

New owner for Teupen

A Hanover-based private equity firm, Nord Holding, has purchased a majority stake in Teupen, the Gronau, Germany-based manufacturer of truck and spider lifts. The current owners and managing directors, Alfons Thihatmer and Andreas Grochowiak, have retained a significant share of the company and will continue to manage the business.

Teupen now specialises in crawler mounted spider lifts and truck mounted platforms. Revenues last year were in the region of €45 million with 75 percent coming from exports. The company currently employs 160.

Nord Holding has a broad portfolio but specialises in businesses that are facing succession issues with the ability to expand. The shareholders see opportunities to invest in and



Alfons Thihatmer, managing director of Teupen

expand the business, with particular focus on the markets of the USA, India and Brazil which says Nord Holding, "offer special opportunities that should be tapped into."

Manitou's Braud honoured

Marcel Claude Braud, president and CEO of telehandler and aerial lift manufacturer, Manitou, has been made a Chevalier (knight) of the Ordre de la Légion d'Honneur, France's highest decoration.

Braud was nominated by Thierry Breton, France's former finance minister, for services to business and the military service. The insignia was presented to him by the Préfet de Loire-Atlantique, Mr. Bernard Hagelsteen.



Marcel Claude Braud after his investiture

...And opens new Manitou parts centre



On the same day Manitou officially opened its new €23 million, 22,000 square metre replacement parts and logistics building. The new facility is located on a 13 hectare site near to the company's Ancenis HQ.

Marcel Claude Braud cuts the ribbon at the new parts facility.

Carrington is King

Mark Carrington, managing director of King Trailers and King Highway Products - the parent company of SkyKing - has acquired all of the shares that he did not already own in both companies. The move follows the departure of finance director Vinod Thakrar who joined Carrington in the buy-out of the company from 3i's in late 2005.



The King businesses had combined revenues last year of £16 million, from heavy trailers, access equipment and traffic management products. Having served King's head of finance for 19 years, Thakrar is looking to leave the industry and acquire a business in another sector.

Richard Brown takes over from Thakrar, having joined King as finance director on January 2nd from Chemence Limited, a producer of industrial adhesives and polymers.

Mark Carrington with a Bluelift at SED last year.

Bus driver case dropped

The Crown Prosecution service has dropped the case against Krzysztof Ociepa, the driver of the double decker bus that hit a boom lift in Manchester last year catapulting the operator, Martin Pilling to his death. Ociepa was charged with causing death by dangerous driving. The judge at Manchester Crown Court however ruled that he should be found 'not guilty' after the Crown Prosecution Service decided not to proceed with the case.

In an unusual move, Judge Goldstone instructed the prosecuting barrister Graham Knowles to respond to a list of issues raised by Pilling's parents concerning the case. These included allegations that Ociepa had:

- Worked beyond the permitted number of days when the accident happened.

- Failed an eye test.
- Gone through a traffic light on amber.
- Not been trained to drive a double-decker bus.

He went on to say: "I'm acutely conscious the parents of Mr Pilling have conducted themselves with a level of dignity which I cannot praise enough. The fact remains they disagree with the decision of the CPS with as much strength as they can muster. I cannot allow their emotions and wishes to override the reality of the situation concerning the strength of evidence. I am satisfied the approach the prosecution has accepted is correct and one which I endorse."

(See Vertikal.net for full story)

Bravi appoints new distributor

Italian compact self propelled aerial lift specialist Bravi, has appointed Bravi UK, a new company set up by Andrew Fishburn and Stuart Honeywood, both joint managing directors and Andy Pratt, technical director, as its UK/Ireland master distributor.

Bravi UK is based in Leeds and officially took over the distribution of Bravi lifts on 1st February. Until now Bravi has both sold direct and through dealers such as APS. The three principals of Bravi UK worked

together some years back at JLG UK. Honeywood and Fishburn left JLG in 2004 to join Wizard Workplace the company that purchased Independent Access Services then in administration. Wizard was purchased by the Lavendon Group last year and integrated into Nationwide Access.

