

# Sheriff calls for UK crane MOT

A sheriff in Scotland has finally issued a ruling on a fatal road accident in which Ann Copeland, 45, and daughters Niamh, 10, and Ciara, seven, were killed after their car skidded on hydraulic oil that had leaked from a mobile crane.

Following the protracted inquiry last year, sheriff Kenneth Stewart determined that "the car lost control because of 'contamination' on the road and that the contaminant was hydraulic or lubricating oil which had the effect of considerably reducing the grip of the cars tyres on the roadway. On the balance of probabilities the contaminant was deposited on the road by a mobile crane which was driven south on the A92 road shortly before the accident. The oil leaked from a hole in a hydraulic hose which had been incorrectly positioned, leading to abrasion."

He added that it is likely the fault would have been noticed if the crane's owners and operators, William Whyte Cargo Handlers - which trades as Whyte Crane Hire - had a programme of planned preventative maintenance in place for the crane, based at least on the recommendations contained in the manufacturer's manual.

He then recommended that the UK Government "as a matter of urgency bring in legislation to remove the current exemption for mobile cranes from undergoing a compulsory regular roadworthiness test."

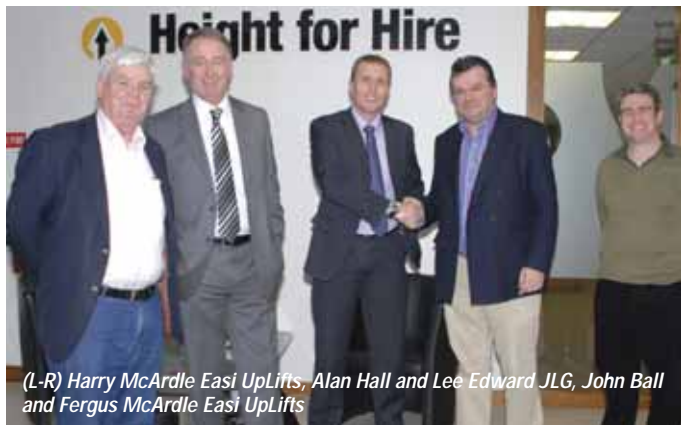
The inquiry was also told that Whyte now has a preventative maintenance scheme in place. Witness Hamish Anderson, the crane's operator, told the court that he discovered several gallons of hydraulic oil had leaked from the crane and admitted that he did not check the levels regularly. He also said that such checks were carried out when there was time and that it was really just an exercise in box ticking.

It is most likely now down to the Health & Safety Executive to decide on how and if it will prosecute this case.



# Easi UpLifts invests

Irish-based international rental company Easi UpLifts has launched a 'substantial' capital investment programme for 2012, with sizeable orders for JLG boom and scissor lifts along with Teupen spider lifts. The bulk of the JLG order is for 60 and 80ft telescopic and articulated booms and two 150ft (47m working height) JLG 1500SJ the world's largest self-propelled boom lift. The new lifts will be added to Easi UpLifts' big boom fleet and will be available for re-rent throughout Europe.



(L-R) Harry McArdle Easi UpLifts, Alan Hall and Lee Edward JLG, John Ball and Fergus McArdle Easi UpLifts

# Skyjack unveils 63ft articulated boom

Skyjack displayed the prototype of a new 63ft platform height/ 21.2 metre working height articulated boom lift at the recent Rental Show in New Orleans. The most innovative feature on the new boom lift is its dual sigma-type over-centre riser mechanism, with open-throat knuckle joint and twin lift cylinders.

The benefit of this design is that it keeps the overall height of the machine down low enough for transport in a standard container, while offering the best combination of outreach and up and over reach with constant zero tail-swing, perfectly vertical lift and a relatively compact overall length. It also allows the platform to be lowered to the ground while the two risers are fully extended.

The SJ63AJ, painted in the colours of the New Orleans Saints football team, has been designed to offer the best possible outreach, and at 12 metres/ 40ft, it beats Genie, JLG, Snorkel and Manitou and possibly Niftylift's HR21, with only single riser Haulotte clearly offering more. Up and over reach is a very respectable 8.3 metres.

The machine's Gross Vehicle Weight is 10,000kg sufficiently low to allow two units to be carried on a 45,000lb trailer in the USA and other markets. Power comes from a Deutz 3B or Tier 4 diesel with the company's standard drive system, using rough terrain drive axles, complete with operator controlled differential lock and 45 degree crank angle steering. According to the company this provides the new SJ63AJ with one of the best turning circles in the industry. Production will begin towards the end of this year.

The new Skyjack SJ63AJ articulated boom lift.



# New chief executive for Rival

Netherlands-based international rental company Rival has appointed Norty Turner as chief executive, effective March 1st. He joins Rival after 17 years with Hertz Equipment Rental, where he has held a number of increasingly senior sales and general management roles.

