

cranes & accessories



September 2022 Vol.24 issue 5

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**TOP 30
RENTAL
COMPANIES**

SPIDER LIFTS

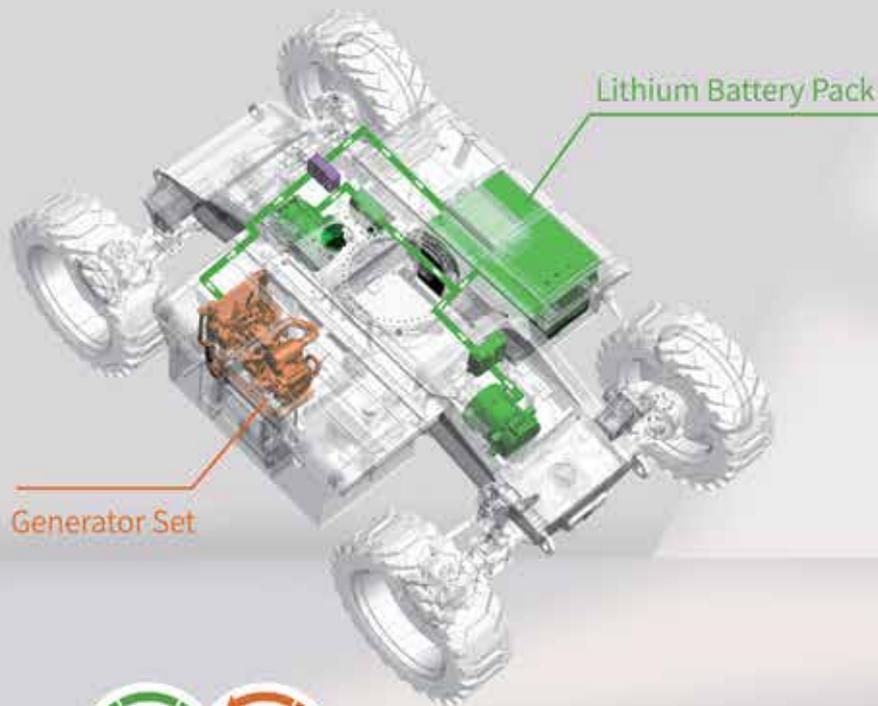
**LOADER
CRANES**

BAUMA PREVIEW

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ADD:188 Qihang Road, Leidian Town, Deqing, Zhejiang, P.R.C

TEL:+86-572-8681688

Phone:+86-13806523131 Susan Huang

E-Mail:export@cndingli.com

Https://en.cndingli.com





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TOP 30 UK & IRELAND RENTAL COMPANIES 17

After coping with Covid, extended lead times and staff shortages are now plaguing companies around the world. Our annual Top 30 rental company guide highlights how the leading crane, access and telehandler rental companies in the UK and Ireland have dealt with the last year in terms of fleet numbers and investment.

LOADER CRANES 31

Loader cranes are the workhorses of the lifting and logistics industry covering a wide range of applications from simple deliveries to critical lifts in congested spaces. Will North rounds up some of the latest developments and innovations.

SPIDER LIFTS 41

As spider lifts become a more mainstream rental product, the constant pace of development has gained more momentum as manufacturers adapt to maturing customer requirements. We take a look at some of the latest developments and innovations as well as profiling Italian manufacturer Easy Lift, which over the past few years has developed from a small 'bit player' in a niche sector to taking an increasingly significant role in the market.

BAUMA MAIN PREVIEW 51

With Bauma rapidly approaching, this is the second of our previews covering news of what to expect in terms of new products to be launched at the show. Even though several major manufacturers have decided not to attend this year, the show will have lots of new access, crane and telehandler premiers.

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ON THE COVER

ZooTampa staff in Florida transferring a manatee between transport trucks and pools at the zoo's care centre facility using a new Shuttlelift SDC09 carrydeck crane. The zoo admits between 30-35 manatees into its hospital each year.



IN THE NEXT ISSUE Scheduled for publication in late October, the next issue of Cranes & Access will include features on Spider/mini crawler cranes, Mastclimbers, Glass handling and Developments in Electric and Hybrid machines. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.



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Editorial team

Mark Darwin - Editor
Leigh Sparrow
Associate editors
Rüdiger Kopf (Freiburg)
Alexander Ochs (Freiburg)

Feature editors

Will North
Nick Johnson
Saul Chernos

Sales & customer support

Pam Penny
Clare Engelke
Karlheinz Kopp

Production/Administration

Nicole Engesser

Editorial data specialist

Poppy Horne ph@vertikal.net

Subscriptions

Lee Sparrow

Publisher

Leigh Sparrow

Advertising sales

UK-based

Pam Penny pp@vertikal.net
Tel: +44 (0)7917 155657
Clare Engelke ce@vertikal.net
Tel: +44 (0)7989 970862

Germany-based

Karlheinz Kopp khk@vertikal.net
Tel: +49 (0)761 89786615

The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8448 155900
Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

Vertikal Verlag

Sundgauallee 15, D-79114,
Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: info@vertikal.net
web: www.vertikal.net

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Press



COMMENT

END OF AN ERA

The death of Her Majesty Queen Elizabeth II has had a profound effect on millions of people across the UK, the Commonwealth and countries around the world. She dedicated her life to service and has been a beacon of stability and integrity over seven decades.

During her reign the world has gone through one of its most dynamic and turbulent periods ever, with life-changing events such as the advent of computers, mobile phones, space travel, organ transplants, the discovery of DNA, IVF babies, the internet, the formation of the EU, the end of the Cold War, 9/11, global warming, Covid-19, the current energy crisis and even England winning the world cup to name just a few. Her coronation in 1952 was the UK's first live TV broadcast. Her funeral was watched by more than four billion people around the globe, many of them on smart phones.

Her reign has also seen the arrival of aerial work platforms and telehandlers as well as the evolution of mobile cranes, not to mention the emergence of a substantial global equipment rental industry, equipment that has made work safer, easier and fantastically more efficient.

Her passing marks the end of an era, the reign of King Charles III is likely to see a great deal more emphasis on environmental issues. An event associated with the Royal family is the Wimbledon Tennis Championship. It was recently calculated that tennis balls used at the event clock up more than 50,000 miles by the time they eventually reach London from a factory in the

Philippines - one of the longest journeys for any product. While this may produce the best ball at the lowest cost, the environmental cost is likely to be substantial.

The trend towards manufacturing products closer to where they will be used has already started. It may well end up costing us more, but that may be a price we have to bear to reduce our impact on the planet.

The current energy crisis could prove to be a catalyst that accelerates the changes that must certainly occur. We are already seeing some manufacturers diversifying revenue streams away from pure manufacturing towards a lifetime association with their products providing direct aftersales services and lifetime support, ensuring that their machines remain in top condition for much longer than they did in the past, helping smooth the impact of economic cycles on revenues.

One downside to this policy is that it needs competent and experienced staff - something that is in critically short supply. Governments around the world have long paid lip service to supporting the training and education required, with little to show for it. They cannot be relied on to make it happen given their short term focus and lack of real world experience. All of us in the industry must get serious on this issue now, encouraging new people into our sector and investing in them.

The cost will be far less than the price to us all of not doing so.

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

SPT SPIDER CRANE GOES WITH UPLIFTER

German vacuum lifter company and former Maeda crane distributor Uplifter has been appointed as the European distributor for Chinese spider lift manufacturer SPT which has a range of six spider cranes from two tonnes up to 10 tonnes, along with a sub-compact 800kg tracked mini carry deck crane. Uplifter has announced that it will enter and stir up the UK market with the appointment of spider and mini crawler crane sales veteran Alan Peck as UK sales manager.



Alan Peck

The company - which ended its German distribution relationship with Kranlyft in August - says that it will launch Uplifter UPC spider cranes, branded versions of the SPT spider cranes. Overseas expansion is not new for Uplifter. It has already opened subsidiaries in Poland and the Czech Republic and works with partners in several other countries including Portugal, Spain, France and Australia through which it sells its range of vacuum/glass handling equipment including robots, which have also been handled by Kranlyft in the UK.

Peck's previous role in the lifting industry involved the opening and managing of a new depot for crane, access and glass handling rental sales and rental company Hird in Halesowen in the West Midlands. Before that he worked with Kranlyft and set up Bocker UK.



SPT's largest spider crane, the 10t 1009

ZOOMLION TO LAUNCH 186FT BOOM

Zoomlion is set to launch a new 186ft telescopic boom lift at Bauma, the ZT58J, along with two new



The new ZT58J

Lithium battery powered articulated booms. The ZT58J will go head to head with the Genie SX180 and JLG 1850SJ. The new model is said to be easier to use and more practical than the 217ft ZT68J that the company unveiled at Bauma China last year. It has yet to appear outside of China although the first unit was delivered to Shanghai Lvgong Machinery Engineering last October.

The ZT58J features a five section pentagonal main boom topped by a two section 6.25 metre telescopic jib with 125 degrees of articulation, offering a 58.7 metre working height, and an outreach up to 25.5 metres, with an unrestricted platform capacity of 300kg. The maximum platform capacity of 454kg is available at an outreach of up to 22.5 metres.

The new Zoomlion compares favourably with the Genie and JLG, offering the best outreach and longest jib of the three. However, it is 2.25 tonnes heavier than the JLG and 4.65 tonnes more than the Genie. Overall transport length is longer than the Genie but slightly shorter than the JLG. Power comes from a Cummins diesel.

The two articulated boom lifts, the 52ft ZA16JERT-Li which was launched in January with standard battery pack, while the 64ft ZA20JERT-Li, is a Rough Terrain version of the ZA20JE unveiled at Vertical days.

ZOOMLION ZT58J VS GENIE SX-180 AND JLG 1850SJ

	JLG 1850SJ	Genie SX-180	Zoomlion ZT58J
Platform height	56.56m	54.86m	56.7m
Maximum platform capacity	454kg	340kg	454kg
Unrestricted platform capacity	230kg	340kg	300kg
Maximum outreach	25.03m	24.38m	25.5m
Overall weight	27,351kg	24,948kg	29,600kg
Overall transport length	14.57m	13.00m	14.40m
Jib articulation	120 degrees	135 degrees	125 degrees
Jib length	6.1m	3.0m	6.25m

NEW 70T GROVE TRUCK CRANE

Grove has launched a new 80 ton/70 tonne truck crane the TMS800-2, replacing the TMS800-E. The new four axle crane incorporates features developed for the manufacturer's larger truck mounted and All Terrain cranes, including higher capacities, variable outrigger set up, a new cab and reductions in weight, allowing more counterweight to be carried within road regulations.

The crane can carry its full 12.7 tonnes of counterweight while remaining within state axle and tyre limits. In areas with stricter roading laws, it can carry 8.2 tonnes and remain under 45.4 tonnes (100,000lbs) GVW, and 11.35 tonne (25,000lbs) axle loads. The crane has an overall width of 2.5 metres and retains the four section, 39 metre Megaform pinned boom, topped by a 10.4 to 17.4 telescopic swingaway extension with manual or hydraulic offset up to 45 degree with a maximum tip height of 59 metres.



The new Grove TMS800-2

DINGLI TO LAUNCH M SERIES BOOMS

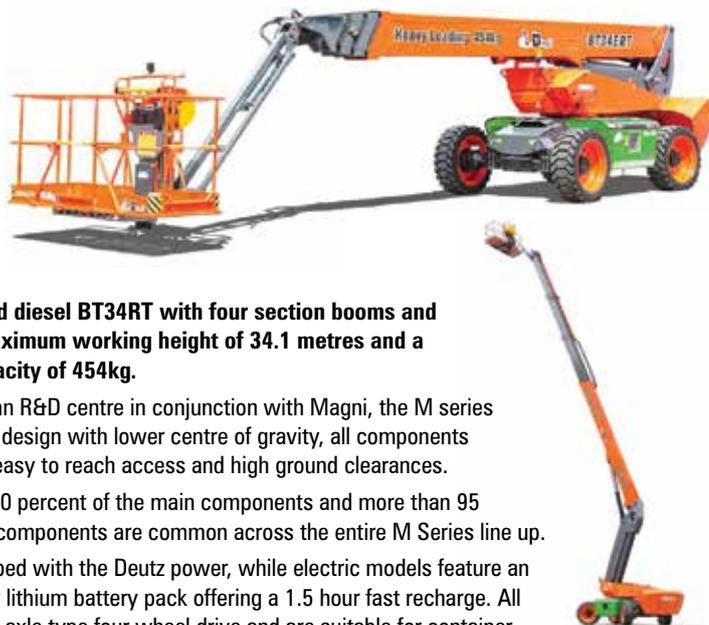
Dingli is to launch the first models in the new M series of telescopic boom lifts covering working heights between 24 and 34 metres. It will start with the 106ft

all electric BT34ERT and diesel BT34RT with four section booms and articulated jibs for a maximum working height of 34.1 metres and a maximum platform capacity of 454kg.

Designed by Dingli's Italian R&D centre in conjunction with Magni, the M series features Dingli's modular design with lower centre of gravity, all components mounted on the side for easy to reach access and high ground clearances.

The company says that 90 percent of the main components and more than 95 percent of the structural components are common across the entire M Series line up.

The diesels will be equipped with the Deutz power, while electric models feature an 80V/520Ah high capacity lithium battery pack offering a 1.5 hour fast recharge. All units will have integrated axle type four wheel drive and are suitable for container transport.



MANITOU TAKES ATN PLATFORMS

Manitou has purchased the intellectual property of French aerial lift manufacturer ATN Platforms from the administrator CBF Associés. Its main products are wheeled and tracked mast booms. No details of the transaction have been disclosed.

Manitou will also employ around a dozen ATN employees and will continue to be based in the Tonnesins area to benefit from their expertise. ATN also produces a boom lift, a spider lift and an RT scissor lift. Product wise Manitou has focused on the mast boom product line and made no mention of the other products. There is some overlap between the Manitou mast booms and those of ATN, but the addition of the larger ATN models and its tracked machines will provide Manitou with the broadest mast boom range in the industry.

Chief executive Michel Denis said: "The purchase extends the Manitou product range in order to accelerate development in a particularly fast moving market. The experience acquired by ATN Platforms in this niche underpins the group's decision.

Our two platform production sites in Candé will assemble the ATN mast booms, in order to offer our customers an even wider choice of aerial work platform solutions."



M&M ASSETS SOLD AT AUCTION

UK crane rental company M&M Mobile Crane Hire which has gone into administration and ceased trading, selling 19 cranes up to 130 tonnes and other assets at a one day unreserved auction on September 14th, for £4.6 million.

The family run business was based in Slough, south east England with depots in Kent, Aylesbury and Welwyn Garden City. Set up in 1988 the fleet included All Terrain, City type, truck mounted and loader cranes.

M&M is just one of several crane rental companies that struggled with rising fuel costs, a shortage of crane operators and rapidly rising utilities, in a market with rental rates hardly better than 20 years ago.

WHYTE ADMINISTRATION

Scottish crane rental company Whyte Crane Services has appointed an administrator and ceased trading. The company was listed as the 26th largest crane rental company in the 2021 Cranes & Access Top 30 UK/Ireland rental companies with 25 cranes and two locations - Aberdeen and Grangemouth.

Whyte Crane Services was set up in July 2019 and took over the activities of Whyte Crane Hire which went into administration in February 2020 and for which a liquidator was appointed. The ultimate ownership of the crane business remained in the Whyte family, with Lawrence Whyte the lead director of both companies.



NEW FLAT TOPS FROM RAIMONDI

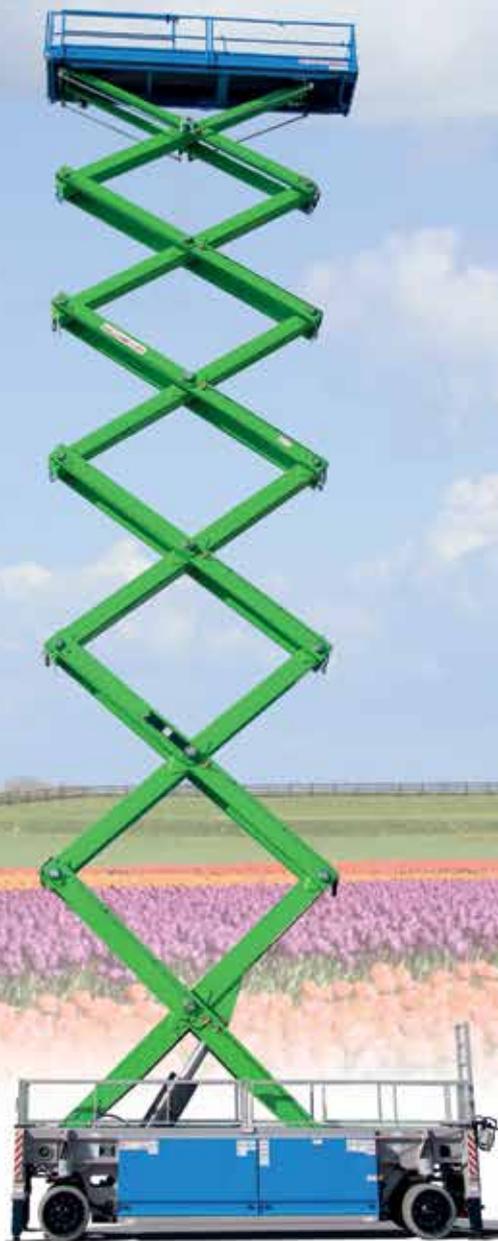
Italian tower crane manufacturer Raimondi will unveil two new flat top tower cranes at Bauma, along with a new cab design. It says that it will also announce some significant changes to its production facility.

The company has not released details of the new products except to say that it will comprise two series, with maximum capacities ranging from six tonnes to 24 tonnes with new cabs, and 'boasting many technical innovations'.

One of Raimondi's new flat tops



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BAUMA BRIEFS

With Bauma rapidly approaching, here some of the new products set to appear. See Main Bauma preview on page 51.

FIRST HYDRAULIC LUFFERS

Spanish tower crane company Comansa and Germany's Liebherr will both launch their first hydraulic luffing jib tower cranes. Liebherr is giving nothing away about its 195 HC-LH 6/12, but Comansa has been more forthcoming about its LCH300.

It features a single lift cylinder and dynamic counter jib with 16 tonnes on two falls at a radius of up to 20 metres, or eight tonnes on the single fall version at up to 40 metres radius on the full 60 metre jib, which has a jib tip capacity of up to 3.4 tonnes.



BATTERY POWERED DINO RXTs

Dinolift is to launch all-electric battery powered versions of its 'semi self-propelled' low weight RXT boom lifts.

The new RXTE models are derivatives of the diesel RXT 4x4 low weight boom lifts, becoming the 86ft 280RXTE and 66ft 220 RXTE with a choice of either an AGM or Lithium-ion battery pack.



SENNEBOGEN'S FIRST BATTERY CRANE

German crane manufacturer Sennebogen will unveil its first battery powered telescopic crawler crane - the 50 tonne 653E Electro with new 'Dual Power Management System'.

A large electric motor drives the 653E's pumps rather than the diesel. A 210kWh battery pack allows the crane to be operated when connected to an AC outlet with any excess power used to top up the battery pack.



DINGLI GOES HIGHER

Dingli is to launch three new telescopic boom lifts - the 112ft BT36RT, the 129ft BT41RT and 139ft BT44RT - taking it towards the top end of the self-propelled boom market.

Each new lift is available in three power variants - Lithium all Electric, Hybrid with a range extender diesel generator and straight Deutz diesel - for a total of nine new models.



GENIE'S WHITE NOISE ALARM

Genie has launched a new 'Lift Guard' white noise alarm as an option on its equipment worldwide. The device provides an alternative to the traditional tonal alarm, reducing noise emissions by around 45 percent.

The new alarm works in exactly the same way as the standard alarm, sounding when the aerial work platform travels, lifts or lowers, (tilt and overload alarms are not included and remain necessarily obnoxious), however, instead of the usual shrill beeping sound, the white noise alarm makes a 'whooshing sound' which still provides a distinctive warning, but is easier on the ear, especially for those close by and dissipates quicker and travels a shorter distance than the regular alarm, thus avoiding the usual irritation to those further away.

The new alarm is available now on slab scissor and mast lifts, as well as ANSI specification telehandlers. It will be available on boom lifts and Rough Terrain scissor lifts early next year. Retrofit kits will also be available for many models.

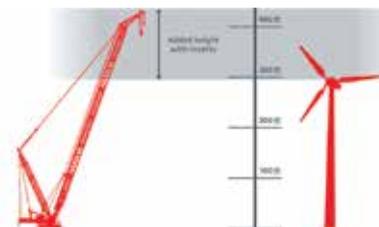
Product manager Bryan Williams said: "On busy jobsites, personnel can become de-sensitised to competing warning alarms. However, because the white noise alarm makes a sound that is directional and not penetrating, it is more obvious from where the sound is coming."



WIDE BOOM INSERTS FOR MANITOWOC MLC300

Manitowoc has launched a new Wide Boom Plus kit for its 350 tonne MLC300 lattice boom crawler crane, extending its lift height by almost 30 metres to 131 metres, when used with the VPC-MAX superlift system and extended upper boom points. The kit is made up of 3.5 metre wide boom inserts installed to the base section and topped by a transition section to which the regular boom is connected. The kit is aimed at the wind power market, where Maniowoc claims the height of onshore wind turbines in the USA has increased by nearly 60 percent over the past 20 years to an average around 90 metres as companies seek to harness more energy from a given location.

Manitowoc product manager Brennan Seelinger said: "Wind turbine work above 90 metres currently requires a 400 tonne or larger crane, with higher operating and transport costs. Our new inserts will open up more jobs for our MLC300 crane owners with added flexibility."



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HIAB 90T/M CRANE



*The new Hiab
iQ.958 HiPro with jib*

Hiab is to launch a new 90 tonne/metre loader crane - the iQ.958 HiPro - its second model in its new iQ range. The iQ.958 HiPro's nine section boom and seven section jib use the new 12 sided, V12 profile resulting in a light compact crane with a minimum width of just under two metres, allowing it to be installed on smaller trucks within the four axle 32 tonnes GVW category.

Features include Hiab's new SPACEvo control system which helps less experienced operators combine speed and precision for improved productivity, as well as VSL+ (Variable Stability Logic PLUS) that maximises the lift capacity and DLC-S (Dynamic Load Chart) which lets the operator set up the crane quicker by simulating the available load chart before setting the outriggers. The new models will also be offered in non-CE versions, equipped with the control system Space X4 and the optional CombiDrive 3 remote control.

NEW TURBINE BLADE INSPECTION ROBOT

UK company BladeBug has unveiled a new wind turbine blade robot which can inspect and repair turbine blades remotely on both onshore and offshore turbines. The six legged crawling robot avoids the need for the traditional method which involves technicians using rope access. It can be deployed to inspect an area on the turbine blade in up to half the time it would take a human rope access technician. The robot has also carried out a Lightning Protection Systems check, with the technician controlling it from the nacelle.



*The new BladeBug robot is
almost ready for the market*

Development has taken more than a year and builds on eight years of turbine robot development and trials at BladeBug. The current prototype has successfully completed its initial tests and is said to be close to going into commercial production.

ALIMAK TO ACQUIRE TRACTEL

Swedish mastclimber, hoist and façade access company Alimak is to acquire Tractel - the French international suspended platform, mastclimber (Scanclimber), work at height safety equipment and lifting tackle (Tirfor) group - from current owner Fifth Cinvén Fund which acquired the company in 2015 for €500 million in cash.

Tractel's revenues for the past year improved seven percent to €201 million and the combined business will have revenues of around €580 million.

HEAVY DUTY LUFFING EXTENSION

Grove has introduced a new heavy duty jib type extension for its three axle 150 tonne GRT9165 Rough Terrain crane. Designed for setting concrete panels and tilt-up work. The 3.8 metre long jib connects to the standard swingaway extension lugs and offers a maximum capacity of 34.3 tons/31 tonnes. It offsets/luffs hydraulically from zero to 50 degrees and has a two sheave jib tip for reeving with up to four parts of line. It is designed to work with an auxiliary hoist in conjunction with the main boom hook, to turn or tilt panels or other loads. The heavy duty jib extension is available on all new Grove GRT9165 Rough Terrain cranes and can also be retrofitted.

The jib was designed in collaboration with Wisconsin based design and build contractor Miron Construction and Grove distributor American State Equipment. Miron has taken the first production jib on its new GRT9165 saying it has a backlog of this type of work in the healthcare, warehouse, manufacturing and higher education projects. Concrete panels have grown in size with the increase in demand and now average 3.7 by 7.3 metres and weigh up to 27 tonnes (60,000lbs).

Miron executive vice president Pete Klosterman said: "It takes a larger crane to lift and rotate the concrete panels and vertically set them in place. Our precast jobs have a short duration and we wanted to minimise transport and setup costs. The GRT9165 with the heavy duty jib is the perfect package for what we need. It has strong capacities and precision for precast and other work we do."

