

# Terex launches 100 tonne truck crane



Terex has launched the Roadmaster 8000, a new 100 tonne truck crane that mounts the superstructure from the recently launched AC 100/4L All Terrain crane to a five axle Scania P400 commercial truck chassis.

The Roadmaster has a choice of either the six section 59.4 metre

boom from the AC100/4L with a total possible tip height - with the three part swingaway extension - of 81.7 metres or the shorter five section, 50 metre boom that provides a maximum tip height of up to 77 metres. The crane is equipped with a new 'YX' type fold out outrigger configuration

developed at the company's Monceau les Mines facility in France. It can travel with 9.1 tonnes of its 23.9 tonnes maximum counterweight, with the possibility to transport the balance on a standard trailer towed behind the crane, where this is permitted. The crane offers some respectable

*The new Terex Roadmaster 8000.*

capacities with the onboard counterweight, including seven tonnes at 20 metres radius on fully extended main boom. Transport dimensions are relatively compact with a chassis length of 10.6 metres and an overall stowed length of 13.25 metres.

## Senior management reshuffle at Genie

Terex AWP/ Genie has announced a restructuring of its senior management team. Matt Fearon, currently responsible for Europe, Africa and the Middle East, moves back to the USA as vice president and general manager for the Americas. Fearon will have responsibility for all aerial lift operations in North and South America, including sales, product development, manufacturing and aftermarket support.

Joe George, currently vice president global sales and customer care, will take over as vice president and managing director, for Europe Africa and the Middle East, based at the Terex group office in Schaffhausen, Switzerland.

XS Koo is vice president Asia Pacific and will be responsible for all operations in Asia, including the company's Changzhou, China production facility which is expected to open for business towards year end.

Siva Balakrishnan will retain responsibility for the company's 14 service centres and two refurbishment operations in a new role as vice president and general manager, AWP market and channel development, responsible for developing new products and services.

Paul Caldarazzo has been appointed as vice president, AWP globalisation, a new role with responsibility for developing and deploying global strategies for engineering, supply chain and production.



Matt Fearon



Joe George



XS Koo



Siva Balakrishnan



Paul Caldarazzo

## Santander refinances AFI-Uplift

Santander's corporate banking team in Leeds has agreed a multi-million pound refinancing deal with UK-based aerial lift specialist AFI-Uplift. The funding consists of a bespoke package of invoice discounting, asset finance and treasury facilities.

AFI-Uplift's finance director David McNicholas said: "AFI has achieved rapid growth since the MBO in 2006 and the deal we have been able to arrange with Santander puts us in an excellent position to take advantage of any strategic opportunities presented by the current market."



## Grove to show big RT at Conexpo

Grove is currently testing a brand new 150 ton Rough Terrain crane with a contractor in South Carolina, in preparation for a formal launch at next year's Conexpo exhibition. Dubbed the RT9150E it is expected to carry a 136 tonne CE rating. We expect to have photos of the new crane as we go to press and will carry them on [www.Vertikal.net](http://www.Vertikal.net) as soon as we do. This will not be the first 150 ton Grove RT. The last attempt to produce a crane in this class was the RRT1650, introduced in 1983 on four axles with hydrostatic drive. That crane never did well with only a handful ever sold. The 9150E is apparently a good deal more conventional.

## Dates set for Vertikal Days

The dates and location have now been set for Vertikal Days 2011, following a survey of this year's exhibitors. The event will be held on June 22 and 23rd at Haydock Park, near Manchester.

The organisers say that the feedback this year will result in a substantial number of changes and improvements for the 2011 event.



# Wolseley sells Brandon

Wolseley, the UK-based international builders' merchants, has sold its UK rental business Brandon Hire to private equity firm Rutland Partners for a total cash consideration of £43 million. Brandon had revenues of around £70 million for the year to the end of July, with net assets of around £35 million.

Brandon was acquired by Wolseley in March 2006 for £71.9 million at which time its revenue was £57 million. Brandon was then merged with Wolseley's Hire Centre rental operation adding a further 115 locations and taking the combined number of outlets to 270. The consolidated business now operates from 177 branches and is the fifth largest general equipment rental company in the UK in terms of revenue.



