

# Hiab JV for China

Cargotec, owner of Hiab, has agreed a joint venture with China National Heavy Duty Truck Group (CNHTC), China's third largest truck manufacturer and owner of Hong Kong-based SinoTruk. The joint venture will sell and support Hiab cranes and hooklifts in China through CNHTC's national dealer and service station networks. It will also develop CNHTC's existing loader crane range and production base for the Chinese market. Cargotec said: "The combination of both companies' technical know-how should make it a significant player in the loader crane business, particularly in China."

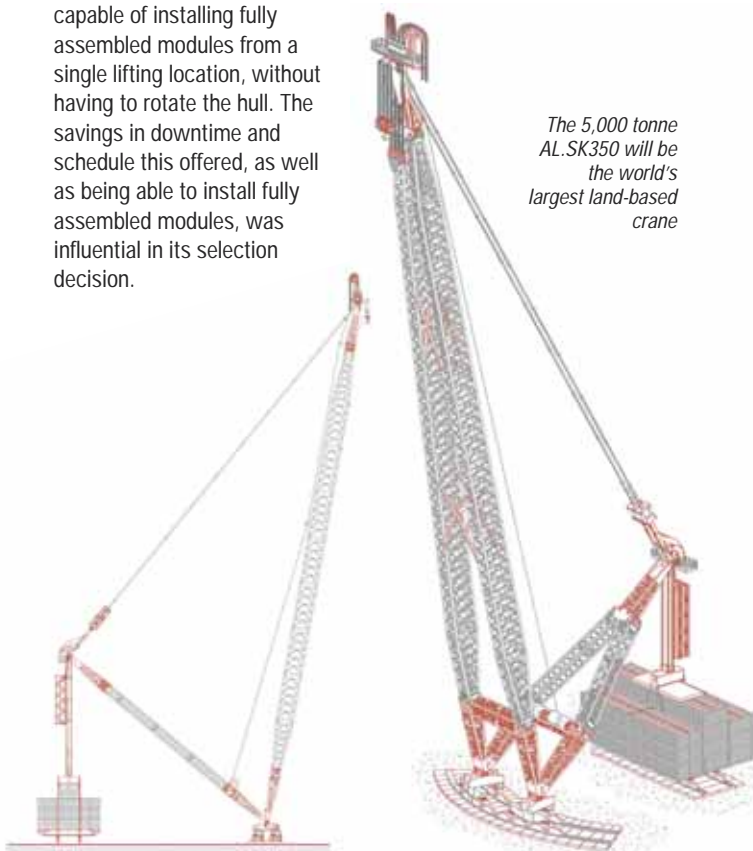
The two partners will each hold a 50 percent stake in the venture, with a combined investment expected to reach €100 million. Cargotec estimates that its equity investment during the first year will total €10 million. The deal is expected to take six to nine months to clear regulatory hurdles. The existing market for loader cranes in China is estimated at between 7,500 and 10,000 units - currently dominated by local manufacturers - and is expected to grow to around 30,000 over the next five years.

## Ale to build 5,000 tonner

International heavy lift and transport company ALE is to develop a 5,000 tonne capacity crane. Claimed to be the world's largest land-based crane, the AL.SK350 is essentially an upgraded version of the AL.SK190 which is currently completing projects in the Middle East. The new crane is to be built for a long-term shipyard contract in Brazil, due to start in mid-2013. The crane will have a maximum capacity of 5,000 tonnes using a strand jack system, but it will also be equipped with a 2,000 tonne winch. It will have a load moment of 354,000 tonne metres, a 141.2 metre main boom plus a 120 metre fixed jib.

The OSX yard, located in Açú, near the oil-rich Campos Basin, Brazil, will be the largest shipyard in the Americas. The AL.SK350 will be used for the installation of modules on to the hulls of Floating Production, Storage and Offloading vessels (FPSOs). OSX said that the AL.SK350 was the only crane capable of installing fully assembled modules from a single lifting location, without having to rotate the hull. The savings in downtime and schedule this offered, as well as being able to install fully assembled modules, was influential in its selection decision.

The 5,000 tonne AL.SK350 will be the world's largest land-based crane



The scene after the incident

## Fatal truck mount collapse

One man died, while another was seriously injured after the boom of a truck mounted lift buckled in Glasgow Scotland in June. The lift, on hire to One Stop Roofing, was working on safety netting to scaffolding on Buchanan House in the city centre, when the boom buckled. The unit had the main boom and three section jib extended, when the third section of the main boom buckled at the exit point from the second section.