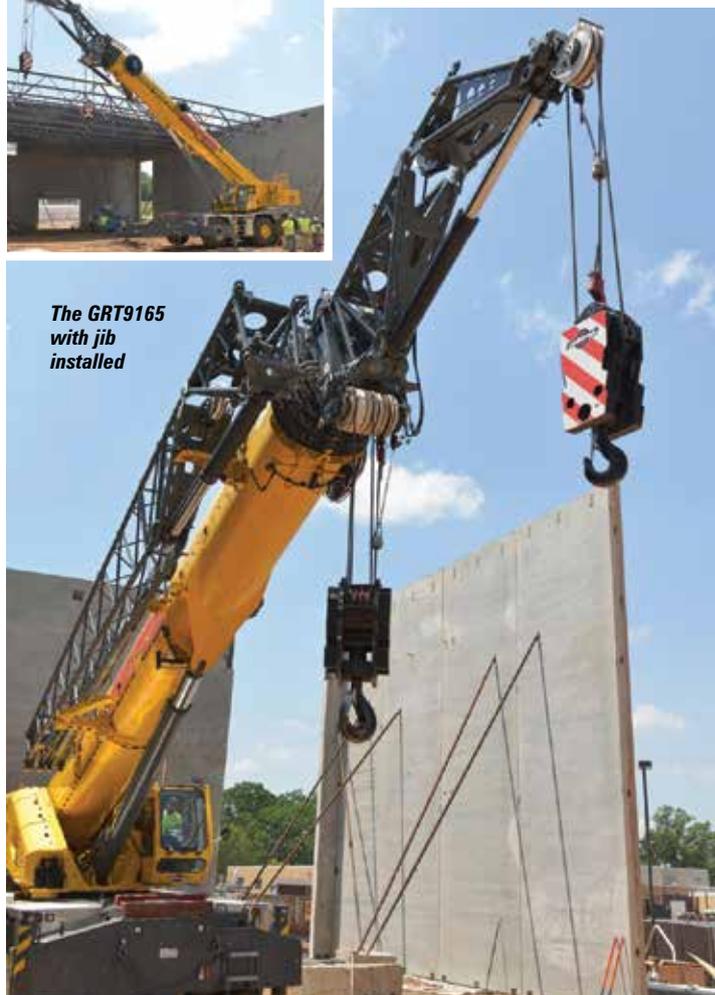
One of the first jobs for the new jib was to set panels for a new high school in western Wisconsin. The GRT9165 was configured with its full 27.8 tonnes of counterweight and working on a maximum tip height of 38 metres at a 15 metre radius and zero degree jib offset.



The new heavy duty luffing extension



The GRT9165 with jib installed



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FINANCIALS ROUND-UP

MIXED RESULT FROM MANITOWOC

Manitowoc - which includes Grove, Potain and National Crane - has reported a 17% increase in first half revenues to \$956.2 million with order intake up 29% on the same point last year however pre-tax profits slumped 23% to \$17.6 million.



JCB MOVES AHEAD OF 2019

JCB's accounts filed under J.C. Bamford Excavators Ltd show a 41% jump in revenues to £3.44 billion moving above 2019 levels by more than seven percent. Pre-tax profits more than doubled to £324.5 million, a 22% increase on pre-pandemic 2019. 2021 also saw a substantial pick up in tangible net worth and working capital.



PROFIT SLUMP AT GENIE

Genie has reported a 7.2% increase in first half revenues to \$1.15 billion, with order intake of \$1.67 billion - roughly the same as last year. Operating profit fell 14% from \$91.8 million to \$78.7 million. The backlog/order book at the end of June was \$2.33 billion, roughly a year's worth of business and more than 60% up on the year.



RECORD QUARTER FOR UNITED

US based United Rentals' second quarter revenues show a sharp rise in rental operations in the face of lower new and used sales. Total revenues for the first six months improved 21% to \$5.29 billion. Pre-tax profit for the period jumped more than 67% to \$1.09 billion. Capital expenditure was \$2.04 billion in the same period.



RECORD REVENUES FOR PALFINGER

Palfinger has posted its first €1 billion half year. Total revenues for the period were €1.04 billion, up 17.5%. Pre-tax profits declined more than 14% to €75.1 million mainly due to a lower gross margin thanks to higher component and raw material costs as well as disruption to production.



TOUGH HALF FOR HAULOTTE

Haulotte's first half revenues improved 19% to €289.1 million, but pre-tax profit dropped more than 70% to €2.45 million. Order intake remains buoyant with the order book said to be at record levels.



EXPORTS DRIVE TADANO

Tadano has posted its first quarter figures to the end of June with total revenues of ¥77.7 billion (\$567 million) up nine percent on the same period last year, the highlight being strong export growth up 21% to ¥61.7 billion (\$450 million). Pre-tax profit was ¥2.3 billion (\$16.9 million) down from ¥11 billion (\$80.3 million) last year.



JLG PROFITS SLIDE

JLG owner Oshkosh recorded a 12% rise in first quarter sales to \$1.86 billion, but a 60% drop in profits to \$76.9 million due, says the company, to higher input costs which then caused manufacturing inefficiencies.



SNORKEL SALES UP - MARGINS DOWN

US based aerial lift manufacturer Snorkel increased first half revenues 23.5% to \$88.55 million, however, the higher sales generated a loss of \$7.7 million compared to a loss of \$2.2 million last year due to a sharp reduction in gross margins, thanks to supply chain and other issues.



UPBEAT FIRST HALF FOR HERC

US based Herc Rentals has reported six month revenues of \$1.21 billion, up 28% on the same period in 2021. Rental revenues increased 33% to \$1.13 billion, partially offset by a sharp drop in used equipment sales from the rental fleet, plus slower growth levels in parts and services. Pre-tax profit for the period jumped 60% to \$164.6 million with higher utilisation at the same time as rental rates improved 4.9%.

SLOW RECOVERY AT AINSCOUGH

UK based rental company Ainscough Crane Hire has filed its accounts for the year to September 2021. Total revenues increased just over 20% to £89.6 million, although business was still significantly impacted by the pandemic. It turned an operating loss of £7.8 million in 2020 into a profit of £1.3 million last year, however, higher interest costs resulted in a pre-tax loss of £1.1 million compared to a loss of £7.5 million last year.

STRONG PICK UP AT MILLS

Brazilian rental company Mills' Rental division - mostly aerial lifts and telehandlers which makes up 87% of total revenues - posted first half revenues up 47.1 percent to R417.9 million (\$82 million).



ANOTHER MEGA QUARTER FOR ASHTEAD

Anglo American rental group Ashtead - which operates as Sunbelt USA, Sunbelt Canada and Sunbelt UK - posted strong first quarter growth with total revenues to the end of July of \$2.26 billion, up 25% on the same three months last year. Pre-tax profits jumped 28% to \$527 million, capital expenditure increased 27% to \$699 million, while the full year forecast remains at \$3.3 to 3.6 billion.

STRONG SALES - LOWER PROFITS

Manitou's half year results show total revenues increased nine percent to €1.06 billion, with strong sales in all regions except Northern Europe where revenues were flat.



The order book/backlog at the end of June was €3.55 billion almost double what it was at the end of June 2021.

RECORD SALES FROM WACKER NEUSON

Wacker Neuson achieved record revenues in the first half of €1.07 billion up 15.5% on the same period last year. Compact equipment, which includes telehandlers improved 16.8% to €628.8 million. Pre-tax profit for the six months declined seven percent to €90.2 million due to supply chain issues.



VP SALE OFF

UK based rental group Vp has closed its search for a buyer, concluding that none of the interest shown met the company's objectives. Vp's controlling shareholder Ackers P Investment Company led by Vp chairman Jeremy Pilkington has said that it has no intention of selling its shares on the market for the foreseeable future.



BRIGGS TAKES GPT

Briggs Equipment has made another acquisition in Ireland, purchasing GPT - Galway Plant and Tool Hire - one of Ireland's largest rental companies. It employs around 90 people and runs a 2,800 fleet of aerial work platforms and telehandlers, plus 1,900 commercial vehicles.



800T ELECTRIC SHIP CRANE

Liebherr is expanding its heavy lift ship crane series with the all-electric, 800 tonne LS 800 E aimed at the increasing size of wind turbine components. The crane includes a new 'Master V' control unit, providing the highest possible computing power for faster data processing which enables the integration of future assistance systems and semiautomated process applications. The crane also includes the Litronic control system developed in-house for speed and precision.

The new LS (Liebherr Ship) nomenclature replaces the CBB designation with the E for the electric drive. The crane's external design has also been updated with a new white and grey colour scheme.



NEW HIAB 'RAIL' RANGE

Hiab has launched a new railway loader crane range - 'Rail' - using its advanced SPACEvo control system. The new range is designed to comply with the increasingly complex railway regulations and challenging requirements.

The range includes the iX.122, iX.142, iX.162, iX.192, iX.232, iX.262, iX.302 and iX.2758. The first in the series - the iX.122 Rail - will be unveiled later this month.

All are compliant with EN15746, EN14033, EN 50128 and EN 13849 standards. Options such as earth bonding, adjacent track and height limitations are just a few customisation options available.

The new cranes are aimed at railway infrastructure companies with the intention of providing a crane that can handle all types of lifting work from service maintenance to heavy lifting recovery operations. Hiab also claims that the new models will also provide rail wagon makers with a much greater choice of cranes.



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NEWS HIGHLIGHTS

■ **Norty Turner** has been appointed CEO of **Resa Power**



Norty Turner

■ **Brazil's Guindastes Tatuapé** has taken another 120t **Liebherr LTM 1120-4.1**

■ **MacGregor** is to supply two offshore telescopic cranes for **Van Oord's** new wind turbine installation vessel

■ **Adolf Lahti** and **Rauanheim** have taken Finland's first **Konecranes 'Generation 6'** mobile harbour crane

■ **Nordic Crane** has taken five **Grove** five axle All Terrain cranes

■ **Genie's Jacco de Kluijver** has a new role as VP business development, **Will Westley** takes over as VP sales European region.

■ Dubai's **Johnson Arabia** has taken a 450t **Liebherr AT** and a range of **JLG** aerial lifts

■ **Genie** has appointed **Thibaut Itzel** as sales director Germany, Austria and Switzerland, and **Andrew Kendrick** as sales director UK, Ireland & Nordic region.



Thibaut Itzel



Andrew Kendrick

■ UK's **FGS Plant** is investing £2 million in **LGMG** scissors and boom lifts

■ **Bernhard Schröckenschlager** has acquired sales & rental company **Weiland Hebetchnik** from Weiland Group

■ Scotland's **John Maciver & Son** has taken a 60t **Liebherr AT**

■ UK's **CLM Construction Supplies** has promoted **Greg Dent** to technical director



Greg Dent

■ **Crosby BlokCam** has launched new lithium crane cameras

■ Germany's **Scholpp** has taken a 45t **Tadano AC 3.045-1 City**

■ France's **Kiloutou** is to acquire **Grupo Vendap** in Portugal and **Holbæk Lift** in Denmark

■ **Liebherr** has launched an electric 105t transshipment crane - the **CBG 500 E**

■ IUS fund manager **Ares Management Corp** has acquired Chicago's **Atlas Crane Service**

■ **Sinoboom** has promoted **Mitch Ely** to general manager Australia



Mitch Ely

■ UK's **ABA Cranes** has taken two 6t **Böcker AK 46/6000s**

■ **MacGregor** has won a €43 million order for 56 heavy lift cranes

■ Saudi Arabia's **ACT** has taken the first 700t **Liebherr LTM 1650-8.1** in the country

■ UK's **Highcliffe Engineering** has taken a **Klaas K950RHX**

■ France's **Eurolev Vertical Solution** has added three **Easy Lift** spider lifts

■ UK's **CW Engineers** has appointed **Keith John** as access & handling manager



Keith John

■ Wales' **RRR Crane Hire** has taken a 230t **Liebherr LTM1230-5.1**

■ **United Rentals** has acquired **Richbourg's Rentals** in South Carolina

■ **Fil Filipov**, owner of **Atlas cranes** and previous president of **Terex Cranes**, has died



Fil Filipov

■ **Dinolift** has launched a new telematics system 'MyDINO'

■ **Sahalift** has taken Germany's first 18m **Almac** Billennium 1890 EVO Quick-Pro spiders

■ Dutch crawler boom lift manufacturer **Rhinox** has appointed **Bradleys Group** as UK dealer

■ **Sinoboom Europe** has promoted **José Miguel Peña** to general manager



Josa Miguel Pena

■ **Roger Van de Weghe** of Belgian crane and access rental company has died

■ **Kranlyft** - the **Maeda** master distributor - has opened a subsidiary in Germany

■ **Bobcat Sverige** has appointed **Nordkust Maskin** as northern dealer

■ Pakistan's **Descon Engineering** has taken four new **Tadano RT** cranes in the UAE

■ Ireland's **BCS crane hire** has taken a 230t **Liebherr LTM1230-5.1**

■ Switzerland's **Wyland Lift** has taken three **Ruthmann** hybrid truck mounted lifts

■ **Inzag Germany** has taken a 90t **Liebherr LTM 1090-4.2 AT** for Ghana

■ **Ramirent** Estonia & Latvia are opening **IPAF** training centres

■ Germany's **Auto Bissinger** has taken a 50t **Tadano HK 4.050-1** truck crane



Thomas Méheust

■ **Sinoboom** has appointed **Thomas Méheust** as regional manager France

■ US **Tropical Shipping** has purchased three **Kalmar** straddle carriers

■ Germany's **Biberger Lift** has taken a 25m & 30m **Palfinger** platform

■ Texas **First Rentals** has acquired **Class A Equipment Rentals** of Fredericksburg, Texas.

■ Germany's **Gerken** has opened new premises in **Bremen**

■ Dutch company **Wagenborg Nedlift** has taken a 300t **Grove GMK6300L**

■ **Link-Belt** has appointed **Gary Plasencia** as DM for NE USA and eastern Canada



Gary Plasencia

■ UK's **McGovern Crane Hire** has taken a 25t **Kato CR-250Rv**

■ **Sarens** has opened a new facility in the **Midland-Odesa, Texas**

■ A group of UK rental companies is organising an aid convoy to **Ukraine**

■ UK's **Osprey** has appointed **Simon Massey** as MD of its Heavy Lift division



Simon Massey

■ UK's **Thanet Crane Hire** has added a 40t **Liebherr** and a 60t **Grove**

■ **Easy Lift** has delivered two 16m spider lifts to the **China Three Gorges Corp**

■ **Lee Teck Lee** has taken the first **Palfinger PK 135.002 TEC 7** in Singapore

■ **CAN** has taken the first 600t **Tadano (Demag) CC 2800-1 NT** in Ecuador

■ **Manitowoc** has appointed **Jennifer Peterson** as general counsel/co secretary



Jennifer Peterson

■ **Liebherr GB** has launched an operator training course for telescopic crawler cranes

■ Germany's **Schmidbauer** has taken an 80t **Tadano AC 4.080-1**

■ **Wisequity V** has acquired Italian lift manufacturer **Almac** and appointed **Andrea Artoni** as CEO

■ **Kevin Minton** of the **CPA** will step down as CEO at the end of the year



Kevin Minton

■ India's **Mtandt** has ordered 700 **Dingli** booms and scissors

■ Indonesia's **Pertamina** has taken two 20m **Palfinger** truck mounted platforms

■ UK's **Speedy** has appointed **Dan Evans** as CEO taking over from **Russell Down**



Dan Evans

■ **Devex** has taken the first 100t **Tadano GR-1000EX-4 RT** cranes in the Philippines

■ **Briggs Equipment** has taken Europe's first **LGMG** lithium RT telescopic booms

■ UK's **Star Platforms** has opened a depot in **Warrington**

■ **Genie/Terex** has taken a stake in **Acculon Energy**

■ Czech company **KMB Stavebni Servis** has taken three **Unic** spider cranes

■ **Hird** has taken the first 60ft **Genie S-60 FE** hybrid telescopic booms in the UK

■ Dutch company **Kuiphuis Kraanverhuur** has ordered two **Spierings 'e-Lift'** cranes

■ Canada's **Cooper Equipment Rentals** has acquired **Alberta's One Stop Rentals/Sales**

■ **Terex** has acquired Canadian concrete mixer company **ProAll**

■ Italy's **Poloniato** has taken two new five axle **Liebherr ATs**

■ **JLG** has appointed **Andy Daw** as VP global procurement and supply chain



Andy Daw

■ Philippine contractor **Geo-Transport & Construction** has taken four **Tadano RTs**

■ UK's **Hird** has closed its **West Midlands** depot

■ Switzerland's **HMT** has taken a 53ft **Haulotte HS18E Pro RT** scissor

■ Poland's **Herkules** has taken a 750t **Liebherr** lattice boom 'truck crane'

■ **CraneWorks** has appointed **Eric Rhodes** as GM of its Houston & Dallas/Fort Worth locations in Texas



Eric Rhodes

■ Scandinavia's **Nordic Crane** has taken a 250t **Tadano AC 5.250-1**

■ Saudi Arabia's **Supreme Court** has ordered a re-trial of those accused in the fatal 2015 crane incident in which 111 died

■ US **Point of Rental** is to integrate **IDScan.net's** scanning process into its software platform

■ **JLG** has appointed **Mirco Negri** as senior product manager European region



Mirco Negri

■ **Sunbelt Rentals USA** has acquired Pennsylvania's **George's Tool Rental**

■ **Beyer-Mietservice** has opened a depot in **Freudenberg**, central Germany

■ **Cosco Shipping Offshore** has commissioned a new 2,600t Leg Encircling Crane from **Huisman**

■ **Tadano** has uploaded its entire All Terrain line to **HeavyGoods** transport simulation software

■ Brazil's **Mills** has acquired earthmoving rental company **Triengel Locadora**

■ **Kaileys Consortium** has become Kenya's first **IPAF** certified training centre

■ Canada's **Cambie Forming** has taken a **Liebherr 280 HC-L 12/24** Litronic luffing jib tower crane

■ US's **Ruthmann Reachmaster** has appointed **Robin Paepers** as national account manager and **Samantha Ayala-Linan** as sales & marketing coordinator. **Tom Goyer** becomes VP



Robin Paepers



Samantha Ayala-Linan



Tom Goyer

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TOP 30 UK & IRELAND RENTAL COMPANIES SURVEY

Just when we thought we had escaped the impact of Covid 19, the world was hit by increasing interest rates, high inflation and huge fuel and energy price hikes. While in the UK a new prime minister with contradictory and potentially inflationary policies is not helping overall business confidence resulting in a steadily sinking value of Sterling.

Rental companies are now under real strain from the rising costs and shortage of skilled labour. Three UK crane rental companies - Quinto Crane & Plant, M&M Crane Hire and Whyte Crane Services - have already entered the liquidation phase in the past few months and they will certainly not be the last, given the perfect storm of global financial events. Graham Jones Cranes also appointed administrators earlier in the year but was able to restructure and continue, and signs of a final pick up in rental rates and utilisation bodes well for those who are not burdened with too much debt.

Fortunately, the access rental companies appear to be managing better, however many are struggling with the same issues - poor rental rates, increasing staff shortages, higher wage bills and rising costs. Some are doing reasonably well, in particular the larger general rental companies.

Several businesses are investing in fleet renewals and in some cases expansion, but manufacturer's lead times continue to grow so any new orders show an expression of confidence in the future.

ACQUISITIONS

This past year has seen a multitude of acquisitions around the world. In the UK & Ireland it has been relatively quiet and those that have taken place have all been in the access and telehandler sector. Most notably is the ongoing growth of the Briggs Equipment group which owns Balloo Hire in Northern Ireland. Recently it acquired Galway-based GPT - one of Ireland's largest rental companies - but also added Scotland's Access Plus in May and Aerial Platform Hire in Ireland in February.

Another growing group is AER Rents which acquired Chippendale Plant - together with its full range of telehandlers along with a few trailer lifts - after acquiring Mainline the year before and adding it to its Mr Plant hire and Drogheda Hire operations.

Despite all the pressures, there are many companies that are growing at a good rate. The Aspire Group was recognised as one of the UK's fastest growing private companies in the Sunday Times 100 fastest growing private companies having increased sales from at least £240,000 to more than £5 million over four years trading. Aspire - 11th in the table - had an annual growth rate of 167.3 percent over the past three years. Last year in the Top 30 the company's fleet was almost 3,200 aerial lifts. This year it has not been so keen to disclose its figures - perhaps the current economic climate is taking its toll?

METHODOLOGY

As in previous years, questionnaires were sent to every company that might qualify for any of the various categories or charts. Once again interactive online forms have been used however, whether it is a result of the challenges companies are facing it has been really tough to get a full suite of responses this year. It has taken a good deal of chasing by email and telephone to bring in the laggards while delaying publication. More companies than usual said they did not want to be included - possibly because numbers were down? This has meant that we have been obliged to estimate a few fleets. As usual, some companies under or over state their fleet size, we try and keep a watch for these, but some inevitably may make it through.



With the sheer volume of information received, there will almost certainly be the odd error or two, so please inform us of any inaccuracies and we will do our best to update the online and digital magazine versions.

THANK YOU

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

TOP 30

CRANES

Rising costs, operator/driver shortages and long manufacturer lead times are all starting to have an effect on the crane rental companies - some of which must be thinking is it time to get out while they can. However, this not the whole story, others are managing to raise rates while staying incredibly busy and finding a renewed

enthusiasm for the industry.

Several UK mobile crane companies have closed their doors - Quinto, M&M and Whyte Crane Services - while others have reduced their fleets or sold off some of their big cranes to reduce debt, thanks to the excellent prices they are fetching. The net effect is a 15 percent drop in new crane investment, possibly a combination of the uncertain financial landscape and long lead times from manufacturers.

The majority of the tower crane fleets have remained fairly static dropping slightly as have crawler and spider cranes. An interesting year ahead!