## Bardonaro steps down

Frank Bardonaro, the chief executive of US crane rental company AmQuip, has resigned. He will retain a relationship with the company as a shareholder and as a non-executive director. Bardonaro was promoted from chief operating officer to chief executive last October. All issues previously directed to Frank Bardonaro will be handled by chief operating officer Al Bove, who joined AmQuip last December.

## Remote control Logiccrane

Cranebusiness, the Dutch crawler crane manufacturer has launched a new 30 tonne Logiccrane 30.25 telescopic crawler crane with full radio remote control. The Class 4 remote control system includes load moment limiter indication and cut-out feedback to the remote control device.

The new crane features a 25 metre telescopic boom plus six metre jib, two winches and heavy duty hydraulically extendable undercarriage. Transport weight is just under 35 tonnes and it offers some decent Pick&Carry capacities.

The Logiccrane 30.25 includes full remote control



The new 2,300 tonne Manitowoc 31000 is going through its final load testing before shipping to its launch customer Bulldog Erectors

## Tanfield announces rights offer

Tanfield - owner of Snorkel aerial work platforms - is to sell 20 million new shares in an open offer in order to raise funds for working capital. The offer which is 90 percent underwritten by directors and certain institutional investors, prices each share at 10p, a 30 percent discount on the previous day's closing price. Each shareholder will be able to buy one new share for every 3.7 shares they currently own.

The aim is to raise £2 million before costs and directors have already committed to take up their full allotment. Directors Roy Stanley, Darren Kell and Jon Pither have also agreed to provide a standby loan of up to £750,000 in order to cover any cash shortfalls in the immediate term. The main aim of the offer and the loan is to ensure that the company has sufficient short term working capital to allow completion of the planned electric vehicle consolidation and flotation early next year.

## Manitowoc divides Asia

Manitowoc has split its Asia Pacific territory into two separate regions with John Wheeler taking over in China, while Singapore-based Gilles Martin - previously responsible for all of Asia - has been appointed as executive vice president of the Asia Pacific region excluding China. His territory also includes Australia and New Zealand. He will report directly to Manitowoc Crane president Eric Etchart.

Grove veteran John Wheeler was executive vice president of operational excellence and was considering retirement. As executive vice president China, he will be based in Shanghai and will also report to Etchart.



## JLG withdraws from Ag market

JLG is withdrawing its JLG branded telehandlers from the agricultural market as part of a new agreement with Same Deutz-Fahr. The move is part of a new 10 year global supply agreement with the Italian-based company, a leading manufacturer of tractors and agricultural machinery. JLG currently manufactures five telehandler models which are sold as the Deutz-Fahr Agrovector range with capacities ranging from 2,900kg to 4,000kg and lift heights from six to nine metres. The two parties signed the original agreement in April 2004.

The company says that the decision to withdraw the JLG brand from the agricultural market was not one that was taken lightly due to the considerable investment it has made promoting the brand to farmers. It now believes that the greatest opportunity for growth in the sector remains with the recognised and established brands and distribution networks. This applies to Deutz-Fahr and Caterpillar for agriculture and JLG and Caterpillar for the construction and rental market.

A JLG built Deutz-Fahr Agrovector telehandler.





## Terex Atlas UK takeover complete



Jim Smith becomes sales director for Atlas Cranes UK

Atlas Maschinen, the company owned by Fil Filipov that acquired the Atlas loader crane business earlier this year, has completed its takeover of Terex Atlas UK. The company will adopt the old Atlas logo and orange livery and will trade under the new name of Atlas Cranes UK Ltd.

The company also appointed two new directors, Jim Smith as commercial director, and Jackie Kilcoyne as finance director. The two join Fil and Veronique Filipov as directors and will report directly to Fil Filipov.

Smith joined Atlas in 1986 and is one of the company's longest serving employees. He was previously commercial sales manager and project manager for the company's defence business – which he continues to oversee. Kilcoyne is currently financial controller, having joined the company in 2006. The company says that it is also recruiting four additional service engineers to be based in Hull, Kettering, Worcester and Norwich.