Reports suggest Gareth Currie, 39, of One Stop Roofing was thrown from the platform and pronounced dead at the scene. The machine's operator Alex Nisbett, 35, was wearing a harness and went down with the platform. He was taken to hospital with head injuries - possibly caused by falling scaffold tubes. He has since made a good recovery and returned home. This was the second time he had been involved in an incident with this machine. The first time - prior to a repair - the platform landed on a roof and no one was injured.

The lift, a 43 metre Bizzocchi owned by Craig Services & Access was an ex ES Access machine that had suffered serious boom damage at least twice in the past. The first time the unit was repaired at the Bizzocchi factory in Italy, just before ES Access went into administration. After the second occurrence, the unit was inspected by the manufacturer and the repair quoted but the Craig Access decided to have it repaired elsewhere.

## Ainscough acquires West Country

UK-based Ainscough Crane Hire has acquired West Country Crane Hire of Plymouth from the Metters family headed by managing director Brian Metters. West Country's Devonport Dockyard facility in Plymouth has been rebranded as Ainscough's Plymouth Depot.

West Country Crane Hire was established in 1984 and runs a mixed fleet of about 15 All Terrain cranes with capacities up to 100 tonnes. The company was financially stable with a relatively strong balance sheet.

Neil Partridge, managing director of Ainscough Crane Hire, said: "The acquisition truly completes our national network. The Plymouth site will operate as an Ainscough depot immediately and we look forward to working with employees, customers and suppliers."

Metters added: "My wife and I have enjoyed running the business, and are delighted to be passing it into safe hands."

## HSE confirms charging date

The UK's Health and Safety Executive (HSE) has confirmed that its cost recovery scheme - Fee for Intervention - will start this October. The scheme recovers costs for the time and effort the organisation spends investigating and taking enforcement action, from those who break health and safety laws. Businesses that comply fully with the HSE or are not at fault will not be charged. Gordon MacDonald, HSE's programme director, said: "Confirming the date for the start of Fee for Intervention and publishing the guidance will give duty-holders clarity and certainty about the start of the scheme and what they can expect. It is right that those who break the law should pay a fair share of the costs to put things right - rather than the public purse."

# Wolffkran unveils hydraulic luffer

Tower crane specialist Wolffkran has unveiled an all-new 166 tonne Wolff 166B flat top hydraulic luffing jib crane. The flat top crane fits into the company's product range between the 100B and 224B and utilises a single hydraulic luffing cylinder along the same lines pioneered by Jost. The tower top, jib connection frame and luffing cylinder weighs 13,120kg but with the main top section removed the heaviest single component is 7.4 tonnes. The fully assembled cab weighs 2.5 tonnes, while the counterweight sections, of which there are six, weigh 5.4 tonnes each.

Minimum radius on full jib is around three metres at which point the counterweight tail swing is reduced to a similar dimension giving a total minimum slew diameter in the region of six metres. Maximum lift capacity is 12 tonnes when dual reeved - six tonnes on a single line - while jib lengths of up to 55 metres are possible in five metre increments. Maximum jib tip capacity is 1.8 tonnes increasing to 2.8 tonnes at 50 metres. The standard jib-mounted hoist is 60kW and can handle up to 500 metres of rope, all of which can be reeved on the ground before the crane is erected.

The load sensing hydraulics controlling the jib luffing function adjust the luffing speed according to the load it senses, and thanks to efficient design only requires a 22 kW motor, more than enough power to luff from horizontal to near vertical in 90 seconds.



## City Lifting adds K-Lift cranes

Following the voluntary liquidation of K-Lift in January, London-based City Lifting has acquired three of its Spierings mobile self-erecting tower cranes from K-lift sister company Asset & Land Recovery. The deal includes a four axle 44 metre SK498-AT4, five axle 50 metre SK599-AT5 and a six axle 60 metre SK1265-AT6. Asset & Land has decided to keep its seven axle Spierings for use in its demolition and construction divisions and external rental. All three units include touch screen technology, air conditioning, automatic transmission and lift to the cab. City Lifting now has 15 Spierings mobile tower cranes, the largest fleet in the UK.

## Kimberly to float?

UK-based rental company the Kimberly Group, has said that it is considering a flotation on the Alternative Investment Market (AIM) next year to help fund further growth and acquisitions. The company - backed by venture capital firm Lloyds Development Capital - is expecting to generate revenues in the region of £23 million this year, with EBITDA of £6.5 million. Chairman Ray Ledger said: "I am looking at acquisitions which would increase our geographical coverage. We are currently in the early discussion stages with some potential opportunities. If we can achieve those and the organic growth we expect, we would look at a possible AIM float next year depending on market conditions at the time."

## Executive swindles \$9 million

Japanese crane and access equipment manufacturer Tadano is taking legal action against Anthony Chiofalo, 51, who was hired as vice president and head of legal affairs and human resources development at Houston-based Tadano America in January 2009.

