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In the iron

When the Manitowoc Crane Group unveiled its plans for a massive telescopic, fast erecting tower crane - the Grove GTK 1100 - several industry observers were skeptical that it would become a practical proposition - particularly in time for Bauma. However, the first unit was completed in mid March, ready in plenty of time for the big show. We were able to obtain some unofficial photographs of the new machine painted in the colours of Wiesbauer the South German crane rental company based in Bietigheim-Bissingen - a solid Grove customer for many years.

Wilbert in Ireland

Wilbert tower cranes has appointed ABP Cranes as its official dealer in Ireland. The appointment, according to Wilbert, is in response to the increasing demand for tower cranes in Ireland. ABP, located in Naas, 30 kilometers from Dublin, will be responsible for sales and rental of Wilbert tower cranes as well as service, transport, erection and dismantling. After the first weeks of co-operation both companies say that they are very satisfied. Two WT 200 e.tronic cranes have already been shipped to Ireland.

Fred Price, manager of ABP Cranes said: "I hope that by the end of 2007 ABP will have sold between three and five Wilbert tower cranes to customers. It was great to get the sale of a WT 200 e.tronic so quickly, so hopefully things will go well. We are the only 100 percent Irish owned company that can offer both great cranes and great service."

MBO at MSD

UK crane hire veteran Maurice Johnson has completed a Management Buy Out of the crane rental business of MSD in Darlington. The deal was funded by venture capital company NEL and Yorkshire Bank and advised by Tait Walker Corporate Finance. Johnson joined MSD 18 months ago as managing director in order to help turn the company round and was given an incentive of a 50 percent share in the crane hire business. After securing some large contracts in the construction industry, Johnson convinced owner, Peter Stephens, to sell the entire business for an undisclosed sum.

The crane hire business will be transferred into MSD Lifting, retaining the company's two depots in Darlington and Gateshead. The company owns and operates 20 cranes ranging in size from 15 to 200 tonnes and employs 35 with revenues of around £3 million.

Johnson said: "I am confident that the business will grow successfully and expect to increase the present £3 million turnover to £5million in three years. We are already in the process of looking at purchasing additional cranes in order to meet demand which will in turn create employment which is good news for the region."

HSE to target steel erectors

Justine Lee of the Health & Safety Executive construction division has announced that the HSE will be looking closely at how steel erectors use and manage aerial work platforms on their sites. The campaign will include a number of site visits across the country between October and March 2008, most likely to projects operated by medium sized contractors. The HSE feels that the larger contractors understand what is needed and can be left to get on with it, while the smaller companies need more help.

The move is not intended to be an enforcement exercise but prevention, however prohibition notices will be issued if bad practices are uncovered. The aim is to raise awareness and learn more about how contractors are managing their powered access.

(See IPAF Summit page 58)

Compact telehandler

JCB has been previewing an ultra compact telescopic handler that it has dubbed the 'miniscopic'. The concept machine features a four metre lift height, a 2,000kg maximum lift capacity reducing to 1,500kg at full height. JCB also claims a payload capacity of 750kg at a forward reach of 2.3 metres.

The 515-40 is aimed at jobs where low height and a small footprint are required such as refurbishment work and is likely to head to head with the Manitou Buggiscope BT420 and BT425 and to a certain degree, the Twisco 415.

According to JCB the key features of the 515-40 concept are its compact dimensions, hydrostatic four wheel drive transmission with rear wheel steering and versatile performance as a forklift or a half cubic metre loader.



The new 60 tonne Gril 8600 RT crane



New Locatelli City and Gril

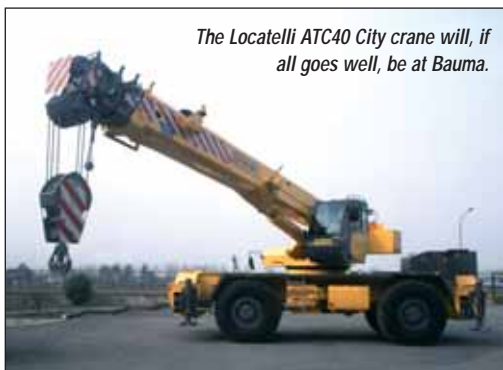
Locatelli the Italian crane manufacturer recently acquired by rental company Venpa 3, has announced a new two axle 40 tonne city crane. The new crane, the ATC40 adopts many of the design concepts from its 20 tonne ATC including a low overall height of only 3.36 metres and 70 km per hour top speed.