Bravi's popular Leonardo lift



Skyjack unveiled its new 60 and 66ft straight boom lifts at the recent Rental show (See page 38). As promised the company has kept to its policy of keeping machines simple, eschewing microprocessors and fancy electronics in favour of its time tested technology similar to that used in its big scissor lifts. However it has taken the opportunity to build in a number of innovative ideas including a base boom counterweight that offers increased ballasting effect when the boom is horizontal while improving rearward

stability at maximum elevation contributing further to improving rearward stability. The internal boom telescope system can be removed from the back of the boom base section for long-term telescope cable inspection or replacement. Cut-outs on the side of the base section allow easy routine inspection and adjustment.

The SB60/66T shares many components with the company's 40 and 45ft models, for simpler production and ease of parts stocking. For example, the same telehandler axles are used on both although the 60/66 use dual hydraulic motors where the 40/45 use one.

So how does the new machine stack up against its competitors?

Model	Platform Height	Outreach	Capacity kg	GVW tonne	O/A width	O/A Length	Turning m	Tailswing m
Skyjack SB66T	66ft	17.4m	227	12.4	2.4m	10.3m	5.1	1.2
JLG 660SJ	66ft	17.3m	230	13.1	2.44m	10.84m	5.41	1.14
Genie S65	65ft	17.1m	227	10.1	2.49m	9.5m	5.72	1.22
Haulotte H23TPX	68ft	19.0m	250	13.8	2.47m	11.05m	6.15	1.06
Snorkel TB66J	66ft	17.1m	227	11.9	2.5m	10.0m	6.1	1.6
Aichi SP21AJ	60ft	17.8m	227	14.3	2.43m	11.57m	N/A	1.16

When designing a boom such as this there are few opportunities to break the mould. The Laws of Physics mean that the mix of weight, width, tailswing, outreach

and platform capacity are all interlinked. The key is to develop a machine that has the best



The Skyjack SJ66T

comes to Gross Vehicle Weight so that two units weigh less than 25 tonnes. Tailswing is also bang in the middle and yet it offers the best outreach of the 66ft models - only the 68ft Haulotte H23TPX and 69ft

Aichi beat it. All-in-all a very good machine, although not earth shatteringly better or different. Just what Skyjack set out to do then.

combination of these factors for the most applications. Skyjack seems to

have done a very credible job with the SB66T. It is the narrowest model on the market, and easy to load on a standard truck. It is right in the middle of the pack when it



No fancy microchip electronics here!



The unusual drive train is based on telehandler axles.

stability. At the same time a mechanical link between the superstructure frame and the telescope cylinder allows the company to install a shorter cylinder. While mechanically limiting outreach it also extends the boom

Swift entrance for Fork Rent

Fork Rent, the Ipswich-based telehandler rental company has acquired the operational assets of Swift Plant Hire of Ibstock, Leicestershire, from owner David Wilson Homes. The deal boosts Fork Rent's fleet by 120 telescopic handlers and more than 20 delivery vehicles. The transaction value has not been disclosed.

As part of the acquisition, Fork Rent has signed an 18-month sole-supply agreement with the house builder, to provide plant and equipment to all of its sites across the UK. Fork Rent, currently runs more than 1,200 machines with an average age of less than 14 months. It will provide a complete equipment hire service to the contractor. "This deal will mean more than simply adding 120 machines to our business," said Fork Rent director Guy Nicholls. "We run the youngest fleet of telehandlers in the country and will therefore be renewing the additional telehandlers within the next six months.

New lattice truck crane for Port Services

Port Services (Invergordon) has invested £4 million in a 1,000 tonne Terex Demag TC2800-1 lattice boomed truck crane for its new Aberdeen division to service the oil and gas industry in Scotland.

The new company, Port Services (Aberdeen), has been set up by the logistics specialist in recognition of its rapidly expanding operations in the north east of Scotland.

The company will operate out of a new three-acre facility in Altens East and will offer heavy lifting, project management, transport and port management and marine services.



Port Services new Terex Demag TC2800-1 ready for signwriting

Boom lift fatality

A 24 year old man died after he was crushed between the control console of his platform and an overhead beam at Euro Central in Motherwell, Scotland in early February. A statement issued by main contractor Bowmer & Kirkland said: "The labourer was employed by a steel fixing sub-contractor and

was fixing a secondary framing system for curtain walling from a Genie Z-60/34 platform when he became trapped by the neck between the top of the control shroud/basket and the underside of the secondary framing system. He died as a result of the injuries." The machine was inspected and tested by the HSE and its owner, The Platform Company after the accident and found to be in perfect working order and well maintained. The HSE is conducting a full investigation.