Chiofalo is accused of embezzling up to \$9 million after setting up a fictitious law firm in early 2011 with his wife Susan and then paid cheques to the company totalling more than \$9.3 million during the period from May 2011 to May 2012. The two have been arrested and held with bail set at \$18 million.



Susan Chiofalo

Anthony Chiofalo



Wolffkran's first hydraulic luffing jib tower crane - the 166 tonne metre Wolff 166B

Minimum slew circle is less than six metres





A close up shows the undercarriage and boom connections

## Bigge 125D up and on test

Bigge's first 4,000 tonne AFRD 125D heavy lift crane has been erected at the Vogtle nuclear power plant in Burke County, near Waynesboro, Georgia. The massive crane, which uses a 5,000 tonne in-ground concrete counterweight, will play a major part in construction of the Vogtle 3 and 4 generating plants. Shaw Group is building the plants - which use an advanced Westinghouse pressurised water reactor, powering a General Electric turbine and electric generator - for client Southern Company. The crane, rigged with 170 metres of main



The massive Bigge 125D will not undergo testing before starting work



The boom sections are massive

boom and 63 metre fixed jib can lift 3,740 tonnes at 73 metres, 760 tonnes to 195 metres and 455 tonnes to 241 metres. Most lifts for this project will be in the range of a 1,000 tonnes at long radii.

## TDL to distribute Terex

South Yorkshire-based TDL Equipment - formerly Terex Distribution - is to distribute and support some Terex Utilities products in the UK. It will start with the Terex L13i Hi-Ranger articulating telescopic aerial device which made its debut at Vertikal Days. The L13i features an insulated platform, 200kg platform capacity, 12.6 metre working height and up to 6.1 metres of outreach. Stable without outriggers, it also features full pressure controls on the side of the platform and a telescopic fibreglass upper boom.



The Terex Utilities L13i Hi-Ranger

## Ranger drops Teupen sales

Ranger Equipment has decided to terminate its UK and Ireland distribution agreement with Teupen but will continue to provide service, parts and technical support for those units which it has sold. The company says that it made its decision based purely on financial considerations. Ranger's managing director Steve Hadfield said: "We have always fully funded the very high marketing costs required to take a premium brand, like Teupen, to market and no longer see this as viable. So, we have taken the decision to withdraw funding from our Teupen sales and marketing activities, in order to apply it to other business interests and the search for new opportunities."

"Ranger will however continue with service and parts support for the products already sold, we have many loyal customers who value the service we provide, we believe we excel in this area and pledge our on-going support to them. We have asked the Teupen service department to work with us to this end, and hope they can see the benefit in doing so. We have been very proud to work with Teupen over the last seven years, this has been a difficult decision to make, but a necessary one given the on-going economic climate."

We understand that Teupen is considering some form of direct sales in the UK, possibly through a factory appointed salesperson.



Ranger is dropping Teupen sales

## IPAF develops PAL+ training

IPAF has developed the PAL+ training course for operators of aerial lifts that work in higher risk or challenging environments. PAL+ is an additional day of category-specific training which complements the regular PAL operator course. The extra day focuses on practical training, but also includes a short, compact theory session. It is intended to be more advanced, challenging and extensive than that required for the regular PAL card, which meets all requirements for basic operator training. See IPAF Focus page 63

## New 'flagship' for Emerson

Dagenham, UK, based Emerson Crane Hire has added a new 200 tonne five axle Liebherr LTM 1200-5.1 All Terrain crane to its fleet and acquired an additional half acre of land to support its expansion plans.

The LTM1200 has a 72 metre main boom and was ordered with a 22 metre bi-fold swingaway extension, complete with hydraulic luffing up to 45 degrees. Two extra seven metre intermediate sections take the maximum hook height to 108 metres. An integrated assembly jib which offsets by up to 60 degrees is also included. This unit was supplied with an additional four tonnes of supplementary counterweight in addition to the standard 72 tonnes, in order to provide enhanced capacities at height and long reach. In the UK the crane can travel with both the 12 tonne base counterweight and four tonne supplement on-board.



Emerson's 200 tonne Liebherr LTM1200-5.1 at Vertikal Days





Liebherr LTM 1750-9.1

## New models at Liebherr open days

Liebherr unveiled two new cranes at its '2012 Customer Days' event, the 750 tonne LTM 1750-9.1 All Terrain and the 220 tonne LTR 1220 telescopic crawler both of which appeared alongside its 3,000 tonne LR 13000 crawler crane. Visitors were also given the chance to view the expanded Ehingen facility, as well as a highly impressive demonstration in which the LR13000 lifted an LR11350, with an LR1350/1 on its hook, which in turn supported an LTR1100, which held a scale model LG1750 lifting a small All Terrain.