He joined Hertz in the USA in 1995 as a sales co-ordinator and since August 2008 has been vice president Europe, Middle East and Africa, based in France. Turner will succeed Dick Schalekamp who joined the company, then managed by his father Dick senior, in 1986 - taking over the reins in the mid-1990s and leading Rival through a period of strong overseas growth.

Schalekamp moves to a new role in which he will be responsible for initiating international business development, international sales, purchasing relationships, and mergers & acquisitions. He will also remain a member of the company's supervisory board along with chairman Doron Livnat and Willem Ledeboer.



Norty Turner

## JCHI takes Nagano

Chinese access equipment manufacturer Beijing Jingcheng Heavy Industry (JCHI) has acquired Japanese based construction machinery aerial lift manufacturer Nagano for ¥1.04 billion (\$13.3 million/€10 million) following its bankruptcy last year. JCHI is a subsidiary of Beijing Jingcheng Mechanical and Electrical Holding company established by Beijing Municipal Government.

Nagano's main products include mini-excavators, and high quality tracked aerial work platforms and crawler cranes, which it sells under the Nagano and Hanix brands. The company filed for an application of commencement of civil rehabilitation procedures (a form of bankruptcy protection/administration) to the Nagano district court in May 2011. JCHI succeeded in acquiring Nagano after its plan for the business was approved by a majority of creditors and authorised by the Nagano district court at the end of last year.



*A Nagano tracked big cage boom lift.*



*The new RS series of simpler scissors is aimed at rental companies*

## JLG unveils new lower cost scissors for non-CE markets

JLG has launched two new low cost Rental Series electric slab scissor lifts for the Americas and other markets that require CE certification. The new RS range includes two units - covering the most popular platform heights - the 1932RS, a 19ft elevator model with 820mm/32inch overall width and 227kg lift capacity and the longer 3248RS, a 32ft platform height, 1.2 metre/48 inch wide mini scissor with 320kg capacity.

The most notable feature on the new units are their passive pothole protection, eliminating the 73 parts that make up the active pot-hole protection system on the company's highly specified ES scissor lift range. They retain direct electric drive, but use fixed rear axle drive motors rather than the more complex and expensive front wheel drive motors on the ES, the trade-off is a larger turning circle. The scissor lift mechanisms have also been modified to simplify production, while the self-contained hydraulic lift cylinder of the ES has been substituted with a more traditional format. Platforms are steel instead of aluminium as are all covers and the control box.

The new scissors will be built at JLG'S plant in China and sold both locally and in the Americas. The units are expected to cost around 10 percent less than the ES series, but are also expected to be less costly to maintain due to fewer moving parts.

## Abu Dhabi cracks down on crane safety

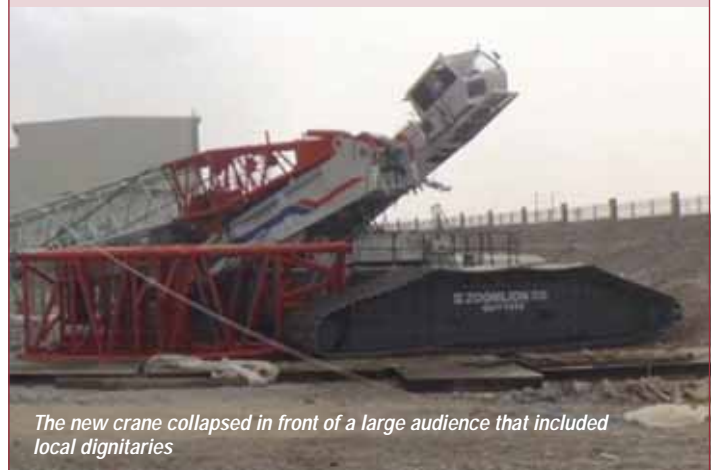
Abu Dhabi Municipality is stepping up its efforts to improve crane safety by calling on contractors and consultants to carry out regular safety checks on cranes and lifting equipment working on their sites and to ensure that they have third party test certificates – a requirement since the end of October.

It also warned that inspectors would be carrying out unannounced site visits, that formal operator training certification will soon be required and that similar rules will shortly be implemented for scaffolding.

## Crane set up was to blame

A report has been issued regarding the cause of the fatal 1,000 tonne Zoomlion crawler crane collapse in China last October. The report - or 'final findings' - was issued by the Jiuquan City People's Government, in a statement made by Jiuquan City administration secretary Yanzheng Lu.

He said that following a careful investigation and collection of evidence, the city's safety committee and accident investigation team had issued its report which had been reviewed and approved. He added that the investigation determined that the collapse was caused by the crane being set up out of level and at an angle exceeding its design parameters. As a result, as the crane slewed side-on to the slope, the lateral stresses on the boom from the 318 tonne load, caused it to buckle and fracture. A number of companies including the manufacturer Zoomlion were declared to have had some responsibility for the incident and were issued with administrative penalties. Six individuals are also accused of being directly responsible for the collapse - which took five lives - and will face further penalties, while a further three had their qualification and operating certificates revoked.