TOP MOBILE CRANE COMPANIES

Company	Total	All Terrain / Trucks	Rough Terrain	Mobile Tower	Pick & Carry	Trailer cranes
Ainscough	391 ▼	381	0	10	0	0
King Lifting	128 ▲	124	0	2	2	0
City Lifting	77 ▲	48	0	22	6	1
Bryn Thomas Cranes	70 ▲	63	0	4	3	0
Sarens UK	67 ▲	60	1	3	1	0
Baldwins	57 ▼	56	0	1	0	0
Emerson Crane Hire	55 ▼	54	0	1	0	0
Bronzeshield	54 ▼	51	0	3	0	0
Marsh Plant	54 ▼	54	0	0	0	0
Sparrow Crane	50 —	49	0	1	0	0
Davies Crane Hire	49 ▼	45	0	2	2	0
Kavanagh Crane Hire	48 —	46	0	2	0	0
Southern Cranes & Access	46 ▲	42	0	3	1	0
ABA Cranes	43 ▲	40	0	1	2	0
Crowland Cranes	38 ▲	34	2	0	2	0
Dewsbury & Proud	38 ▲	36	0	0	2	0
John Sutch Cranes	36 ▼	34	0	2	0	0
East Cork Crane Hire	31 ▲	30	0	1	0	0
NMT Crane Hire	30 ▼	25	0	5	0	0
MacSalvors	30 ▼	30	0	0	0	0
Tusker Crane Hire	27 ▲	27	0	0	0	0
Bernard Hunter Mobile Cranes	23 ▼	20	0	3	0	0
PP Engineering	23 —	21	0	0	2	0
Cadman Cranes	21 ▲	17	0	0	4	0
Steve Foster Cranes	21 —	19	0	1	1	0
Bob Francis Crane Hire	18 —	0	0	0	0	0
Marsden Crane Services	18 ▼	15	0	0	3	0
County Lifting	17 —	12	1	0	4	0
Horizon Crane Hire	17 —	0	0	0	0	0
J. Hewitt Crane Hire	17 —	0	0	0	0	0
Windhoist Ltd	17 ▼	17	0	0	0	0
Thanet Crane Hire	16 —	16	0	0	0	0
APH Cranes	14 ▲	14	0	0	0	0
Cork Crane Hire	14 ▼	14	0	0	0	0
AB2000	12 ▼	12	0	0	0	0
Cramscene Limited	11 ▼	11	0	0	0	0
Frank Barnes Crane Hire	11 —	0	0	0	0	0
Stoddart Crane Hire	11 <small>NEW ENTRY</small>	11	0	0	0	0
Coppard Plant Hire	10 —	3	0	0	7	0

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

LARGEST MOBILE CRANES

Company	Cap.	Make & Model	# in Fleet
Mammoet	1,200	Liebherr LTM 11200-9.1	N/D
Sarens UK	1,200	Gottwald AK 680-3	1
Ainscough	800	Liebherr LTM1750-9.1	1
East Cork Crane Hire	800	Liebherr LTM1750-9.1	1
Osprey Heavy Lift	800	Liebherr LTM 1800D	1
Baldwins	750	Liebherr LG1750	N/D
King Lifting	750	Liebherr LG1750	1
windhoist ltd	750	Liebherr LG1750	2
Bernard Hunter Mobile Cranes	700	Liebherr LTM1650-8.1	1
Kavanagh Crane Hire	700	Liebherr LTM1650-8.1	1
Bronzeshield	500	Liebherr LTM 1500-8.1	1
Forsyth of Denny	500	Liebherr LTM 1500-8.1	2
City Lifting	450	Liebherr LTM1450-8.1	1
Cramscene	450	Grove GMK6450	1
Emerson Crane Hire	450	Liebherr LTM1450-8.1	1
John Sutch Cranes	450	Demag AC450-7	1
Tusker Crane hire	350	Terex AC350-6	1
NMT Crane Hire	300	Terex AC300-6	1
Bryn Thomas Cranes	300	Grove GMK6300L	2
Cork crane hire	300	Grove GMK6300L	1
Davies Crane Hire	300	Grove GMK6300L	1
Southern Cranes & Access	300	Liebherr LTM1300-6.2	1
Steve Foster Cranes	300	Grove GMK6300L	1
Wolffkran	300	Grove GMK6300L	1
Wm O'Brien	300	Liebherr LTM 1300-6.2	1
Stoddart Crane Hire	250	Grove GMK5250	1
APH Cranes	230	Liebherr LTM1230-5.1	1
Dewsbury & Proud	230	Liebherr LTM1230-5.1	1
Cadman Cranes	180	Liebherr LTM1160-5.2	1
ABA Cranes	160	Terex Explorer 5600	1

TOP TOWER CRANE COMPANIES

Company	Total	Rope Luffers	Hydraulic Luffers	"Normal Self Erectors"	Hammerhead /Flat Tops
Falcon Tower Crane Services	448 ▲	163	93	68	124
London Tower Crane	225 —	130	0	15	80
Wolffkran UK	220 —	131	0	0	89
Select Plant Hire	186 ▼	127	20	0	39
City Lifting	170 ▼	68	12	20	70
Mantis Cranes	146 ▲	0	3	107	36
Bennetts Cranes	110 —	35	60	0	15
Uperio UK	108 —	57	10	8	33
Ladybird Crane Hire	80 ▼	0	0	50	30
Trident Lifting Solutions	71 ▲	41	11	0	19
Lewis Tower Crane Services	61 ▲	7	5	13	36
Irish Crane & Lifting	60 —	1	0	0	59
Heathrow Cranes	55 ▼	35	8	0	12
Sparrow Crane	46 ▲	0	2	42	2



LARGEST TOWER CRANE IN FLEET

Company	Capacity	Model	# in Fleet
Select Plant Hire	66t	Terex CTL 1600-66	5
Falcon Tower Crane Services	64t	Jaso J780PA.64	5
City Lifting	50t	Comansa 21 LC 750	1
Wolffkran UK	50t	Wolff 8060.25	2
Trident Lifting Solutions	36t	Comansa LCL500	8
Bennetts Cranes	32t	Saez SL730	1
Radius	32t	Potain MR608	3
London Tower Crane	24t	Jost 416.24	5
Lewis Tower Crane Services	24t	Liebherr 357 HC-L	1
Heathrow Cranes	20t		1
Uperio UK	18t	Terex CTL 260	2
Irish Crane & Lifting	16t	Terex CTT 331	5
Mantis Cranes	12t	Saez TLS75	5
Sparrow Crane	6t	Liebherr 81K	4
Ladybird Crane Hire	5t	Potain MCT 88	18

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CRANE COMPANIES & INVESTMENT

Company	Investment	# Bought	# Sold	Depots	Staff
AB2000	£2,000,000	2	2	3	350
ABA Cranes	£2,500,000	6	6	1	55
AGD Equipment	£1,060,000	0	0	1	80
APH Cranes	N/D	1	0	1	15
Ainscough Crane Hire	£20,000,000	10	20	28	850
Bennetts Cranes	£6,000,000	19	0	1	80
Bernard Hunter Mobile Cranes	£2,500,000	3	3	2	60
Berry Cranes	£500,000	2	1	1	17
Bryn Thomas Cranes	£4,200,000	7	5	5	108
Cadman Cranes	£1,000,000	2	1	3	92
City Lifting	£3,000,000	18	0	3	185
Delden Cranes	£9,000,000	0	0	1	21
Coppard Plant Hire	£1,500,000	0	0	5	100
Cork crane hire	N/D	4	1	3	40
County Lifting	£1,000,000	3	1	1	33
Cramscene	N/D	0	1	2	35
Crowland Cranes	N/D	4	4	3	65
Davies Crane Hire	£3,500,000	2	0	4	79
Dewsbury & Proud	£6,000,000	8	2	4	55
East Cork Crane Hire	€8,500,000	7	3	2	35
Emerson Crane Hire	£3,585,000	5	9	2	46
Falcon Tower Crane Services	£12,000,000	29	11	5	450
Forsyth of Denny	£3,500,000	4	6	2	60
GGR Group	£1,500,000	15	8	3	151
GH Johnson Crane Hire	£2,500,000	3	4	1	25
Heathrow Cranes	N/D	4	2	2	0
Hird	£296,000	0	0	3	100+
John Sutch Cranes	£1,800,000	0	0	2	96
John Taylor Crane Services	£320,000	0	0	1	12
Johnston Rigging (Fife)	£100,000	0	0	1	19
Kavanagh Crane Hire	€6,000,000	0	0	4	95
King Lifting	£8,000,000	12	10	8	286
Ladybird Crane Hire	£750,000	8	3	1	23
Lewis Tower Crane Services	£1,500,000	4	1	2	46
Lift	£160,000	2	0	1	30
Marsden Crane Services	£1,100,000	2	1	1	24
NMT Crane Hire	£3,000,000	0	0	2	50
Radius	N/D	0	0	1	92
Sarens UK	N/D	13	0	5	130
Select Plant Hire	£25,400,000	0	0	3	40
Southern Cranes & Access	£6,000,000	7	5	4	92
Sparrow Crane	£5,100,000	0	0	2	85
Stoddart Crane Hire	£2,400,000	3	2	1	20
Thanet Crane Hire	£1,070,000	3	2	2	24
Trident Lifting Solutions	£5,750,000	0	0	2	0
Tusker Crane hire	N/D	5	0	4	70
Uperio UK	£5,000,000	0	0	3	48
Weldex	£4,600,000	5	0	2	150
Windhoist		0	1	2	300



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ABILITY

TOP CRAWLER CRANE COMPANIES

Company	Total	Spider Cranes	Telescopic	Lattice	Mini (<12t)
Weldex	154	0	50	103	1
Select Plant Hire	81	0	38	40	3
AGD Equipment	70	0	52	10	8
NRC Plant	70	0	15	30	25
Delden Cranes	58	0	14	44	0
Q Crane & Plant Hire	50	0	6	42	2
G.H. Johnson Crane Hire	40	0	10	30	0
BPH Equipment	35	0	10	25	0
Sarens UK	22	0	5	17	0
Jones Crawler Cranes	20	0	10	8	2
Sparrow Crane	20	11	0	0	9
Hawks Crane Hire	18	0	6	12	0



LARGEST CRAWLER CRANES

Company	Capacity	Make & Model	# in Fleet
Sarens UK	1,600t	Demag CC8800	1
Weldex	1,350t	Liebherr LR 11350	N/D
Mammoet	1,200t	Gottwald AK-912-1	N/D
Windhoist	750t	Liebherr LR 1750	1
Ainscough	600t	Terex CC2800	1
Delden Cranes	400t	Demag CC2400-1	1
Hawks Crane Hire	300t	Liebherr LR1300	1
Select Plant Hire	300t	Liebherr LR 1300	4
NRC Plant	275t	HSC SCX2800A-3	N/D
G.H. Johnson Crane Hire	250t	Kobelco CKE2500G	2
BPH Equipment	250t	Kobelco CKE2500-2	N/D



TOP MINI/SPIDER/PICK & CARRY COMPANIES

Company	Total	Mini Crawlers	Spider Cranes	Pick & Carry
GGR Group	226	0	157	69
Hird	162	86	0	76
Coppard Plant Hire	73	1	65	7
Lift	73	3	69	1
AMC Hire	57	1	55	1
TCA Lifting	29	6	20	3
City Lifting	28	4	18	6
NRC Plant	25	25	0	0
Sparrow Crane	20	9	11	0
John Taylor Crane Services	9	1	8	0
AGD Equipment	8	8	0	0
Marsden Crane Services	8	1	4	3
Emerson Crane Hire	6	3	3	0
Crowland Cranes	6	2	2	2
Southern Cranes & Access	6	0	5	1



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30

ACCESS

With only a handful of the leading rental companies reporting fleet reductions, the UK powered access market appears to be buoyant enough for owners to invest in future expansion - despite the current challenges.

There has been significant growth in the middle of market, either organically or through acquisition. Companies such as MEP Hire, Summit Platforms, Star Platforms, GT Access, Advanced Access and Hire Safe Solutions have all added a sizeable number of platforms, spending more than £77 million, with Summit and Hire Safe Solutions spending

more than £40 million between them.

The other big spender is Access Hire Nationwide which now has almost 1,350 van mounted platforms - more than double its nearest rival - and still investing.

The increasing popularity of Chinese built platforms can be seen in the number of companies now running large Dingtli machines. The large boom market is still dominated by JLG and Genie but with more as the new entrants now offering even the larger boom lifts this could start to change in the coming years.

TOP POWERED ACCESS COMPANIES

Company	Total	Booms articulated	Booms str. telescopic	Self prop. slab scissors	Spider lifts	Push arrounds	Mast booms	Mast lifts	Truck mount	Van mount	Trailer lifts
Nationwide Platforms	14580	▲	4019	553	6754	98	561	600	1380	293	322
Speedy Powered Access	8974	▲	766	45	3683	7	3277	287	897	7	5
AFI-Uplift	6558	▲	1704	133	3831	54	54	169	409	86	118
MEP Hire	6200	▲	0	0	200	0	6000	0	0	0	0
Summit Platforms	5031	NEW ENTRY	1190	274	2840	0	344	111	272	0	0
Sunbelt Rentals	3837	▼	1129	466	1919	10	22	291	0	0	0
HSS Hire	3500	▼	0	0	300	0	3000	100	100	0	0
Star Platforms	3405	▲	410	0	1925	0	719	351	0	0	0
GT Access	3375	▲	708	35	2143	32	170	177	50	20	40
Aspire Platforms	3184	—	1634	0	801	0	637	112	0	0	0
JMS Powered Access	2869	▲	330	25	1260	52	1100	38	64	0	0
Height For Hire	2772	—	990	350	950	100	100	30	50	200	2
Briggs Equipment	2600*	▲	0	0	0	0	0	0	0	0	0
Charles Wilson Engineers	1960	▲	709	0	780	3	339	63	66	0	0
Advanced Access Platforms	1773	▲	302	44	917	26	355	129	0	0	0
Hire Safe Solutions	1422	▲	466	484	388	30	42	10	2	0	0
Access Hire Nationwide	1335	▲	0	0	0	0	0	0	70	1265	0
Mainline	1085	▲	259	44	540	15	135	55	32	0	5
Rival UK	1058	▼	228	89	626	0	0	25	90	0	0
Elavation	1018	▲	460	2	388	28	90	10	32	0	8
Horizon Platforms	824	▼	83	0	462	0	155	124	0	0	0
KDM Hire	821	▲	167	56	446	10	106	12	6	12	6
JPS Platforms	717	▲	73	2	415	4	143	26	54	0	0
1 Up Access	670	▲	264	34	350	0	0	20	0	0	2
Hird	666	▲	181	12	381	5	72	15	0	0	0
Smiths Equipment Hire	634	▲	115	0	353	2	116	24	20	0	4
Media Access Solutions	616	▲	216	35	342	0	4	15	0	4	0
UK Powered Access	602	—	107	8	356	1	40	31	17	39	3
Powered Access Services	581	—	269	12	287	1	6	6	0	0	0
Premier Platforms	523	▲	142	12	304	1	29	13	20	1	1
Gwynedd Forklifts	518	▲	147	22	298	2	8	41	0	0	0
Mr Plant Hire	463	▼	65	8	209	5	110	9	55	0	2
Upward Powered Access	451	—	120	10	270	6	10	35	0	0	0
Select Plant Hire	441	—	36	0	405	0	0	0	0	0	0
Access Plus	435	—	90	5	340	0	0	0	0	0	0
Bella Access	407	▲	65	10	244	1	40	12	35	0	0
OK Tool Hire	404	▲	60	23	268	2	12	15	20	2	2
2 Cousins	354	—	85	10	210	12	25	10	1	0	1
One Stop Hire	328	▲	0	0	83	0	245	0	0	0	0
LTC Powered Access	313	▼	106	33	141	9	15	9	0	0	0
Aerial Platform Hire	293	—	50	33	194	1	8	7	0	0	0
Manlift Hire	284	▲	68	15	171	2	4	19	5	0	0
United Powered Access	247	▲	68	3	131	0	15	15	15	0	0
Ashbrook	234	▼	93	4	115	0	0	22	0	0	0
Smart Platform Rental	226	NEW ENTRY	0	0	0	0	0	0	176	50	0
Dromad Hire	225	▲	46	0	112	17	16	10	11	0	13
The Platform Hire Centre	220	▲	31	4	136	0	15	20	14	0	0

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

* Briggs Equipment includes: Balloo Hire, Briggs Equipment in Ireland, Access Plus, Aerial Platform Hire, GPT and GFL



TOP TRUCK MOUNTED FLEETS

Company	Total	Truck	Van
Access Hire Nationwide	1335	70	1265
Nationwide Platforms	615	293	322
Height For Hire	250	50	200
Smart Platform Rental	226	176	50
AFI-Uplift	204	86	118
Blade Access	75	67	8
Elev8 Access Platforms	56	38	18
UK Powered Access	56	17	39
NSS Hire	32	15	17
Orion Access	30	30	0
Maps Platforms	26	6	20
GT Access	20	20	0
PG Platforms	20	12	8
KDM Hire	18	6	12

TOP 30 RENTAL COMPANIES

LARGEST SCISSOR LIFTS

Company	Height & Model	# in Fleet
JMS Powered Access	34m JLG Liftlux 320-30	N/D
Nationwide Platforms	34m Holland Lift HL340D	3
Mainline	34m Holland Lift G320	8
Blade Access	33.5m Holland Lift HL340D	N/D
Hire Safe Solutions	33.5m Holland Lift HL340D30	13
Riwal UK	33.5m Holland Lift HL340D30	3
1 Up Access	32m Dingli JCPT 3214DC	4
Advanced Access Platforms	32m Dingli JCPT3214	2
Powered Access Services	27.5m PB 275-24RT	2
KDM Hire	27m Holland Lift 275D25	N/D
Height For Hire	26m JLG Liftlux 245-25	11
Horizon Platforms	22.5m PB Lift 225-12	N/D
Speedy Powered Access	22.5m PB S225-24DS	N/D
Charles Wilson Engineers	22m Dingli JCPT2223DC	6
Elavation	22m Dingli 2212	8
GTAccess	22m Dingli 2223DC	4
Premier Platforms	22m Dingli 2212DC	N/D
Star Platforms	22m Dingli 2212/2223DC	30
Mr Plant Hire	22m Dingli 2212DC	4
Cannon Access	21.5m Holland Lift B195	N/D
OK Tool Hire	21,5m Holland Lift B195	2
United Powered Access	19.5m Skyjack SJ9664	N/D
Media Access Solutions	19m Airo XL19E	N/D
APH Cranes & Access	18m Genie 5390	4
UK Powered Access	18m Skyjack SJ9258	4



LARGEST SPIDER LIFTS

Company	Height & Model	# in Fleet
JMS Powered Access	52m Falcon FS520C	N/D
TCA Lifting	52m Palazzani XTJ52	1
Hire Safe Solutions	50m Teupen Leo50GTX	2
Elite Access Rentals	43m Platform Basket 43T	1
Fletcher Access	42m Ommelift 4200 RBDJ	1
Height For Hire	42m Falcon FS420C	3
Clerkin Elevation	42m Ommelift 4200 RBDJ	1
Spiderlift	42m Falcon FS420C	N/D
Speedy Powered Access	36m Teupen Leo36T	N/D
Blade Access	36m Teupen Leo36T	4
Elev8	36m Teupen Leo36T	3
Orion Access	34m Palazzani TSJ 34	N/D
Elavation	33m Hinowa 33.17	2
AFI-Uplift	33m Falcon FS330Z	1
PG Platforms	33m Hinowa 33.17	N/D
Rapid Platforms	33m Falcon FS330Z	N/D
Nationwide Platforms	31m Teupen Leo31T	8
Acrolift	30m Teupen Leo30T	1
Advanced Access Platforms	26m Hinowa 26.14	4
Cannon Access	26m Hinowa 26.14	1
GT Access	26m Hinowa 26.14	10
Hird	26m Hinowa 26.14	1
KDM Hire	26m Hinowa 26.14	N/D



LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model	# in Fleet
Blade Access	102.5m Palfinger P1000	7
BMS	102.5m Palfinger P1000	1
Height For Hire	90m Bronto S90HLA	11
Elev8 Access Platforms	90m Palfinger P900	2
Nationwide Platforms	90m Bronto S90HLA	1
Clearview Access	90m Ruthmann T900-HF	1
AFI-Uplift	75m Palfinger P750	1
NSS Hire	70m Bronto S70XDT	3
ACS Access	70m Palfinger WT700	N/D
Palmer Access	56m Bronto S56XR	N/D
Smart Platform Rental	54m Bronto 56m XR	N/D
Media Access Solutions	54m Bronto 56m XR	2



LARGEST BOOM LIFTS

Company	Height & Model	# in Fleet	Boom type
Hire Safe Solutions	58m JLG 1850SJ	7	S
Riwal	58m JLG 1850SJ	6	S
AFI-Uplift	58m JLG 1850SJ	2	S
JMS Powered Access	58m JLG 1850SJ	2	S
Nationwide Platforms	58m JLG 1850SJP	4	S
Advanced Access Platforms	48m Genie SX150	1	S
KDM Hire	48m Genie SX150	N/D	S
Height For Hire	47m JLG 1500SJ	6	S
1 Up Access	44m Dingli BT44RT	1	S
Sunbelt Rentals	43m Genie ZX135	15	S
Gwynedd Forktrucks	43m Genie ZX135	3	S
Blade Access	43m Genie ZX135	16	A
AFI-Uplift	43m Genie SX-135-XC	19	S
APH Cranes & Access	43m Genie ZX135	2	A
Mainline	43m Genie ZX135	9	A
Media Access Solutions	43m Genie SX135-XC	2	S
Speedy Powered Access	43m JLG 1350SJP	N/D	S
CW Access Rental	43m JLG 1350SJP	3	S
Powered Access Service	43m Genie ZX135	3	A
LTC Powered Access	40m JLG 1250AJP	2	A
GT Access	40m Genie S125	2	S
Elavation	30m Dingli 30BTE	2	S
APH Cranes & Access	28m Genie S85	1	S
Bella Access Ltd	28m Genie S85	2	S
Star Platforms	28m Nifty HR28	7	A
Premier Platforms Limited	28m JLG 860SJ	N/D	S
Mr Plant Hire	27m Manitou 280TJ	6	S
The Platform Hire Centre	27m Manitou 280TJ	2	S
OK Tool Hire	27m Manitou 280TJ	N/D	S
United Powered Access	27m Manitou 280TJ	N/D	S

S - straight A - articulated

WHAT PERCENTAGE OF YOUR FLEET IS HYBRID/ELECTRIC/DIESEL?

Company	Electric	Hybrid	Diesel
Acrolift	50%		50%
LTC Powered Access	50%	10%	40%
Summit Platforms Limited	50%	8%	42%
Sunbelt Rentals	47%	10%	43%
Ashbrook	44%	13%	43%
Elavation	40%	32%	28%
Upward Powered Access	40%	40%	20%
1 Up Access	38%	19%	43%
Powered Access Services	36%	18%	46%
APH Cranes & Access	35%		65%
Media access solutions	24%	51%	25%
Advanced Access Platforms	19%	78%	3%
Premier Platforms Limited	14%	60%	26%
Access Plus	13%	9%	78%
Hird	12%	48%	40%
AFI-Uplift	6%	63%	31%
Gwynedd Forklifts	2%	49%	49%
OK Tool Hire	1%	64%	35%
Elev8 Access Platforms			100%
Maps Platforms		100%	



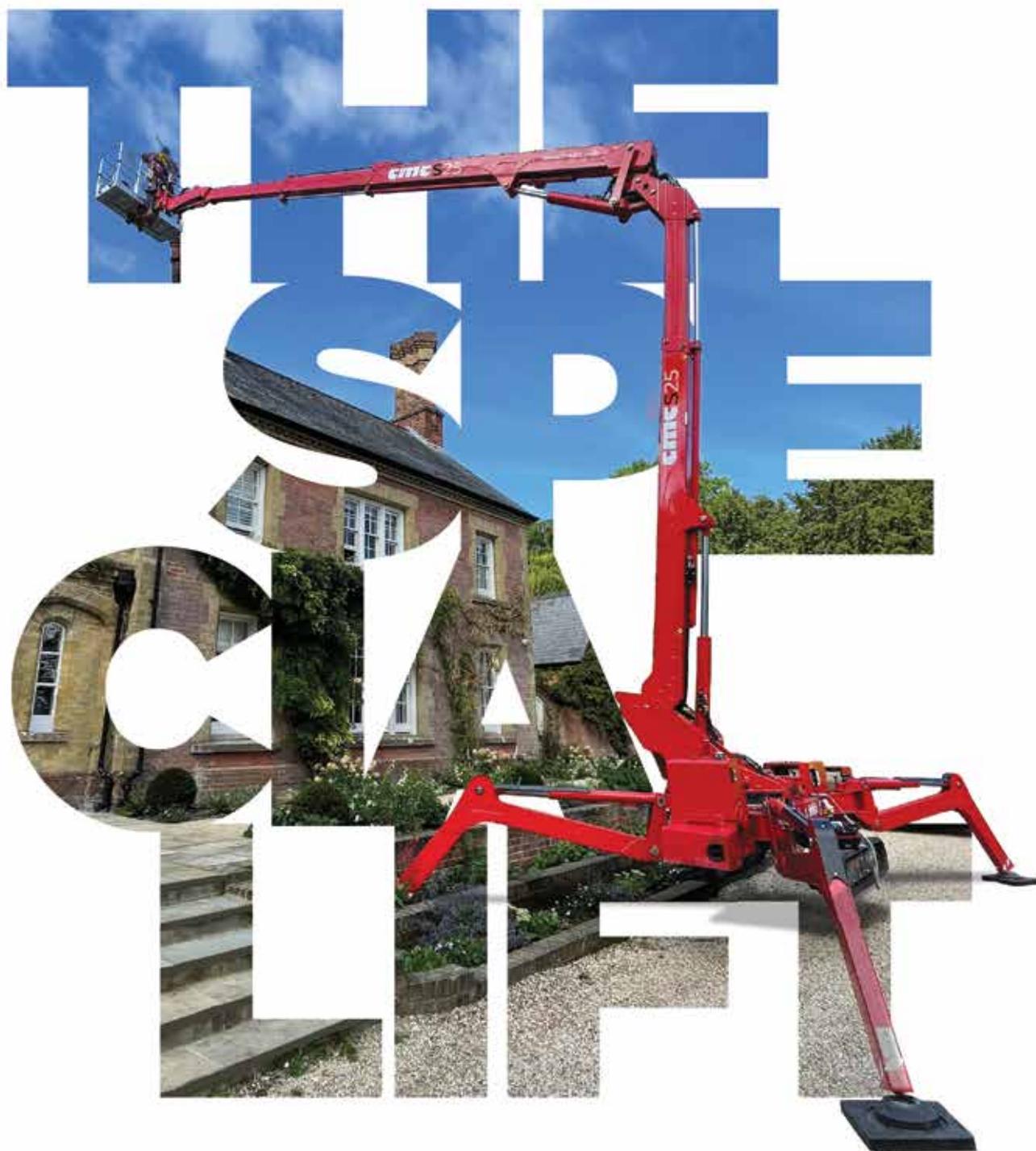
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TOP 30 RENTAL COMPANIES

COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Staff	# Bought	#Sold
Summit Platforms	£21,500,000	9	243	13	0
Access Hire Nationwide	£21,100,000	3	75	-	-
Hire Safe Solutions	£20,000,000	2	60	390	31
GT Access	£14,000,000	12	160	1071	4
Star Platforms	£8,500,000	7	157	-	-
Advanced Access Platforms	£8,250,000	4	58	729	202
Gwynedd Forklifts	£5,000,000	2	52	93	13
JMS Powered Access	£5,000,000	5	75	-	-
MEP Hire	£5,000,000	11	240	1200	100
Baloo	£2,500,000	8	-	-	-
Smiths Equipment Hire	£2,374,214	16	168	131	39
Media Access Solutions	£2,200,000	3	25	48	3
JPS Platforms	£2,200,000	1	28	-	-
1 Up Access	£2,100,000	1	42	57	37
Mr Plant Hire	£2,000,000	3	69	59	43
Premier Platforms	£1,550,000	3	26	89	3
Elavation	£1,400,000	2	44	109	76
Dromad Hire	£1,250,000	2	32	77	45
Hird	£1,225,700	3	89	22	8
United Powered Access	£1,207,000	1	13	-	-
Rival UK	£780,000	3	57	-	-
LTC Powered Access	£550,000	3	23	34	0
Bella Access	£500,000	2	20	52	0
The Platform Hire Centre	£500,000	1	15	34	0
Manlift Hire	£250,000	3	12	9	0
Maps Platforms	£230,000	1	7	6	1
Elev8 Access Platforms	£220,000	3	58	1	1
One Stop Hire	£145,000	25	232	30	0
Sunbelt Rentals	N/D	223	4100	856	143
Height For Hire	N/D	34	198	N/D	N/D
Charles Wilson Engineers	N/D	31	390	-	-
Nationwide Platforms	N/D	31	1089	1865	545
AFI-Uplift	N/D	19	332	-	-
M & J Engineers	N/D	12	145	N/D	N/D
Smart Platform Rental	N/D	7	72	-	-
KDM Hire	N/D	5	165	N/D	N/D
Upward Powered Access	N/D	4	18	-	-
Select Plant Hire	N/D	3	14	-	-
Ashbrook	N/D	2	102	N/D	N/D
Powered Access Services	N/D	2	33	-	-
OK Tool Hire	N/D	2	19	39	17
Horizon Platforms	N/D	1	75	N/D	N/D
Acrolift	N/D	1	2	2	-
APH Cranes & Access	N/D	1	-	-	10
Mainline 1982	N/D	1	47	83	98
Speedy Powered Access	N/D	N/D	N/D	776	435





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TELEHANDLERS

This year's submissions would suggest that most of the larger telehandler rental companies have increased their fleet size - some of them significantly. However as with the crane and access data inputs, many companies seemed reluctant to volunteer their information forcing us to estimate more fleets than we would have liked. Given the more fragmented nature of the telehandler rental market it has always proven to be the most difficult of the three to generate responses.