The new model has a seven section, 35 metre main boom plus a solid section bi-fold swingaway that extends the tip height to a maximum of 50 metres, all of which can be carried on board within standard 12 tonne axle weights.

The crane is just over eight metres long to the boom tip and 2.5 metres

wide. Outriggers have multiple extension positions with a 6.2 metre square maximum outrigger footprint.

Locatelli has also shown photographs of its new 60 tonne rough terrain crane the Gril 8600 and confirmed that it will feature a 32 metre four section main boom including a power pinned fly section, plus a 17.5 metre lattice swingaway bi-fold extension.



The Locatelli ATC40 City crane will, if all goes well, be at Bauma.

Changes at PM

Having failed in its long delayed IPO, venture capital company BS Private Equity, which owns a majority stake in Italian crane and access company PM Group, has overseen a management shake up that will see the departure of managing director Marco Milesi who led the Management Buy In of PM back in 2002. The PM Group owns Oil&Steel, Autogru-PM loader cranes, and Pilosio scaffold and formwork.

BS Private Equity joined with the IPEF III venture fund to acquire Autogru PM through a management buy-in in 2002. With its support PM went on to acquire Oil&Steel, in July 2003 and Pilosio, in December 2005. Pilosio had previously been bought by BS Private Equity IPEF III through a management buy-in in 2003.

The intention of the two funds from the beginning was to expand the business to a level where it could be floated through an Initial Public Offering. This was originally scheduled for last spring and has been postponed several times. While not confirmed it looks as though the flotation was postponed indefinitely in November.

Phone a friend?

On March 13th four Greenpeace campaigners climbed the boom of a crawler crane on a barge next to the Houses of Parliament in London, to protest against the Government's plans to update Trident missile systems. Once the campaigners reached the boom tip, they unfurled an 18 metre banner which suggested that Tony Blair loves Weapons of Mass Destruction. The crane had been carrying out work on Westminster Bridge.

The two men and two women, remained in position on the crane overnight until the Commons voted on the issue. They spent their time phoning MPs asking them to reject the £20 billion plan to renew the UK's Trident nuclear weapon system.

In spite of their efforts and the mass rebellion of Labour MPs the



Four people spent the night in a crane boom on the river by Westminster bridge protesting against the Government's Trident renewal programme.

government won the vote thanks to the opposition Conservative party which instituted a three line whip to make sure that its members supported the government position.

A Wizard idea

UK powered access rental company Wizard Workspace - which previously traded as Independent Access Supplies - has placed an order for 100, JLG 2030 electric scissor lifts and 60, Bravi Leonardo Lui-Mini vertical mast lifts. Once delivered the new additions will take the company's fleet up to 1400 units.

The order is the first stage of a planned £4 million investment programme over the next twelve months which will largely consist of small and mid-sized scissors, mid-sized booms and more mast lifts.

Wizard is marketing the 2.9 metre platform height Bravi Lui-Mini as the 'Whizz'. The unit, which is beginning to generate some serious volume, offers a 1.7 metre long extended platform thanks to dual extensions, good gradeability, compact dimensions and only weighs 470kgs. The JLG 2033ES is a full sized 'skinny-mini' scissor lift with 360kg lift capacity and a 2.4 metre extended platform length. The company has also specified integral inverters, which convert the DC battery power into independent, on-board AC power to the platform.



The latest order for 100 machines takes Wizard's fleet to 1400 units

A 37m Bronto was among recent fleet additions



Nationwide goes niche

Nationwide Access, the UK's largest powered access rental company has ordered more than 500 new lifts with a value of around £15million as part of a major replenishment programme. A further £15 million has already been earmarked for 2008. The order includes 354 scissors, 112 booms and 47 truck mounts mainly from Genie, CTE and Skyjack all of which will be delivered this year.

The order also includes a number of niche and specialist machines - including large Omm spider lifts and Ascendant 7.5 tonne truck mounts - products that the company would have avoided in the past as being 'too niche'.

"Nationwide has, in the past, neglected some advanced machine features, but, with the new generation of powered access, we're selecting the best specification machines to fully address our customer's expectations for when they work at height," said Peter Whittall, Nationwide's managing director. "2007 marks a year where Nationwide will steal a march on its competitors both in terms of the high spec fleet we will offer and the value added services we will provide."