Liebherr also talked about other cranes under development including a new crawler crane in the 1,000 tonne class to fit between the LR 1750 and the LR 11350, which is scheduled for Bauma 2013, along with a new five axle MK mobile tower crane to succeed the MK 100.

## Terex launches new luffer

Terex Cranes has launched the CTL 650 F45 luffing jib tower crane, the first in a new generation of luffing jib cranes, that mark the company's entry into the higher capacity luffer market. Produced in Fontanafredda, Italy, the new model tops out the existing Terex range of 14 CTL luffing jib models, with a maximum capacity of 45 tonnes and 65 metre jib.

Its folding platform and A-frame enables it to be carried in one piece on a standard truck reducing transportation costs, while a third hoist on the counter jib can be used for assembly. The CTL 650 F45 is fitted with the Terex EVO 15 operator's cab with full colour, anti-glare, multi-lingual display screen for data feedback, including load, wind speed, height, alarm history and on-line trouble shooting. The letter 'F' in the product name, was chosen by Terex Cranes as a tribute to tower crane industry pioneer Ferruccio Moritsch, who passed away in July last year.

## Two more Terex cranes for Baldwins

UK based Baldwins Crane Hire has taken delivery of two new 80 tonne Terex AC80-2 All Terrain cranes, joining two AC80-2s delivered earlier this year and destined for the company's Leeds and East London depots. The AC80-2 which features a full power 50 metre main boom and 17.6 metre bi-fold swingaway extension, can travel in the UK with full 18 tonnes of counterweight.



## New safety system from Bronto

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Bronto's new B-SRS Safety Rail system



Bronto has launched a new safety system for those carrying out routine maintenance and inspections on its truck mounted lifts. The B-SRS Safety Rail is a lanyard attachment rail built into each side of the lift's base boom, providing safe freedom of movement along the full length of the machine. The system, developed with the support of lead customer Nationwide Platforms, consists of sliding anchor points for fall arresters, intended to be used as part of a personal fall protection system with full compliance of EN 363.

## First Multitel MJ320 in UK

Isle of Man based access company Hoistline has taken delivery of the first 32 metre Multitel MJ320 in the UK, replacing a 23 year old Multitel TJ31. Mounted on a Mercedes Axor chassis the unit is equipped with fully variable outrigger jacking, automatic outrigger levelling, an on board computer to show height, outreach and available working envelope remaining.

The MJ320 features a four section main boom and three section telescopic jib, and 320kg platform capacity with up to 23 metres of outreach, or 24.5 metres with 120kg.



Multitel MJ320

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Steve Hadfield, Managing Director - The Spiderlift Company



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# Ruthmann updates TB220

Ruthmann has launched an updated version of its best selling 3.5 tonne truck mounted platform. The TB220.2 now offers an improved outreach as well as a new lighter aluminium work platform. The amount and weight of steel has been reduced in order to counteract the increased weight caused by the Euro 5 engine emissions standards.

The TB 220.2 can either be mounted on a Mercedes Sprinter, Nissan Cabstar, Renault Maxcity or VW Crafter chassis. For an off-road version, the Iveco Daily 4x4 can also be used. The larger TB 270 and the TBR 200 can also now be mounted on the VW Crafter chassis.

The updated Ruthmann TB220



# Two new Palfinger loader cranes

Palfinger has added two new High Performance loader cranes to its range - the PK 10002 SH and PK 12502 SH. Both have five hydraulic boom extensions giving an outreach of 14.1 metres. The PK 10002 SH has a lifting moment of 9.4 tonne/metres and the PK 12502 SH 11.4 tonne/metres. Both cranes are equipped with the company's SH package, Danfoss control valve and radio remote control with LCD display as standard.

Other features include Soft Stop an electronic limit position damper that comes into operation before the mechanical end stop is reached for smoother operation and to help reduce load swing, and Power Link Plus giving the user constant lifting power over the entire working range. The reverse linkage boom can be angled upwards by 15 degrees above the horizontal and both cranes also have the option of the newly developed tiltable stabilisers that can be pivoted upwards through 180 degrees.



Palfinger has launched two new mid-range cranes

# Skyking launches hybrid van mount

The UK distributor for GSR and Palfinger



The Skyking 125RA hybrid

Platforms - Skyking - has launched a 12.5 metre Skyking 125RA hybrid van mounted aerial work platform. Following 12 months of in-service trials the new hybrid conversion - which will be offered on all of the company's new van mounts - enables the operator to arrive at a job, switch off the engine and operate the platform on battery power. The benefits of the system include improved fuel savings as well as a reduction in emissions and noise, which in turn provides the opportunity to carry out emergency repairs in residential areas overnight with significantly less disturbance.