We did ask the question of how many all-

electric models companies had in their fleets. A few companies responded however it is clear that while this sector is growing rapidly, the numbers are still too small to be meaningful. With more manufacturers introducing all-electric models into their ranges this will surely change over the next year or two.

There appears to have been a slight increase in the number of 360 degree machines, again possibly because of the increasing competition and range of products available.



TOP TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	360°	Compact	Heavy duty	Largest fixed	Largest 360°	Depots	Employees	Investment
Ardent Hire Solutions	3,493 ▲	2,800	41	650	2	20m	32m	11	N/D	N/D
Sunbelt Rentals	2,413 ▲	2,112	0	301	0	N/D	N/A	200	3,500	N/D
UK Forks	2,053 ▲	1,782	76	185	10	20m	30m	9	151	N/D
Morris Leslie	1,945 ▲	1,675	0	270	0	20m	N/A	14	220	N/D
CW Plant Hire	1,755 ▲	1355	25	375	0	20m	26m	31	390	£9,500,000
Plant Hire UK	875 —	850	0	25	0	20m	N/A	1	N/D	N/D
Plantforce	700 —	N/D	N/D	N/D	N/D	N/D	N/D	7	N/D	N/D
Hessle	640 —	528	38	48	26	18m	32m	4	54	0
Greenwood Hire	555 ▲	225	190	75	65	17m	35m	9	N/D	N/D
Jarvie Plant	520 ▲	395	40	85	0	20m	30m	11	165	£12,000,000
Boles Hire	467 ▲	307	78	80	2	51m	N/D	1	16	N/D
HE Services	426 —	298	0	128	0	20m	N/A	10	123	0
Nixon Hire	400 ▲	345	0	55	0	17m	N/A	13	500	0
GT Lifting	380 ▲	100	200	20	60	17m	46m	4	30	£9,500,000
B&T Plant Hire	365 —	300	0	65	0	18m	N/A	2	32	N/D
M & J Engineers	270 —	200	0	70	0	N/D	N/A	12	145	N/D
Chippindale Plant	269 —	269	0	0	0	N/D	N/A	9	115	N/D
Summit Platforms	255 <small>NEW ENTRY</small>	255	0	0	0	N/D	0	9	243	N/D
Ashbrook	242 ▼	207	0	35	0	20m	N/A	2	98	N/D
GPT	195 ▲	170	25	0	0	18m	21m	8	100	N/D
Hubbway Plant Hire	176 —	135	12	29	0	18m	26m	1	N/D	N/D
L Lynch Plant Hire	152 —	97	4	51	0	20m	26m	5	720	N/D
Gwynedd Forklifts	141 <small>NEW ENTRY</small>	127	0	14	0	20m	N/A	2	54	£5,000,000
Mervyn Lambert Plant	130 —	100	0	30	0	18m	N/A	4	250	N/D
ABBA Plant Hire	124 <small>NEW ENTRY</small>	65	0	9	50	20m	N/A	1	N/D	N/D
KDM Hire	121 ▲	82	4	34	1	19m	30m	5	165	N/D
AFI/Hampshire Plant	120 —	70	10	40	0	20m	30m	19	332	N/D
Briggs Equipment	100 <small>NEW ENTRY</small>	60	10	30	0	17m	19m	6	N/D	N/D
Emmitt Plant	93 ▲	75	8	10	0	17m	N/A	3	50	N/D
Fairfax Plant Hire	92 ▲	70	0	22	0	20m	N/A	2	60	N/D

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

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Hyva has added five new 40t/m cranes to its Hyva, F'lli Ferrari and Amco Veba product lines



RIGHT TOOL FOR THE JOB

Loader cranes are the workhorses of the lifting industry covering a wide range of applications from simple deliveries to critical lifts in congested spaces. Will North rounds up some of the latest development and innovations.

Loader cranes are probably the only crane type that is truly mass produced with tens of thousands delivered every year adding to the population of working cranes. They cover a wide range of sizes and types including articulating or telescopic, with take-up depending on the region.

The articulating loader crane is without question a European product, emerging from the Nordic countries with the industry now dominated by manufacturers based in Sweden, Finland, Austria and Italy. The initial driving force behind their take up was probably related to the logging industry in the Nordics and an absence of onsite unloading in Italy.

The telescopic loader crane is popular in Japan and some parts of South Asia. North America is different again with telescopic loader cranes tending to be big to handle jobs such as unloading and placing big cooling /AC units etc... However, over the years these have morphed into boom trucks. Also the varying road regulations and truck designs have also played a part in the design of the cranes.

Although the most popular articulated crane

models are mass produced they have been at the very forefront of technical development, from the clever use of ultra-high strength steels and multi-formed boom profiles to pioneering electronics that make them easier and more forgiving to use while improving speed and capacity even when operated by the most 'ham fisted' of operators. This and other safety requirements have been necessary because, unlike mobile cranes, the operator is first and foremost a truck driver.

While the average loader crane positively bristles with sophisticated but practical technology, manufacturers continue to 'push the envelope' improving capacities, boom lengths and ease of operation, along with reductions in weight and stowed dimensions to keep up with the rapid development of the vehicles they will be mounted on. Here are some of the most recent introductions:

NEW TRI-BRAND CRANE LINE-UP

Hyva has been working on its Edge line of cranes built on a new dedicated line at its facility in Poggio, Italy, home to its Amco Veba and F'lli Ferrari subsidiaries. The company has added five new cranes in the 40 tonne/metre class: the HC

410, HC 401K, HC 441, HC 405e and HC 445e. The first three new units have classic 430 degrees of slew, while the HC 405e and HC 445e are 360 degree slew models. Versions of these new cranes are also marketed under the F'lli Ferrari 'New Age' line and Amco Veba 'New Generation' range using different model numbers.

The cranes are available with two to eight section booms for a maximum reach of up to 20.9 metres. One model - the HC 401 K - is designed for trucks with a compact wheelbase and features a suitably short boom (designated by the K in its model number). The four other standard boom cranes can all be equipped with 10 metre six section telescopic jibs.

All the cranes include Hyva's 'Magic touch' stowing and unstowing one touch button and the Dynamic Load Diagram (DLD) Simulator allowing the operator to verify the truck's stability and the crane's lifting capacity in advance. The operator positions the stabilisers, inputs the weight of the load and is presented with a display showing the crane's safe working load and allowable reach at all slewing positions.

Operators can consider different ways to set up

the crane in advance using the DLD Simulator, allowing them to find the optimal stabiliser set up for the load and available space on site.

Another digital feature available on these cranes is Hyva's Connectivity 4.0 telematics system. The plug-in system employs a GPS gateway which can be installed at the factory or retrofitted with a SIM card. This allows all sensor information for the crane to be monitored remotely and stored in the cloud so that fleet managers can track utilisation and operation, while technicians are able to provide support without travelling to site. This can particularly save time when reconfiguring the crane.

NEW FASSI TECHNO

Fassi - the third largest loader crane manufacturer after Palfinger and Hiab - is based 170km north of Hyva/Amco Veba in Bergamo. In April it announced the second model in its new Techno range following the launch of the F1450R-HXP last year. The new model, the 132 tonne/metre F1750R-HXP, is well ahead of schedule and now ready for production. It has a maximum capacity of 30 tonnes at up to 4.05 metres radius. With the L826 jib installed the maximum tip height is 35 metres with a capacity of 2.3 tonnes, maximum radius is 31.3 metres with a capacity of 1.6 tonnes. The new crane features Fassi's new decagonal X-Design boom structure, which it claims offers improved performance, particularly when the boom is elevated to higher angles, boosting capacity by up to 57 percent.

The F1750R-HXP Techno is fitted with two designated CANbus/ethernet lines, which allows it to use Fassi's FX Link system which "deeply integrates crane and truck controls" allowing operators to monitor the crane's status from the truck's dashboard, and drive the chassis from the crane's remote controller. This can save time repositioning the crane onsite and reduces the need to enter and exit the cab, but also to stand back when manoeuvring through tight spots.

The new crane is designed for regular use with a winch, which can be easily installed or removed and stowed along with boom and jib making it a useful bit of kit for those buyers who want to use it for taxi crane work.

EFFER TRIO

Another Italian crane company Effer - now part of Hiab - has built a reputation for its larger cranes. This summer, the company launched three new cranes ranging from the 32 tonne/metre iX.355 HP, through to the 51 tonne/metre iX.550 HP up to the 110 tonne/metre iQ.1200 HP. The new models fill out the Effer range currently topped by the Effer 2755 which has a maximum capacity of 49 tonnes.

The new models have been designed with weight and fuel efficiency in mind. This approach has also paid off in terms of available cargo payload. The largest of the three new models - the iQ.1200 HP - performs well for its rating but is closer to a 90 tonne/metre crane when it comes to dimensions and weight.

The new cranes use Hiab's new SPACEvo control system, said to enable precise operation, even when working at high speeds. It also employs the company's VSL+ stability system, which



Fassi's new F1750R-HXP Techno



Hiab has launched three new Effer cranes

considers both stabiliser position and total truck weight when calculating lifting capacity.

FASTER EASIER INSTALLATION

Many of the features from the big Effer were developed for the similar Hiab IQ.1188 HiPro, launched late last year with the first unit delivered to Dutch customer Van Der Sluis Transport in March. The engineers and technicians at Hiab's



Van Der Sluis Transport's new IQ.1188 was mounted using Hiab's Frameworks system

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LTM 1110-5.2 with LICCON3

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factory installation centre in Meppel used Hiab's Frameworks subframe system, which uses pre-manufactured, bolted, components in place of custom built subframes, speeding up installation and optimising performance. Hiab says an installation using Frameworks can be completed in a quarter of the time, while increasing the overall stability of the crane by up to 40 percent. For Van Der Sluis, the Meppel team installed a Hiab IQ.1188 HiPro with a nine extension second boom and six extension jib with one manual extension on a Scania truck. Hiab says that the V12 Power boom design used on this crane minimises boom deflection, even at the crane's maximum 42 metre radius.

SWING DOWN JACK CLEARANCE

A recent retrofit option from Danish manufacturer HMF shows how small changes can make a difference to crane operators. Customer Tim Jespersen and his brother Paw of Danish transport company Svenstrup Vognmandsforretning run seven HMF cranes in their fleet, the largest of which is a 58 tonne/ metre 7020-K equipped with a 1400-K6 jib.

The problem Jespersen faced with this crane was its compression rod. This is the mechanism which as the stabiliser jack is raised, kicks the leg up making it easier to raise into the stowed position. Its normal configuration prevents the jack from fully retracting. When swinging the stabiliser down, or extending it out, the leg could be blocked by obstacles, such as a kerb. A lock screw on the compression rod allows it to be



A redesigned compression rod makes it easier for the stabiliser jacks to swing down and extend on uneven ground



shortened, but if it is not loosened again before stowing, the entire rod could be damaged. Much of Svenstrup's work takes place on uneven construction sites, with many obstacles to clear

when extending the outrigger beams. Jespersen raised his concerns with HMF, which worked with him to develop a practical solution. The company now offers a three part compression



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rod, available for retrofit, which is secured in the extended position with a clip, rather than a screw. Svenstrup had already devised its own solution, but Jespersen said: "It's great to have a factory solution and know that things are working as they should and that it can also be serviced by skilled people who know the products."

The new rod design allows the jack to be fully retracted for greater ground clearance when swinging down or extending the beams.

QUIET AND CLEAN

For many customers, being able to use their cranes silently and without emissions is an increasingly important requirement. This can allow for early morning deliveries to urban sites without disturbing residents. It also allows the

crane to for work on sites where customers or local authorities demand emission free working.

FASSI SHT

Increasingly, crane manufacturers are meeting this demand with systems that allow the crane to work from electric power. Fassi's solution, launched last October, is known as SHT (Smart Hybrid Technology). This consists of a 560Ah battery pack which can be recharged from the chassis engine when travelling, or from a 16 amp single-phase power source easily found on most job sites. The batteries will also recharge at the same time. When power isn't available, the crane can be simply switched to traditional working from the truck PTO.

If the crane returns to the depot with the batteries

fully discharged it takes around nine hours to reach 100 percent - a full recharge takes just five hours using the chassis engine/PTO - however given the way loader cranes are used it is unusual for that they would be fully discharged.

The entire system is designed for efficiency, both in terms of fuel use and payload. In total with batteries, the entire system weighs 550kg and includes a second steel case with the motor and variable displacement hydraulic pump. The AC motor generator, used to charge the batteries while on the road, weighs just 22kg.

Further efficiency is achieved by the software supplied with the crane. This maximises the efficient use of electric power, while reducing hydraulic power loss. The SHT design was first installed on the company's F345RB.2.26 L214 crane, however, Fassi says, it is suitable for any crane up to 40 tonne/metres and could be adapted for other models. The first two cranes to use the system, both F345RBs mounted on a Volvo chassis, were delivered to Hellerød Transport in Norway last year by local distributor Nord Kran. Hellerød has been using the cranes around the Oslo area.

HIAB HVO SOLUTION

Hiab was an early pioneer of electric lifting with its ePTO system. In the UK, transport specialist RT Keedwell Group and its client aircrete block manufacturer H+H Celcon, commissioned two prototype drawbar trucks with electric cranes to reduce the environmental impact on deliveries to customers within London's M25 orbital motorway.



Nord Kran supplied the first two Fassi cranes with SHT electric lifting to Hellerød Transport in Norway

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They turned to Massey Truck Engineering to develop the trucks with Hiab X-Hiduo 158B-2 cranes. The bodybuilder selected two Renault C380 trucks for the project, and then set about modifying them to ensure maximum payload. The trucks, used for local deliveries, were supplied with lighter weight day cabs. The passenger seat was also removed, along with other details to further reduce the weight. Massey managed to achieve a 28 tonne available payload on a drawbar combination. The trucks are fitted with a Renault DTi Euro VI engine fuelled by HVO which is said to reduce harmful emissions by as much as 90 percent.

RT Keedwell director Stuart Keedwell said: "What sets these vehicles apart from others is the lightweight chassis and innovative design of the whole build, which means the customer can carry more product and therefore be more efficient and profitable. We're delighted with the outcome so far and look forward to monitoring the performance over the coming months.



Massey Truck Engineering installed Hiab X-Hiduo 158B-2 cranes on two drawbar trailers, optimising payload for deliveries of Celcon blocks

"These vehicles are truly one of a kind, with a 28t payload using a 26t drawbar combination. There is nothing quite like them currently in the UK. The weight reduction gives a significant additional

load carrying capacity over the current standard trucks and a consequential reduction in delivery cost which has been used to offset the additional HVO cost." ■

TELESCOPIC ALTERNATIVES

While knuckleboom cranes dominate the European loader market, straight boom telescopic loaders - or cargo cranes - have always been the tool of choice in Japan and other countries in the region. Tadano's latest loader crane, the new 12 tonne TM-ZX1200 series which includes three variants - the HRS, HS, and MH - narrows the gap between its 10 tonne TM-ZX1000 and 15 tonne TM-ZX1500 series.

The HRS and HS units offer Tadano's AML overload system with Safety Eyes, a system which calculates the crane's capacity in real time, monitoring the load on the hook and carried by the truck during deliveries - with capacities reduced as the crane is unloaded and ballast provided by the load is reduced. The higher end HRS system improves feedback to the operator with a colour LCD radio controller that displays the lifted load, allowing the operator to move with the load. At the other end of the scale, customers who prefer a more conventional and economic approach, the MH line includes more basic safety devices which monitor the load moment, cutting out at pre-determined points and unlike the more advanced system does not optimise capacities.

Stability is improved by a new, wider, 5.5 metre stabiliser base compared to 5.2 metres on the 10 tonne crane. In more restricted sites, outriggers

can be deployed at 2.3 or 3.9 metres, with the crane's capacity adjusted accordingly. Typically, these cranes are used with only front stabilisers, but rear stabilisers are available as an option.

The HRS models can also be used with a full aerial work platform programmed into the control system. The new cranes also include improvements to the basic structure, including a new lighter stronger post with pentagonal design, a slew ring cover that can be attached and detached without tools, and a boom design that allows easier inspection of the internal wire ropes used to extend the boom. ■



The TM-ZX1200 work platform option



Tadano's new TM-ZX1200

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The Rothen Group's new crane boat, Oxford, carries a HMF 1120 crane, with outrigger legs



Many of the group's jobs take constricted working to a new level

CANAL CRANES

The Rothen Group uses boat mounted cranes for its work helping maintain the UK's canals. Founder Ian Rothen explained to Will North how it handles the challenge of stabilising cranes on these unusual installations.

Ian Rothen's family has been involved with canals for 50 years. He founded The Rothen Group to offer marine equipment rental and a range of contract services. Operating the largest fleet of inland waterway crane boats in the UK, it combines detailed knowledge of canal infrastructure and equipment to carry out lifting works at logistically complex sites.

I first encountered the group's work when Rothen posted a picture of his latest crane boat, Oxford, on social media. It raised an immediate question, for me - how do you stop a knuckleboom crane from tipping when one set of legs is on a canal bank, and the other in the muddy, uncertain depths of the canal's bed?

A good starting point for assessing the safety of any innovation is to compare it to the alternatives. Is this working method justified by its reduction in risk compared to other methods?

"Canals and rivers are mainly in rural locations," says Rothen. "Land based equipment faces access issues such as a lack of road links and sometimes work can only take place using floating equipment, including boat cranes. On urban projects, canal or riverside land may have already been developed for other purposes, reducing the space available for land based cranes. Many historic wharves have been sold off and dismantled, making it harder to move materials from boats to sites."

"Boat mounted cranes have taken the place of gantry cranes, historically used for lifting operations. This is due to the adoption of safer

working methods and new safety conscious legislation. Gantries are increasingly deemed unsuitable. A boat mounted crane can operate as an 'all in one solution', not only able to lift, load and transport materials to and from the project, but also to provide staff welfare and storage facilities."

But how do you keep them level? Traditional crane operators are used to the challenges of stabilising a crane on a standard construction or industrial site, but how do you assess the ability of a canal bed to support such a crane?

Not every crane boat requires stabilisers for every lift. "The main considerations include the size and width of the vessel in relation to the waterway, and whether it can carry out lifting operations without the use of stability legs. It is with this in mind we employ marine architects to carry out inclined plane tests. By using weights and measuring the degree at which the vessel lists, a computer generated model can be produced to gauge whether lifting is possible without stabilisers. Results vary from vessel to vessel, and stability can be improved by adding ballast to change the centre and vertical plane."

"Vessels without stability legs will be fitted with a heel degree instrument. When the vessel has reached its maximum safe heel - the sideways inclination angle - an alarm will sound, or the crane will only let you retract the lifted load."

When stabilisation is needed, two options are available. "Vertical jacks with pads of up to a metre square which are firmly deployed on the



waterway bed. This set-up is similar to ocean going 'jack up vessels', in which the jacks can lift the boat out of the water but is only possible at pre-set inboard spacings. Outrigger type legs excel in providing a wide footprint for good lateral stability. However, unlike their vertical counterparts, they cannot be used to lift boats out of the water."

Outrigger type stabilisers just need to prevent the boat tipping, but still must not punch through the canal bed. How does Rothen ensure they are well supported?

"This is a key consideration when conducting lifting operations on the water," he says. "Working with unknown ground bearing pressures can raise concerns of potential damage. We have worked closely with naval architects and developed a formula for estimating ground bearing pressures passing through a vessel's stability legs and onto the canal bed."

As with any safety analysis, Rothen must consider worst case scenarios such as the entire lift being supported on one leg. "We carry out calculations based on this possibility, and also look to estimate canal bed density via probing rods before carrying out works, as this can vary greatly. Alongside this, we can use larger footplates to reduce force exerted through the stability legs." ■



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CONTINUED DEVELOPMENT

As the spider lift becomes a more mainstream rental product and are employed by a wider range of end users, the constant pace of development has gained even more speed as manufacturers adapt to maturing customer requirements, manufacturing developments and the higher volumes brought on by the expanding sector. We take a look at some of the latest changes and innovations.

The spider lift market is relatively young. Even though machines from Danish manufacturer Falck Schmidt reached the international market in 1982, it is really a millennium product when companies such as Hinowa and Oil&Steel began to sell compact 10 and 12 metre articulated booms on rubber tracked mini excavator chassis. The basic concept has not changed that much since - a narrow chassis, low ground bearing pressures and spider legs to create a stable base even on uneven ground.

In the subsequent years, companies have come and gone, names and owners have changed and the product - despite being much more popular - is still a specialist form of powered access.

The additional complexity of servicing and initially operating a spider lift has for many years deterred large national rental companies from adding to their fleets, however regional companies in markets such as Germany, appreciated the ability to transport them on their two axle trailers. The UK was also an earlier adopter, with Max Access building a fleet of Falck Schmidt machines through the 1980s and 1990s, while Oil&Steel set up its UK subsidiary in 2000 and launched the Octopussy. Another early UK adopter was Higher Access with

a fleet of Teupen units, for many years the largest fleet in the country reaching around 200 units - one of the few companies with more than 25 in their fleet. It was acquired by general rental group Vp where it began to decline closing completely this year.

While many more access rental companies now run spider lifts, few have the sort of volume of Higher Access. In last year's C&A UK Top 30, Nationwide Platforms had the largest fleet with 130 units in a total fleet of almost 14,000 platforms. One major company bucking that trend is Dutch international rental group Boels which has been expanding its spider lift fleet significantly over several years.

While rental company investment growth in smaller spider lifts is sluggish, end user sales continue to gather pace, especially to the tree care/arborists, although a relatively high accident rate, primarily due to operator error and a lack of operator training has perhaps caused some hesitancy.

NEW LAUNCHES

With Bauma fast approaching, many manufacturers have focused product development



Teupen Leo 50GTX

programmes towards the show launch, especially for larger models. Some are holding all details until the show opens, Easy Lift on the other had said that it will unveil a new 52.4 metre model - the RA53 - surpassing 52 metre lifts from Palazzani and Falcon. (For a company profile on Easy Lift see page 44).

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The RA53 has a double telescopic boom and jib with a maximum outreach of 20 metres with 120kg in the platform. Unlike its competitors, the maximum outreach can be achieved at a good up an over height of 31 metres, a maximum capacity of 360kg and with an optional 450kg capacity platform. Power is supplied by a Hatz diesel and 380V electric motor, while a Hybrid version combines a 300Ah 48V lithium battery with the standard engine.

The RA53 joins Palazzani and Falcon as the only manufacturers with lifts over 50 metres. Teupen - for many years seen as a quality innovator in the sector - has offered a 50 metre machine for many years with the Leo50GT launched in 2005. The company says it is to launch two new spiders at Bauma however no details have yet been released.

The slow adoption of larger spider lifts by major rental companies is probably the result of them being too specialist, complicated and expensive, so it will be interesting to see how the RA53 fares. Many large spider lifts are sold directly to the end users for use on specific projects such as atrium access.

MARKET LEADER

Market leader Hinowa - which has concentrated on the small to medium end of the market - is also planning to launch a large spider lift at Bauma - the 40 metre LL40.18 - its biggest lift to date. It will also show two smaller machines - the recently launched 22 metre TC 22 telescopic and an 18 metre Lightlift 18.80 Performance.



A rendering of Hinowa's new 40 metre LL40

The twin boom LL40.18 will have an outreach of 17.5 metres at an up & over height of 10 metres, or 17 metres outreach at an up & over height of 23 metres. It can also reach four metres below ground level.



The Hinowa LL18.80 Performance

The new model is similar in concept to Hinowa's 33 metre model which has a four section lower boom/riser and three section upper boom, with the 40 metre unit having longer boom sections. The maximum capacity is 300kg through most of the working envelope, reducing to 230kg for the last metre of outreach or when the upper boom is fully elevated when the lower boom remains stowed.