A big red nose

In celebration of Comic Relief's Red Nose Day, Facelift Access Hire supplied one of its 46 metre Bronto S46 XDT truck mounted lifts to help paint the centre, or nose, of a 32 metre wind turbine red.

The turbine - owned by Renewable Energy Systems - is a prominent landmark next to the M25 and was possibly the highest red nose in the country.

It's a steal

Plant theft is down for the first time in 12 years, according to a new report by The National Plant and Equipment Register (TER).

Its 2007 Equipment Theft Report published recently reveals a fall of 18 percent over the last year.

"Although this is a significant drop, plant theft is still a widespread serious organised criminal activity, often directly linked to the funding of terrorist groups," says TER's Tim Purbrick. "There is still a long way to go and many serious issues still need to be addressed."

The 2007 report reveals some interesting facts: More than 3,500 higher value equipment items were stolen in 2006 with a total value in excess of £31 million - this compares with 4,324 items worth £43 million reported as stolen to

TER in 2005 when plant theft was at a record high.

The South East of England, led by Surrey, then London and Kent, continues to top the league for the most targeted area.

Other equipment theft hotspots include West Yorkshire, Greater Manchester, Lancashire and North and South Yorkshire

Trailers are the most commonly stolen item of equipment although telescopic handlers remain a high value target for thieves, despite the number of thefts dropping 32 percent to 105. Theft of telehandlers represents three percent of total numbers but eight percent of total value (£2.5 million). Sadly, the recovery rate for stolen plant and equipment is still less than five percent.

Chinese platforms in the UK

Chinese manufacturer Beijing JingCheng Heavy Industry Co (JCHI) is eyeing up the UK/Ireland market and planning to introduce its wide range of access platforms by the end of the year.

Bai Ri, vice technical director of the company said in a recent fact finding mission to the UK, that they are in discussions with several possible dealers to distribute the equipment. JCHI currently exports its products to Germany, Chile, Pakistan and Korea.

The company's product range includes telescopic booms, both articulated trailer mounts and straight self propelled booms, with platform heights from 10 to 30 metres; scissor lifts from six to 10 metres and vertical mast push around lifts from seven to 14 metres - which it claims is the highest push around lift in China.



Beijing JingCheng Heavy Industry is looking for dealers in the UK

Laho sold again

Europe's largest rental company, Loxam, has purchased Laho, the third largest rental company in France from Barclays Private Equity. This is the third time Laho has been sold in six years.

Eve on a roll

Temporary roadway and matting systems provider Eve Trackway has acquired the UK rental business for Rola-Trac, Supa-Trac and Alli-Trac event products from Rola-Trac Ltd. Rola-Trac will continue to manufacture its full range of track type products

for sale on a worldwide basis and will continue to rent its I-Trac systems for cranes, access and other heavy vehicles.



Rola-Trac will continue to rent its I-Trac system

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Sangwin Plant has added Genie telehandlers to its fleet

Sangwin goes with Genie

Hull-based Sangwin Plant Hire has added Genie telehandlers to its fleet. The company recently added powered access equipment after being in crane rental for many years. The company's first units are the 12 metre, 3.5 tonne GTH 3512 which offers up to 8.4 metres of forward reach. Andrew Fenton of Sangwin said: "The cost was one factor that appealed about the GTH 3512, but we were also impressed with the style and design. The machine looks very robust and has a powerful 60 kW Deutz turbo-diesel engine."

IPS Pop-Up

Pop-Up Products has announced a partnership agreement with Independent Parts & Service (IPS) to provide aftersales parts and service support for its Pop-Up Scissor lifts. Since its launch just over a year ago, Pop-Up has sold more than 1,600 units. The agreement with IPS is intended to ensure that there is sufficient product support

as the machine population both grows and begins to age.

Paul Gallacher, sales director at Pop-Up said: "The agreement forms part of Pop-Up Products' positive response to the Working at Height Regulations, which was introduced to prevent deaths and injuries caused by falls at work. Under the agreement, IPS will become the preferred servicing and parts supply partner."

Facelift 500

Hickstead-based Facelift Access Hire has taken delivery of its 500th aerial lift. The new 17 metre Ascendant truck mounted lift was delivered by Andy Northwood, managing director of Tyneside-based UK distributor Blue Line Access. Facelift has also spent £1 million or 20 percent of its planned capital expenditure for 2007 with Niftylift for a mix of Height Rider 15, 17 and 21 metre self propelled boom lifts.

