www.accessplatformcompany.co.uk
Ascendant Access	www.ascendantaccess.com
Aichi	www.aichi-corp.jp
AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Biljax	www.biljax.com
Böcker Maschinenwerke	www.boecker.de
Bravi	www.bravisol.com
Bronto Skylift	www.brontoskylift.com
CLM Construction Supplies	www.clm-supplies.com
CMC	www.cmclift.com
Co.Me.I	www.officinecomet.it
CPL	www.cumberlanduk.co.uk
CTE	www.ctelift.com
DENKA-LIFT	www.rothlehner.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Easylift	www.easy-lift.it
Falck Schmidt	www.tcalift.com
GEDA-Dechentreiter	www.geda.de
Genie	www.genielift.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Imer Access	www.imergroup.com
Instant UpRight	www.instantuprightlifts.com
Isoli	www.isoli.com
Iteco	www.imergroup.com
JCB	www.jcb.com
JLG	www.jlgeurope.com
Klaas	www.utility-equipment.com
Klubb France	www.klubb-france.fr
Ladder Safety Devices	www.laddersafetydevices.co.uk
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantis Access	www.mantisaccess.co.uk
Mantall	www.mantall.com
Matisa	www.matisa.es
MEC	www.mec-awp.com
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Ommelift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
Planet Platforms	www.planetplatforms.co.uk
PB Liftechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Power Towers	www.powertowers.com
Ranger tracked access	www.tracked-access.co.uk
Runshare	www.runshare.net
Ruthmann	www.ruthmann.de
Sinoboom	www.sinoboom.com
Skyjack	www.skyjack.com
Skyking	www.skyking.co.uk
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.com
Turner Access	www.turner-access.co.uk
UTS Sales & Repairs	www.towersandpodiums.co.uk
Versalift distributors (UK)	www.versalift.co.uk

Scaffold Towers

CLM Construction Supplies	www.clm-supplies.com
Eurotowers	www.eurotowers.co.uk
Instant	www.instantupright.com
Lyte Industries	www.lyteladders.co.uk
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
CLM Construction Supplies	www.clm-supplies.com
GB Access	www.gbaccess.co.uk
GEDA-Dechentreiter	www.geda.de
Klaas	www.utility-equipment.com
SGB	www.sgb.co.uk
LTC Hoists Division	www.lchoists.co.uk
Safi	www.safi.it

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingltd.co.uk
SGB	www.sgb.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
ABBA Plant Hire	www.abbaplantire.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Actual Access	www.actualservices.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI- Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
ASR Access Platforms	www.access-platforms.com
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Drammen Liftutleie AS	www.drammenlift.no
Elevation	www.elevation.net
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
JMS Powered Access	www.jms.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Group - Mid East	www.manliftgroup.com
Manlift Hire	www.manlift.ie
Mays Access Platform Services	www.mapsplatforms.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Power Platform Services	www.pps.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Rival	www.rival.com/used
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Warren Access	www.warrenaccess.co.uk
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.uk.com
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New & Used Platforms

Access Platform Sales (APS)	www.accessplatforms.co.uk
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Facelift	www.facelift.co.uk
Flesch	www.flesch-arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genielift.com
GSR Aerial Platforms UK	http://en.gsrspa.it
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
JMS Powered Access	www.jms.co.uk
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/

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

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GT Lifting Solutions	www.gtliftingltd.co.uk
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Mantis Access	www.mantisaccess.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
Warren Access	www.warrenaccess.co.uk/hire
Working At Height Ltd	www.workingatheightltd.com
Workplatform	www.workplatformltd.co.uk

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

Special Lift & Transport Equipment

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

Heavy Transport/Abnormal Loads

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

Self-Propelled Modular Transporters

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

Telescopic Handler Manufacturers

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

New & Used Telehandlers

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

Telehandler Rental

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

Site Safety Audits

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

Industry Associations

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

Crane Manufacturers

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

Lorry/Truck Loader Cranes

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

New & Used Cranes

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

Heavy Lifting Equipment

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

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

Crane Hire

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

Mini Crane Hire

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

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

Self Erecting Tower Cranes

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

Tower Cranes

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

Heavy Lift Management

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

A1A Software	a1asoftware.com
DWLS	www.dwls.com
HLC Consulting	www.hlconsulting.com

Ancillary Equipment

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

Ritchie Brothers	www.rbuction.com
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Battery Suppliers & Manufacturers

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

Load Cells & Load Monitoring Systems

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

Control Systems

MOBA Automation	www.moba.de
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Generator Sales & Rental

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

Insurance

Specialist Insurance	www.finchgroup.net
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Online Technical Help

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

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

Component Suppliers

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

Parts & Service Suppliers

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

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

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

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

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

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

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

Software

Higher Concept	www.higherconcept.co.uk
inspire	www.inspire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcs.co.uk

Structural Repairs

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

Training Associations & Networks

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

Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales (APS)	www.iapsgroup.com
Astra Access	www.astratraining.co.uk
Boss Training	www.bosstraining.co.uk
Active Safety	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Approved Safety Training -Ca	www.approvedsafetytraining.com
CMT	www.c-m-t.co.uk
Elevation	www.elevation.net
Emerson	www.emersoncranes.com/training
GT Access	www.gtaccess.co.uk
IAPS	www.iapsgroup.com
Lift-Manager	www.lift-manager.com
LTC Training Services	www.lfttrainingservices.co.uk
Mentor Training Solutions	www.mentortrainingsolutions.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Training
SGB	www.sgb.co.uk
Smart Platform Rentals	www.smartplatforms.com
TVH Group	www.tvh.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenaccesstraining.co.uk/courses/
Access Training Workplatform	www.workplatformltd.co.uk/customer-support/operator-training