Its overall width can be varied from 1.2 to 1.69 metres, while it weighs up to 8,900kg and it can jack itself to a clear height under the tracks of 1.12 metres for levelling on steep slopes and self-loading onto a truck.

The 22 metre TC 22 has two versions - N and S. The N has up to 12.5 metres of outreach, an overall width of 880mm with a new platform and a total weight up to 3.1 tonnes depending on power pack with a choice of diesel, Lithium or hybrid.

The Lightlift 18.80 Performance will fit into the product line between the existing 17 and 20 metre models offering a working height of 18.5 metres and an outreach of 7.8 metres with 230kg unrestricted platform capacity. Power options include Honda petrol, Kubota diesel, lithium all electric or hybrid. All-up weight varies between 2.8 and three tonnes. The company says it is also working on upgraded and restyled versions of its other Lightlift models with new outrigger footprint configurations using new sensors, improved basket and new control features such as automatic 'Go Home'.

TEUPEN

Teupen has been making spider lifts for around 35 years and has gained a reputation for quality. It has also been responsible for some major innovations such as the 42 metre Puma 42GTX with its Menzi Muck chassis launched at Bauma 2016.

Its latest machines include the newly developed 19 metre category C insulated LEO56AIC aimed at the high voltage power line - up to 45kV -

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The Teupen Puma 42GTX



The 19 metre category C insulated Teupen LE056AIC is aimed at the high voltage power line maintenance market

maintenance market for countries where live line work is practiced such as the USA or China. It is hoping to convert companies currently using 'bucket trucks' for such work, especially when crossing rough terrain.

Another recent Teupen introduction is the 38.6 metre working height LE039GT Plus. The lift has a 23.3 metre outreach with 130kg, or just over 20 metres with 300kg and 18.3 metres with its 400kg maximum platform capacity. Up and over clearance is 21 metres and overall weight is 8,750kg. It can also reach up to 13.15 metres below ground level and features 400 degrees

of platform rotation, radio remote controls, four platform sizes from 900mm x 800mm to two metres by 800mm and a lifting winch with 450kg capacity. *See box story p.44*

Two years ago, Dingli took a 24 percent stake in Teupen and set up the Dingli R&D centre Germany. It has been interested in the spider lift market for some time and built its own model a few years ago for the local market. It also became a Platform Basket distributor for China.

INSULATED SPIDERS

The concept of insulated spider lifts - such as Teupen's LE056AIC and CMC's i23 (see right)

launched earlier this year - is not new. Platform Basket produced a 17 metre model - the PB18.90.46 - with 46kV insulation more than 10 years ago, having initially developed it in partnership with its US dealer Tracked Lifts and has developed a great deal of expertise in this area. The unit was based on a conversion of a standard machine. Platform Basket then developed a new 22 metre insulated spider lift - the 22.10.46kV - in 2018 and there are now more than 100 units operating in the US arborist market .

INSULATED SPIDER FROM CMC

CMC's new 23 metre insulated i23 is likely to find a ready market - particularly in the USA and Australia - where high voltage overhead power lines are more widely used. The company says it is first model in a new line of 'i' series insulated spiders. Insulated to 46kV it features insulated fibre boom inserts along with a highly insulated



The insulated 22.8 metre CMC i23 has an outreach of 10 metres with 180kg unrestricted platform capacity

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SPIDER LIFTS

fibreglass material for the one person platform/bucket and special non-conductive oil in the hydraulic system. The net effect is a machine that will protect those working in the vicinity of power lines, including those working below. The company hopes the new models will appeal to a variety of users for applications alongside power lines including tree pruning and industrial maintenance.

The i23 offers a working height of 22.8 metres, an outreach of 10 metres at an up & over height of 12 metres with the 180kg unrestricted platform capacity. While the bucket is 600mm square it still features 180 degrees of platform rotation. The unit has 400 degrees of slew, while overall weight is 3,930kg. Power choice includes diesel or full electric with 300Ah lithium battery pack and a Hybrid version combining the two. AC mains power is also available with a choice of 380, 230, 120 or 110 volt motors.

The overall length of the stowed machine is 7.2 metres with a lowered height of 1.99 metres and an overall width of 890mm with tracks retracted or 1.4 metres when extended. The outrigger spread is variable 2.88 to 4.96 metres, with up to 32 degrees of levelling and a free jacking height of more than a metre.



The CMC i23 control panel

Sales director Alessandro Mastrogiacomo says: "We don't normally talk about safety because we consider it an essential requirement. However, with the i23 we have done our best to provide an innovative solution to a specific safety request from many users to offer maximum safety when there is a possibility of working around overhead power lines. According to IPAF, electrocution is the second most common cause of fatal accidents for users of aerial lifts."



The new Spider 39 T

PLATFORM BASKET

Late last year Italian spider lift manufacturer Platform Basket launched its new 38.6 metre Spider 39 T joining the company's 30 metre Spider 30 T and its 43 metre 43 T.

The straight telescopic 39 T features a six section boom with a two section articulating jib giving a maximum outreach of 16.6 metres with a platform capacity of 136kg or 14.8 metres with its maximum capacity of 330kg.

Features include continuous 360 degrees slew, radio remote controls and tracks that extend from 1.41 to 1.9 metres for improved stability while travelling. It is also equipped with the company's remote diagnostic Platform Basket Telematics (PBT) system, and similar to other Spider T models, the platform can be replaced with a winch to create a light duty spider crane.



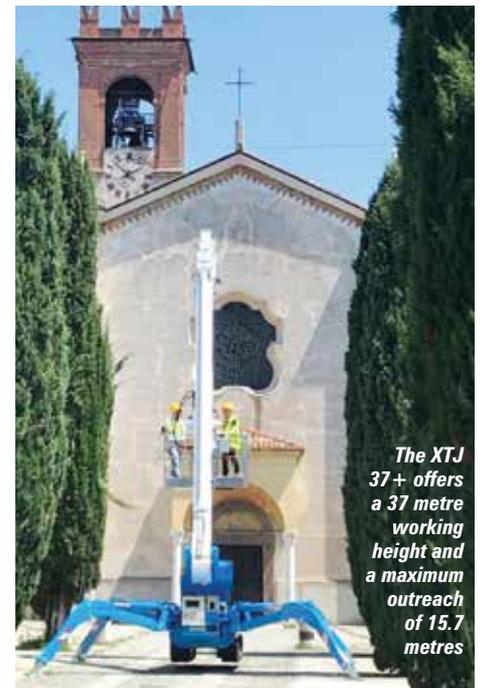
The Spider 39 T has a six section boom and two section jib

The 39 T offers a stowed length of 8.91 metres, an overall width of 1.41 metres and is just under two metres high. The outrigger footprint ranges from a spread/width of between 2.99 and 5.23 metres while the length of the 'footprint' decreases correspondingly from 8.83 down to 5.59 metres. The machine can lift itself to an undertrack clearance of 600mm with a clear under machine width at that height of 2.5 metres allowing a truck to be reversed underneath for easy loading. Overall weight is just over 11.9 tonnes. The 39 T is available with diesel/lithium-ion hybrid or diesel/AC electric power.

PALAZZANI UPGRADES XTJ 37+

Last summer Palazzani upgraded its 37 metre XTJ 37+ spider lift to include standard extendable tracks. The previous 1.2 metre fixed width can now be extended to 1.5 metres for more stability on uneven ground and side slopes as well as loading/unloading.

The XTJ 37+ offers a maximum outreach of 15.7 metres and a maximum platform capacity of 330kg. Features include 36 percent gradeability, the ability to set up on slopes up to 23 percent, multiple outrigger positions, a secondary guarding system and a 'back to home' stowing function.



The XTJ 37+ offers a 37 metre working height and a maximum outreach of 15.7 metres

PEAKING HIGH

UK rental access company Hire Safe Solutions has completed a complicated project at the Breendon Hope Cement Works in High Peak, Derbyshire - an area of outstanding natural beauty - using a Leo39GT Plus.

The main challenge was to gain access for two people, materials and tools to different parts of the roof at different locations throughout the plant which required a minimum up & over height of 19.5 metres.

Part of the work involved repairing rooflines and cleaning parts of the plant that have remained untouched since it was built in the 1930s. An important factor in selecting this machine was its compact dimensions - seven metres long without basket, 1.59 metres wide and 1.99 metres high - allowing it to manoeuvre in and around the plant's complex maze of conveyor belts and steel structures.

The company said: "The 400kg platform capacity and two metre platform really helped complete this job on time and as planned, getting the vast amount of materials to the roofs, along with tools to carry out the repairs required."



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MATURE BEYOND ITS YEARS

Over the past few years Italian spider lift company Easy Lift has developed from a small 'bit player' in what was a niche market to an increasingly significant spider lift manufacturer, with a range of 17 tracked and wheeled lifts from 13 to 42 metres. Mark Darwin charts its progress from its beginnings in 2005 to a point where it is exporting 90 percent of its production to a growing global market, with revenues jumping 50 percent last year to €18 million.

Although Easy Lift was set up in 2005 by the Sorianini brothers, Michele and Emanuele to specialise in the manufacture of aerial work platforms, they used the access market experience gained in the 1990s with the Heila/Italmec crane and access group which was founded by their father Gilberto Sorianini.

Easy Lift production began in early 2006 with three tracked spider lift models with platform heights ranging from 13 to 19 metres. These were initially assembled by a third party and sold mainly to customers in the Netherlands and Italy. The spider lifts were identified by the letter R - for the Italian word Ragno (or spider in English) - followed by an indication of the working height - the R130, R150 and R190 being the first three models. A year later further investment in R&D led to the launch of two larger lifts - the 26 metre R260 and 30 metre R300.

With further expansion planned, the company moved into new headquarters in Brescello, Reggio Emilia, with more than 1,000 square metres of production space and 200 square metres of offices.

Over the following few years, the company concentrated on further product line expansion, adding the R160, R180 and R210 spider lifts, along with two truck mounted platforms - the 22 metre articulated EZ220 and the 21 metre telescopic ET210. In 2011 with new markets opening up,

the company developed a line of van mounted platforms with working heights from 13 to 15 metres.

THE ARRIVAL OF LITHIUM

"By 2012 Easy Lift had established itself as a manufacturer of spider and truck mounted access platforms," says managing director Emanuele Sorianini. "We also obtained ISO 9001 quality certification and the mandatory CSA certification for sales in the North American and Canadian markets. Around this time the company developed lithium battery (BA) versions for the three 'small' spider lifts between 13 and 18 metres and wheeled spiders with working heights over 26 metres."

As the company expanded into new markets - including Russia - the demands of increased production meant moving to yet larger production facilities in Brescello in 2014. This enabled the company to introduce new products including the double articulated 15 metre RA15 spider, a new 12.5 metre van mount - the EV125 - and the new ET090 - a compact pick-up mounted lift. The RA15 debuted at Bauma 2016, and work progressed on a new 26 metre RA26 with double telescopic boom plus jib which has proved popular with arborists.

Two new lithium battery powered spider lifts were also developed - the 19 metre R190BA and 21 metre R210BA. Continued growth in production



An Easy Lift R420HY

meant a further 2,000 square metre area was added next to the Brescello facility for use as a testing area.

ON TO HYBRIDS

"Compliance with environmental regulations and the requirement to use the machines in inner cities and at night resulted in the creation of hybrid versions of the tracked and wheeled lifts in the form of the 19 and 21 metre R190HY and R210HY, as well as articulated and telescopic

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spider lifts up to 36 metres,” says Sorianini. Along with the move to battery power the company introduced an energy regeneration system, which it calls ‘Easy-HERS’ (Easy Lift Hydraulic Energy Recovery System) which tops up the lithium battery pack, reducing the amount of recharging required and prolonging battery life between charges. The first model to have the system installed is the 42 metre straight telescopic R420HY.

Bauma 2019 saw the arrival of the 31 metre RA31 double telescopic boom plus jib, the last new machine prior to the Covid pandemic. In spite of all the challenges, 2020 saw revenues improve by around 20 percent, however it was during this period that the company decided to exit the truck and van mounted markets to focus on its main spider lift product line.

Development continues with the launch of the 24 metre RA24 last October which bridges the gap between the 21 metre R210 and the two 26 metre models. The articulated RA24 features a dual riser three section telescopic boom and articulated jib, for a 23.5 metre working height and 12 metres of outreach at an up & over clearance height of 10 metres, with the 230kg unrestricted platform capacity. Power choices include diesel and AC electric motor or diesel and battery combinations. A winch for lifting loads up to 230kg is also available.

WORLD'S BIGGEST SPIDER LIFT?

At Bauma this year, the company will unveil the new RA53 spider lift with a 52.4 metre working height, which it claims will be world’s largest. It will certainly be the highest reaching articulated model.

“The RA53 will have a double telescopic boom and jib and has a maximum outreach of 20 metres with 120 kg in the platform,” says sales director Manuela Vender. “Unlike our competitors with 50 and 52 metre working height lifts, our maximum outreach is available at 31 metres. The RA53 has been developed as a multipurpose spider, with a 360kg or optional 450kg platform capacity, and a crane version with a 1,000kg capacity.”

The standard RA53 will feature Hatz diesel power with a 380 volt electric motor for indoor use, or a Hybrid version which combines the diesel with a 300Ah 48V lithium battery pack.



Computer images of the new 52.4m RA53



“The new RA53 will be equipped with an undercarriage that can be extended both vertically and horizontally with a dynamic self-levelling system, developed to compensate for slopes,” adds Vender. “It’s separately extendable tracks will guarantee greater stability on rough and steep terrain and, in wide position, the height from the ground will increase to improve stability on uneven surfaces.”

Hydraulic controls will be Danfoss with Scanreco radio controls and a fixed control panel in the platform. A new Scanreco controller with colour LCD screen will be used when available.”

Easy Lift has also developed a telematics system which accesses the on-board electronic control unit through the Easycom system - an electronic control system that operates via a WIFI connection - transferring information to the cloud from which it is possible - with different access levels - to obtain the platform’s operating data in real time.

CURRENT CHALLENGES AND FUTURE GOALS

Easy Lift’s growth over the past 17 years has been impacted by global challenges, although no more than other manufacturers, with the tail end of the pandemic and the conflict in Ukraine creating supply chain issues leading to longer lead times and price increases.

“Uncertainty is not good for the economy or the market but for companies it does not mean a loss of revenue or balance sheets in the red,” says Vender. “Succeeding in complex periods is not just linked to the sector in which you operate. Much depends on the organisation, structure and solidity that the company is able to build in quieter periods. Growth is continuing in 2022 with a 20 percent first half increase in the number of machines shipped and a 30 percent increase in revenues, with much of the growth from larger machines.”

PRODUCTION FLEXIBILITY

“One of the major issues in recent months has been the difficulty in sourcing materials, including electronic and hydraulic components,” says Vender. “The constant increase in prices represents a worrying variable, which makes it difficult to plan expenses and manage sales prices, especially for orders with lead times which average about six months. Despite this, the company is aware of the importance of being able to plan production and has helped distributors obtain strategic purchases. Also, it is important not to have machines on order or in stock that are different to what is requested.”

“To help out with the lead times, we have given our dealers the option to make changes to machines they have on order to within two months’ of the expected delivery, including changing optional accessories and postpone those still to be sold. Programming and flexibility allow our main dealers to handle urgent delivery requests from some customers, at least for the models most requested by their respective markets.”

A SPREADING PRESENCE

“Only 10 percent of our sales are in Italy. The remaining 90 percent go to a growing overseas market thanks our presence on more mature markets such as America and younger markets such as Germany and Eastern Europe. The company has also made headway in India with a new dealer, with five machines from 24 to 36 metres to be delivered in the first two months of 2023.”

“Particular attention is being paid to Northern Europe, with a new dealer in Norway and to China and South America where we intend to reinforce our presence. The second half of the year will continue to be characterised by challenges and uncertainty, but the Easy Lift approach will continue to be synergistic towards our network and proactive towards the market.” ■

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BAUMA MAIN PREVIEW

With Bauma rapidly approaching, this is our second preview covering news of what to expect in terms of new products to be launched at the show. Many manufacturers are keeping details close their chest believing that surprise unveilings on their stands is best. We will of course have a full Bauma review in the November issue of *Cranes & Access*.

COMANSA

Spanish tower crane company Comansa will join Liebherr in launching its first hydraulic luffing jib tower crane, the LCH300, at the show.

The LCH300 features a single lift cylinder and dynamic counter jib with a maximum capacity of 16 tonnes on two falls at a radius of up to 20 metres, or eight tonnes on the single fall version which can be handled at a radius of up to 40 metres on the full 60 metre jib. The jib can be assembled in five metre sections from 25 to

60 metres to offer a jib tip capacity of up to 3.4 tonnes. The crane has a minimum working radius of four metres and a minimum out of service radius of nine metres.

The LCH300 can ideally be installed on a 2.5x2.5 metre section tower on an embedded concrete foundation or a choice of a six or eight metre square counterweighted bases. Two hoist options are available - a standard 50kW or the optional 65kW - and with Comansa's Effi-Plus technology makes it possible to increase the lift speed without affecting power consumption for faster loading cycles and improved productivity. The crane can be equipped with either of Comansa's large or extra large Cube Cab, both of which feature Split type air conditioning. The new design optimises transport and installation and can ship on eight trucks or containers.

LEGUAN

Leguan - based in Finland and part of the Avant Techno group - will launch its largest tracked spider lift to date. While no specifics have been released, the lift can be transported on a specially made 3.5 tonne Leguan trailer. It will feature faster hydraulics, a higher working height and outreach than previous models and is aimed specifically at the arborist/tree care sector with protected hydraulic hoses and components and a steel reinforced chassis. Leguan says: "It will be the most user-friendly spider lift in its class thanks to its intuitive joystick control and modern features such as back to home and back to work functions."



Magni
TH 4.5.15

MAGNI TELEHANDLERS

With double the stand size of the last show, Magni has plenty of space which it plans to fill with numerous new machines. However, it is only divulging information on two fixed frame TH telehandlers - the TH 4.5.15 and the 4.5.19 - with maximum lift capacities of 4.5 tonnes and lift heights of 15 and 19 metres respectively. Aimed at construction and light industry, each model will have the option of a 55 or 75kW Deutz engine with the larger engine versions equipped with standard heating and air conditioning climate control system. Features include a large front windscreen, fully pressurised cab with filtration system, ROPS/FOPS cab, seven inch touch screen controlling all machine functions and 4x4x4 drive/steer.

A wide range of attachments are automatically recognised when connected/coupled, each displaying the corresponding load chart and load limiting system. The LMI system allows the operator to constantly monitor the movements of the machine to avoid overload situations. Both models feature front pivot type stabilisers to provide a more rigid base for better performance and greater stability when lifting.

Comansa LCH300



TIME MANUFACTURING

Recent acquisitions mean that the Time Manufacturing group now includes Versalift, Ruthmann, Bluelift, France Elevateur and Movex with each company planning to display their latest models over two stands.

France Elevateur - which is sharing a stand with Movex - will present the first model of an all-new product range although no details have been given so far. It will also show an updated Hybrid version of its Topy truck mount, while its training division - FE Training - will demonstrate its latest work at height training courses. Movex will have its new ATL 15 pick-up mounted platform as well as its popular 16.4 metre 3.5 tonne truck mounted TLR 16.



Ruthmann will show the new Hybrid version of the 30 metre working height, 23 metre outreach T 300 XS with an overall vehicle length of just 7.59 metres. Also on display will be the TBR 260, one of five models in the range with working heights of up to 30 metres and up to 18.1 metres outreach.



The largest platform on the stand will be the 70 metre Ruthmann T 700 HF which offers up to 41 metres outreach and does so with a 'compact' chassis of less than 12 metres in length.



The Bluelift spider lift range will be represented by its latest model, the 31 metre ST 31 which offers up to 18 metres of outreach and a maximum platform capacity of 400kg. A Hybrid version is also available, similar to the 18 metre SA 18 Hybrid which will also be on display. And last but not least, Versalift will exhibit several new platforms including the new 24 metre third generation VTX-240 G3 twin boomed truck mounted lift which has up to 12.5 metres of outreach at an up and over height of 11.5 metres. Maximum platform capacity is 220kg.



HOLLAND LIFT

Holland Lift will unveil an all-new 72ft heavy duty three model scissor lift range, including two full width RT models - the HL-240 E25RT and HL-240 D25RT - one electric and one diesel powered, along with a narrow aisle electric model, the HL-240 E13. All three offer four wheel drive although the narrow model has two wheel drive with 4x4 and an oscillating axle available as options, both of which are standard on the wider Rough Terrain units. Working height on all three is 23.9 metres, although the narrow model can extend a further 200mm when working indoors. Platform capacity is 750kg on the wide models and 600kg on the narrow and all three can drive at full height. A 2.6 metre roll out extension provides an extended platform of seven metres. On the narrow model the capacity on the extension is the same as on the main deck. The overall weights range from 12.7 tonnes on the diesel RT up to 13.1 tonnes on the narrow electric.

ALBA-MACREL

Spanish construction hoist manufacturer Alba-Macrel will unveil its highest capacity hoist in the PMH range. The hoist can carry passengers and materials up to 3,200kg at a speed of 80 m/min. Features include remote connection for



management and diagnosis, a lateral door option and being able to configure the hoist. A new square mast - the M650 - has been designed which has the capacity for two hoists, doubling the load capacity and allowing operators to work on different floors.

PALFINGER

Palfinger will unveil the fruits of its cooperation with ZF and Mercedes to develop a practical all-electric truck and articulated crane combination, with the option of a hybrid version using a generator. It is also developing its own battery electric cranes for mounting on regular diesel powered chassis and investing heavily in new digital solutions to simplify the operation of its equipment to provide a more user-friendly and safer machine. The result is its new Smart Control, an intuitive crane tip control system for loader cranes and timber/recycling cranes which it says provides greater precision, simplicity, intuitiveness and safely making it easier for less experienced operators to work as fast and as smoothly as more skilled operators.

PAUS

Further to last month's entry the company has revealed that it will also show a new 24 metre Easy Ladder hoist with 250kg capacity and 360 degrees slew. It will also focus on its articulated wheel loaders, including a new telescopic model, the four metre TSL 9088, which is also available with a man basket with a six metre working height.

PVE

Dutch electric crawler crane company PVE will show its new 80 tonne EC 80 all-electric lattice boom crawler crane with up to 58 metres of main boom and a nine to 18 metre fixed offset jib. Maximum system length is 67 metres - 49 metres of boom plus 18 metre jib. Although new, the crane retains the traditional hydraulic drive with an electric motor simply replacing the diesel engine. The new machines will also be chargeable with the battery pack in-situ rather than needing to be swapped over.

BÖCKER

Böcker will show its AK 48e - first fully electric steel/aluminium truck crane with 230 volt charging and mounted on a 27 tonne Mercedes eActros chassis.

Other electric machines on show will be the AK 37e hybrid truck crane, the AHK 36e trailer crane and the Junior 24e inclined lift - all with 230 volt charging.

As a hybrid, the 230 V truck crane AK 37e can operate either in plug-in mode or use the truck's



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The new AK 48e First fully electric truck crane in steel-aluminium design

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conventional diesel powered PTO power supply. The company will also have its AK52 truck crane with large platform that is certified for up to six persons, which the company plans to use to give interested visitors an aerial view of the show.

Making its worldwide debut will be the Super-Lift LX-PM rack and pinion hoist which can transport up to 25 people to heights of up to 200 metres. The unit features an enclosed cabin and compact dimensions and is able to fit into the elevator shaft during the construction phase.

SANY

Sany will use Bauma for the worldwide launch of its 80 tonne telescopic crawler crane - the SCE800TB-EV. The crane's diesel engine is simply replaced by a 206kW electric motor with 282kWh LFP (Lithium iron phosphate) battery pack capable of powering the crane for up to eight hours continuous work without recharging or replacing the battery. Both AC and DC charging is available, the AC charger options include 16/32/63 or 125 Amp charging modes. The DC fast charge system takes the battery pack from empty to fully charged within two hours.

Sany will also use the show to launch its new European-built telehandlers, produced in a facility where it plans to build both European and North American spec'd machines - expect to see European models with lift heights of 14 and 18 metres.

TEUPEN

Spider lift manufacturer Teupen will launch two new machines - the 24 metre Leo24GT and the 27 metre Leo27GT. Preliminary information suggests

both machines will have a outreach of 12.2 metres with a maximum 250kg platform capacity. Transport width will be 890mm. The Leo24GT will weigh around 3,000kg, allowing it to be transported on a 3.5 tonne two axle trailer.

Both machines feature a platform load sensor, radio remote control with a display in the platform, hydraulic height and width adjustable tracks. As well as the standard outrigger position settings - wide and narrow - they will also feature a 'Church Position' setting with both front stabilisers in the wide position and the rear outriggers set in the narrow position.

Details have not yet been finalised but possible options include lithium battery power, a 300kg hoist, a second display on the chassis, a smaller 900x800mm platform, Come Home function and water and air connections.

DINOLIFT

Finnish aerial lift manufacturer Dinolift is to launch all-electric battery powered versions of its 'semi self-propelled' low weight RXT boom lifts. The new RXTE models are derivatives of the two RXT 4x4 low weight boom lifts and will simply carry the E suffix to indicate battery electric power - the 86ft 280RXTE and 66ft 220 RXTE. The diesel RXTs have been available with a plug in supplementary power pack for indoor work, but the new models are all-electric and autonomous.