## AFI adds big JLG booms

UK-based access rental specialist AFI-Uplift has purchased 18 large JLG boom lifts to expand its top end range. The investment includes six 80ft/24m 800 AJs, six 86ft/26m 860 SJs, three 125ft/38m 1250 AJPs and three 135ft/ 41m 1350 SJPs – the largest models in the AFI fleet.



AFI has purchased 18 big booms from JLG

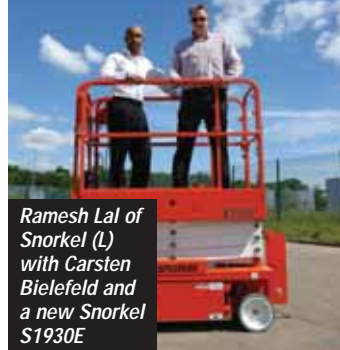
## Notified Body warning

IPAF has issued a warning over CE approvals/certification carried out by UK-based Beide Product Service.

For more information See page 59

## New German importer for Snorkel

Carsten Bielefeld of Hubarbeitsbühnen Bielefeld, has established a new trading venture - Snorkel Deutschland - to distribute Snorkel products in Germany. He takes over from UpRight Deutschland which is owned by Holger Johan of Power-Lift. Johan will continue to sell the products, now branded as Snorkel, but on a regional basis and to his existing customers. Snorkel Deutschland will act as a master distributor. Bielefeld who until recently sold Iteco scissor lifts, alongside Matilsa booms and trailer lifts, will sell to major rental companies and support the Snorkel dealer network in Germany.



Ramesh Lal of Snorkel (L) with Carsten Bielefeld and a new Snorkel S1930E

## Platformers Days wet but upbeat

This year's Platformers Days held in Hohenroda, Germany at the end of August was the victim of wet weather and storms across Germany and adjoining countries

which may have deterred some visitors. The mood at the show however was very upbeat and markedly more positive than a year ago. Here are a few highlights...



### Hybrid Lifts Europe

Hybrid Lifts Europe chose Platformers Days to make its first public appearance. The new company has the European distribution rights for the Custom Hybrid low level scissor lift product line from the USA. The two principals René Tekpstra and Martijn Arkesteyn are working closely with Theo Plichta and the Aichi Sales Office Europe in Holland, sharing facilities and back office functions. The company intends to establish a dealer network to sell and support the Hybrid scissor range.



René Tekpstra (L) and Martijn Arkesteyn of Hybrid Lifts Europe

### 70ft battery powered boom lift

Italian manufacturer Airo introduced its new 70ft/21m platform height battery electric self-propelled articulated boom lift – the A23JRTE. The new lift includes standard four wheel drive, 230kg lift capacity, 13.5 metres of outreach, a two metre jib with 140 degrees of articulation, 360 degrees continuous slew and 6.6 metres overall stowed length. The A23 is powered by a larger full traction fork truck type battery pack and weighs 15 tonnes.

The new battery powered Airo A-23JRTE.



Possibly the first purchase of the day - Andrej Bozhko (R) CEO of Belarus based Forent purchased two Snorkel S2770RT scissor lifts from Bill Jansink of Snorkel



## Other news from the show includes:

- Skako Lift has now started production of its new 32 metre FS320Z articulated spider lift, with the first unit on display.
- Skyjack has started production of its new ultra compact SJ12 and SJ16 mast lifts.
- Hoogwerker Centrum has started selling the 27 metre Oil&Steel Snake 2714 Compact on a 3.5 tonne van chassis, which uses a fifth wheel mounting allowing drivers with regular B(E) licences to drive it in several countries. More on this concept in our truck mounted issue later this year.



# Work of art with a difference

If you happened to visit this year's Sail Amsterdam in mid-August a surprising highlight was an artist's impression of a 70 metre long, 25 metre wide and 23 metre high ship's skeleton, formed by 30 JLG telescopic boom lifts.

The impression or rather sculpture, was created with JLG 460SJ's, 660SJ's and one 860SJ on Java-island on the river IJ, for Europe's largest nautical event. The boom lifts were supplied by JLG's Dutch dealer Riwal, which teamed up with artist André Pielage to create the 'Boom Lift Ship' for the Sail Amsterdam Foundation.