Instant drops Tallescope

Instant UpRight, the aluminium access tower manufacturer has sold the design, manufacturing, sales and distribution rights for its Tallescope products to Leigh-based AA (Aluminium Access) Products. AA Products was established in 2001 and is headed by Frank Partington and Robert Deakin. The company will manufacture the Tallescope at its UK premises and sell it internationally. They are already shipping product to Dubai and parts of mainland Europe.

The Tallescope is a one-person aluminium telescopic vertical ladder work platform which is manually operated. Three standard models and two elevator models are available with platform heights of up to 7.3 metres.



The Tallescope

Peter Hird celebrates...

Peter Hird and Sons the UK-based crane and access company recently celebrated 25 years in business. Founded by Peter Hird senior, the company began with crane hire before adding aerial lifts to its fleet. The Hird name became more widely known after Hird Senior devised a consistent method for testing the battery life of electric self propelled lifts. Known as the 'Hird Test' it is still used by manufacturers today.



Peter Hird senior (L) and son Peter Hird at the company's 25th anniversary celebrations.

The company has expanded steadily and runs a fleet of around 450 aerial lifts, with a few mobile cranes and a growing fleet of Valla pick and carry cranes. It is also well-known for its training activities and was one of the pioneers of the IPAF Pal card programme. It currently offers more than 65 different cranes and access courses. Affiliated operations include Valla UK and 3B6 UK the distributor for Rated Load Indicators.

Peter Hird senior retired in February 2004 leaving his eldest son Peter as joint owner and managing director. Since then the company has expanded year on year both in terms of size but also in terms of geographic spread, joining the Access Link last year and then becoming one of the few aerial lift rental companies to achieve IPAF Rental + status.

...And launches a new business

Peter Hird has opened a second company in the Middle East - Compact Lifting Equipment. The new operation will run alongside but separate from the Valla pick and carry business.

The new operation will sell and service Jekko mini spider cranes in the region in addition to compact aerial lift equipment. Hird said: In order to do both Valla and Jekko products justice we thought that they should be independent from each other. The Jekko range has come along way since we first considered it. The company now builds a quality product with standardisation of components across the range, this made it a more attractive proposition and helped us decide which spider cranes to represent in the Middle East."

New Manitowoc Asia Pacific head

Manitowoc Crane Group has appointed Gilles Martin as executive vice president of the crane division in the Asia-Pacific region. Based at the company's headquarters in Shanghai, China, he will report directly to Eric Etchart, president and general manager of Manitowoc's crane division and the man he replaces.

Gilles Martin



Prior to joining Manitowoc, Martin worked with Schneider Electric in China, France and Morocco, most recently as the vice president of building segments in Grenoble, France. He has also held management positions with Clemessy, the French Embassy and Philips Group.

Etchart said: "Gilles is an accomplished manager with a proven track record in international business growth and change programs. With experience in both China and Korea, he has a sound understanding of the opportunities and challenges in the Asia-Pacific region."

Sany Beach



The first Sany crawler crane in the UK - a 50 tonne SCC500D purchased by Lancashire-based Anderson Crane Hire - came to the rescue of the stricken Ro-Ro ferry Riverdance when it was struck by a freak wave on its journey from Northern Ireland to Heysham Port leaving it beached just off the coast of Blackpool. The 6,000-tonne vessel was left listing at a perilous angle and had to be stabilised before any attempt at re-floating could be made. The stabilising operation had to be carefully co-ordinated to re-distribute the weight of the oil and water in the hold by pumping the bulkheads whilst reducing the weight at strategic areas of the deck to effect a controlled pendulum movement to right the vessel.

Lloyd Spalding on the Skyjack stand at the Rental Show



Spalding calls it a day at Skyjack

Lloyd Spalding - president of Skyjack for many years - said goodbye to the access industry at this year's ARA/Rental show before moving into retirement.

Spalding, (66) who formally retired from the company at the end of February, spent the week of the show on the company's stand saying farewell to customers and colleagues, as well as helping out of course.