*The new crane collapsed in front of a large audience that included local dignitaries*

# First outing for world's largest spider lift

The first 52 metre TCA Falcon FS520C to go into a rental fleet carried out its first job at the athlete's village in London's Olympic park. The world's largest spider lift was delivered to Ireland-based Easi UpLifts at the end of last year.

The high profile apartment building includes a 46 metre high internal atrium which needed cleaning along with minor repairs to its roofing system.



Getting in through the 1.4 metre wide doorway

However the only access to the site was through a 1.4 metre wide doorway, making it impossible for larger powered access equipment to enter. Once inside, the floor space was also at a premium, leaving just enough room for the machine to be set up. Easi UpLifts said that the solution was the most efficient and economical for its client, saving time and money that would have been lost through the use of traditional scaffolding.

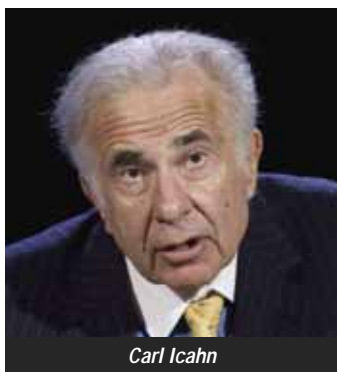


Reaching the top of this narrow atrium efficiently was a challenge

## Oshkosh wins the day

Oshkosh shareholders rejected Carl Icahn's plans and ideas for the company and JLG. Icahn, who owns almost 10 percent of the company's shares, was pushing to have shareholders appoint his six nominated directors to the Oshkosh board and adopt his strategy of selling off JLG in order to focus on the defence and speciality truck business.

The company said that at least 12 of the 13 Oshkosh director nominees were elected while the remaining seat is too close to call at this time. A statement by Oshkosh said: "Our board and senior management team remain focused on delivering value to all of our shareholders and continuing the progress we have made towards building a stronger future for Oshkosh."



Carl Icahn

## Management change at Palfinger Platforms



Dirk Engels

Dirk Engels, general manager of German-based truck mounted platform manufacturer Palfinger Platforms has left the company to devote his time to other activities. He had been at Palfinger for more than three years.

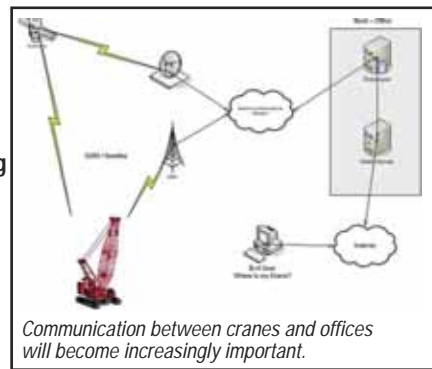
In a short statement Palfinger said: "One of the main credits to Mr Engels was the merging the two aerial lift brands Bison and Wumag into today's BU Platforms.

We thank Mr Engels for his commitment and wish him all the best for the future."

Stephan Kulawik takes over as the new business unit manager for Palfinger Platforms with immediate effect and will manage the BU Platforms together with Rupperecht Zaft in the future.

## Trimble and Manitowoc to collaborate

Trimble and Manitowoc Cranes are to collaborate on the development of telematics solutions. The aim is to provide real time, centimetre-level positioning data for multiple cranes working on a site. The solution would be able to measure crane position in absolute coordinates using rugged, easy to install, non-contact



Communication between cranes and offices will become increasingly important.

sensors that can be installed on both tower and mobile cranes. In-cab displays of cranes that are fitted with the developed solution will permit operators to view the site, multiple working crane zones, forbidden zones, target locations and other site information.

Trimble and Manitowoc also expect to develop an "Intelligent Environment" database for their solutions capable of receiving constant updates of data from Building Information Modelling (BIM) tools and other site sensors working in tandem. In addition, an anticipated feature of the solution would enable a user to program an alarm or even halt crane operation upon the detection of unplanned work activity on the construction site.

A wireless local area network will also share the crane position information across the site, providing each crane operator, the lift scheduler and even the back office, instant status against the BIM plan, enabling informed, decisions to be made in real time.

## Manitou and Toyota to split

Fork and pallet truck producer Toyota Material Handling Europe and Manitou will not renew their long-standing exclusive distribution agreement for France when the current contract expires in a year's time.

Both companies want to enforce a clearer brand strategy that is consistent across Europe. They will however pursue their on-going cooperation, exploring new opportunities and preserving business continuity for their common dealers and end-customers on the French market. Both parties have said that business will continue as usual throughout 2012.

Hakan Dahllöf, president of Toyota Material Handling said: "We are very appreciative of what Manitou has built for the Toyota brand in France, but we now need to deploy our pan-European model for branding and distribution with one integrated organisation in charge for both Toyota and BT brands."