Managing director Gordon Leicester (L) accepts delivery of the 500th lift in its fleet from Andy Northwood of BlueLine



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Wumag Winners

Powered access equipment specialist winners-access.com has taken delivery of the first new Wumag WT370 platform in the UK. The 37 metre working height WT370 is mounted on an MAN TGM 18 tonne chassis with sleeper cab and features a four section main boom plus two section jib giving 29.5 metres of outreach. A 3.8 metre wide basket and 600kgs capacity adds to the machines versatility.

Liverpool based Winners was started by husband and wife team Gary and Susan Winn in 1993 as a maintenance company. Over the past two years it has branched out into the access sector employing 14 people and operating a selection of truck mounted lifts primarily working in the telecommunications sector.

"We decided to purchase the Wumag WT370 from SkyKing as it was a natural progression in building up the fleet," said Gary Winn. "The new Wumag currently provides the greatest height and outreach in our fleet, enabling us to take on a wider variety of work".



The first Wumag WT370 has been delivered to Winners

Manitou pushes on

A strong second half pushed Manitou's net profits for 2006 to a record €88 million - a rise of 19 percent on 2005. Revenues at the French telehandler and access manufacturer were confirmed at €1.13 billion, an increase of 14.5 percent on the previous year. After a slow start to the year the pace picked up with sales in the second half jumping by almost 20 percent and profits up 38 percent. Exports rose by over 22 percent and now account for more than 62 percent of total sales.

The fastest growing sector in percentage terms was its access division (Maniaccess) which saw revenues jump 42 percent, although this was from a low base. Telehandlers, including rough terrain fork trucks, were the driving force behind growth in 2006 with sales increasing by almost 18 percent compared to 2005.

Tracks or wheels on 643

Sennebogen has announced a new telescopic crane, the 643, available with either a mobile or crawler undercarriage. The 40 tonne 643 has a 30 metre boom and can be equipped with a 6.5/13 metre bi-fold jib.

The 643 is fitted with the new Sennebogen maXcab which tilts to an angle of 17 degrees while a new SDS diagnostics system keeps the operator up to date with all critical data. However, the manufacturer

says that it has eliminated unnecessary electronics in the machine in order to simplify maintenance and repair.



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New dealer up and running

Newly appointed Hiab dealer in Perthshire - Blairgowrie-based Forest & Field - became one of the fastest-selling Hiab dealership ever by selling five Loglift-Jonsered timber cranes in its first month.

Three Jonsered J1080 cranes - two with cabs - one Loglift 82S and a Loglift 96S with cab were sold in less than four weeks of the appointment.

Forest & Field was previously representing Liv crane, the Slovenian manufacturer of forestry cranes and also handles a range of loader crane attachments and weighing systems.

Earnings briefs:

Ashtead

Revenues and earnings rose steeply in the third quarter for Ashtead, owner of Sunbelt/Nations Rent and A-Plant although earnings per share were hit as the business coped with increased debt following its acquisition of Nations Rent.

In the UK, A-Plant saw its third quarter profits almost double on revenues up 23 percent as utilisation rose to its highest level for several years.

Lavendon

The Lavendon Group's figures for last year show a marked improvement over 2005. Europe's largest aerial lift rental company reported group revenues up 25 percent to £124.7 million due to the UK acquisitions made this time last year as well as respectable organic growth.

EBITDA jumped by 29 percent to £38.3 million, while its operating profit leapt 74 percent to £12.7 million. Profit before tax rose by 166 percent to £7.7 million.

Linamar profits slip as Skyjack sparkles

Skyjack parent Linamar, has reported a four percent decrease in gross margins to \$229 million in spite of a 4.7 percent increase in revenues to \$1.9 billion.

Skyjack's results contrasted sharply with those of Linamar. The Industrial division which is largely Skyjack, reported sales up 27 percent to \$314 million while Skyjack's operating income leapt by 55 percent to just under \$51 million. Linamar says that demand in the USA continues to be strong and that the company has gained market share.

On publication of its results Linamar also announced the resignation of its chief financial officer, Peggy Mulligan who joined the company in November 2005 following the resignation of Keith Wettlaufer. (All \$ = US dollars)

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Straight and narrow

GSR has announced a new 17 metre straight telescopic truck mounted boom lift for 3.5 tonne trucks which it plans to unveil at Bauma. The new model designated the E179T, will be available with a range of outrigger configurations to suit the most popular chassis including the Nissan Cabstar, Renault Maxity, Mercedes Sprinter, Iveco Daily and Volkswagen Crafter.