The artist built a model of his idea with Lego bricks and then, after consulting Riwal, using JLG scale models. Talking of his work Pielage said: "Through the spacing an archetypal image of a ship is created, recognisable by its simplicity. The structure of this work of art is airy, a quality that features in many of my creations."

Dick Schalekamp of Riwal added: "We like people that approach us with seemingly wild ideas that involve aerial work platforms. They help us to think outside the box. We have seen a lot but never imagined anything like the Boom Lift Ship possible."



The boom ship

## New 100 tonne Tadano for Horizon

Falkirk, Scotland-based Horizon Reinforcing and Crane Hire has taken delivery of a new 90 tonne Tadano Faun ATF 90G-4. The four-axle All Terrain crane comes with 51.2 metres of main boom plus an 18 metre swing-away extension and can carry its full 22.3 tonne of counterweight on board while meeting UK road regulations.

*Paul Goodall of Cranes UK (L) hands the new ATF 90G-4 to Steven Dougall of Horizon.*



## HSE warns of cranes in high cycle applications

The UK's Health & Safety Executive has issued a warning regarding the use of standard mobile cranes in high cycle applications following an incident in Aberdeen where a crane's boom snapped. While it was only three years old, the crane had performed more than 17,000 lift cycles in a coastal port application. The letter from the HSE can be read in full in our letters page.

## New electric spider crane

GGR has launched a new 2.9 tonne capacity battery electric Unic URW-295 spider crane. The new model is based on the standard Unic URW-295 which is available with diesel, petrol, LPG or dual power with AC electric drive. It features an 8.4 metre boom, radio remote controls, spider-type outriggers and an overall stowed width of just 600mm.



The battery electric Unic URW-295.

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## Terex acquires in China

Terex has acquired a 65 percent stake in Jinan, China-based crawler crane manufacturer Shandong Topower Heavy Machinery Company. Founded in 2007, Topower produces crawler cranes in the 70 to 360 tonne class.

Rick Nichols, president of Terex Cranes said: "The acquisition of Topower will strengthen our position in the crawler crane market in China. We are confident that we can build on the company's expertise while bringing in the considerable experience that we have gained both in the Chinese market and worldwide."

Terex has also agreed a 60 percent share in a joint venture in Quanzhou, China, to produce mobile materials processing equipment with Fujian South Highway Machinery.



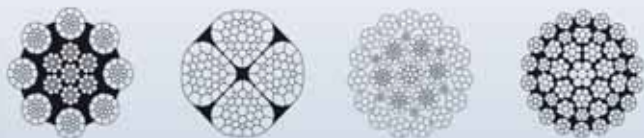
A larger  
Topower  
crawler

## First CE Titan ships

California-based MEC has shipped the first CE approved Titan 40-S heavy duty boom lift to Spain where it will appear at the Elevarte event in Madrid before moving on to Verticaaldagen event in Holland later this month. The 40ft/12m platform height lift combines a massive 1,800kg lift capacity with a platform similar to that of a large scissor lift. Dutch-based dealer PSE has ordered the first 24 units with Rival buying the first units for rental.



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## £34,000 for dropping a load

UK-based London Tower Crane Hire & Sales has received £34,000 in fines and costs following the failure of a tower crane hook, which caused a 4,000 kg load to drop 36 metres to the ground at Hertfordshire Regional College in Turnford on November 3rd 2007. The load demolished a site boundary fence and damaged a college building.

HSE Inspector Norman Macritchie said: "It was a matter of good fortune that no-one was injured in this entirely avoidable incident. Maintenance staff had identified safety-critical faults in the crane, yet simple controls needed to prevent use of defective equipment were not implemented. Poor communication and teamwork, together with inadequate supervision, all contributed to this incident. This case has important lessons for all those operating lifting equipment and especially tower cranes."

A statement from London Tower Cranes said: "We welcome the comments from the HSE and have strived since this incident to cooperate with the Executive to learn these critical lessons. We are satisfied that the circumstances which contributed to this incident in November 2007, no longer exist within our business and that our systems and procedures are currently industry leading."