Manitou chief executive Jean-Christophe Giroux added: "Toyota has helped us grow a unique expertise in Industrial Material Handling and recognise the value of that segment alongside Agriculture and Construction. We now wish to expand this model across other geographies, leveraging a single product range under our own Manitou brand, to be launched abroad early February 2012 and progressively in 2013 in France."

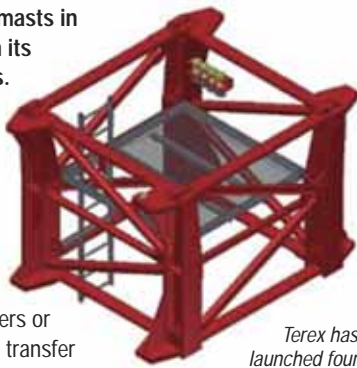


Toyota Industrial Material Handling products

# Tower crane transfer masts

Terex has added four new transfer masts in order to improve flexibility between its different tower crane brand designs.

The HD23-TS212, HD23-TS23, TS23-H20 and TS23-TS21 allow crane companies to use any Terex tower section segments with flat top, luffing jib and hammerhead tower cranes under the Comedil and Peiner brands.



Terex has launched four transfer masts. This is the HD23-TS212.

Positioned between two different towers or directly on the lower slewing unit, the transfer masts allows a combination of tower segments to increase freestanding capabilities, lower inventory requirements and improve flexibility.

Pittsburg-based Maxim Crane Works - which has an exclusively Terex fleet of 100 tower cranes - the vast majority are hammerheads but also it has 15 Terex SK 575-32 - has purchased the first transfer masts.

"Purchasing the transfer masts allowed us to use those towers with the new cranes, so we could more efficiently use our inventory and save money on the crane purchase price, said Matt Hyden, tower operations manager for Maxim Crane. "We can also get an additional 80ft to 100ft of freestanding height by mixing tower sections with the transfer masts."

## New Liebherr for Baldwins

UK-based Baldwins Crane Hire has added a 200 tonne capacity Liebherr LTM 1200-5.1 All Terrain Crane to be based at its Newport depot. The new crane follows a 500 tonne LTM 1500-8.1 delivered last year.



(L-R) Keith Crocker, Baldwins' Newport depot manager with Wayne Baldwin and Richard Everist, managing director Liebherr-Great Britain.

As well as a 72 metre main boom the AT crane has been delivered with the 12.2 to 22 metre bi-fold swingaway with offsets of 0°, 22.5° and 45°, providing a maximum height under hook of 98 metres and an optimum working radius of 78 metres with a 1,000kg load. The five-axle carrier has 10x8x10 drive/steer, 12-speed transmission with automatic control, air-conditioning and digital instrumentation.

## Manitou and Yanmar to cross sell

Manitou and Yanmar have announced a strategic alliance in which Manitou will sell Yanmar compact excavators under the Gehl and Mustang brands in North America. As part of this move, Manitou has ended its existing agreement with Wacker Neuson which has provided compact excavators and all-wheel steer loaders to Manitou Americas since 1999.

Manitou says that it will continue to provide parts and service support for these products for the foreseeable future at the same time Yanmar will launch its own range of skid steers and compact tracked loaders built by Gehl/Manitou in the USA.

## Another new crane from JMG

Italian pick&carry crane manufacturer JMG has launched a new six tonne battery powered crane. The MC60 comes just a few months after the launch of the 11 tonne MC110 model and is another stop towards completing its range of battery electric cranes from two to 60 tonnes.

The MC60 has a 6,000kg maximum capacity just half a metre in front of the crane's front bumper. It has a four section full power telescopic boom with provides an 8.8 metre lift height and up to 5.5 metres of horizontal outreach.

The compact crane measures 3.2 metres long, 1.65 metres wide, 1.86 metres overall height and weighs 6,500kg. The drive system has twin front drive motors and a full 90 degree crank angle steering axle at the rear for a turning radius of just 2.8 metres.

The first two units, equipped with winches and non-marking tyres have already been delivered to Elwiko, JMG's distributor in Poland.

The four section main boom extends to 8.8 metres



## Second Zoomlion for Hewitt

John Hewitt Crane Hire has taken delivery of the first of the new 35 tonne Zoomlion QY35V truck crane to be delivered in the UK, following its launch at last year's Vertical Days.

The QY35v has a 40.5 metre main boom plus an onboard eight metre underslung fly jib and boasts twin hoists as standard.

Hewitt was one of the first UK customers to own and operate Zoomlion's first generation CE marked truck cranes, a 30 tonne QY30v, which is still in the company's fleet.



## Genie telehandler distribution moves to Terex

Terex Distribution (TDL) of Tankersley, South Yorkshire, has been appointed as the UK distributor for Genie telehandlers for the construction, waste, recycling and agricultural sectors. This will include six Genie telehandler models ranging from six to 17 metres.