A split charger directs energy to the platform's batteries during transit, supplying it with sufficient capacity to handle at least full 20 full cycles on a single charge. An independent 13 amp charger is also fitted, allowing the batteries to be charged when the vehicle is not in use. The charging system is automatic and only operates when a top-up is required. The Skyking developed system will also be offered as a conversion/retrofit for existing machines with the installation kits initially available for Iveco, Mercedes, Ford and Fiat vans.

# Multitel SMX250 for Higher Access

UK based spider lift specialist Higher Access has taken delivery of the first 25 metre Multitel SMX 250 spider lift in the UK. The 250 offers up to 11.65 metres of working outreach, has two outrigger settings - standard and narrow - with full 360 degrees rotation in both configurations. Overall stowed length is 4.8 metres and if the cage is removed the overall height drops to 1.92 metres making it easier to pass through standard doorways. The machines overall weight of 2,660kg allows it to be transported on a two axle plant trailer, towed behind a heavy 4x4, such as a Land Rover.

The 25 metre Multitel SMX250 can be towed on a plant trailer



## MCS has helped Davies Crane Hire save time and money

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# Easi Uplifts launches specialist division

Irish based rental company Easi Uplifts launched a new Specialist Division at Vertikal Days, focusing on the provision of spider lifts and large truck mounts. Business development director Gerard Jennings will head the division, which will operate from London and Manchester, while new recruit Paul Hyde, formerly sales director of Higher Access, will be responsible for the spider lift part of the new business.

The company recently placed large orders for Teupen and TCA spider lifts including a Teupen Leo23GT and the world's largest spider lift the FS520C. It has also ordered three 90 metre Bronto S90HLA with dual rear axle drive and steer, along with a number of other large truck mounted lifts. The division is aimed at both direct and re-rent customers. Easi UpLifts managing director John Ball said: "The feedback from customers regarding the new equipment indicates strong demand and we intend to continue investing in both the spider and truck mounted fleet over the coming years."



One of Easi Uplift's new 90 metre Brontos

## Australia's first ATF 40G-2

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The first 40 tonne Tadano-Faun ATF 40G-2 All Terrain crane to arrive in Australia has been delivered to Ipswich, Brisbane-based crane rental company Crane Hotline - the same company to take delivery of the first 65 tonne Tadano All Terrain in Australia. The ATF 40G-2 includes a 35.2 metre main boom and nine metre swingaway extension which offsets by up to 40 degrees.



The Tadano Faun ATF40G-2

## Gerken orders two Ruthmann

German rental company Gerken has ordered two Ruthmann truck mounted platforms, a 58 metre T 580 and a 46 metre T 460. The T 580, mounted on an 18 tonne three-axle MAN chassis is equipped with HydroDrive, providing additional traction for off-road or icy conditions. The unit has a 500kg platform capacity and a maximum 40 metres of outreach.

The T 460 is also mounted on an 18 tonne MAN chassis and boasts a 600kg platform capacity and up to 31 metres outreach. It is fitted with Ruthmann's latest 'Lift-Up' material handling system for bulky and awkward sized items.



Gerken's new T 580 and T 460 truck mounted platforms.

### PNT 210 J Truck mounted platform

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## Financials round-up

# Lavendon beats expectations

International powered access rental company Lavendon - owner of Nationwide Platforms, Gardemann, DK Rental and Rapid - has issued a positive first half trading statement, beating expectations, with overall revenues up five percent to around £115 million.

The group's largest business - Nationwide Platforms - saw revenues rise one percent in each quarter over the six months, with rate increases compensating for slightly lower volumes. In Germany, revenues declined two percent, thanks to a poor second quarter, blamed on more public holidays in May, compared to last year. Belgium and France did far better with half year growth levels of three and 19 percent respectively. The Middle East, the group's third largest operation, boosted revenues by 30 percent.

Lavendon said that profitability had improved at a faster rate than revenues, while net debt was cut by £8 million to £98 million. Chief executive Don Kenny said: "The first half has seen an encouraging improvement in both revenues and margins. Whilst mindful of the continuing economic uncertainties, it is likely, given the group's current performance that our results for the year will be ahead of the board's previous expectations."



## Vp acquires Balfour Beatty operations

UK rental company Vp has acquired two equipment rental units from contractor Balfour Beatty for £4 million in cash. UK Forks, Vp's telehandler rental business takes over Balfour Beatty's plant rental business, with depots in Croydon and Exeter. At the same time its Hire Station rental operation has acquired Balfour Beatty's survey, safety and communication equipment rental business, with locations in London and Glasgow. The deal includes a minimum three year supply agreement.