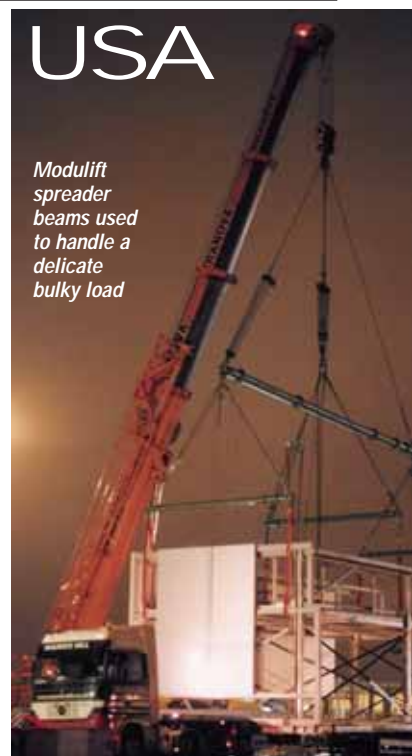
Having passed Linamar's official retirement age, Spalding has been handing over the management of the Canadian-based company to Ken McDougall of Linamar. Spalding says that while he is retiring from Skyjack he intends to look at new business opportunities.

Modulift USA

Modulift, manufacturers of the unique modular spreader system, has announced the launch of a US subsidiary, Modulift Corporation. The company has recruited Chris Batten as chief executive. Modulift already has strong relationships with many US companies within the heavy lifting market and felt that he time was right to establish an operation to support them while looking to expand its market coverage. Its modular spreader system offers users the ability to create specialised spreader combinations, to accommodate complex loads, from standard components.

Nick Latham, chairman of Modulift said: "This is an exciting time for us, there is huge potential for the system among several industries in America. Our entire range of spreaders will now be manufactured and distributed within the US, eliminating the need for them to be imported from the UK."

Modulift spreader beams used to handle a delicate bulky load



Double lift for Hiab

Hiab has acquired two new tail-lift companies DEL Equipment (UK) based in Witney, Oxfordshire and Ultron Lift Corporation, which has plants in Toronto, Canada and Buffalo, New York. Both businesses were owned by Militello Holdings (MHI).

Hiab says that the acquisitions will round out its tail-lift product range and business giving it a leading position in this market. It claims that DEL is the market leader for tail lifts in the in UK while Ultron is the leader in Canada. The combined revenues of the two companies last year was about €23 million.

Before changing its name in 2002 Ultron was called as DEL Liftgates - "DEL" originating from Diesel Equipment Limited which was founded in Toronto in 1945.

Hiab already sells tail-lifts under the Zepro, AMA, Waltco and Focolift brands.



A DEL UK tail-lift.



Lean on me!

Two telehandlers ended up in an unusual position as one toppled onto the other in Flush Place, Craigavon, Northern Ireland. The road between Queen's Street and the Waringstown Road had to be closed as the two machines leaned precariously to one side. The boom of one machine was being extended when it toppled onto the other, the booms jammed creating an A-frame that prevented them both from going over.

Aichi decides against overseas production

At the recent unveiling of its new booms and scissors, Aichi president and chief executive officer S. Takeuchi categorically stated that the company has no plans in the foreseeable future, to build Aichi aerial lifts outside of Japan. The only exception to this is its operation in China which builds a variety of specialised products for the local market.

Aichi had suggested last year that it would build both scissors and booms in the USA and Europe, and it was confirmed that the company had looked very seriously at facilities in Holland and Indiana, USA. It had also obtained local quotes from key suppliers in preparation for a start up in late 2007 early 2008.

However Takeuchi told C&A that these were studies intended to look at the feasibility of producing machines closer to the end market and that on final reflection it has decided it would be better served by increasing capacity at its current facilities in Japan.

Takeuchi did confirm that the company is accelerating its plans to become a full line global producer of aerial lifts with a full scissor, straight boom and articulating boom line likely to be in place by 2010.

In terms of European distribution Aichi has now moved into its new offices in Oosterhout, Holland.