The lift will feature up to 11.1 metres of outreach, a lift capacity of 200kg, full hydraulic controls and all hoses mounted internally.



Computer generated graphics of the GSR E179T.

Link-Belt makes an appearance

Kentucky-based mobile crane manufacturer Link-Belt will be exhibiting its Truck Terrain HTT 8690 at SED, possibly the first time that the American manufacturer has exhibited a truck crane in the UK for at least 40 years. It follows on from an appearance at Bauma in late April.

The perceived renewed interest in truck cranes in Europe, a favourable dollar/pound exchange rate and excessively long delivery times for All Terrain cranes must all be factors in its decision to be at both shows.

The main exhibit will be its four axle HTT-8690 Telescopic Terrain crane, an 81 tonne capacity, all wheel steer truck crane featuring all round, super single tyres and four mode steering along with differential locks giving manoeuvrability and some rough terrain capability.

The unit features a five section, 42.7 metre pinned boom with a bi-fold swingaway offering a 10.7 or 17.7 metres extension. When equipped with two, 4.9 metre inserts between the boom nose and the swingaway, its maximum

tip height is more than 72 metres.

Concerns among potential buyers will naturally include the long term stamina of the company - particularly if the dollar regains its strength - to remain in the European market, together with its distribution and support. However given



Link-Belt is exhibiting at a UK show for the first time in more than 40 years.

Link Belt's affiliation with Hitachi Sumitomo this need not be an issue.

Quick delivery for flat top

Chinese tower crane manufacturer, Yongmao is set to launch a new compact tower crane by its European representative, Jin Long Europe. The STT113 flat top will be the smallest of the Yongmao CE approved cranes currently on offer in Europe. Although maximum jib length is 52.5 metres, the unit can be seen at Bauma with a 30 metre jib.

The crane can lift six tonnes at a radius of 17 metres and one tonne at maximum jib length. Free standing heights are available to just under 45 metres with 130 metres when anchored and can be operated from the cab or by remote control.

Yongmao is the largest manufacturer of tower cranes in China and is in negotiations to add a third manufacturing plant to those in Fushun and Beijing. Delivery for the STT113 is said to be two months.



Smallest Yongmao in Europe - the STT113

Cranes, boats and motorbikes

A crane driver escaped after his Rough Terrain crane tipped over while lifting a yacht out of the water at Ken Brown's Boats in Camber Dock, Portsmouth. The six metre/20ft yacht had been lifted clear of the water, when it tipped forward pulling the crane over dumping the boat back in the sea.

Witnesses reported strong gusts of wind in the area at the time which started the boat swinging, pulling the crane over onto its side and bending the boom's fly section. The impact of the boat hitting the water caused its mast to collapse.

An ambulance crew and a paramedic on a 'rapid response' motorbike treated the injured operator for non life-threatening leg and facial injuries before taking him to Queen Alexandra Hospital for further assessment. Officers from the Environment Agency were also called because of reports of leaking fuel.

Tower crane kills four

Four labourers - three from the Philippines and one from India - were killed when a tower crane collapsed while being erected in the West Bay area on Pearl-Qatar Island near Doha, Qatar. Three other workers were injured and taken to hospital. The cause of the accident is currently being investigated.