## Liebherr revenues up 9.8%

Liebherr has reported a 9.8 percent rise in revenues to €8.33 billion for 2011 - close to its record of €8.4 billion in 2008. Overall crane sales - including mobile cranes, tower and maritime cranes - were up almost nine percent to around €3.25 billion. Crane sales were boosted by a recovering tower crane market and an almost 11 percent growth in the maritime crane business to €808 million. Liebherr Echingen which builds mobile and crawler cranes saw revenues slip four percent to €1.74 billion, after a strong 2010.

The company's 10 largest markets in 2011 were: Germany, Russia, the USA, France, Australia, Brazil, the UK, China, the Netherlands and Austria.

In terms of profit the company reported a "net result" of €484.4 million - two percent lower than last year. For 2012 it expects to see improvements in all divisions, resulting in an overall increase in revenues of 10 percent.



## TNT acquires Turner Bros

Houston, Texas based TNT Crane and Rigging has acquired the crane operations of Oklahoma based Turner Bros. TNT purchased all the shares in Turner, but spun the transport, pipe handling and warehousing operations off to the former owners.

Turner has 60 cranes operating from branches in Houston, Longview, Beaumont, Abilene and Corpus Christi. The takeover takes TNT's fleet to more than 230 cranes - servicing the Gulf Coast from 11 branches in the states of Texas, Louisiana and Oklahoma.



## Volvo acquires lift specialist

Volvo Rents has acquired Aerial Platform Experts, a sales, service and rental operation in Davenport, Iowa. President Andy Fliege will remain with the company as a Volvo Rents store manager, along with all 14 employees.

## Manitex to raise \$4 million

Manitex International, the boom trucks to CVS Ferrari reach-stacker group is to raise just over \$4 million in new equity through the sale of 500,000 new shares at \$8.25 each. The proceeds from the offering will be used to pay down some of the company's long-term debt.

## Ashtead rises 21%...

Ashtead, owner of Sunbelt Rentals in the USA and A-Plant in the UK, has reported its full year results. Total revenues were 21 percent up to £1.13 billion, while underlying pre-tax profits more than tripled to £130.6 million.

In the USA Sunbelt revenues climbed 232 percent to \$1.5 billion, while operating profits jumped almost 79 percent to \$289.9 million. In the UK A-Plant revenues were up nine percent to £188.9 million, while operating income more than doubled to £7.3 million - thanks to better pricing.

## .....And might sell A-Plant?

Ashtead also said that it is open to all sensible alternatives regarding its UK business, A-Plant, including a sale. The comment was made by chief executive Geoff Drabble who said: "The outlook for the UK market remains uncertain and whilst there are some bright hotspots around areas such as utilities, the issue remains that the decline in the public sector work has not been filled by an improvement in the private sector. We continue to consider our strategic options around the UK and we have the benefit, unlike some others, of having a full range of options available to us."





# Socage back in Bahrain

Italian truck and spider lift manufacturer Socage has re-entered the Bahrain market, after an absence of six years, with the sale of a 20 metre DA320 to the rental division of Adliya Contracting Est. Its last deal in the country was a shipment of 20 kits for mounting on locally sourced trucks in 2006. The new DA320 is equipped with the company's patented Easylift single lever auto-stabilisation/outrigger system and offers up to 9.5 metres of outreach with an unrestricted platform capacity of 225kg.

Adiya supplies equipment and services for construction and national utility companies which include the Bahrain Defence Force, Ministry of the Interior, Electricity & Water Authority, Ministry of Education, Ministry of Public Works and the National Guards of Bahrain.



The Socage DA320.

# Rapid takes UK first

Rapid Platforms has taken delivery of the UK's first 21 metre CTE Zed21JH 3.5 tonne truck mounted lift. The new platform - unveiled at Intermat in April and on show at Vertikal Days - has now been delivered to the Bishop's Stortford based company. The new, more compact lift offers up to 10 metres of outreach with a 300kg unrestricted platform capacity.



The CTE Zed21JH at Vertikal Days

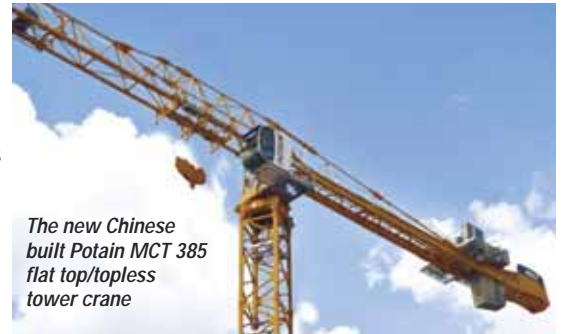
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# Potain's first Asian flat top

Potain has launched its first Asian built topless tower crane, the MCT 385. Produced in Manitowoc's facility in Zhangjiagang, China, the 20 tonne MCT 385 offers a maximum load moment of nearly 400 tonne/metres and fills the gap between the 16 tonne MC 310 and 25 tonne MC 475 models. Its new two metre wide compact tower provides a maximum free standing height of 64.9 metres with tower sections of either 3.33 or five metres long.