S. Takeuchi



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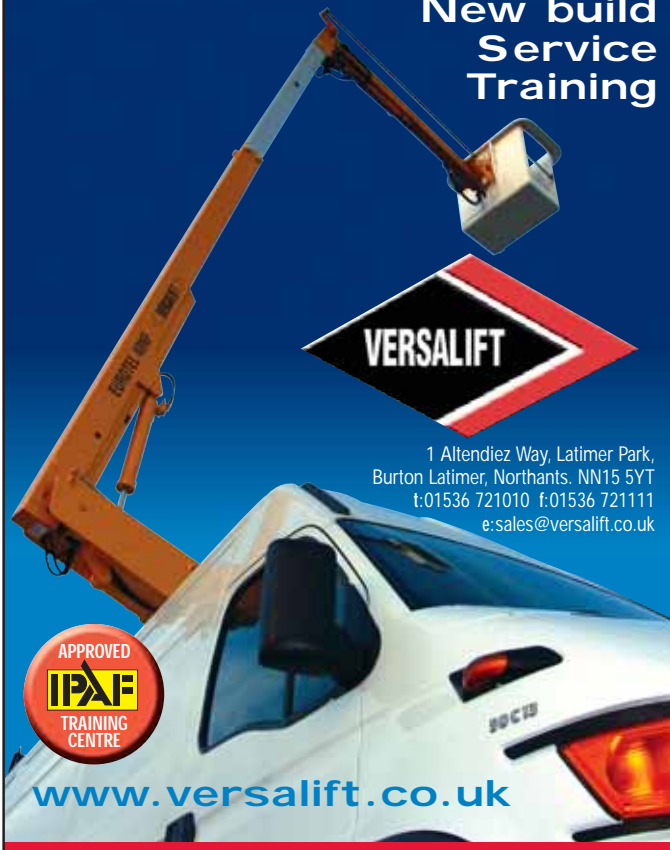


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Manitowoc leaps forward

Manitowoc released a sparkling set of results for 2007 numbers, with the Group exceeding the \$4 billion revenue level for the first time. The crane group continues to drive results with sales for the full year up by more than 45 percent to \$3.25 billion, more than 81 percent of the total group revenues.

The trend increased in the fourth quarter with crane sales rising by 56 percent to \$945 million, putting the crane company on target for \$4 billion annual sales in 2008 making it the clear market leader. Operating income for the crane group increased by almost 68 percent to \$470 million -14.5 percent of sales.



Manitowoc still on the up

Terex Cranes up 28%

Terex Cranes has announced its full year 2007 results, with revenues up 28 percent to a record \$2.235 billion and profits of \$257 million more than 66 percent higher than in 2006. Order intake continued to outpace the Terex Crane's ability to produce, pushing its order book up by more than 77 percent to over \$2 billion, more than a year's production.

The company said: 'Strong global demand for large crawler cranes and mobile telescopic cranes continues at unprecedented levels. In the North American market, rough terrain cranes continue to be in high demand, while sales of boom trucks and smaller truck cranes are down compared to 2006. Supplier constraints, particularly in Europe, and capacity limitations in terms of welding and assembly space have extended delivery lead times. Operating margins improved due to a shift in mix to larger cranes, price increases and better factory utilisation.'

Overall Terex Group revenues increased by 19.5 percent to \$9.14 billion while pre-tax profits leapt by almost 50 percent to \$919.3 million.

Tadano third quarter up

Japanese crane maker Tadano has reported third quarter revenues to the end of December up by 22 percent to 122,827 million yen (£593 million).

Domestic revenues increased 11 percent to 65,231 million yen (£315 million) due to the strong demand for replacement cranes, while exports increased by more than 37 percent to 57,595

million yen (£278 million) thanks to the demand in Europe and North America.

Net income increased 42 percent to 8,252 million yen (£40 million). The company still predicts total revenues for the full year to the end of March of 168,000 million yen (\$1.6 billion/£811 million).



Record revenues for Finning

Finning International, the Canadian-based parent of both Hewden and Cat dealer Finning UK has reported record revenues up 16.7 percent to C\$5.66 billion (\$5.57/£2.83 billion) while pre tax profits climbed 26 percent to C\$383 million (\$377/£192 million).

The UK business represented almost 25 percent of the group's sales generating revenues of around £700 million - 11.2 percent higher than in 2006

Profits fall at Manitou

World leading telescopic handler manufacturer Manitou has confirmed full year revenues up almost 12 percent to €1.26 billion. Profits however were down by just over three percent to €131 million - hit by increased pricing pressures in the fourth quarter, production challenges and a number of one off costs.