Covering the entire UK, TDL is also the exclusive distributor of Terex's heavy construction equipment, including articulated and rigid dump trucks and industrial wheel loaders, along with the Atlas range of material handlers and wheeled excavators. The wholly-owned Terex subsidiary has a UK network of 53 factory trained mobile service and parts stocks of more than £4 million. Telehandler distribution for the UK was previously handled by the Genie UK team.

## JCB launches new telehandler work platform

JCB has launched a telehandler work platform option for two of its HiViz telescopic handlers - the 535-125 HiViz and 535-140 HiViz. Three platform sizes are available including a fixed platform 1.2 metres by 2.5 metres wide, an extendable platform 1.2 metres deep, but with a length of 2.5 to five metres wide, while the third option adds platform rotation to the extending platform.

A third party access platform will remain available for the 540-140 and 540-170 models. All three platforms offer a capacity of 400kg an increase of 50kg on previous models. JCB says that the EN280 compliant base machine has stabiliser and boom interlocks.



## UK and Ireland Crane service, parts and training

### Brands

#### Current Models

Manitowoc  
Grove  
Potain

#### Older Models

Krupp  
Coles  
Grove/Coles

#### Products

Tower cranes  
Mobile cranes  
Crawler cranes  
Industrial cranes

### Crane Care Services

#### Field service

Thorough examination  
Inspection  
Service  
Repair  
Load testing  
Erection — tower cranes  
Dismantle — tower cranes

#### Training

Manufacturer-approved training  
CPCS-approved training

#### Workshop resources

Repair  
Load testing  
Structural welding  
Full rebuilds  
Contract management

#### Parts

Over 4,500 line items — in stock  
Kessler axle parts and wire ropes — in stock  
Older model Coles and Krupp parts — in stock

**If we don't have it in stock, we'll get it!**

Manitowoc UK and Ireland provides outstanding after-sales support. Parts and service are readily available either at your location or at our workshop facilities at Buckingham.

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#### Buckingham facility

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Buckingham, MK18 4FD

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[www.manitowoc.com/cranesdealer](http://www.manitowoc.com/cranesdealer)

# Power boom on test

Liebherr's new heavy duty 'P' boom (Power Boom) system for its largest lattice cranes is now on test at its Ehingen plant in Germany. Its flagship 3,000 tonne LR13000 is currently undergoing main Power Boom tests, while a heavy duty luffing jib and Power Boom combination is being tested on a 1,350 tonne LR11350 crawler.

Liebherr says that the increases in lifting capacities on the luffing jib are particularly impressive, because of the increased torsion stiffness/cross section of the Power Boom together with the stronger, lattice section used in the heavy duty luffing jib.

The 3,000 ton LR13000 Power Boom on test



# New Holland goes compact

New Holland has added a six metre - Dieci-built - compact telehandler to the bottom end of its range.

The new model - the 2.5 tonne LM625 - offers a lift height of 5.8 metres and is the construction equivalent of New Holland's LM5020 agricultural telehandler which was launched last July.

The LM625 is just 1.8 metres wide by 1.9 metres high with a turning circle of 3.4 metres and an overall weight of 4,800kg. Power choices include a 70hp naturally aspirated or 84hp turbocharged engine, coupled to a hydrostatic transmission and permanent four wheel drive.



New Holland's six metre Dieci built compact telehandler.

# Liquidation for K-Lift

A K-Lift six axle self-erecting tower crane



UK specialist crane rental company K-Lift which went into voluntary liquidation early last month and then appointed a liquidator, has resurfaced as SRF Processors (UK).

A quick check reveals that the directors of the new business are the same as for K-Lift and that SRF was established as a storage and warehouse business in 2002 and had until now been dormant.

Founded in the mid-2000s, K-Lift ran a fleet of mobile self-erecting tower cranes from its base in Denton, Manchester.

# It's here! the all new city range

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(L-R) Fork Rent owners Guy and Trudi Nicholls with Elaine Miller, Fork Rent's operations director

## 600 telehandlers for Fork Rent

UK-based telehandler specialist Fork Rent has ordered 600 new JCB telehandlers as part of a fleet and depot network expansion programme. The company is to construct a new purpose-built national headquarters in Ipswich in addition to a brand new depot in Hullavington, Wiltshire which will serve the South West, South London and the Midlands. The company is also looking for a new location in Northern England.

The units ordered range from the 515-40 to the 515-170, including the latest HiViz models. All have air conditioning, sway control for chassis levelling, turbo engines and hydraulic side shift forks as standard. Fork Rent has also specified the latest JCB LiveLink telematics and keypad immobilisers where available.

## GT Lifting adds latest Roto

One of the first Merlo Roto 60.24 MCSS 360 degree telehandlers off the production line has been delivered to UK-based specialist telehandler rental company GT Lifting Solutions. The new model offers a six tonne maximum lift capacity and 24 metre lift height at which it can lift three tonnes, or take 850kg out to more than 20 metres.



An operator undergoes training on GT Lifting Solutions' new Merlo Roto 60.24MCSS telehandler.