Potain said it has put the crane through a rigorous eight month product testing process along with extra structural and component testing prior to its official launch. Eight cranes have been placed with Potain dealers, seven purchased by its Singapore and Hong Kong dealer Manta Group. The cranes will remain on site and continue to be monitored. Deliveries will begin later this year.



The new Chinese built Potain MCT 385 flat top/topless tower crane



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- **Suzanne Wood** has taken over as group finance director for **Ashtead**.



Suzanne Wood

- **Terex Utilities** has launched its **HyPower Hybrid** system for retrofitting to almost any truck mounted lift.
- UK crane rental company **Dewsbury & Proud** has taken delivery of three new **Liebherr All Terrain** cranes.

- **Cela** has appointed **Euraccess** as distributor in southern England.
- UK rental company **BrightCast** has invested in a number of new **Skyjack** lifts, and a new delivery truck.

- **Bobcat** has appointed **Norwest Plant** as dealer for North West England.

- **Andy Pearson** of **Prolift Access** won **Higher Concept's Vertikal Days** prize draw.

- **Cargotec** has delivered four **Kalmar DRT450** reach stackers to **Australian Maritime Complex**.

- **Teupen** has expanded its international direct sales team **Lars Hesselgren** in the Nordic region, **Marc Valtel** in France and **Szymon Weber** in Poland.



Teupen sales team

- UK rental company **Rapid Platforms** has ordered a 38 metre **Bronto S38XDT**.

- **Manitowoc** has delivered two cranes to the **Zanzibar Port Corporation**.

- Dutch rental company **HWS Verhuur** has purchased 45 **JLG** platforms from **Riwal**.

- **Elev8 Australia**, has sold the 200th **inspHire** rental software system in Australia/New Zealand.

- **Cramo Sweden** has signed a long-term engine service and inspection agreement with **Malte Månson**.

- **Steven "Chappie" Chapman** of **Custom Equipment** has died following an accident on his Harley motorcycle.



Steven Chapman

- A tower crane collapsed at **UTD**, Dallas, Texas killing two erectors.

- **Active Access** has joined the **Access Link** as member for Scotland.

- **Blulift Access Hire** has taken delivery of a 23 metre **CTE Tracess T230** spider lift.

- **Liebherr** has appointed **Joachim Strobel** and **Wolfgang Remlinger** as managing directors - **Liebherr-EMtec**.

- **Kimberly group** has appointed **Jim Perry** as managing director of **1st Access Rentals**.

- **Isolde Liebherr** has received an honorary doctorate from the National University of Ireland.

- **HWS Verhuur** has opened its new all-indoor training centre in Noordwijk.

- German-based **Rostocker Korrosionsschutz** has taken delivery of a 500 tonne **Liebherr LTM1500-8.1**.

- UK rental company **Rapid platforms** ordered its first **Power Tower Nano SP Plus** at **Vertikal Days**.

- Swiss access rental company **Maltech** has added three new **Bronto** truck mounted lifts to its fleet.

- **Liebherr Ehingen** has established a subsidiary in Denmark - **Liebherr-Danmark ApS**, based in Hedensted.

- Rental software company **MCS** has appointed **Malin Finlay-Söderberg**, to help run its Nordic business.



Malin Finlay-Söderberg

- Crane operator certification company **NCCCO** is to issue colour-coded **CCO** cards.

- UK rental company **Hi-Reach** has placed a large order with **Power Tower** for Nano lifts.

- Japanese spider crane manufacturer **R&B** has appointed **Steven Spence** as its agent for the USA.

- **Harsco Infrastructure** has won a scaffold/formwork supply deal for one of Chile's largest copper mines.

- **Kompetenzzentrum für Arbeitssicherheit** of Pratteln, Switzerland has become an **IPAF**-approved training centre.

- **Andrew Winter** has moved from **Tadano** distributor **Cranes UK**, to **Ainscough Heavy Cranes**. **Bob Rowland** has taken over his role on interim basis.



Andrew Winter

- **Konecranes** has acquired **Ameratronic Industries** of Portage, Indiana.

- US trailer manufacturer **Talbert** has appointed **Jerry Rothwell** as director of business development.

- UK rental company **Hewden**, has won a new two-year contract for the supply of cranes to **Hanson**.

- **Sarens** and Netherlands-based **Verbrugge Terminals** have formed a strategic offshore wind partnership.

- **Snorkel** has appointed Sao Paulo-based **Movimentar Equipamentos Industriais**, a subsidiary of **Comingersoll** as a dealer in Brazil.