The RXTE's will be available with a choice of either an AGM or Lithium-ion battery pack. According to Dinolift one of the key design principles behind these new models was at least similar performance compared to the diesel versions. As a result, the E models maintain the

same drive or boom operation speeds, same rough terrain capability and the same multi-function operation. Instead of a diesel engine driving the hydraulic pump, an equally powerful electric motor with continuous rating of 15kW and a 20kW peak power rating is employed. Most of the rest of the machine remains compatible with the diesel models. Levelling capability has been improved on all RXTs, with up to 13.5 degrees now possible.



Dino 280 RXTE





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The 280RXTE has a dual riser, four section boom and jib and offers a maximum outreach of 16 metres with 120kg or 14 metres with the maximum platform capacity of 230kg. Total weight is 5,000kg with Lithium battery pack and is slightly heavier with AGM batteries. A small gas engine is available to top up the battery pack or recharge remotely.

The 220RXTE has the same lift geometry as the 280RXTE, but with a two section telescopic boom instead of four. Maximum outreach is 12 metres with the 230kg unrestricted platform capacity. It will weigh around 4,850kg or so depending on battery choice.

ZOOMLION

The star of Zoomlion's show will be the new 186ft ZT58J self-propelled telescopic boom lift although it will also launch two new Lithium battery powered articulated booms.



ZA20JERT-Li



The ZT58J is said to be easier to use and more practical than the prototype 217ft ZT68J that the company unveiled at Bauma China last year, sales of which have so far been limited to the domestic market. The ZT58J features a five section pentagonal main boom topped by a two section six metre telescopic jib with 125 degrees of articulation, offering a 58.8 metre working height and an outreach up to 25.5 metres with an unrestricted platform capacity of 300kg. The maximum platform capacity is 454kg available at an outreach of up to 22.5 metres. Overall transport length is 14.4 metres - similar to the JLG1850SJ but longer than the Genie SX180. Overall weight is 29,600kg which is substantially higher than both the Genie and JLG, and power comes from a Cummins diesel.

The two articulated boom lifts are simply lithium battery versions of existing machines - the 52ft ZA16JERT-Li which was launched with a traditional battery pack in January, and the 64ft ZA20JERT-Li a Rough Terrain version of the ZA20JE unveiled at Vertikal days.

SENNEBOGEN

German crane manufacturer Sennebogen will unveil its first battery powered telescopic crawler crane - the 50 tonne 653E Electro Battery. The new crane has been developed in collaboration with its Dutch dealer Van den Heuvel and can apparently work completely emission free, while retaining the flexibility of a diesel, thanks to a 'Dual Power Management System'.

The 653E uses a similar set up to the battery powered 817 Electro Battery material handler launched earlier this year, driving the main pumps with a large electric motor rather than the diesel. Power comes from a 210kWh battery pack which allows the crane to be operated when plugged into an AC outlet with the mains power driving the crane functions while any excess power is used to top up the battery pack. The machine is naturally also quieter while eliminating the maintenance requirements of a diesel engine.

Other machines on the stand include the 100 tonne 6103E and 613E telescopic crawlers, the



Sennebogen's first battery powered telescopic crawler crane - the 50 tonne 653E Electro Battery

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200 tonne 5500 G lattice crawler and the 100 tonne duty cycle crane 6100E with diaphragm wall grab.

DINGLI

Dingli is to launch three new telescopic boom lifts - the 112ft BT36RT, the 129ft BT41RT and 139ft BT44RT - taking it towards the top end of the self-propelled boom lift market. Until now its largest has been the 93ft BT30 models.

Each model is available in three power variants - Lithium all Electric, Hybrid with a range extender diesel generator and straight Deutz diesel - for a total of nine new models. Maximum outreach on the BT44 is 27.2 metres with 300kg in the platform, while the 454kg maximum capacity can go to 24.9 metres.

All three booms have been designed at its German R&D centre that opened in 2020 in co-operation with Teupen after it acquired a 24 percent stake in the German company. They follow Dingli's modular design concept first conceived by the Magni engineers at the Dingli Italian design centre and share concepts with the electric models launched in 2020.

Features include a new swingout axle extension system that can be carried out with the machine stationary without causing excessive tyre scrub taking the overall width from 2.45 metres to a maximum working width of 4.15 metres. Four wheel drive and steer is standard, and all units have been designed to be transported in standard containers, albeit with the standard wheels replaced with loading wheels. Total weight of the BT44RT is 22 tonnes depending on power source. Overall length with regular tyres installed is 11.93 metres with a stowed width of 2.45 metres and an overall height of 2.82 metres.

The BT44RT has a five section telescopic boom and heavy duty articulating 4.2 metre fixed length jib with 240 degrees of articulation that looks like it has been conceived to take a telescopic inner section at a later date. Maximum platform capacity is 454kg.

MANITOWOC/GROVE/POTAIN

The Manitowoc crane group will have 12 cranes on display - seven Grove and five Potain - and plans to have several launches at the show, one of which is the new 400 tonne Grove GMK6400-1 All Terrain crane which was launched 'virtually' at Conexpo 2020. The GMK6400-1 retains the five section 60 metre main boom of its predecessor and is now equipped with a new Stage V/Tier 4 Final diesel driving an upgraded hydraulic system. Other features include the company's Megatrak suspension system, MegaDrive hydrostatic drive, the MAXbase variable outrigger set up system and CCS operating controls.



Grove GMK6400-1

The six axle crane can be equipped with up to 79 metres of luffing jib for a 136 metre maximum tip height and Grove's MegaWingLift self-rigging Superlift system, which increases lift capacities by up to 70 percent on the main boom and by up to 400 percent on the luffing jib.

The company claims that the crane can handle many jobs that usually require a seven or eight axle crane but with a smaller overall footprint. It can handle 64 tonnes on the fully extended main boom at a radius of 11 metres when rigged with the MegaWingLift system and 38 tonnes without.

Two more Grove AT cranes will be making their Bauma debuts - the 150 tonne GMK5150XL and 120 tonne GMK5120L - although both were seen at the end of last year. The five axle GMK5150XL has a 69 metre main boom and the GMK5120L has a 66 metre main boom plus a variety of counterweight configurations for greater flexibility. Four other Grove cranes - two ATs and two RTs - will be announced at the show.



Grove GMK5150XL

Potain is planning to launch two new tower cranes - a topless and a luffing jib - but details are being kept under wraps until the show opens. Alongside them will be the Potain MDT 489, available in 20 tonne and 25 tonne versions, with each offering an 80 metre jib. Two self-erectors will also be on the stand - the six tonne Igo T 99 and the 2.2 tonne Potain Hup M 28-22, with 28 metres of jib and up to 31 metres of working height.



Potain Igo T 99



JEKKO

Jekko is to launch several new models from its SPX minicrane spider, MPK minipicker pick & carry and JF articulated crawler crane ranges. The key new launch is possibly the 2.8 tonne capacity SPX328 spider crane. Weighing 2,300kg it has an overall width of just 730mm, is 2.95 long and has a

stowed height of 1.61 metres. It has a maximum lift height of 10.5 metres and a maximum radius of 8.5 metres. Power comes from a lithium battery pack, while features include radio remote controls with 10 inch interactive touchscreen display, a new interface said to be new to the spider crane sector. Three different versions of the electric SPX328 will be on display - one with a jib, one with just a main boom and winch, and the third with the first fully electric jib, totally independent from the cranes hydraulic system and operated with a dedicated radio control. A full range of options include outrigger mats, hook, single-line hook block, four-line hook block and jib - all can be easily transported stowed on the machine

The new JF235 articulated crawler crane is the smallest bi-energy powered model in the Jekko range. It has an overall length of 4.74 metres, is 1.6 metres wide and 2.6 metres high and features a main boom and jib - each with four extensions - and can lift a maximum of 6,150kg while boasting a maximum lift height of 15 metres. The new JF235 has radio remote control and a seven inch interactive touchscreen making it very similar to the SPX328 to handle and operate.

When it comes to pick & carry cranes - following the sales success of the MPK06 minipicker and the recently introduced 990kg MPK10 - Jekko will show its new MPK20R aimed at the glass handling sector. Weighing 1,955kg it has a two tonne maximum capacity, a 6.5 metre maximum lift height and measures 2.39 metres long, 1.51 metres high and 880mm wide and is powered by two lead acid batteries. The overall design is similar to the MPK06 and MPK10 with an upper structure slew of 12 degrees and the option to use the 600kg JVM06 and 990kg JVM10 glass manipulators. The main boom features a manual extension as well as two hydraulic extensions capable of lifting a maximum of 850kg to a height of almost seven metres.

Attachments on display will include the 450kg JVL450 and 600kg JLV600 Vacuum Lifters, the 800kg JVM800 Universal Manipulator and the 500kg JIB500GR Beam Manipulator which can be used on the SPX532 and SPX650.



Jekko JF235



Jekko SPX328

ENERPAC

Enerpac will have live and virtual demonstrations of its latest portable and compact gantry lifting systems as well as its synchronous lift and hold solutions.

One of the new products will be the SBL600 Super Boom Lift hydraulic gantry - a three stage telescopic hydraulic cylinder with rectangular boom for increased capacity and first stage lifting capacity of 674 tonne and 416 tonne at the third stage. The SBL600 lifting height of 10.6 metres is ideal for placing gas turbine generators and power transformers in power plants, for example. It is a good fit between the SBL500 and SBL900 gantries with lifting heights of 8.6 and 11.3 metres respectively.

Features include ease of transportation with the folding boom allowing shipment on standard flatbed trucks without special permits and routing. Weighing less than 9,100kg, the SBL600 allows for transport of two legs on a single trailer.

Another new product will be the EMV-Series E-mover battery powered self-propelled load skate which features a central load bearing plate and is designed to be used in conjunction with the company's standard MLS-Series wheeled skates. The E-mover features a hydraulic lift cylinder in place of the load bearing plate and has a 50 tonne capacity, split between the E-mover and wheeled load skate. The E-Mover is operated via a wireless remote controller. Enerpac says that battery life for the E-mover is expected to be between three to five hours depending on usage.



Enerpac SBL600

ALLISON TRANSMISSION

Allison will introduce its new electric axles, Allison eGen Power for construction applications - a drop-in solution compatible with many existing truck chassis, helping manufacturers accelerate their development programs. It features fully integrated electric motors, a two speed gearbox, an integrated oil cooler and pump for optimal



efficiency and performance and is compatible with battery electric vehicles (BEV) and fuel cell electric vehicles (FCEV) as well as hybrid applications.

CM LABS

CM Labs will showcase its new simulator training solutions for machines including telehandlers all running on the immersive Vortex Advantage and the entry-level motion-enabled Vortex Edge Max. Both simulators will be loaded with CM Labs' full range of lifting equipment programmes including the recent release of their boom truck simulation training pack. Definitely worth a visit to test your skills.

MANITOU

Bauma will provide the first opportunity to find out what Manitou has planned for the ATN product range, following its recent acquisition of the company's business and product range. We know the focus will be on the mast boom range, but how it will combine that with the recently updated Manitou range remains to be seen. Manitou will also unveil two new all-electric articulated boom lifts that use the same layout and technology as 59ft 200ATJE that it unveiled at Bauma 2019. They are the 46ft 160ATJE and 53ft 180ATJE all with 250kg unrestricted platform capacity including the 200ATJE which was previously 230kg. A new updated version of the 33ft narrow aisle 120 AETJ boom lift will also be on display with improved componentry and a 230kg platform capacity compared to the previous 200kg.

The telehandler product line up will be represented by a host of new models that the company announced last year, including its new electric 360 degree models the 22 metre/6,000kg MRT 2260E and 26 metre/6,000kg MRT 2660E. They can be equipped with a choice of either a twin battery pack or a single battery pack plus a range extender diesel generator pack. A lithium ion version is expected for 2023.

Most interest perhaps will be in the all-new ultra-compact ULM mini telehandlers designed to be transported on a standard 3.5 tonne trailer. Unusually it features a polycarbonate roof which apparently avoids the need for an overhead grille on the skylight. Two new 12 and 18 metre MT



Manitou MRT 2260



Manitou ULM cab

fixed frame telehandlers are also expected as well as a lithium powered six metre MT 625E compact. Also ask about its new oil revival system which it says can be used like a kidney dialysis machine. The size of a pressure washer, it will clean the hydraulic oil removing even the smallest dirt and particles avoiding the need to change even after years of use.

FARESIN

The company is holding everything back for the show itself, but we do know that it will launch larger all-electric telehandlers following the success of its six metre/2,600kg 6.26 Full Electric compact. It is possible that it might include a 17 metre Full Electric - although perhaps that is a bit of a stretch.

RAIMONDI CRANES

Raimondi Cranes will show two new flattop tower cranes and a newly designed cab. Very few details on the cranes have been released however there will be two series with lifting capacities from six to 24 tonnes.

The new Raimondi flat top



All machines will be equipped with the new crane cab which is available in two models and include significant structural improvements which increase visibility by 30 percent to the front and sides. Other features include a new air ducting system which reduces window fogging, an ergonomic seat and several internal accessories to boost crane operator comfort.

The company says that it will also present its new corporate vision as well as details of its new 29,000 sq m headquarters.



The Manitou ULM on a 3.5t trailer

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Company	Hall	Dieci	FS	FS.1109/5	Interpump Hydraulics	A3	A3.339	Pirtek	A6	A6.337
Aerolift Industrials	C1	C1.318	A5	A5.311	Isoli	FS	FS.1306/3	Platform Basket	FS	FS.1005/4
AGS	A2	A2.119	B0	B0.521	Italcab	A6	A6.350	PMC Cylinders	A3	A3.109
Airo Tigieffe	FS	FS.1102/1	C1	C1.503	Italmek	C5	C5.409	Poclain Hydraulics	A3	A3.536
Airtac	A1	A1.521	B5	B5.524	Jaso	FS	FS.1003/8	Point of Rental Software	C4	C4.717
Akon Hidrolik	A3	A3.450	A6	A6.305	Jebens	A6	A6.305	Potain	FS	FS.1201
Alba Macrel	FS	FS.1104/9	A3	A3.315	Jekko	FS	FS.1103/6	Prinoth	B4	B4.423
Albert Gerüst	B3	B3.329	FS	FS.904/5	JMG Cranes	FS	FS.1103/7	Probst	FS	FS.1307
Allison Transmission	FS	FS.1306/4	FS	FS.1306/4	JMS	B4	B4.342	PVE Crane	FS	FS.903/7
Almac	A3	A3.414	FN	FN.830/1	Jung Hebe- und Transporttechnik	C4	C4.324	Raimondi Cranes	FS	FS.1102/2
Altec	FS	FS.1102/1	A4	A4.348	Kessler	A3	A3.249	Ralf Teichmann GmbH	C4	C4.336
Altrad Plettac	B5	B5.403	FM	FM.711/1	KHL	B5	B5.401	Ravioli	A2	A2.130
Altrex	B3	B3.403	FM	FM.807/2	Kinshofer	FM	FM.711/4	Raxtar	FS	FS.1003/4
Alufase	B3	B3.401	B3	B3.225	Klarx	FM	FM.709/2	Rayco-Wyllie	B5	B5.335
Amber Valley	FM	FM.708/1	FS	FS.1003/3	Klickrent	A2	A2.320	Reinholz Software & Technology	A3	A3.313/G
AMCS Technologies	B5	B5.442	A4	A4.351	Klubb	FS	FS.1106/7	Reinroth	A3	A3.327
AMS Kranbau	FS	FS.1106/11	C5	C5.417	Knott	A4	A4.438	Ritchie Bros.	B5	B5.402
ANMOPYC	FS	FS.902/3	A6	A6.201	Kobelco	FN	FN.1016	Ropeblock	FM	FM.814/3
Apollo Tyres	A1	A1.220	FS	FS.1104/3	Ko-Mats	FM	FM.814/4	Roquet Hydraulics	A3	A3.539
ArcelorMittal Europe	A6	A6.436	FS	FS.1101/8	Kögel Trailer	FN	FN.720/9	Rothlehner Arbeitsbühnen	FS	FS.1003/3
Arcomet See Uperio	C5	C5.338	C4	C4.114	Kohler	A4	A4.225	Rototit	FN	FN.914/9
ASC Hidrolik Endüstri	FS	FS.902/1	FS	FS.1105/1	Kramer	C2	C2.115/2	Rotzler	A3	A3.301
Ascotel	A5	A5.227	FN	FN.821/2	Kran & Bühne	FM	FM.708/6	RUD	FN	FN.1022/7
Ashtree Vision & Safety	FS	FS.902A/1B	FN	FN.1020/4A	Kranlyft	FS	FS.1003/1	Ruthmann	FS	FS.1006/4
Atlas	B5	B5.448	FS	FS.1002/10	Kroll Cranes	FS	FS.1002/8	RUX	B3	B3.226
ATN - See Manitou	C6	C6.212	FN	FN.722/10	KSD Kransysteme	FS	FS.1103/2	Saeclimber	FM	FM.708/1
Ausa	FS	FS.908/1	FS	A3.145	Kubota	FN	FN.1019/1	Saez	FS	FS.1203/1
Autec	FM	FM.709/7	A6	A6.450	Kübler	A2	A2.104	Sahalift	FS	FS.1102/1
Avant Tecno	FM	FM.807/9	FS	FS.1003/3	Kuli Hebezeuge - Helmut Kempkes	A1	A1.337	Saitec Torgar - Fraco	FS	FS.1104/8
Bauer	FM	FM.709/3	A2	A2.542	Layher	B3	B3.425	Sany	FN	FN.620/9
Baukrane Budownictwo	FN	FN.520	B5	B5.348	Lebus International	C4	C4.120	Sateco	B3	B3.109
Bavariailift	B3	B3.307	FS	FS.1003/3	Lectura	FN	FN.709/3	Saudem	A2	A2.119/1
BBL Cranes	FS	FS.1006/5	FS	FS.1107/9	Leguan Lifts	FN	FN.709/3	Scanclimber	FS	FS.1102/6
Be-Ge Seating Division	FS	FS.902/3	FN	FN.926/2	LGGM	FS	FS.1105/9	Scandinavian Pile Driving	FN	FN.622/1
Bigge Crane & Rigging	A6	A6.507	FN	FN.822/5	Liebherr	FM	FM.809	Scanco	A2	A2.141
BKL Baukran Logistik	C4	C4.527	FS	FS.902/2	Lift-Manager	FS	FS.1003/3	Scheuerle	FN	FN.828
BKT Europe	FS	FS.1203/1	FN	FN.1025/1	Linde Hydraulics	A3	A3.149	Secat	C3	C3.329
Block Cam	A6	A6.215	A6	A6.412	Lingong Heavy Machinery (LGMG)	FS	FS.1105/9	Sennbogen	FM	FM.712
Blumenrohr Fahrzeugbau	C4	C4.332	C4	C4.327	Link-Belt Cranes	FS	FS.903/3	Sensors & Software	A2	A2.613
BMS Bau Maschinen-Service	FN	FN.721/1	A4	A4.444	Lissmac	A1	A1.249	Shenyang Baoquan	C4	C4.751
BNP Paribas Lease Group	FS	FS.908/5	B2	B2.227	Locatelli	FS	FS.1101/9	Siemens	C2	C2.325
Bobcat	C4	C4.315	A4	A4.312	Lodax	FM	FM.807/1	Sinoboom	FS	FS.1002/3
Böcker	FM	FM.817	FM	FM.709/2A	Ma Anshan Jingwei Slewing Ring	C5	C5.216F	Skew Accessories	C3	C3.125
Bonfiglioli	FS	FS.1203/2	FS	FS.1002/2	Maber	FS	FS.1204/1	SKF	FM	FM.709/4
Boom Makina	A3	A3.337	FS	FS.1104/8	Maeda	FS	FS.1003/1	SMIE	FS	FS.1104/2
Boscaro	FS	FS.906/9	FS	FS.1004/7	Magna Tyres	A6	A6.425	SMOPYC	EOE	EOE.14
Bosch	FM	FM.708/7	A5	A5.137	Magni Telescopic Handlers	FS	FS.1108/3	Socage	FS	FS.1304/2
Bosch Rexroth	A3	A3.327	A2	A2.625/5	Mait	FN	FN.622/9	Soilmech	FN	FN.522/9
BPI Hydraulik	A5	A5.326	FS	FS.1104/7	Mammoet Merchandise	C5	C5.201	Spierings	FS	FS.1002/1
BPS Software	A4	A4.312	C4	C4.226	Manitou	FS	FS.908/1	SPT	FS	FS.904A/1
Brake Supply Company	A2	A2.248	A2	A2.248	Manitowoc Cranes	FS	FS.1201	SSAB	A6	A6.439
Brennero Gru	C4	C4.628	FM	FM.808/6	Mantall	FS	FS.1308/1	StepUp Scaffolding	FN	FN.824/4
Bridon	FS	FS.1103/5	FS	FS.1306/2	Marchetti	FS	FS.1004/12	Stros	FS	FS.1203/2
Brigade Elektronics	C2	C2.115/7	A3	A3.313/C	Matusch	C4	C4.326	Strenx	A6	A6.439
Briggs & Stratton	A5	A5.417	FS	FS.908/1	Max Trailer	FN	FN.822/5	SüdLeasing	FM	FM.814/1
Bronto Skylift	A2	A2.349	A5	A5.203	Maxlift - Next Hydraulics	B4	B4.331	Sumitomo	FS	FS.903/3
Brosa	FS	FS.1203/3	FS	FS.1102/5	MCS Mobile Control Systems	A2	A2.540	Sunward	FN	FN.618/10
Broshuis	A2	A2.339	C6	C6.209	MCS Rental Software	A2	A2.410	SVAB Hydraulik	A2	A2.330
Brunnhuber Krane	FN	FN.723/10	B4	B4.250	Mecalac	FM	FM.714/1	Tadano	FS	FS.1205
Bucher Hydraulics	C4	C4.336	FN	FN.823	Mercedes-Benz Trucks	B4	B4.324	Talleres Velilla - Movex	FS	FS.1004/7
C.O.B.O.	A3	A3.103	A6	A6.224	Merlo	FS	FS.1108/1	Teckhing Tires	C5	C5.205
Camac	A5	A5.412	A6	A6.349	Methocad	FS	FS.1106/3	Teichmann Krane	C4	C4.336
CAN in Automation	A1	A1.121	B5	B5.239	Meva	B3	B3.236	Tele Radio	A2	A2.319
Carraro Drive	A2	A2.337	FM	FM.708/2	Midi Cranes	FS	FS.902/6	Terex	FN	FN.717
Casagrande	A3	A3.325	FS	FS.1302/1	Minor Hoists	A1	A1.121	Tesab	C2	C2.427
Casar	FN	FN.521/5	FS	FS.1001/2	MJ-Gerüst	B3	B3.224	Teufelberger	C4	C4.149
Caterpillar	C4	C4.115	FS	FS.1104/1	MKG	FN	FN.929/5	Teupen	FS	FS.1204/6
Cattini Oleopneumatica	B6	B6.106	C4	C4.653	Moba	A2	A2.237	TGT	C4	C4.316
Cela	A5	A5.403	FS	FS.1003/3	MobileTronics	C2	C2.225/7	The Grab Specialist	FN	FN.723/2
Chapel-Hydraulique	FS	FS.1102/8	A1	A1.400	Moritsch Cranes	FS	FS.1103/8	Thyssenkrupp Rothe Erde	A5	A5.449
CIFA	A4	A4.126	A3	A3.108	Morooka	B4	B4.425	Tigieffe - Airo	FS	FS.1102/1
CM Labs Simulations	FS	FS.905/2	FM	FM.808/1	Motorenfabrik Hatz	A4	A4.449	Time Manufacturing - Versalift	FS	FS.1006/4
CMC	C2	C2.226/1	A6	A6.439	Movex - Talleres Velilla	FS	FS.1004/7	Tobrocco - Giant	C6	C6.209
Comet	FS	FS.1302/2	A4	A4.449	MPG	FN	FN.831/2	Torgar - Fraco	FS	FS.1104/8
Comansa	FS	FS.1004/10	A3	A3.348	MST	C4	C4.503	Trackunit	A2	A2.126
Comblift	FS	FS.1103/1	FM	FM.708/5	Multitel Pagliero	FS	FS.1102/10	Trelleborg	A6	A6.103
Comer Industries	FS	FS.1001/6	A5	A5.100	Mycrane	C4	C4.145	Trimble	A2	A2.437
Cometto	A3	A3.225	A6	A6.530	Nagel Mietservice	FM	FM.811/A	TTControl	A3	A3.550
Conducta	FN	FN.822/5	A5	A5.436	NBB Controls + Components	A2	A2.103	Tufftruk	FN	FN.1020/4A
Conductix-Wampfler	C4	C4.721	A1	A1.337	Next Hydraulics	B4	B4.331	TVH Parts	A6	A6.242
Conexpo	C4	C4.331	FS	FS.1306/2	Nicolas Industries	FN	FN.828	Unic Cranes	FS	FS.1102/5
CEA	EOE	EOE.21	FS	FS.1204/2	Nooteboom	FN	FN.721/10	Uperio	FS	FS.902/1
Continental	B5	B5.426M	FN	FN.827/2	Norbert Wienold	FS	FS.1103/3	Uplifter - UPT	FS	FS.904A/1
Cormach	C5	C5.403	FS	FS.1007/1	Nordic Platform	B3	B3.120	Uplifting Vertical	C4	C4.301
Cormidi	FN	FN.722/10	A2	A2.226	Off-Highway Research	B5	B5.401	VDBUM	EOE	EOE.20
Crane	C5	C5.149	FN	FN.718	Olsbergs Hydraulics	A3	A3.126	VDMA	A3	A3.313
Cranebee	FS	FS.1102/2	FN	FN.824/2	Omme Lift	FS	FS.1102/1	Verope	FS	FS.901/5
Crane Club	C4	C4.126	B6	B6.310	Omni Powertrain Technologies	A5	A5.107	Versalift	FS	FS.1006/4
Cranes & Access	A2	A2.639	FN	FN.815/1	Omsi Trasmissioni	A3	A3.514	Vertikal Verlag/Vertikal Press	FM	FM.708/6
Cranimaxx	FM	FM.708/6	FS	FS.1101/1A	Orlaco	A2	A2.201	Wacker Neuson	FN	FN.915
Crosby	C4	C4.126	A4	A4.149	Ormet	FS	FS.903/6	Webasto	A4	A4.339
CrossControl	C4	C4.332	C6	C6.318	Ormig	FS	FS.1006/7	Wienold, Norbert	FS	FS.1103/3
CTE	A2	A2.407	B3	B3.248	OTR Wheel	A6	A6.430	Wilbert Tower Cranes	FS	FS.905/2
Curtiss Wright	FS	FS.1103/10	C4	C4.653	Paccar Winch	A3	A3.413	Wika Mobile Control	A2	A2.226
Custers Hydraulica	A2	A2.309	FS	FS.1002/3	Palazzani	FS	FS.907A/1	Wolffkran	FS	FS.902/7
Daimler	B3	B3.110	A3	A3.449	Palfinger	FN	FN.826	XCMG (Kuzhou Const. Mach. Grp.)	FS	FS.1105/2
Dalbe Gru	B4	B4.236	FN	FN.523/1	Palfinger Platforms	FS	FS.1304/1	Yanmar	A4	A4.425
Danfoss	FS	FS.1001/2	A4	A4.450	Panolin International	A5	A5.424	Zandt	FN	FN.825/2
DAT Instruments	A3	A3.125	A1	A1.525	Parker Hannifin	A4	A4.215	Zeppelin	FM	FM.60B.7
Delta Cranes	C2	C2.251	B1	B1.148	PAT - Wika	A2	A2.226	ZF	A3	A3.336
Delta-Q Technologies	FS	FS.1102/2	A6	A6.248	Paus	FM	FM.713/9	ZFE	FN	FN.1015/13
Demag - See Tadano	A4	A4.115	FS	FS.906/1	PB Lifttechnik	FS	FS.1003/3	Zhejiang Dingli Machinery	FS	FS.904/5
Denka-Lift	FS	FS.1305/1	A2	A2.424	Perkins	A4	A4.336	Zollern	A3	A3.314
Deutsche Leasing	FS	FS.1003/3	C4	C4.350	Pfeifer Seil und Hebetchnik	C4	C4.249	Zoomlion	FS	FS.905/2
	FS	FS.1013/3	A2	A2.327	Pilosio	B3	B3.103			