Graham Trundle of GT Lifting, which specialises in 360 degree and heavy lift telehandlers, said: "The new machine benefits from a much increased capacity at full outreach whilst maintaining a compact footprint in line with other models in the Merlo MCSS range."

## SafeFirst appointed dealer

Irish health and safety company SafeFirst has been appointed as the Altec and Cumberland/Socage dealer for Ireland. The Belfast company has already notched up several sales.

At the end of November it sold its first Land Rover mounted Socage 314 to a rental company in southern Ireland and followed this with another on a 130 Defender chassis to a large utility vehicle supplier in Northern Ireland. The company has also been demonstrating the Altec



DB35 Digger Derrick throughout Ireland.

(L-R) Gary Simmons of Altec, Michela Viviani of Socage UK, Michael Rodgers and Mark Holmes of SafeFirst, Paul Murphy of Cumberland and Saul Brown of SafeFirst.



THE SKY IS THE LIMIT



ZED 20 CH

### PERFORMANCE:

working height 20m · working outreach 9,2m · capacity 200kg

### FEATURES:

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- Highly compact - total height only 2,50m
- True Zero tail swing
- Possibility to work in a vertical planes due to the sigma boom
- Clean top boom, the services are contained inside the boom

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## Financials round-up

### Haulotte up 23%



Haulotte reported full year revenues for 2011 of €307 million up 23 percent on 2010 and likely to put it back into profit.

New equipment sales increased 25 percent to €233 million, service revenues were up 17

percent to €31.1 million and rental revenues 15 percent to €42.7 million.

Sales grew in all geographic areas with South America up 77 percent, Asia up 48 percent and Europe, which accounts for two thirds of the company's sales, up by 19 percent. The USA showed the lowest growth levels with a five percent increase.

### Lavendon up 7%

Europe's largest powered access rental company Lavendon issued a full year trading statement to the end of December with revenues up seven percent for the year and five percent in the fourth quarter. The UK and Germany were both up seven percent for the year, Belgium and France grew 13 percent and the Middle East five percent.



### Harsco edges up

Revenues at Harsco Infrastructure edged up seven percent for the 12 months to the end of December to \$1.1 billion. Losses were \$125.6 million - compared to \$145.3 million in 2010 - of which \$87.6 million was restructuring charges compared to \$84.4 million of restructuring charges last year.

### RSC finishes with a flourish

RSC, North America's second largest rental company, has reported a strong finish to the year, pushing it back into profit for the quarter. Overall revenues were up 23 percent to \$1.23 billion. In spite of the strong improvement the company still reported a pre-tax loss of \$40.4 million, significantly better than last year's loss of \$117.2 million.

### Record result for CAT

The world's largest construction equipment manufacturer Caterpillar has reported record sales and profits for 2011. Total revenues were up 41 percent at \$60.1 billion of this construction equipment - including telehandlers - was \$19.67 billion, an increase of 45 percent on 2010. Pre-tax profits jumped almost 80 percent to \$6.725 billion.

### Manitou back above a billion

Manitou has reported 2011 revenues of €1.13 billion, 35 percent higher than for 2010. All divisions posted strong gains including the Rough Terrain Handling business - largely telehandlers and aerial lifts - which saw sales for the full year climb by 36 percent to €796.3 million - just over 70 percent of the company's total.



### United ends the year on a high

US-based United Rentals reported a strong fourth quarter pushing the total year revenues to \$2.61 billion, 17 percent higher than for 2010, with \$164 million pre-tax profits compared to a loss last year of \$63 million.

In the fourth quarter overall revenues were up 25 percent to \$746 million, while pre-tax profits for the quarter were \$56 million, compared to a loss in the same quarter last year of \$40 million.

### A strong finish for Manitowoc



Manitowoc Crane has reported fourth quarter revenues up over 40 percent on last year - its best quarter since 2008. For the full year crane sales were \$2.16

billion, up more than 24 percent, driven by stronger sales in North America and developing markets. Operating profits for the same period grew by 19 percent to \$106.8 million.

### JLG jumps 74%

JLG reported a very strong first quarter with sales of \$505.1 million, up almost 74 percent on last year - more than 91 percent if you include inter-company military contracts. Operating profits for the quarter were \$13.1 million compared to a loss year of \$16.7 million. The company's order book more than doubled to \$785.3 million.

### HSS up 5%

UK rental company HSS announced full year revenues up five percent to £180.2 million however in the fourth quarter they slipped back one percent to £43.9 million.

### Record revenues

Preliminary numbers for Wacker Neuson show revenues of €991.6 million the highest in the company's history and 31 percent up on 2010. All segments reported double-digit growth.



### Tanfield raises £12 million

Tanfield, owner of Snorkel aerial work platforms raised £12 million through the issue and placing of 29,268,293 new shares, priced at 41p per share. The shares were sold to "institutional and other investors".