# Big Ruthmann heads for the US

The big Ruthmann with its Mack tractor unit

The Ruthmann Steiger TTS1000 sold by German rental company Gerken to Abilene High Lift of Texas, has now been shipped after a refit/refurbishment at the Ruthmann service centre in Gescher-Hochmoor, Germany. The refit also included matching the trailer mounted lift with its new American Mack tractor unit and finally signwriting with the Abilene name.

Gerken purchased the TTS1000 in 2001, one of only two units every built, the first was bought by Gardemann, now part of the Lavendon group. While there are now several models with a 100 plus metre working height, the Ruthmann - mounted on a six axle trailer with a three axle tractor - has the most outreach for this size of lift at 40 metres at heights of up to 60 metres.



Ian James (L) of Bronto with Peter Clerkin and the new lift

# First Bronto S38XDT in Ireland

Ross Blasting and Elevation of Newry, County Down, Northern Ireland has taken delivery of the first 38 metre Bronto S38XDT in the UK. The company, which is owned and operated by father and son team Peter and Joe Clerkin, started off in the sand blasting business after Clerkin senior, a crane operator for 30 years at Warren Point Harbour, left to set up his own operation. Joe Clerkin has been the driving force behind the move into aerial lifts, buying his first second hand truck mounted lift when he was just 17. The company now specialises in truck mounts serving the telecommunication industry. The new lift, painted in silver and mounted on a two axle Scania truck, is the second Bronto in the Ross fleet, joining a 43 metre S43.

# GT adds Nifty SD120

Bromsgrove and Gloucester, UK-based GT Access has purchased the new Niftylift SD120T lightweight 12 metre working height boom lift. The SD120T utilises the same boom and lift mechanism from the Nifty 120T trailer lift and Height Rider 12 self-propelled boom, but combines it with the company's all-wheel drive 'Self Drive' chassis. Hydraulic outriggers allow levelling on uneven ground as well as keeping the overall weight below 2,500kg. The power pack includes a Bi-Energy option.

The Nifty SD120 with GT Access.



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# End June financial results

## Palfinger bounces back to profit

Crane and access manufacturer Palfinger has reported a strong improvement for the first half, with revenues up 10 percent to €297 million. Pre-tax profits for the quarter jumped from a loss of €8.5 million last year to a profit this year of €11.9 million.



## Haulotte jumps 15%

Haulotte has posted first half revenues of €114.4 million, 15 percent up on last year. The manufacturing business had revenues of €97.4 million, up almost 14 percent, while rental revenues climbed 14 percent to €17 million, thanks to last year's acquisition of Access Rentals.

## Orders slip at Terex Cranes

Terex Cranes has reported first half revenues down around six percent to \$862.8 million. The numbers are however boosted by the acquisition of Fantuzzi, without this they are down 21 percent. Terex Group saw revenues improve six percent to \$2 billion, while pre-tax losses of \$149.5 compare to a loss in the first half of 2009 of \$275.1 million.



## Ashtead up 8%

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK, has reported first quarter revenues of £239.1 million - up eight percent on last year, while pre-tax profits rose by 35 percent to £11.9 million.

## JCB increases profits

JCB says that it managed to lift profits in 2009 by four percent in spite of more than a 33 percent fall in sales. Total revenues were £1.35 billion with pre-tax profits of £29 million.



## Manitou up 8.3%

Manitou has posted first half revenues up 8.3 percent to €387.1 million and a strong order book at the end of the period. Telehandler sales climbed more than nine percent to €274 million, while the division made a €9 million operating profit. The company as a whole reduced its net loss to 14.3 million from €93.8 million last year, while net debt was cut in half to €182 million.

## Orders up at Genie

Genie's revenues increased by three percent in the first half to \$448.1 million. Accelerating in the second quarter - up 12 percent - the business posted an operating loss of \$22.6 million, compared to a loss of \$71.9 million last year. The company's order book at the end of the period was up 38 percent to \$188.7 million.

## Strong pick up at JLG

JLG saw its revenues for the nine months to the end of June almost triple to \$2.4 billion, while an operating income of \$91 million compares to a loss last year of \$1.6 million. A large portion of the revenues are due to Oshkosh subcontract defence contracts but access/telehandler sales were also up 77 percent in the third quarter while its access related order book was up more than 60 percent to \$186.5 million.