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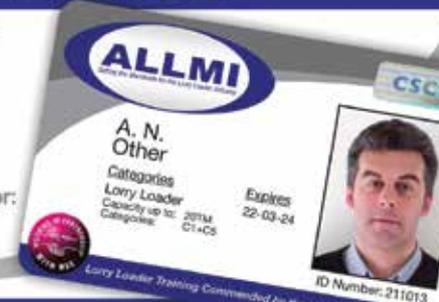
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ATTACHMENT WORKING GROUPS

As part of a significant revision to its lorry loader operator course, ALLMI has held the first round of meetings for its 'Attachment Working Groups'. The groups are made up of representatives from a range of member companies and training providers, to consult on content for the various attachment types covered by the ALLMI scheme.

Martin Reeve, fleet engineer for Wincanton, said: "As a member of ALLMI, it's great to be engaged in this way and to play a role in developing training material that will have a positive and direct impact on our industry sector. The first meeting covered a range of applicable topics, including pre-operational checks, safe operation, stowage and assessment procedures."

ALLMI training and project officer Jon Kenyon, who chairs the Working Groups, added: "Whilst we have a vast amount of experience and knowledge within the ALLMI team, it has been hugely beneficial to draw upon the considerable expertise from within the membership and training provider network, and this is a crucial part of revising any ALLMI course. The first set of meetings facilitated excellent discussion, the



conclusions from which have given us valuable direction as we look to further develop training scheme content over the coming months."

SWING-UP STABILISER UPDATE

ALLMI is in discussions with the 'Tier One Contractor Health & Safety Group' regarding the operation of lorry loaders with swing up stabiliser legs. Communications are ongoing and so look out for further updates in due course.

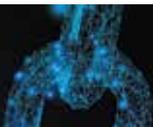


GLAD 2022 PARTNERSHIP

ALLMI was a partner with this year's Global Lifting Awareness Day (GLAD) held in July. In its third consecutive year, the event is a collaboration between a range of organisations involved with lifting or working at height with the aim to promote the lifting industry, with particular emphasis on good practice, compliance, innovation and attracting new recruits to the sector.

A range of useful resources can still be accessed via the GLAD website, which can be found at www.globalliftingawarenessday.com

RAISING
AWARENESS
TOGETHER



NEW ALLMI AUDITORS

ALLMI's auditing team is an essential element in maintaining training standards across the association's growing instructor network, ensuring that the team keeps up with the growth is therefore critical. The association is therefore pleased to announce the recruitment of Attila Olah and Paul Smithson to the team.

ALLMI technical manager, Keith Silvester said: "Attila and Paul are both long standing industry professionals with many years experience of delivering ALLMI courses, as well as wider training for the logistics and lifting equipment sectors. Combined with completion of the ALLMI Auditor Development Programme, they are now very well equipped to carry out monitoring visits and will be valued members of a team which has a direct and positive impact on the safe use of lorry loaders."



Attila Olah



Paul Smithson

UPDATED SLINGER/SIGNALLER COURSE TRIALS

With a draft of new material in place, the association has been progressing the revision of its Slinger/Signaller training by recently delivering a series of trial courses.

Designed to gauge the impact of updated content on a number of fronts such as timings, delivery and candidate engagement, the trial courses have proved to be a big success. ALLMI chief executive Tom Wakefield commented: "The feedback from candidates has been extremely positive and, in conjunction with the ALLMI Training Standards Committee, we look forward to completing the revision process over the coming months."

ALLMI has long promoted the importance of Slinger/Signaller training, raising awareness of the problems that can occur when this is neglected. The association continues to drive this important message, educating those who believe that putting staff through a lorry loader operator course will provide them with a sufficient level of skill and understanding to act as a slinger - this is not the case. Specific training should be undertaken in order to be proficient in this area, and this is a requirement under the Health & Safety at Work Act, PUWER and BS7121 Part 4.

Remember: the use of inadequately trained slingers can be a major cause of accidents, as well as damaged equipment. Having properly trained personnel in this role can prevent these issues, creating a safer and more efficient working environment. To book an ALLMI Slinger/Signaller course, please contact an ALLMI training provider: www.allmi.com/trainingproviders



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

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ACCIDENT REPORTING PORTAL IMPROVEMENTS

Members who log data in the IPAF accident reporting portal (www.ipafaccidentreporting.org) are now able to access improved dashboard functions that allow them to track their own safety statistics against the wider industry, following extensive work behind the scenes to enhance and update the portal's user interface.

IPAF's head of safety & technical Brian Parker said: "We previously offered a limited interface for members making reports via the portal, but after extensive development, we are pleased to announce that those using the incident reporting dashboards can now apply multiple filters that will give a snapshot of member company incidents entered against all database entries, which of course are completely anonymised so no company or individual can be identified."

"By offering a quick and simple way for member companies to tailor their own database readouts, we hope this will assist in making those activities safer, giving something back to our members in the rental industry who have been enthusiastic supporters of IPAF's accident reporting since day one."

Falls from the platform, electrocution and platform overturns are the most common type of incidents leading to serious injuries and deaths over the past 10 years.

Chief executive Peter Douglas added: "We use the incident database to inform all the work we do at IPAF - including updating our globally recognised training and forming the basis of our worldwide safety campaigns, such as the current Don't Fall For It! initiative aimed at reducing falls from the platform. The latest trends show we need to challenge ourselves as an industry: Is there more we could do to reduce these numbers? We hope that powered access professionals around the world read the annual IPAF Global Safety Report, now available in all core IPAF languages, to



understand key trends and benchmark their own safety actions.

"We need more data from across all sectors of industry, from as many countries as possible; especially via easy on-the-spot incident reporting through the ePAL app. We hope this empowers people to report accidents and near-misses, which too often go under reported."

UPDATED IPAF TREE GUIDANCE FOR APF SHOW

Representatives from IPAF will be at the APF (Association of Professional Foresters) Show in Warwickshire, UK, where an updated leaflet entitled *Safe Use of MEWPs to Manage Trees and Vegetations* will be among the resources offered free of charge.

UK market general manager Richard Whiting said: "This is the first time IPAF will exhibit at the show, which is aimed at those engaged in the tree care, arboriculture and forestry sectors. It is therefore an ideal platform for us to reach out to those who are regular users of aerial work platforms to tackle vegetation management - I'm sure delegates will appreciate the work that has gone into the updated IPAF technical guidance, which focuses on the risks and associated mitigation measures specific to such tasks."

"Our team will also be able to talk through all the work IPAF does to promote the safe and effective use of powered access, including incident reporting and the resulting IPAF Global Safety Report, the IPAF Rental+ quality assurance scheme, our quality training programme, and the full suite of free resources aimed at making work at height as safe as possible."



SAFETY QUIZ ON IPAF'S BAUMA STAND

A safety quiz testing knowledge of positive behaviours to help prevent falls from the platform will be hosted in support of IPAF's targeted safety campaign at Bauma in Munich, Germany, in October. IPAF will also showcase its Women in Powered Access initiative on stand 350 in area C4 at the event, which tells the stories of successful female role models in all walks of powered access, with the aim of encouraging diversity and identifying career paths for women both already within and thinking of joining the industry.

IPAF will also engage with potential and existing member companies on a host of

topics, including the IPAF Contractor and Safety Professional membership categories, the IPAF ePAL App for operators and managers of powered access and the benefits to

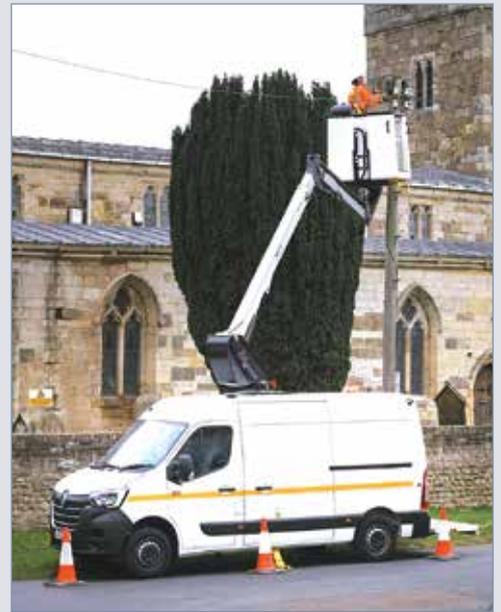
contractors of engaging with IPAF on safety, technical and training initiatives.

- Find IPAF on Bauma stand 350 in area C4 to try the "Don't Fall For It!" safety quiz, discuss the ePAL mobile app, discover the benefits of IPAF membership.



SAFETY QUIZ

Make your next move a safe one



TO LEASE OR NOT TO LEASE...

With the many variables in today's business world, having fixed payments can be a tremendous asset. Just as a fixed rate mortgage gives peace of mind for homeowners, leasing equipment guards against the rising inflation and changing economic and financial climate.

One company that has long been the UK's market leader in the long-term hire of van mounted aerial platforms (VMAPs) is Access Hire Nationwide - a division of the Kelling Group. However, many are probably unaware of the lease offering of its Access Lease division. C&A spoke with CEO Stephen Moore, CFO Matthew Jowett and Access Lease's Commercial Director Martin Whitehead to hear about the business, its offering and its current and future investment plans.

Many years ago the only way to buy a car was to pay cash or buy it on Hire Purchase. However, that sector of the market has been transformed in recent years with the advent of Leasing/Lease Purchase/PCPs, with many people liking the advantages of fixed monthly payments, inclusive maintenance and the thought of a new car at the end of the lease period. Leasing VMAPs is exactly the same.

Low monthly payments

"When Leasing, the main cost you pay is the difference between the purchase price and the expected residual value - the predicted value of the asset at the end of the Lease," said Moore. "Unlike for example buying, you are not paying for the whole asset and bearing the variable interest costs of any loans taken out to buy the asset and the risk of higher depreciation levels on the asset, which is one of the highest costs of ownership. Comparing leasing to loan repayments on the same asset, your monthly payments could be reduced by as much as 50 percent."

All-inclusive maintenance

Access Lease does not just provide finance but is an all-inclusive specialist maintenance provider. With 15 years experience in the sector it understands these vehicles.

"Older VMAPs often require significant ongoing maintenance and given the demands on this type of vehicle, this will be a significant hidden cost within a business," said Moore. "New assets experience less problems, however when leasing through Access Lease, any issues will be dealt with by us, ensuring any downtime is kept to an absolute minimum. We take away all the headaches of ownership from breakdowns, replacement vehicles, LOLERs, MOTs, servicing and specific asset advice."

Avoiding hidden extra costs

Access Lease provides the finance, a fully inclusive maintenance offering and fleet management - a true one stop provider. This saves additional costs for companies in time and effort coordinating multiple providers, or the employee costs of managing and maintaining a fleet of VMAPs which is an additional cost for many businesses that could be significantly reduced through a sole provider.

A new VMAP at the end of the Lease

"When the lease period is completed, the asset is returned to Access Lease. The vehicle will undergo a standard maintenance check to ensure you have not exceeded the fair wear and tear guidelines or exceeded your agreed mileage limit," said Whitehead. "If you require a new asset, this can be discussed and agreed ahead of the Lease expiry. Our team will be able to advise on specifications, lead times, ordering and manufacture coordination, to ensure you receive your new VMAP in the desired timescale."

"This ensures you will be able to have the most up to date, modern, efficient asset for the needs of your business. In addition, leasing removes the hassle of selling, trade-in or disposal of older assets. By leasing you will be able to keep up to date with new technologies and remove the hassle and many of the additional costs of asset ownership."

A simple process

"Access Lease has a simple leasing process which makes it straightforward when planning a new asset," said Moore. "Lead times have been increasing considerably over the last 18 months, but as a business we have continued to invest consistently over recent years, so we have a robust pipeline of new assets being manufactured with agreed delivery timelines. There is no minimum or maximum requirements and we deal with national multi asset businesses, as well as single asset SMEs."

The Access Lease team will meet and advise to ensure the VMAP is delivered in an agreed and committed timescale. Once the basic requirements - asset and timings - have been established, the specification of the VMAP is agreed. Finance applications and checks are then carried out before approval and agreements of delivery dates, signing the agreement, and taking the asset.

"Early consultation and notification of requirements will help the team plan and ensure we can meet your asset requirements," said Whitehead.

Tax relief

"Not all businesses can afford to invest in a new asset or a fleet of assets. In particular SMEs may find it difficult to secure the necessary finance to fund a new vehicle purchase," said Jowett. "With Leasing, companies may be able to take advantage of various tax breaks/deductions, which your accountant will be able to advise on."

Access Hire Nationwide has the largest and youngest fleet of long-term hire VMAPs in the UK. The business has been established for more than 15 years and has gained knowledge and expertise through dealing with many clients which is important to ensure asset quality and premium advice and service.

Currently Kelling Group has a total fleet of around 3500 assets, of which 1300 are VMAPs with an average age of about two years. A good

proportion of the fleet is leased and this percentage is growing year on year. Over the next five to six years it expects the leased to long-term hire vehicles to approach 50/50.

"Lease suits several of our existing and new target markets where the client has visibility over the length of contract or successive contracts they will be working on," said Moore. "Given our fleet size we have the ability to offer long term hire/lease or a combination of both within a wider asset fleet."

Minimum/maximum lease period?

"Most people want a minimum five year Lease, which makes up the majority of our Lease commitments," said Whitehead. "However we will consider any requirements from four to seven years. Obviously the longer the commitment the more cost effectively we can structure the Lease. For requirements less than this, customers will tend to go for long term hire which has added flexibility on asset return, but is obviously at a higher rate than lease."

"We also have many SME clients which only require a handful - or even in some cases just one asset - and equally much larger clients who require substantial numbers," he said. "As long as the client take-on criteria is passed, we are happy to help any existing or new clients with their VMAP needs."

Supply chain issues?

The last 2 years have been challenging for many businesses with a "perfect storm" of Brexit, Covid-19, semi-conductor shortages and now the Ukraine War. However Access Lease has managed these issues by being consistent in its investment approach and working with its supply partners.

"We appreciate that manufacturers cannot stop/start, so throughout the last two years we have continued - and in many cases increased - our order levels and long-term manufacturer commitments," said Moore. "This robust and consistent approach, along with working with our supply partners has meant we have had a consistent supply over recent years, and equally have good visibility on asset timings over the next 12-24 months."

"Anyone ordering now from a supplier who has not

already committed to chassis and manufacture slots early last year will be looking at a 18-24 month wait on assets being delivered. Given our pipeline and commitments made some time ago, our time to delivery from a firm client commitment is a fraction of this timescale."

"As a Group we invest about £40m annually in new equipment and have been growing our VMAP fleet by 250-300 units annually," he said. "We have no plans to change this in the near/medium term and have very supportive long-term equity and banking partners to ensure we have substantial firepower to invest. Any new customers who have specific requirements, I am confident we would be able to help and ensure delivery in the most expedited timeframe in the market."

What makes Access Lease different?

"We are a fully outsourced Lease provider which means that all the headaches of ownership are removed. Others will only offer financing and must pass on maintenance requirements to a third party. This can result in inefficiencies, duplication of effort/dealing with multiple parties and therefore potentially a sub optimal service and increased overall cost for the client.

"We also specialise in VMAPs, so our knowledge and expertise in this area is unsurpassed in the UK. With our total fleet size - the largest in the UK by some margin - we have the ability to offer a wider service that smaller and multi class Lease and hire providers cannot match."

Cost differences between Hire vs Lease

The cost difference between Hire and Lease depends on the asset and length of hire. However, the longer the commitment the larger the savings, and even for just one asset the annual savings to a business can be significant. If inflation continues at current rates this saving on a fixed price lease vs a variable hire rate will widen even further.

Inflationary pressures

"Capital expenditure and other costs are currently increasing in double digit percentage terms

annually, which is unprecedented," said Jowett. "We have been working with our clients to ensure we can continue to provide the youngest, most efficient fleet. Our forward planning will help with this, but unfortunately we have had to pass on an element of these price increases to our clients. We very much see our relationships with our long-term customers as a partnership, so we have been absorbing as much of the cost increases as we can and only passing on the levels that are absolutely necessary."

"In these inflationary times, it is a very good time to be considering the benefits of Lease. Taking out a Lease ensures that costs are fixed over the period of the Lease, allowing better, more predictable cost budgeting," he said. "People should consider this the same way as taking out a fixed rate mortgage - it will depend on risk appetite, length of requirement for the asset and visibility on work pipeline. However, it is unlikely that inflation will decrease to the levels of two years ago for at least another two to three years, so Lease should be a definite consideration for anyone who has a longer term need for these assets."

Another division within the Group is Welfare Hire - the largest provider of ECO efficient mobile welfare units and lights in the UK - with a fleet of more than 2000 assets. The fleet has always developed products on the basis of minimising fuel usage and CO2 emissions. Its latest 15 person unit has telemetry, rainwater harvesting, solar and lithium batteries. These units have been using zero fuel and therefore zero emissions for the last 3 months for units out on hire which is a first in the market.

There are also some similar CO2 and fuel minimisation projects in the VMAP sector which the company will announce later in the year.

For any short/medium/long-term requirements or advice relating to VMAPs please contact (Sales Director) **Martin Whitehead**.
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CICA RAISES TRAINING ISSUE FOR PICK & CARRY CRANES

The Crane Industry Council of Australia has issued a safety bulletin on Pick & Carry Crane Safety and operation and launched a new training initiative to introduce both skilled experienced and non-experienced operators to the additional challenges involved with articulated pick & carry cranes along the lines of the Franna cranes (other makes are available).

The moves are part of an increased focus on this sector as a result of a number of investigations and a coronial inquiry. The bulletin covers some of the reasons why pick & carry crane operation can be hazardous and why extra care needs to be taken when operating and working near these cranes. There are more than 5,000 such cranes in Australia making up around half the total crane population. They are also typically highly utilised when on site, increasing the exposure and risks to site personnel.

The association says that many seasoned operators have never been assessed or trained on articulated pick & carry cranes because of the current high risk work licence framework, which allows Slewing Crane licence holders to also operate pick & carry cranes without any formal training. As a result, CICA is developing a training programme that can assess an operator's familiarity with the driving behaviour of articulated cranes. For experienced operators, the training and assessment will be accelerated, while inexperienced operators will have to undergo more thorough and extensive training.

See presentation and video at https://www.youtube.com/watch?v=FEUvVRr9_PO



WHO TRAINED THEM THEN?

Spotted by a reader - a man painting from a narrow ledge on an upper floor with a warm and friendly form of fall protection. Safe? Hardly.



£1,500 FINE FOR BLOCKING HSE INSPECTORS

A Scottish court has fined Baldev Singh Basra, a director of Stable Homes, £1,500 for refusing site entry to two inspectors from the Health & Safety Executive in 2021. The inspectors had received several reports of unsafe work at height taking place on a steel structure.

The site gates were locked and Baldev Singh Basra refused to unlock them and let them in, even after they explained the powers they had to enter the premises. Officers from Police Scotland were called and gained entry to the site, allowing the inspectors to take enforcement action to stop the unsafe work. Two men were then found to be on the roof of the structure with no safe means of getting down. The Scottish Fire and Rescue Service were called to bring them down. HSE principal inspector Graeme McMinn said: "Inspectors appointed by an enforcing authority have the right to enter any premises when they think it necessary for the purposes of enforcing health and safety at work and at any time when they think the situation may be dangerous. In this case, their priority was to deal with the unsafe work activity, and they could not allow the person in control of the site to refuse them entry to stop the unsafe work."



PALLET AND FORKLIFT SOLUTION COSTS £206K

UK joinery company Staircraft Group has been fined £200,000 plus costs of £6,477 after an employee fell from a pallet on a forklift in June last year at company headquarters in Coventry.

The man was cleaning office windows at a height of up to six metres when the unsecured stillage/pallet suddenly tilted causing him to fall more than 3.5 metres to the ground. He sustained a broken leg and an injury to his elbow.

An investigation by the Health & Safety Executive found the company failed to identify that using a stillage to lift someone on the forks of a forklift truck - a method that they had used before - was unsafe. There was also a lack of training for employees on the dangers of working at height without the proper equipment and there were no systems of work or risk assessments in place.

HSE inspector Rebecca Whiley said: "The employee's injuries were very serious, and he could have easily been killed. The incident could so easily have been avoided by simply carrying out correct control measures and safe working practices."



IN THE NEXT ISSUE OF

C&A

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THIS ISSUE WILL INCLUDE FEATURES ON:

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We will be reviewing the latest developments in this growing sector. If you have any news or new products to discuss, get in touch.



MASTCLIMBERS & HOISTS

In this annual feature, we will take a look at new product developments and launches as well as an overview of the mastclimber and hoist market. If you have news or information, we'd love to hear from you.

GLASS HANDLING

We'll also review some of equipment and methods used to install the increasingly heavy windows and glazing panels, including new machines and attachments along with interesting glass architecture applications.



ELECTRIC & HYBRID DEVELOPMENTS

With the industry focussed on moving away from fossil fuels, not to mention the soaring cost of energy we look at the latest energy saving and environmental developments that are coming into place across the lifting and access industry.

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

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CRANE INTEREST GROUP PUBLICATIONS

The CPA's Crane Interest Group has reviewed and updated the publication 'Working at Height on Mobile Cranes' - CIG 0701. Although this publication was originally written back in 2007, alterations were minor and mainly centred around updated references to standards and HSE guidance. As the document mostly covers the principles around planning for work at height, it has not aged since the original publication and required very little update.

Technical Information Notes (TINs) 101, 102 and 103 have further been reviewed but no core changes were necessary except for regulative date changes. The updated CIG 0701 and updated TINs are available as free downloads on the CPA website at <https://www.cpa.uk.net/safety-and-technical-publications/mobile-and-crawler-crane-guidance>.