Europe's largest?

Finland's Ramirent has announced its full year

2007 results with revenues up by more than 27 percent to €634 million and pre tax profits up by nearly 42 percent to a record €145.8 million possibly making it Europe's largest rental company.

 RAMICRANES

Trading remains buoyant at Vp

Vp (Vibroplant) the owner of UK Forks and Hire Station says that its performance in the last quarter has remained positive and activity levels have built up satisfactorily since the Christmas break with no discernible impact from the problems in the wider financial markets.

Cramo rises 23%

Cramo, the Finish-based international rental company has reported a 23.5 percent increase in revenues to €496.4 million while pre tax profits climbed by 34 percent to €75.8 million. The pace in the last two months has picked up as some of its initiatives, such as its deal with Skanska Denmark, came into play.



Genie climbs 12%

Terex Aerials which largely trades as Genie and comprises aerial lifts and telehandlers has reported record revenues for 2007, up by almost 12 percent to \$2.34 billion. Profit before tax and interest increased 21.5 percent to \$453.1 million or 19.4 percent of sales - almost two percent up on last year.

The trend improved in the fourth quarter in terms of sales and profits while the company managed to maintain its order book at the relatively high levels reached at the end of 2006 of \$652 million - marginally up on September. The company says that North American demand for aerial lifts, flat for the past 12 months, showed signs of improvement in the fourth quarter.

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One of two Sennebogen 6100HD's bought by Morgan Est

Take five

Infrastructure services provider Morgan Est

has purchased five Sennebogen lattice boom crawler cranes from UK distributor E H Hassell. The cranes include one 650HD, two 680HD and two 6100HD the first machines of this type in the UK. Morgan Est has also ordered a further seven new cranes, for delivery later this year including two 680HD and three 650HD lattice boom crawler cranes and also two 683HD telescopic crawler cranes.

Donald Steele, Morgan Est mechanical plant manager said: "The partnership between us, Hassell and Sennebogen has been tremendous in developing a product capable of operating across all Morgan Est divisions, adding increased safety, productivity and cost effectiveness to our business."



Sales team of the year

(L-R) Back Row Peter Heneghan, Chris Tittle, Des O'Brian, Jessica Eames, Nathan White, John Davis, Stephen Cormack, Paul McCarthy, Jeff Schofield: Middle Row - Martin Vincent, Darren Spring, Brian Sherlock, Simon Clothier, Christine Hardy, Gordon Piggings.

The Hewden South East sales team won the 'Sales Team of the Year' award at the British Excellence in Sales and Marketing Awards (BESMA). The team works across twelve Hewden depots in the South East region of England. Simon Clothier, general manager, said: "This is a fantastic achievement by the team as they were benchmarked against some stiff competition including blue chip firms such as NatWest and the Royal Liver Group. This is a just reward for a hardworking team led by a dynamic and innovative manager."

Certex UK acquired

The three owner managers of Certex UK have agreed to sell the business to the Foranka division of Axel Johnson International which already owns Certex companies in Denmark, Finland, Estonia, Germany, Latvia, Lithuania, Norway, Russia and Sweden. The three purchased Harworth, Nottinghamshire-based Certex UK via a Management Buy Out from wire rope company Bridon International in 2005. More details will be announced later this month.

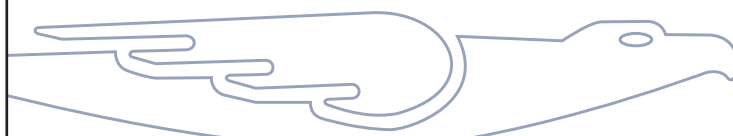
Emerson joins Juwel

German prefabricated concrete building manufacturer, Juwel is partnering with Emerson Crane Hire to deliver its range of modular buildings across the UK. Juwel's buildings are available in sizes ranging from 5.5 to 8.99 metres in length and 2.55 to 3.48 metres in width.

Joe Robinson, managing director of Juwel (UK) which opened its office in Henley in January said: "Emerson doesn't simply supply cranes, it has the technical expertise to meet all our lifting requirements, from risk assessments to detailed CAD drawings mapping out a particular lift."