### Record year for Palfinger



Palfinger has reported record revenues in 2011 - up by almost 30 percent to €845.7 million, while pre-tax profits jumped more than 90 percent to €57 million as both higher revenues and margins made an impact. Sales were up strongly in many parts of Europe, although Spain, Greece and Portugal remained depressed. The rest of the world also grew strongly and now represents 26.5 percent of the company's total unit sales.

## Kobelco produces in India

Japanese manufacturer Kobelco Cranes has started producing crawler cranes at its new plant in Andhra Pradesh, India, adjacent to its new Kobelco excavator plant which opened last April.

The company says that around 90 units in the 100, 150 and 250 tonne range will be produced this year with a local content of around 35 percent, rising to 50 percent over the next few years. Kobelco hopes to win a 20 percent share by 2015, when it expects the total market of 700 units.

## CAT launches new US telehandler

Caterpillar has launched the new 12,000lbs (5.5 tonne)/55ft (17metre) TL1255C telehandler for the North American market. The unit has a maximum forward reach of 42ft (13 metres) and weighs 16.3 tonnes. The new high boom model features an improved synchronised telescopic boom, a new side mounted Cat power unit that can accommodate B20 biofuel and meet Tier 4 Interim/Stage 3B emission regulations and a new CAT power-shift transmission.

The CAT TL1255C telehandler.



Lee Roebuck and Nicky Francis of L&N take delivery of the new lift from Ian James of Bronto

## Double UK success for Bronto

Truck mounted platform manufacturer Bronto has kicked 2012 of with a bang with L&N of Sevenoaks in Kent taking delivery of the first 36 metre Bronto S36XDT in the UK. The new entry level Bronto - mounted on a two axle Volvo truck - is a derivative of 38 metre S38XDT, but with a fixed, rather than telescopic jib. In spite of this it still offers up to 27 metres of outreach and shares all the XDT features including a 700kg platform capacity and full 180 degree platform rotation.

At the same time national access rental company Facelift has ordered two new 50 metre S50XTDTJ for delivery in June. Both units will be mounted on a 6x4 Volvo FM rigid chassis with 370hp engines and automatic I-Shift transmissions. Fitted with the standard 700kg capacity platform Facelift has also opted for the optional '360 degree camera cage' as well as a 1,300kg boom winch. The new lifts fit into the Facelift fleet between its existing 46 metre Bronto S46 XDTs and 52 metre S52XDTs. The S50XDT offers more platform capacity and more outreach than both the 46 and the 52.

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- Jean-Noel Daguin has been promoted to executive vice president of Manitowoc Cranes China.
- UK based Hy-Acc Services has completed its six truck mounted platform refurbishments for TGM.
- Max Bögl Transport of Neumarkt, Bavaria has taken delivery of two new 350 tonne Terex AT cranes.
- German-based port and industrial crane manufacturer Demag Cranes supplied its first harbour crane to Bermuda.
- The first 45 tonne Liebherr LTC 1045-3 City crane sold in the USA has gone into service with AmQuip.
- Snorkel has appointed Bert Rayer as regional sales manager for the US western region and the Dakotas.
- Tadano Americas has promoted Bryan Turner to North American manager of its boom truck product line.
- French regional rental company Bleu Blanc has placed a second order for Skyline spider lifts.
- Irish-based Blulift is supporting the Cliona Ring Foundation that helps families of children in long term treatment.
- Ahern Rentals has confirmed that the US bankruptcy court has approved \$66 million of DIP financing.
- UK-based crawler crane specialist Weldex is planning a new base at the Nigg Yard in Easter Ross, Scotland.
- Czech-based aerial lift distributor Plosiny Rybacek has opened a new service centre in the town of Louny.
- US-based crane manufacturer Link-Belt has promoted Rosemary Harney to credit manager.
- Liebherr says its mobile harbour crane division which had its best year since 2008.
- UK-based MBS Tracked Access has added three Teupen spider lifts to update and expand its fleet.
- The recently launched M&G Technologies battery charger, is now fully certified for the European market.
- UK-based load cell manufacturer LCM Systems saw revenues rise 15 percent in 2011.
- Two men were saved by their harnesses after a suspended platform collapsed in Cleveland, Ohio.
- UK-based spider lift rental specialist Higher Access has taken delivery of three new Omme spider lifts.
- David Baxter, director of strategic business planning at JLG in the USA has left the company.
- Broshuis has announced a new line of 100 tonne plus low loading transport trailers.
- UK-based sales and rental company AFI-Uplift has launched its own range of finance packages.
- Japanese spider crane manufacturer R&B has appointed LTECH as its distributor in Russia.
- Manitowoc has extended its partnership with Ascoreal, its supplier of anti-collision devices for Potain tower cranes.
- Manitowoc Crane has added to its sales team in Australia with the appointment of Andy Chambers.
- Italian-based truck mounted and spider lift manufacturer CTE has restructured its production operations.