KEVIN MINTON TO STEP DOWN

CPA chief executive Kevin Minton has given notice of his intention to step down, and the association has started the process of identifying a successor.

Kevin has been with CPA for 15 years and will remain with the association until the first quarter of 2023 allowing time for a smooth handover. He joined CPA as technical & safety manager in 2007, before becoming director in 2014, and chief executive in 2018.

In a letter to CPA members, he said: "I have had the privileges of leading this association, and a great team of professional and dedicated staff since 2018, and of being part of Colin Wood's team for 11 years before that. The time is now right for a change, and I will be pleased to hand control to a new chief executive who can lead the association on challenges the sector will face in the near future, such as rising costs of doing business, a widespread skills shortage and decarbonisation."

CPA president Brian Jones added: "It has been a pleasure to work with Kevin over the past 15 years and we wish him well for his retirement. Thanks to his efforts and those of the CPA team, the association is in a stronger place than ever before. We continue to develop our support for Members and to put construction plant hire at the forefront of policy makers' minds. Membership is growing and the CPA Council is looking forward to new challenges and opportunities."

TOWER CRANE INTEREST GROUP PUBLICATIONS

The Tower Crane Interest Group is currently working with the industry's Lead AP Group to update the Technical Information Notes on Radio Communication for Lifting Operations - TCIG 017. Following the introduction of the TCIG publication: Emergency Action Planning & Rescue from Height - TCIG 2101, the group has now withdrawn two TIN's - Rescue of Personnel from Height on Tower Cranes (013) and Fall Protection Equipment for Tower Crane Operators (016) as the content of both has now been incorporated into the new publication which can be downloaded free of charge at <https://www.cpa.uk.net/safety-and-technical-publications/tower-crane-guidance>.



CPA	Construction Plant-hire Association Tower Crane Interest Group	HSE
	Tower Crane Technical Information Note TIN 017	
Radio Communication for Lifting Operations		

CPA CONFERENCE 2022

This year's CPA Conference will take place on Thursday 20th October at the Heart of England Conference and Events Centre in Fillongley near Coventry. The theme will be 'ESG - Driving Change: How Environmental, Social & Governance Benefits Construction Plant Businesses'.

Online ticket purchase

Tickets can be booked online at <https://www.cpa.uk.net/events/cpa-conference-2022> at a cost of £90 per ticket (£75 plus VAT) including lunch.

The event is designed to allow delegates to come away with better insight about ESG and what it means for businesses. It will combine keynote speeches with panel debates and interactive discussion, and will be led by convenor Merryn Myatt, a former television presenter, newsreader and journalist.

Panel discussions on the day will include 'ESG in Context and What it Means' and 'ESG in Action - Demonstrating ESG in the Construction and Plant-hire Sector'.

Confirmed speakers so far include:

- David Murray of Sustainability First
- Douglas McLuckie of Ashtead Group
- Merrill Lynch of L Lynch Plant Hire & Haulage
- Dani Saveker of GLAS
- Tom Hadley - an independent consultant
- Lara Young of Costain
- Michel Petitjean of the European Rental Association
- Rachel Preen of Prolectric

Alongside the conference the following companies will have displays: Point of Rental Software, Genquip Groundhog, L Lynch Plant, Flannery Plant Hire, MHM Plant, Scottish Qualifications Authority, Lifos, Capja, Plantforce Rentals, WowNow Hire, JCB, Plant Planet, inspHire, NOCN group, Prolectric, Nexus Vehicle Rental and the ERA.





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SARENS GOTTWALD AK 680-3

The Gottwald AK 680-3 was a 1,200 tonne capacity class mobile crane originally purchased by Scott Greenham in 1980, and it later went into Grayston White & Sparrow. After more corporate changes, the crane ended up with the UK branch of Belgian international transport and heavy lifting specialist Sarens.

This historic crane has worked all over the world including Thailand and Argentina. It has been maintained and overhauled over the years, repainted, and updated parts such as a more modern Demag cab were added in 2000.

This model is a limited edition made of resin and etched parts rather than diecast metal. As such it has no moving parts and is intended as a showcase model. The reason for the choice of resin is economic, as a limited volume model such as this in diecast would be unaffordable. The version reviewed here is a pre-production sample and is made by IMC Models in 1:50 scale.

The model is displayed in a good quality showcase, and it has exceptional detailing. The

wheels look good, and the production version of the model will have branding on the tyres. The carrier cab has a towing hitch, and a UK number plate, and other details around the model include tiny decals and lights.

The carrier deck has textured surfaces and the slew pivot point has numerous hydraulic hoses. The outrigger connection points are robustly modelled and are uniquely numbered. The crane body has excellent detail in the moulding, and the Sarens graphics are very sharp.

The crane cab has excellent detailing including very thin protection bars above the roof window, and the ladder even has rung holes in the side rails. The luffing gear for the moving mast is fully reeved, and the rope windings on the winch drums look great. Gearing on the rear winch drum is also modelled as are the rope rollers.

IMC Models has produced a superbly detailed model of the AK 680-3. It is a great display piece. This model is a limited edition and can be ordered for €599 at the Sarens webshop.

*High detail at the slewing point**Excellent cab detailing*

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



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2020 Attendee Missy Scherber,
T. Scherber Demolition & Excavating

READERS LETTERS

ARNOLD GARDEMANN 1949-2022

We have only just learnt of the sad death of one of the pioneers of the German powered access rental market, Arnold Gardemann. The long-time managing director of Gardemann Arbeitsbühnen passed away on May 19th at the age of 72.

Arnold Gardemann played the major role in converting the Alpen, North Rhine Westphalia based Gardemann industrial painting company into a leading national player in the self-propelled and truck mounted aerial lift market.

He set extremely high standards for quality and sustainability well before it became a thing, while putting safety at the forefront. In 2001 Gardemann became the first company in the world to purchase the world's first 100 metre aerial work platform - the Ruthmann TTS1000 - sensing the potential for higher truck mounted lifts.

After selling his business Arnold agreed to be a judge in the annual Vertikal Check at Platformers Days, which checked the specifications of a different machine type and size each year against the performance claimed in the manufacturer's specifications. Each judge would then highlight what they liked and disliked about each machine and the judging panel would choose a 'best of breed'. He was an avid and effective participant. The organiser Rüdiger Kopf who is also chief editor of Kran & Bühne magazine said: "I was able to get to know and appreciate him there. He combined his specialist knowledge with his wit and charm."



ROGER VAN DE WEGHE 1946-2022

Roger Van de Weghe of Belgian crane and access rental company has died. He passed away peacefully at home on Friday, 12th August following a six year battle with ill health and cancer. He leaves behind his wife Manuela, daughter Annick, son Philippe and first wife Martine.

The Van De Weghe crane business was established in the Antwerp suburb of Wilrijk after World War II by Roger's father Isidoor, moving to premises on Boomsesteenweg - the old road to Brussels - buying ex US military trucks, cranes and earthmoving equipment to sell and rent. Roger took over the business in or around 1967 and began adding larger cranes and later a heavy transport division, helped by acquisition. In 2005 he began to exit the crane rental business merging most of the 115 unit fleet - many of them larger models - with Michielsens.

In the early 1980s he entered the aerial lift rental market and as a Grove crane buyer naturally took on the Grove Manlift product line, becoming the distributor for Belgium, initially on an unofficial basis.

A personal recollection

While not seeming to be the sportiest of people, Roger was a decent horse rider and showjumper in his youth. He and his first wife Martine had stables and a riding centre at their home on the north side of Antwerp where they hosted a prestigious annual show jumping event. He also became a half decent golfer and would drag you out onto the golf course after work, whether you liked it or not.

Roger van de Weghe was a larger-than-life character with an unforgettable laugh and smile, he used his facial expressions to great effect when negotiating. As the Grove district manager for the Benelux region, I recall him nagging me to have a formal distribution contract confirming him as the official Grove Manlift dealer. I told him that the informal arrangement he had was the better, strategically handy when dealing with major competitors, and that to all intents and purposes he was the official distributor. Eventually he wore me down and one day I arrived in Wilrijk with a standard Grove distributor contract for him to sign.

He took one look at the thick document and close typed legal text and looked up with a sheepish expression, and exactly as I had anticipated said: "No I don't want this, all I want is a single sheet of paper with the words 'Roger you the dealer on it', then you and I sign it, and everything is good."

Then after some consideration and a couple more looks at me added, in a slightly more subdued tone: "I think we stay like we are," followed by a sheepish smile and notification that it was time for lunch.

While he had all the trappings of wealth none of it seemed to matter much to him, he just enjoyed life. When we first met, he drove a Porsche 928, a really fancy car at the time, but it was an absolute tip, particularly inside, and if I recall correctly, it broke down at least once because the oil or water ran dry! The fancy car, it seemed, was just not important to him.

After leaving Grove at the end of the 1980s I would bump into him at trade shows, usually Bauma, and his big smile would light up the world, he would grab me and introduce me to whomever he was with saying something like: "Hey this is my very best friend, Leigh." In all my years I have never met someone quite like him. He was like a big slightly chaotic teddy bear of a man, but highly professional, canny and smart. He chose and cultivated some great people along the way, such as Paul Spaepen who went on to set up Grove dealer BLE. In all my dealings with him Roger van de Weghe was a totally open book, I never saw anything devious or underhand. If he was not happy about a proposal, he would show it with a pout and restless fidgeting.

Sadly, I have not seen him for a long time, something I deeply regret.

Roger was unquestionably an industry character, one like no other, a totally unforgettable force of nature.

The world has lost one of the best.

Rest in
peace Roger
Leigh Sparrow



FIL FILIPOV 1946-2022

Fil Filipov - owner of crane and excavator company Atlas, past president of Terex Cranes and a highly influential player in the crane and aerial lift markets during the 1990s and into the new millennium - has died. He passed away aged 75 on August 26th following a short battle with an aggressive form of cancer. He is survived by his wife of 35 years Véronique, son Steve and daughter Nadia.



Filipov was born in Plovdiv, Bulgaria in 1946 to a local tailor who owned his own shop until it was taken over by the post war communist state. As a non-party member Fil did not qualify for university, so he attended a local technical college learning to be a machine tool operator for the textile industry. His rebellious nature began to get him into trouble, so in 1964 he decided to escape and was eventually joined by three others.

They travelled to the border ostensibly to visit Fil's cousin, crossing the border at night by swimming a river to the sound of gunfire. After a few days in prison as a possible spy, they were eventually transferred to a Greek refugee camp. The four were asked where they wanted to go and chose France, Belgium or the USA. The following year they were given air tickets and paperwork to emigrate to the USA.

Life in the USA

On arrival in New York the friends were met by a charity which gave them \$40 and left them to their own devices in a strange land with no English. Filipov found work washing dishes in a Greek restaurant and sleeping at the railway station. Unable to settle in New York he and his friends appealed to the charity, which gave them rail tickets to Chicago. After a short spell washing dishes, Filipov found a job working on a packing line, walking out when offered a lower pay rise than the locals.

He soon got a job working in a machine shop where he was able to demonstrate his skills. He and one of his compatriots - an artist - opened a small gallery. Fil ran it during the day, working a night shift and selling vacuum cleaners door to door in between. Then in 1966 he found work sweeping floors at International Harvester which was more convenient to the gallery. When a machinist failed to turn up one night, he volunteered to operate his machine and gained a new job - within two years he was promoted to team leader of the night shift.

When the Chicago plant closed, he was offered a job as a management trainee in Louisville, Kentucky and he was on his way. Over the next seven years he received 11 promotions and by 1978 was managing a production line with a staff of 700 producing 60 tractors a day. He was asked to return to a previous role to rescue a failing operation, which he did on the understanding that it was followed by a transfer to International's operations. He was posted to Paris, France, and was soon given the job of "saving" a failing plant in Croix, near the Belgian border.

In 1984 International Harvester was acquired by JI Case, presenting Filipov with further opportunities and by 1990 he was vice president of a substantial operation in Turkey for what was now Case Tenneco. The larger company became ever more top heavy and bureaucratic, as a result Filipov decided to leave without anything lined up. He was not short of offers though, and eventually deciding to join ex Case colleague Ron Defeo at Terex. Defeo persuaded him to take over the Koehring Crane and Excavator business that was a terminal 'basket case' having tried to absorb the production of the 50 strong Mark Lift product line, which the company had acquired in 1991. The aging plant in Waverly was also dealing with Northwest crawler cranes and parts as well as Koehring. All three brands eventually disappeared.

The Terex years

The following year he was given the additional responsibility for Clark Forklifts in Germany with the challenge of turning it round, which he did. As a result, Terex decided to sell it in order to focus on building a major crane business. In 1995 it acquired PPM and its sister companies P&H and Bendini establishing Terex Cranes at the P&H facility in Conway, South Carolina. Franna pick & carry cranes were added in 1998 along



with Delaware based American Hoist & Derrick which had decimated by a wholly unsuccessful transfer from its plant in St Paul, Minnesota.

Terex Lifting also made another attempt to enter the aerial lift market acquiring Simon, a major but failing player in the market following a string of poorly integrated acquisitions, and niche scissor lift manufacturer Holland Lift. Neither ended well.

Terex surprised everyone in 2002 when it acquired Demag cranes and then Genie aerial work platforms - two high quality manufacturers with strong reputations, a total departure from the previous strategy of buying up struggling businesses. However, Filipov did not get to 'turn them round'. His son Steve took over the reins at Terex Cranes with Fil leaving Terex the following year. He returned to the Clark forklift business in Germany taking it out of administration through Filco.

In 2010 he made his final major acquisition, buying Germany's Atlas loader crane and excavator business from Terex, where he made major changes in the face of strong opposition from the union IG Metal. A battle he eventually won.

'Not everyone's cup of tea'

Fil Filipov had a reputation for a 'no compromise' management style and treatment of acquisitions, a reputation he seemed happy to encourage. As a result, his pending arrival would send ripples of fear through a newly acquired business. His 'First 100 days' strategy for takeovers could be brutal, especially for those in sales, marketing or administration roles. Although to be fair the acquired companies were often in serious trouble and bleeding cash. In some cases, his policy worked, while in others it failed.

In those days he advocated a 'pile them high sell 'em cheap' strategy and boasted "No price increases in 10 years at Terex". When asked about the reliability of Terex Rough Terrain cranes compared the market leader, his answer was apparently along the lines of "Hell you can buy two of ours for the same price and keep one spare if you're worried."

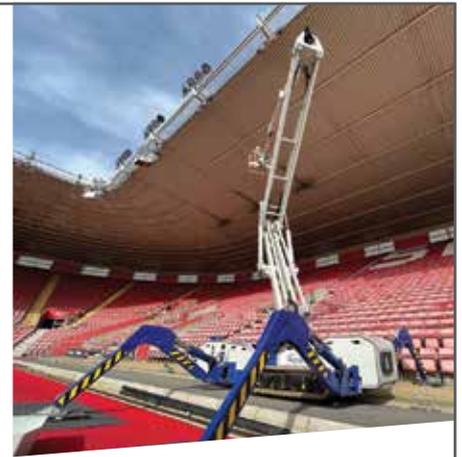
'They can handle the truth'

Filipov inspired many and could be very charming but above all he was a straight talker, and you knew where you stood with him. He never 'suffered fools gladly' but had many friends and supporters. He also remained in touch with his Bulgarian roots and was a major donor to the Bulgarian community, including the church of Saint Sofia in Des Plaines and joined a delegation representing the USA/Bulgarian community to the Illinois Congress.

As Fil would say: "Nishto Ne E Vechno" - Nothing is forever.

A statement from Atlas said: "In this period of inflation, the end of the holidays and travel difficulties, it is Fil's wish to have a private burial with very limited attendees. A brief ceremony was held in Fort Lauderdale and is available at www.Atlasgmbh.com. Additional tributes to his life will be held in Chicago, Ganderkesee, Germany and Strelcha, Bulgaria."





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May 10-11 UK/Ireland Crane, access and telehandler event.
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www.vertikaldays.net

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Hohenroda, Hessen Hotel Park, Germany
www.borntolift.de/innovationstag/

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Tel: +31 (0)547 271 566
www.apexshow.com

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Jaso Tower Cranes	https://jaso.com
Jekko Minicrane	www.jekko.it
JMG	www.jmgcranes.com
KATO	www.rivertekservices.com
Klaas	www.klaas.com
Kobelco	www.kobelcocm-global.com
Liebherr	www.Liebherr.com
Linden Comansa	www.comansa.com
Maeda	www.maedaminicranes.co.uk
Manitowoc	www.manitowoccranes.com
Potain	www.manitowoccranes.com
Raimondi	www.raimondi.co
Spierings	www.spieringskranen.nl
Tadano	www.tadano.com
Tadano Faun	www.tadano.com
Tadano Demag	www.demagmobilecranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

LORRY/TRUCK LOADER CRANES

Atlas Cranes UK	www.atlasgmbh.com
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Palfinger	www.palfinger.com

NEW & USED CRANES

Cotac Oy	www.crane.fi
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Delden Cranes	www.deldencranes.co.uk
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HighSparks	www.highsparks.co.uk
Hird	www.hird.co.uk
Kobelco	www.kobelco-cranes.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Valla	https://valla-cranes.co.uk

CRANE HIRE

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

MINI CRANE HIRE

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

SELF ERECTING TOWER CRANES

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

TOWER CRANES

HighSparks	www.highsparks.co.uk
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FURNITURE HOISTS

Böcker	www.boecker.de
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TELEHANDLER MANUFACTURERS

Dieci Telehandlers Ltd	www.dieci-telehandlers.co.uk
Faresin	www.faresindustries.com
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JLG	www.jlg.com
Magni	www.magnith.com
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TELEHANDLER RENTAL

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JMS Powered Access	https://jms.co.uk
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CLM Construction Supplies	www.clm-supplies.com
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MASTCLIMBERS & HOISTS

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CLM Construction Supplies	www.clm-supplies.com
GEDA	www.geda.de
Klaas	www.klaas.com
Saeclimber	www.saeclimber.com

SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

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

SPECIAL & NICHE ACCESS

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DENKA Narrow	www.rothlehner.com
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Rapid Platforms	www.rapidplatforms.co.uk
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SITE SAFETY AUDITS

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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
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HEAVY LIFT MANAGEMENT

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AUCTION HOUSES

Ritchie Brothers	www.rbaction.com
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BATTERY SUPPLIERS & MANUFACTURERS

DC Battery Technologies	www.dcbattery.tech
Leoch Battery UK	www.leochbattery.co.uk
Platinum International Ltd	Platinuminternational.co.uk

LOAD CELLS & LOAD MONITORING SYSTEMS

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CONTROL SYSTEMS

MOBA Automation	www.moba.de
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GENERATOR SALES & RENTAL

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

Crane Tools	www.cranetools.com
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OUTRIGGER PADS, MATS & ROADWAYS

Brilliant Ideas / Alimats	https://brilliantideasltd.co.uk/alimats/
DAWSON-WAM Steel Mat Hire	www.SteelMatHire.co.uk
Mat & Timber Services	www.sarumhardwood.co.uk
Nolim	www.nolim.co.uk
Outriggerpads	www.outriggerpads.co.uk
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Universal Crane Mats	www.universal-crane-mats.com
Welex Group	www.welexgroup.com

COMPONENT SUPPLIERS

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

WIRE ROPE & CABLE

Rope and Sling	www.ropeandsling.co.uk
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LIFTING GEAR MANUFACTURERS

Britlift	www.britlift.com
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PARTS & SERVICE SUPPLIERS

Alfa Access Services	www.alfa-access-services.com
Crowland Cranes	www.crowlandcranes.co.uk
Ernest Doe & Sons Ltd.	www.ernestdoeloadercranes.com
Haulotte	www.haulotte.com
IPS	www.ipspartsonline.com
JLG	www.jlg.com
Lift-Manager	www.lift-manager.com
OTR Wheel Engineering Europe	www.otrwheel.co.uk
PCE Instruments UK Ltd	www.pce-instruments.com
TVH - Group Thermote & Vanhalst	www.tvh.be
Vertimac	www.vertimac.com

RECRUITMENT

Vertikal.Net	www.vertikal.net/en/recruitment
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SAFETY EQUIPMENT

Load Systems UK Ltd	www.loadsystems.co.uk
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RENTAL MANAGEMENT SOFTWARE

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

STRUCTURAL REPAIRS

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

TRAFFIC MANAGEMENT

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

Access Safety Management	www.accesssafety.co.uk
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TRAINING ASSOCIATIONS & NETWORKS

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

TRAINING CENTRES & TRAINERS

Access Platform Sales (APS)	www.accessplatforms.co.uk
Astra Access	www.astratraining.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Boss Training	www.bosstraining.co.uk
Centora Training	centoratraining.co.uk
Haulotte	www.haulotte.com
IAPS	www.iapsgroup.com
Lift-Manager	www.lift-manager.com
Smart Platform Rentals	www.smartplatforms.com
TVH Group	www.tvh.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenaccessstraining.co.uk/courses/Access Training

SAFETY TRAINING

Atlas Cranes UK	www.atlasgmbh.com
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TRAINING SERVICES

JLG Training	www.jlg.com
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.letltd.co.uk
Mentor Training	www.mentortraining.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
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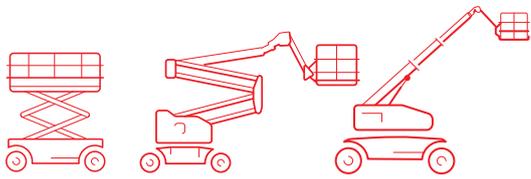
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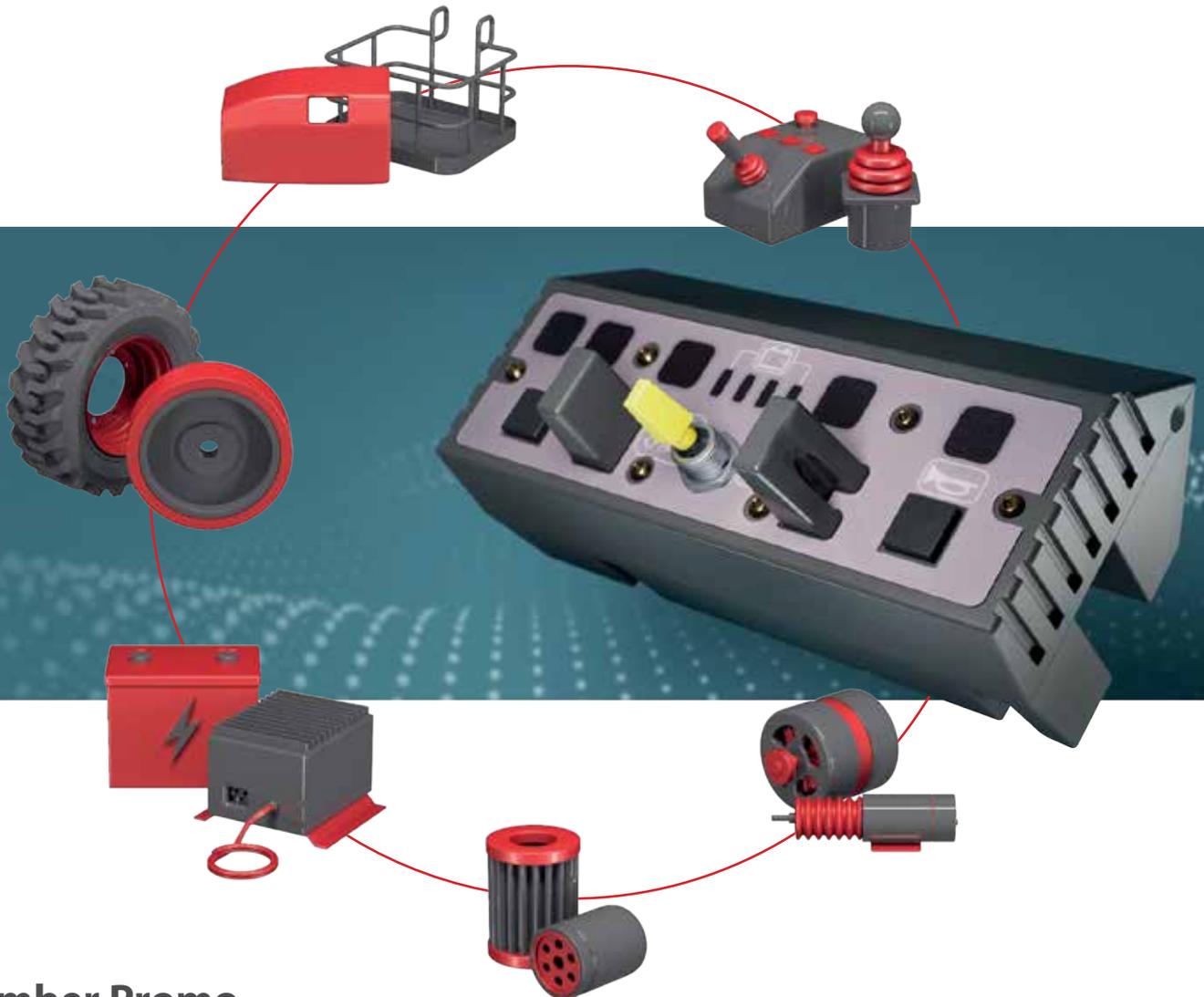
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