Juwel the manufacturer of concrete ready-made buildings is joining forces with Emerson Crane Hire



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Bob King (L)
and Alan Stowell

King takes ACE

Bristol based King Lifting, the UK's the fifth largest crane rental company, has acquired ACE Crane and Engineering of Gravesend, giving it its eighth location and reinforcing its coverage of the London region.

ACE owner Alan Stowell - started his first crane hire company - Diamond Cranes with this brother David in 1982 - the same year as Bob King founded King Lifting. Their first company was subsequently sold to Ainscough, but Stowell went on to found ACE in 1996. Today it runs about 10 mobile cranes, ranging from a 20 tonne City to an 80 tonne Tadano All Terrain and a five axle Spierings SK599. A seven axle Spierings is also on order. The company is approved to work on the Royal palaces and is well positioned to win work on the Olympic construction projects.

And buys mini cranes

King Lifting also took delivery of the first of its five tonne capacity Maeda LC785 mini cranes painted in its British racing green livery. Purchasing this smaller size of machine is a completely new venture for the company. Currently its smallest unit in its 80 strong fleet is 8 tonnes.



Bob King (left) and Terry Marnock of Maeda distributor Kranlyft at the handover.

Faresin upgrades

Italian telehandler manufacturer Faresin has upgraded its range of fixed frame models. The major change is the side mounted Iveco turbo intercooler engine with Tier III approval. The machines also feature a new direct drive configuration for the front engine cooling fan allowing the Load Sensing System to be available as an optional extra.

The LS system includes a variable capacity piston pump, a proportional distributor and two different types of proportional joysticks with either thumbwheel control for boom extension and a push button for the head ancillary equipment or two thumbwheels can be specified. According to Faresin, the system allows several simultaneous functions even at low engine rpm.

Collapsed crane dismantled

The Raimondi LR60 tower crane that collapsed on the Deco Design & Build site in Forest Hill, South London three months ago has finally been dismantled and moved to the HSE's laboratory in Buxton for thorough examination.

The delay was caused by the need for all parties to agree the method of dismantling the crane and for the laboratory to preserve any clues relating to the cause of the accident.



Almost three months after the accident the crane will be dismantled



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- **Holland Lift** has purchased a 25 percent stake in its UK distributor - **Russon Access**.
- **Russell Rowley** has formed a new sales company, **R2 Access Platforms**, to sell **Manitou** access equipment to the access rental companies throughout the UK and Ireland.
- **Hiab** has opened a state-of-the-art crane testing centre at its loader crane production facility in Hudiksvall, Sweden.
- **Haulotte UK** has appointed **Shayne Wright** as its new national accounts manager of the UK and Ireland.
- UK-based **Facelift** has taken delivery of 15 Haulotte H25TPX, 76ft boom lifts.
- Franco-German aluminium access company **Zarges-Tubasca**, has purchased **Skyworks** the Dutch access sales and rental company.
- **Oshkosh Truck Corporation**, the parent company of **JLG**, has changed its official name to **Oshkosh Corporation**.
- **Cargotec**, owner of **Hiab**, **Kalmar** and **MacGregor** is to buy-back up to 10% of its own shares.
- A 60 metre high tower crane collapsed at the **National University of Singapore**, killing three men and hitting a bus shelter.
- German-based overhead crane manufacturer, **Stahl Crane Systems** has completed testing on its first explosion proof crane in the UAE.
- **Janneniska**, the Helsinki based truck mounted aerial lift rental company has acquired Stockholm based **Nofa**.
- **JLG** is launching a global brand for all of its customer services, including parts, service, rebuild and financial services under the **JLG Ground Support** banner.
- Loader crane company **Hiab** has signed an agreement to acquire 70 percent of the operations of **O'Leary's Material Handling Services** in Perth.
- UK equipment rental company **Hewden** was nominated for two categories at the British Excellence in Sales and Marketing Awards - winning one.
- **Manitowoc UK** has broken ground on its new crane distribution and support facility in Buckingham.
- The **BBC** (London) aired a programme on Feb 22nd where crane drivers claimed they were forced into unsafe crane practices on London sites.
- **AFI**, the UK based access rental company, **Ainscough** and the **Specialist Hire Group** have all made the Top 100 list of private equity funded companies with the fastest growing profits.
- **Julian Elms** has joined **Manitowoc UK** from Terex Demag UK, as a regional sales manager. **Kranlyft** has appointed Moscow based access rental company - **Ltech** as its distributor in Russia.
- Australian based **National Crane Hire** has acquired Adelaide based crane rental company - **Brimco Crane Service**.