## Orders up at Cargotec

Cargotec Industrial & Terminal - previously Hiab and Kalmar - has reported a strong improvement in order intake during the first half, up 24 percent to €839 million. The order book at the end of the period was €740 million, compared to €546 million at the end of 2009. At the same time revenues fell 23 percent to €676 million, operating profit was €100,000 compared to a loss of €700,000 last year.



## Manitowoc down 38%

Manitowoc Crane - which includes Grove, Potain and National Crane - has reported first half revenues of \$818.5 million, 38 percent down on last year. Operating income for the six months was down 59 percent to \$43.1 million but declined just 22 percent in the second quarter to \$38.6 million.

## Lavendon upbeat

Lavendon Group, the world's largest access rental company, says that it is seeing an improving environment in most of its markets. Total revenues in the first half declined seven percent to £106 million. France was up, the UK steady while other operations posted falls. The group made a £324,000 loss, compared to a loss of £40 million for the same period last year.

## Tanfield slips 6% but cuts losses

Tanfield, owner of Snorkel (UpRight), has reported first half revenues down six percent to £28.1 million of which £18.5 million was access - down 12.5 percent on 2009. The division made an operating loss of £6.6 million compared to a loss of £8.1 million last year. The group lost £9.97 million, compared to an £11 million deficit in 2009.



## Ramirent upbeat

Finnish-based international rental company Ramirent has reported revenues for the first six months down 2.6 percent to €240.3 million, held back by a hard start to the year. Second quarter revenues were up 3.3 percent. Pre-tax profits for the first six months were €100,000 compared to €12.3 million last year, but were healthier in the second quarter at €6.1 million.

## Skyjack continues recovery

The industrial division of Linamar, of which Skyjack is the major business, saw revenues rise by 50 percent for the first six months to C\$78 million, but the comparison is distorted due to a revenue reversal in 2009. The second quarter was down 17.5 percent, but Linamar says that this is due to the Fabrication and Consumer operations and that Skyjack continued to increase its sales. The division lost C\$10.6 million, compared to \$18.7 million last year.

Full analysis of all of these results can be found on [www.vertikal.net](http://www.vertikal.net)



# Finning moves into Ireland

Canadian-based Finning International has been appointed as Caterpillar dealer for both Northern Ireland and the Irish Republic. The company has also acquired related assets from the receivers/administrators of the previous dealer - McCormick McNaughton. Finning paid around £3.1 million for the assets in the North and €2.7 million for those in the South and the operation will be incorporated with Finning's UK operations.

Finning chief executive Mike Waites said: "We are pleased to add this neighbouring territory to our established UK operations. We will be able to leverage our existing infrastructure and service expertise to complement our UK dealership. The appointment speaks highly of Finning's relationship with Caterpillar."

## GGR takes on Oktopus



GGR will distribute the Oktopus range of cladding panel handling equipment

UK-based GGR has taken over distribution of the Oktopus range of cladding handling equipment. The company will market the products under the GGR Cladding brand, offering its customers the option to purchase or rent the equipment which is used for installing large-format roofing, wall, ceiling and façade panels made of sandwich, profiled sheeting and glass.

The equipment can handle up to 22 metre long panels weighing up to 600kg, with 180 degrees of movement. GGR Cladding will also include GGR's existing cladding product, the Clad King, a dual circuit cladding lifter.

# The Campod

Bradford, UK-based Blade Access has launched a new TV camera platform with a seat for the camera operator, dubbed the Campod. The innovative platform within a platform concept is specifically designed for the outside broadcast market allowing the seated camera man and camera to rotate through 360 degrees within the standard platform cage. This is achieved by using a balanced centrally mounted Bright Bar from which both the Campod seating arrangement and the camera housing arm are attached.

Smooth rotation is controlled by the camera man's feet and resistance can be added for more 'delicate' panning shots, allowing him to use both hands for camera control at all times. Part of the testing programme included working with Sky Sports on 3D filming trials at the Celtic Manor Golf Resort in Newport, Wales in preparation for the 2010 Ryder Cup next month.

Mark Bell of Blade Access said that he had the original idea after watching an interview with a golf cameraman who said that 'he had a great day apart from the fact that he had to stand in the platform for 12 hours'.