Jean-Noel Daguin



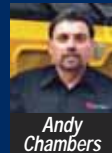
Bert Rayer



Rosemary Harney



David Baxter



Andy Chambers

- UK-based rental company Midland Truck Mounts has taken delivery of an 18 metre Ascendant A18-13TJ.
- Manitowoc has appointed Kevin Blaney as director of sales - major accounts for the North America region.
- Manitowoc Cranes has added a new international contact centre at its facility in Pune, India.
- US-based Volvo Rents has acquired Blue Eagle Equipment of Columbia South Carolina.
- Austrian steel and glass building specialist Markus Wild has acquired its first spider crane, a Jekko SPD360.
- Chinese crane and equipment manufacturer Sany has acquired German concrete pump company Putzmeister.
- John Bittner has been appointed vice president global marketing for Manitowoc Cranes as part of a restructuring.
- UK-based spider lift rental specialist Higher Access has added the Multitel SMX225 to its rental fleet.
- The editorial team at Vertikal.Net uploaded the 16,000th photograph onto the website on 20th January.
- Netherlands-based Altrex has appointed Pop-Up Products as its exclusive distributor for the UK.
- Sérgio Kariya, MD of Brazilian rental company Mills has qualified for an IPAF PAL card.
- Straightpoint (UK), the suspended load cell/ load monitoring specialist, has launched a rental division.
- Brad Boehler has been appointed president of aerial lift manufacturer Skyjack.
- US boom truck manufacturer Manitex has reported a record backlog of \$83.7 million.
- Machinists at Manitowoc Crane's plant in Wisconsin have ended their strike.
- Rental company Hiap Tong has taken delivery of Singapore's first Grove GMK6300L All-Terrain crane.
- Jean-Charles Delplace, previously MD of SMIE has joined Ascoreal as manager of its construction business unit.
- Liebherr has established a mobile crane division within Liebherr Argentina, which will also cover Uruguay.
- Terex Cranes has delivered two specially tailored TFC 46M HC reach stackers to the Port of Rio de Janeiro, Brazil.
- Oil&Steel has announced a demonstration tour throughout Germany.
- UK rental company Hewden, is supporting the charity Street League.
- Netherlands-based Boels has been on the acquisition trail purchasing Baurent and Warmerdam as well as K-Rental and Floris.
- Terry Philpot previously with UK Cranes has passed away after a short illness.
- Latvian rental company Arsava has taken delivery of the first Grove GMK6300L crane in the Baltic States.



Kevin Blaney



John Bittner



Brad Boehler



Jean-Charles Delplace



Terry Philpot

- French manufacturer Mecalac has dropped the Ahlmann brand name.
- Australia's Boom Logistics has won a five year contract to supply cranes for BHP's Olympic Dam project.
- Manitowoc has assured its UK customers of its long term commitment to a strong local presence.
- Danish-based aerial lift manufacturer Omme Lift has appointed Michel Kristensen as service manager.
- Dieci telehandlers has appointed Leach Lewis Heavy Plant as its distributor for the UK's East Midlands.
- Access manufacturer JLG is to produce its European 450 Series II and 510AJ booms in Romania.
- JCB has launched a new online insurance service that allows customers to buy coverage on the web.
- German rental company MVS Zeppelin is dropping the MVS to become Zeppelin Rental.
- German rental company Bruns Schwerlast has taken delivery of three new Terex cranes, a 40 tonne AC 40 City, an 80 tonne AC 80-2 and a 160 tonne AC 160-2.
- Holger Johan, founder of Powerlift, has joined German-based Schipper group to head up its sales efforts.
- Italian manufacturer CTE has built a combined aerial lift/loader crane for a fire department in Hong Kong.
- US wholesale rental company Acme has appointed Scott Stewart, a former airline executive, as chief financial officer.
- Liebherr is celebrating the shipment of its 100th mobile harbour crane for the African Continent.
- UK-based rental company HSS Hire has opened a new 'supercentre' in Bristol.
- UK-based industrial support and contract scaffold specialist Pyeroy, has opened an Aberdeen office.
- Faber-Com, the Italian-based hydraulics and control specialist has appointed Enrico Cantadori as sales manager.
- UK-based rental company Peter Hird & Son has appointed two new directors to the board, Carl Norfolk and John Wilding.
- Pasi Uusi-Kuitti, sales director of Finnish based manufacturer Dinolift has resigned and left the company.
- Ramirent has been selected as sole rental supplier for the Garpenberg mine expansion in Sweden.
- Schreiber Baumaschinen, the Potain crane dealer for northern Germany has sold 15 tower cranes to Zechbau.
- Tower crane manufacturer Linden Comansa has appointed Modern Emirates Heavy Equipment as distributor.
- German truck mounted lift manufacturer Ruthmann has appointed Malthus as its distributor for Sweden and Norway.
- Wynne systems has appointed Olivier Hertu, previously chief information officer at Loxam, as project director of Europe, Middle East and Africa operations.



Michel Kristensen



Scott Stewart



Olivier Hertu

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