Shayne Wright



- Singapore based crane company - **Tat Hong** has acquired further shares in the Chinese tower crane company **Yongmao**, taking its holding to 20%
- **Ramish Lal** has joined **UpRight**, the UK-based powered access manufacturer as master distributor and key account manager.
- **JLG** has won a \$25 million telehandler deal with the US Navy for 197 Millennia Military Vehicle (MMV) telescopic material handlers.
- **Manitowoc Crane Care UK** has appointed **Peter Boyes-Korkis** as general manager responsible for all aspects of customer support for Manitowoc crane products in the UK, including **Grove**, **Potain** and **Manitowoc**.
- **Graham Dobbs**, of Nottingham based software supplier **InspHire** has joined the board of the Hire Association Europe.
- Turkish loader crane manufacturer **Acar Hydraulics** is to open a manufacturing facility near **Haraaj** in **South Jeddah** as part of a Saudi-Turkish collaboration.
- **Modulift Design & Consulting**, the UK based manufacturer of Modulift, the modular spreader system, has appointed **Ann-Marie Negre** to provide marketing support for the company.
- Rental revenues at USA based **United Rentals** increased by 4% in 2007 while pre-tax profits rose by 42.7%.
- A man died and two others sustained serious injuries in a worksite accident when a crane jib fell in **Mameer, Bahrain**.
- **Escorts Construction Equipment** has signed up with **IHI Construction Machinery** to distribute its entire hydraulic crawler crane range to the Indian market.
- **Finning UK**, parent of **Hewden**, has appointed **Jim Gray** to the newly created role of head of safety, health, environment and quality.
- **Spider**, the suspended platform division of **SafeWorks**, has hired **Lee Tigner** as district sales representative for its Atlanta location.
- A man died after a crane dropped its load on him at the **Port of Houston**.
- **Caterpillar** is to fit equipment tracking and management systems as standard in Europe.



Ann-Marie Negre



Jim Gray

- **Eazi Sales&Service**, a division of **Eazi Access Rental** of South Africa has been appointed as the **UpRight** Distributor.
- **Instant UpRight**, the aluminium tower specialist has made three new senior appointments to its management team. **Eamonn Griffith** as business development director, **Mark Edwards** as commercial director responsible for finance, IT and human resources while **Scot Ballantine** takes on the new role of supply chain manager.
- A mobile crane caught fire when its engine exploded at a construction site in central **Reykjavik**.
- **Manitou UK** has appointed **Andrew Dixon** as Eastern Counties area sales manager based in Louth, Lincolnshire.
- Rhode Island-based **LJ group** of companies has appointed **Robert A Renzi** as director of safety and training.
- **Hi-Reach Manlift** of South Africa has won **Genie's** 2007 Best Dealer award for the Africa/Latin American region.
- **Mark Lawrence**, CEO of Australian crane and access company **Boom Logistics** has resigned in the face of a surprise drop in profits.
- **Imer Iberica**, part of Italy's **Imer** group based in Zaragoza, has been appointed as an **UpRight** distributor in Spain.
- **Kranlyft** the European master distributor for **Maeda**, mini cranes has appointed **Hamamcioglu** as its distributor for Turkey.
- **Magnetek**, the overhead crane control company has acquired **Enrange**, a wireless radio remote control manufacturer in Pennsylvania.
- Norwegian-based rental company, **Bautas**, part of Finland's **Ramirent**, has entered the mini crane rental market with four brand new **Maeda** cranes.
- **A.M.P Access** of Taunton, UK, has given its apprentices the challenge of rebuilding a dilapidated **Niftylift** as part of their training.
- A man was died in **Iowa** after he was crushed by a crane boom that he was disassembling.
- **The Lavendon Group**, the world's largest specialist powered access rental company, has agreed a deal to acquire - subject to shareholder approval - **The Platform Company** the UK's second largest powered access rental company in a deal worth £79.1 million. The deal is made up of part cash and part shares with stage payments plus the assumption of up to £33 million in debt.



Andrew Dixon

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