- **Link Belt Cranes** has appointed **Chris Erwin** and **Tony Hatton** as product technicians - and **Casey Smith** as publicity coordinator.



Tony Hatton

Casey Smith

- **Jonathan Wiseman** has joined powered access distributor **Access Platform Sales**.

- **Kimberly Access** has invested in **AFI's Sanctuary-Zone** anti-crushing device for boom lifts.

- **Sany America** has appointed **Road Machinery & Supplies** as a dealer for crawler and Rough Terrain cranes.

- **Speedy International** is opening a 30,000sqm regional hub in **Mussafah, Abu Dhabi**.

- Irish telecoms group **Eircom** has ordered a further 95 **Skyking/GSR** van mounted lifts.

- **Loxam** has implemented **RentalMan** software at 500 locations in France, Belgium and Luxembourg.

- **Avant Tecno** has appointed **AXS Sales** as its dealer for England and Wales for its **Leguan** boom lifts.

- German rental company **Bruns Schwerlast** has taken delivery of a 55 tonne **Terex 3160 Challenger**.

- **Bravi UK** has changed its name to **HLS - Height Lift & Shift** - to reflect a broadening product line.

- Australian crane association **CICA** has launched a new safety training CD - '**Dogging in the Workplace**'.

- **Terex AVWP/Genie** has appointed **Ethan Waller** as US northeast region sales manager.



Ethan Waller

- **Nationwide Platforms** is adding more than 220 **Power Tower Nano SPs** to its fleet.

- **Susanne Schlegel** and **Andreas Kohler** have been appointed managing directors of **Scheuerle/Kamag**.

- UK based **High Access** has ordered a 33 metre **Ruthmann T-330** truck mounted lift from **Access Sales International**.

- **HSS Hire** has opened a new branch in **Woolwich, London**.

- **Safway Services** has appointed **Bill Hayes** to succeed **Marc Wilson** as chief executive.

- Russian-based rental company **LTECH** is adding truck mounted lifts to its fleet.

- **Hewden** has appointed **Jason McKenna** as head of health and safety.



Jason McKenna

- UK crane rental company **Walker and Son Hauliers** has taken delivery of a **Grove GMK4080-1 All Terrain** crane.

- The **EWPA** has announced a formal apprenticeship programme for aerial work platform mechanics.

- Chinese aerial lift manufacturer **Dingli** has appointed **Makser Makina** as its distributor for Turkey.

- UK-based **Arnold Plant Hire** has purchased three new **Merlo 25.6** compact telehandlers for its fleet.

- **Riwal** has appointed **Søren Rosenkrands** as chief operations officer.



Søren Rosenkrands

- The City of **Springfield, Illinois** has purchased four **Terex Utilities** aerial devices with its **HyPower** system.

- Italian lift manufacturer **Isoli** has signed a distribution agreement with Turkish manufacturer **Yildizhan**.

- **Socage** has added three distributors in South America, through its Brazilian Joint Venture - **Guiton Socage**.

- **Manitex** has combined parts from two of its companies to create a tracked 50 ton crane for mining.

- **Link Belt** cranes has appointed **Corey Rogers** as regional sales manager of Latin America.



Corey Rogers

- The new **Terex Port Solutions** division is branding harbour cranes as **Terex Gottwald**.

- **Wisconsin, USA** based crane and access distributor **Dueco** has appointed **Marikris O'Grady** as executive vice president.

- Heavy lift specialist **Mammoet** has taken delivery of a 40 tonne **Sennebogen 643R** telescopic crawler crane.

- **Equiport** has delivered an additional six **Terex TFC 46 M** reach stackers to **Tecondi, Sao Paulo, Brazil**.



Martin Cheese

- **Martin Cheese** has joined the **Power Towers** sales team.

- **CTE** has won a 266 unit/€10 million order for 15-27 metre truck mounted lifts from the **Iraqi ministry of electricity**.

- **Lavendon** has transferred an 84 metre **Ruthmann** truck mounted lift from its German operation to the UK.

- **Socage** said production disruptions at its plant in San Felice, after an earthquake were overstated.

- **Leach Lewis** sold its first **Dingli Scissor** lifts in the UK to **Safe Access Solutions** at **Vertikal Days**.

- UK rental company **APL** has chosen **AFI's SanctuaryZone** as its crush protection solution for boom lifts.

- **Steve Wathen** has been appointed as commercial director **Ainscough** wind energy services, **Ivan Ellis** takes over as head of **Ainscough Heavy Cranes** sales, with **Peter Mills** as head of operations.

- **Xenia Kolijn** of **JLG** has given birth to a baby boy - **Saul**



Xenia Kolijn

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