Safety Training

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

Training Services

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

Training Simulators

CM Labs	www.cm-labs.com
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Crane Attachments

Kinshofer	www.kinshofer.com
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Wire Rope & Cable

Teufelberger Seil	www.teufelberger.com
TMC Lifting	www.tmc-lifting.com
Casar	www.casar.de

Winches & Hoists

Rotzler	www.rotzler.com
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Tyre Suppliers

Mitas Tyres	www.mitas-tyres.com
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Traffic Management

Atlas Traffic Management	www.atlatstm.co.uk
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Technical & Safety Consultancy

Access Safety Management	www.accesssafety.co.uk
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Site Safety Audits

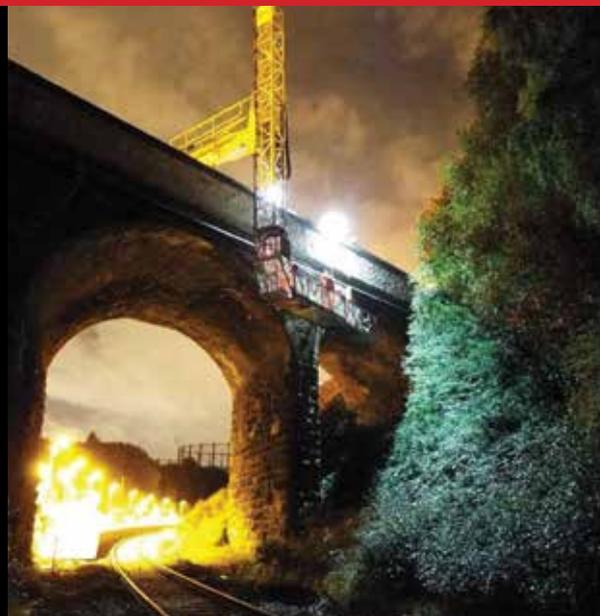
Access Safety Management	www.accesssafety.co.uk
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Crawler cranes for sale

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Liebherr LR1280, Year 2008, 58.1m boom

Fuwa QUY160 160t, Year 2008, 63m boom, 31m fly Jib, runner jib

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

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

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

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Email: info@deldencranes.co.uk Web: www.deldencranes.co.uk

January 2020

Spare parts

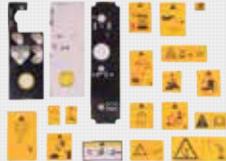


DE-G137636

Genie eq. 137636

Decal control box

Used for GR12, GR15, GR20, GS1930, GS1932, GS2032, GS2632, GS2646, GS3246, GS4047, ...



DE-HKITETIQCOMP-E

Haulotte eq. HKITETIQCOMP-E

Decal kit symbol

Used for Compact-series



DE-J2915133

JLG eq. 2915133

Decal kit, symbol

Used for 450AJ seriesII, 510AJ



TI-155NM

Genie eq. 105454

Wheel, non-marking Type 15x5

Used for GS2032, GS2646, GS2632, GS3232, GS4047



TI-2455175468

JLG eq. 0273468

Non-marking tire + rim, foamed 240-55 D17.5 Lightning

Used for E450AJ, M450AJ, 3369LE, M4069, ...



JRG-1A12

Genie eq. 137634

Joystick drive, steer 1 axis, hall, rocker

Used for GS1932, GS2032, GS3246, GS4047, GS4069DC, ...



JRG-2A05

Genie eq. T110234

Joystick drive, steer 1 axis, rocker

Used for GR-20J, GR-26J



JRH-1A03

Haulotte eq. 2441305370

Joystick drive, steer 1 axis, rocker

Used for Compact 10DX, Compact 12DX, H12SXL, ...



JRH-1A08

Haulotte eq. 2441305380

Joystick drive, steer 1 axis, rocker

Used for HA16TPX, HA18SPX



JBJL-2A04

JLG eq. 1001129555

Joystick lift, swing 2 axis, ball handle

Used for 340AJ, 450AJ, 510AJ, 800AJ, 1250AJ, 1200SJP, 1350SJP, ...

Machines

V27877



JLG 2646ES

€ 5.250

2008 ■ 545 Hrs

Electric ■ 9,8 Mtr.

V28050



Genie GS2669DC

€ 23.500

2018 ■ / Hrs

Electric ■ 9,9 Mtr.

V28054



Genie GS3369DC

€ 26.500

2018 ■ / Hrs

Electric ■ 11,75 Mtr.

V25125



Genie GS4390RT

€ 15.950

2007 ■ 3282 Hrs

Diesel 4x4 ■ 15,11 Mtr.

V27412



JLG 530LRT

€ 43.500

2015 ■ 506 Hrs

Diesel 4x4 ■ 18,15 Mtr.

V27245



Manitou 120AETJ 3D

€ 11.500

2006 ■ 1672 Hrs

Electric ■ 11,95 Mtr.

V27664



Genie Z34-22RT

€ 13.950

2008 ■ 3157 Hrs

Diesel 4x4 ■ 12,62 Mtr.

V27132



Haulotte HA260PX

€ 26.000

2008 ■ 5270 Hrs

Diesel 4x4 ■ 25,6 Mtr.

V26846



JLG 460SJ

€ 15.500

2007 ■ 4420 Hrs

Diesel 4x4 ■ 16,02 Mtr.

V23997



JLG 660SJ

€ 26.000

2008 ■ 4959 Hrs

Diesel 4x4 ■ 22,32 Mtr.

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