The Campod assembly fits into a standard platform.

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- **Snorkel Australia** has appointed **Matthew Elvin** as general manager for Snorkel Australia and New Zealand.
- **United Rentals** is employing pricing information systems from Zilliant, to improve pricing and margins.
- UK-based rental company **Prolift Access** has now become an **IPAF** training centre.
- **Ashtead** has appointed **Ian Sutcliffe** to replace **Gary Icton** as new non-executive director.
- **United Rentals** has won a lawsuit filed by investors following its failed sale to **Cerebus Capital** in 2007.
- **Roger Thorington** has joined UK-based **Liferz** as a technical consultant.
- **AmeriQuip** has appointed **H & V Equipment Services** of **Corpus Christi** as its new dealer for South Texas.
- Singapore-based **Tat Hong** has acquired the shares that it does not already own in **Tutt Bryant**.
- **Frank Bardonaro**, chief executive of US crane rental company **AmQuip**, has resigned.
- Online auction company **IronPlanet** has appointed **Nick Jones** as UK account manager.
- **Hertz Equipment** has acquired **Rent One Italy**, a leading Italian generator/mobile power rental company.
- UK-based **Lavendon Access Services** has signed a powered access supply agreement with **Skanska**.
- **ALL Crane Rental** of Alabama has appointed **Brian Ledford** as general manager of the **Whistler**-based operation.
- **Michael Reiss** has joined the **Niftylift** sales team with responsibility for Central Europe.
- UK-based spreader beam specialist **Modulift** has appointed **ATTA** as a distributor in the **UAE**.
- US-based aerial lift manufacturer **AmeriQuip**, has appointed **B-E-S Rentals & Sales** of **Carlsbad**, **New Mexico** as a dealer.
- **Cramo** has acquired **Hego Maskinutleie** from **Nordic Crane** and signed a five year supply agreement.
- **Manitowoc** has split its Asia Pacific region in two with **John Wheeler** heading to **Shanghai** to head up **China**.
- UK-based access equipment manufacturer **Youngman** has appointed **Mark Carpenter** as its UK sales director.
- UK-based **Kier Plant** has launched a consultation process as part of a proposal to eliminate its own crane operators.
- UK-based **Kimberly Group** has opened a corporate office in **Harrogate**.
- **Manitowoc** has commissioned a 1:50th scale model of its new 2,300 tonne 31000 crawler crane.
- **Snorkel** has added to the management team at its operation in **Elwood Kansas**. **Jamie Graham** joins as director of product support, **Doug Moore** is the new director of supply chain and **Pam Siemer** joins as plant controller.
- Dutch-based heavy lift company **Mammoet** has ordered four more **Kobelco CKE2500-2** crawler cranes.
- **Alexander Equipment** of **Bourbonnais**, **Illinois** has been appointed as an **AmeriQuip** trailer and spider lift dealer.