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- **JLG** has appointed two new vice presidents and a training director in North America. **Chris Mellot** becomes vice president of customer assurance; **Brent Yohn** is promoted to vice president of field sales and service and **Todd Truax** has been appointed director of training.
- **Gary Crook** returns to **UpRight** as senior design engineer following a spell at JLG.
- **NMT Crane Hire** of Milton Keynes UK has ordered seven new cranes from Demag and one of the new seven axle Spierings mobile tower cranes.
- **Peggy Mulligan** chief financial officer of **Linamar**, Skyjack's owner, has resigned for personal reasons and will depart at the end of this month.
- **Haulotte** has appointed Emmanuel Kuranty as the manager of its Chinese subsidiary.
- **Doug King** has re-joined **UpRight** in the USA as sales logistics manager.
- The monorail train that runs from Tokyo's **Haneda Airport** to the city hit a crane trapping 130 passengers.
- Link-Belt cranes has made two new product specialist appointments - **Scott Knight** is now market specialist for lattice cranes and **Kelly Fiechter** becomes product specialist for telescopic cranes.
- **SafeWorks** - the parent of Power Climber and Spider suspended platforms - has appointed **Joe Salter** as HR director.
- California based **Bigge Crane & Rigging** has entered the tower crane market.
- **Demag Cranes AG** has appointed **Thomas Hagen** as the third member of the management board responsible for Industrial Cranes and Services.
- **Kirtland Capital Partners** has completed a \$50 million recapitalisation of its Essex crane business.
- A truck mounted aerial lift operator from Brogan Access was injured after he fell through a fragile roof in **Edinburgh** having left his basket to help with a survey.
- **Manitowoc** has adopted a new rights agreement that triggers in the case of an unsolicited take-over bid.
- **Cramo Sweden** has acquired Goby AB a rental company in Sundsvall, northern Sweden.
- **AmQuip** has acquired Boston-based **Shaughnessy Crane Services** from NES Rentals.
- **Tomas Blomberg** - a material supply manager at Hiab loader cranes in Hudiksvall, Sweden has won the 7th Svenska Monteringspriset 2007, an annual prize for introducing new developments in machine assembly.
- United has promoted **Michael J. Kneeland** to the post of executive vice president and chief operating officer. He was previously executive vice president operations.
- **Genie Europe** has appointed **Jacco de Kluyster** as territory sales manager for the Benelux markets.
- Australian **Skyreach** - the acquisitive telehandler and access rental company - will now trade under the Force Corp banner.
- **Malthus**, the privately owned Norwegian sales and rental company, has acquired **Liftbolaget**, the Swedish distribution company.



Gary Crook



Kelly Fiechter

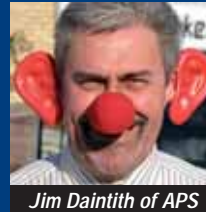


Scott Knight

- **Genie** has appointed **Matt Fearon** as managing director and vice president of Genie Europe (see face to face page 42)
- **Terex** has appointed **Oren Shaffer** of Qwest as a non executive director.
- **AMP Access** has purchased five new DAF rigid trucks with special Andover access equipment bodies.
- **AFI-Uplift** has appointed **Brian Parker** as its first general training manager.
- **London Tower Services** has expanded its powered access fleet with the addition of more Niftylift booms and JLG scissor lifts including 15,17 and 21 metre 4x4 Height Rider booms.
- The **Ashtead** group, owner of Sunbelt and A Plant has appointed **Christopher Cole** as chairman.
- **Airtrax** - the company that builds forklifts and aerial lifts with omni-directional wheels - has appointed Universal Equipment to help it build a dealer network in North America.
- The staff of **APS**, the Snorkel, Hinowa and Omme distributor sported red noses in order to help raise funds for Comic Relief and donated one percent of its revenue on red nose day to the charity.
- **Gordon Leicester** was arrested and placed in the old Brighton police cells, until he raised a bail of at least £3,000. At the end of the day he raised £4,000 for NCH, the children's charity.
- The U.S. Department of Transportation has announced that it will allow surge brakes on all small and medium-sized trailers concluding a 10 year battle by the ARA.



AMP Access



Jim Daintith of APS

- The newly named Australian access rental company, **Force-Corp**, has acquired **Moorlands Hire**, a three location rental company in the state of Victoria.
- Tower crane company **Potain** has terminated its relationship with its Belgian distributor and will sell into the market and support customers from its wholly owned operations in Holland and France.
- Telford based **Access Rentals** will take delivery of a new 33 metre **Holland Lift** rough terrain scissor lift at SED in May.
- Aerial lift manufacturer **Snorkel** has promoted **George Fitchett** to director of North American sales and major accounts.
- **Easi-UpLifts** has appointed **Gerard Jennings** as business development manager responsible for setting up and managing its new Banbury location.
- **IPAF** is due to issue its 250,000th PAL card later this spring and is expecting to issue around 65,000 new cards this year.
- South African crane rental company, **Richie Crane Hire** has been acquired by mining services company Scharrig Mining for R40-million.
- **Maurice Flitcroft**, an ex -crane driver at the Vickers Armstrong shipyard in Barrow-in-Furness died on March 23rd. He became famous after he conned his way into the 1976 British Open even though he had only just taken up golf. He carded a 49 over par 121 and caused a rumpus which made him a minor celebrity.



George Fitchett

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