Matthew Elvin



Michael Reiss



Mark Carpenter



Doug Moore



Pam Siemer

- **ReachMaster Inc**, the US affiliate of **Skako Lift** - producer of **Denka** and **Falck Schmidt** - is changing its name to **Skako Inc**.
- The **Sterling Group** has completed the acquisition of **B&G Crane Services** of **New Orleans**.
- **Palfinger North America** has appointed **Scott Sasser** as sales and product manager for large aerial lifts.
- **Briggs Equipment UK** is to handle the maintenance of the **Port of Liverpool's** cranes and operational plant.
- **JCB** has won a major order including 40 telescopic handlers, from London-based **Lynch Plant Hire**.
- **Linamar**, owner of **Skyjack**, has completed the private placement of \$130 million of senior unsecured notes.
- Dutch-based international rental company **Boels** has ordered 100 new aerial lifts from **Niftylift**.
- UK-based **Horizon Platforms** has moved into new premises in **Wakefield**, **Yorkshire**.
- **Lavendon** confirmed a major order for **Niftylift HR21** Hybrid articulated boom lifts placed at **Vertikal Days**.
- **William Rapetti** the **New York** tower crane rigger was acquitted of charges relating to the crane collapse in 2008 that killed seven.
- **Terex Cranes** has appointed **JVM Equipment International** as the distributor for **Terex AT** and **RT** cranes in **Russia**.
- UK-based access rental company **AFI**, has outsourced all of its tyre maintenance to **ATS Euromaster**.
- **Bigge Crane and Rigging** has opened a location in **Aiken**, **South Carolina**, expanding coverage in **South Eastern USA**.
- A female tower crane operator has survived after her cab fell around 100 metres to the ground in **China**.
- **Kobelco Cranes** has announced plans to build a manufacturing plant in **India** to produce crawler cranes.
- **Manitowoc Cranes** has appointed **Ingo Schiller** as senior vice president of worldwide marketing.
- **Valla** has delivered an explosion proof version of its 7.5 tonne pick&carry crane for work in a refinery in **Singapore**.
- The first **Palfinger-Wumag WT1000** 103 metre truck mounted lift has arrived in **Australia** with rental specialist **LinCon**.
- **Teupen North America** has appointed **Waco**, **Texas**-based **Equipment Depot**.
- **Isoli** has introduced a 1,000 volt insulated platform version of its 14 metre **MPT140**.
- **Palfinger** has taken a majority stake in Dutch company **Ned-Deck Marine**.
- **Platform Sales & Hire** has sold 10 new scissor lifts and two booms lifts to **Ryan Air** for its **Prestwick** operations.
- UK builders' merchant **Ridgeons** has taken delivery of seven **Volvo FE-300** trucks, with **Hiab XS144B-2 HiDuo** cranes.
- **Oshkosh** is closing its **Jerr-Dan** plants in **Greencastle**, **Pennsylvania** in **October** and moving production to **JLG's** plants in **McConnellsburg** and **Shippensburg**.



Ingo Schiller

- **Baloo Hire Centres** of **Northern Ireland** has added the **Haulotte Star 10** mast booms to its product range.
- **MLE** of **Cudahy**, **Wisconsin** has launched a compact self propelled 2.5 ton electric mobile industrial crane, the **IC20**.
- The new **IPAF** headquarters in **Cumbria**, **England** were officially opened with a ribbon cutting ceremony in **July**.
- **Harsco** has appointed **Ivor Harrington** CEO of **Harsco Infrastructure** the access and formwork specialist.
- **Alessio Nannini**, previously head of marketing at **Oil&Steel** has moved to **Socage**.
- **Spider**, the suspended access specialist has appointed **Marc Frato** as district sales representative for **New York**.
- Italian-based **Socage** has announced a new 14 metre lift mounted on an **Isuzu D-Max** pick up.
- **Iteco** has appointed **Godrej Material Handling** as the sole distributor for its powered access products in **India**.
- **Hertz Equipment** has reported its first half revenues fell 10 percent.
- **Louisiana-based H&E Equipment** has reported large losses but is optimistic that the trend is now upwards.
- Finnish-based rental company **Cramo** has reported higher losses on flat first half revenues.
- **Essex Crane** rental has reported further revenue declines and losses but is seeing an improvement in trading.
- **Las Vegas-based Ahern rentals** has reported first half revenues 6% down on 2009.
- **Australian-based crane and access company Boom Logistics** has reported full year revenues down 18%.
- **Wacker Neuson** has reported a strong pick up in orders and revenues.
- **RSC** has reported an improving trend in utilisation although first half losses are higher.
- **United Rentals**, the world's largest rental company posted a small profit in the second quarter.
- US based boom truck manufacturer **Manitex** has reported a strong improvement in its first half results.
- **Malcolm Cardy**, ex **Genie Europe** manager sadly passed away on **September 5th** after a short illness.
- **David Sumerling**, 48, previously of **JLG** and **Grove** passed away on **August 21st**.
- **Michael Sullivan**, a well known aerial lift salesman at **United Rentals** has died following a heart attack.
- **Bernard Hunter**, owner of **Bernard Hunter Crane Hire** in **Scotland** died aged 62, on **August 11th** following a heart attack.
- **William Metts** of **Taylor Machine Works**, the fork truck, reach stacker and manufacturer, passed away on **July 17th**.
- **Dallas Johnson** previously general manager of **Florida based Ring Power Crane** died in **June** aged 66.



MLE



Malcolm Cardy

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