

Wilbert's new 48 tonne WT 650 e.tronic

## Wilbert enters administration

German tower crane manufacturer Wilbert Turmkrane has gone into administration and appointed administrator Martin Lambrecht – following an insolvency application to the Bad Kreuznach district court. The tower crane manufacturer, which opened a new production facility in 2008, and more recently launched its 48 tonne capacity WT650 e.tronic flat top crane, has told customers and suppliers that business will continue as normal with all 129 employees. Lambrecht said: "I will take charge of the Wilbert tower crane business, retaining all employees while I review the situation."

Wilbert Turmkrane was founded in 2003 after the original Wilbert company – founded in 1932 – ended its distribution agreement with Wolff to build its own products. Between 2004 and 2010 it built 200 tower cranes. The Wilbert group as a whole claimed to have generated around €60 million in revenues in 2011 and was talking of an Initial Public Offering as recently as last September. Wilbert Crane Service, and Wilbert GmbH rental and tower crane erection operations are not affected by the bankruptcy proceedings, neither is the group's heavy tower crane joint venture with Sarens WSV.

## IPAF accident results

IPAF has issued its first full year report for its accident reporting database, with 31 fatal accidents involving work platforms recorded during 2012. The fatalities involved falls from platforms (9) followed by electrocution (8), overturning (6), mechanically related (4) and entrapment (4). A total of 16 incidents involved self-propelled boom lifts, 11 involved vehicle mounted lifts, with four scissor lifts. For more information see IPAF Focus page 59.



## New investor for ATN

French aerial lift manufacturer ATN has received a €3 million capital injection from Paris-based private equity and investment firm Entrepreneur Venture. ATN says that the buy-in/investment will allow the company to diversify its product range and increase production capacity. The company, which produces, mast booms, large scissors lifts and a 12 metre Rough Terrain boom, recently moved into a new 10,000 square metre production facility in Fauillet close to its plant in Tonneins, South West France. ATN chief executive Lionel Buzet said: "The investment by Entrepreneur Venture is a necessary step to allow the company to acquire a new dimension and consolidate its position as the reference in the boom lift manufacturing market."



ATN mast booms ready to ship from its new facility



ATN's Zebra 12 boom lift

## Manitowoc and Shantui JV

Manitowoc Cranes and Shantui Investment Co are to form a new joint venture to build mobile cranes in China for both the domestic and export markets. Operations will begin as soon as all relevant government approvals are received. Within China, the JV cranes will be sold through Shantui's domestic dealer network as well as Manitowoc's own dealer network for the truck cranes it already builds locally.

The joint venture and distribution network will also be the exclusive dealer for imported Grove All Terrain and Rough Terrain cranes in China, as well as providing full Manitowoc Crane Care parts and service support. Manitowoc and Shantui will use their existing distribution networks for sales of the joint venture's cranes overseas.

The joint venture will initially produce four truck cranes - the GT8, GT10, GT20 and GT25 - with capacities of eight, 10, 20 and 25 tonnes respectively, with other models following in due course. The cranes will be manufactured at Manitowoc's current joint venture facility in Tai'an.



Glen Tellock CEO of Manitowoc Cranes, shakes hands with Tan Xuguang, chairman of Shandong Heavy Industry Group, as their companies form a new partnership



The new Palfinger PK200002 L SH has a long base section

## Biggest knuckle boom

Palfinger has unveiled its largest knuckle boom crane to date - the PK 200002 L SH - which it claims is an alternative to a 60 tonne All Terrain crane. The new crane has a nine section polygon shaped boom, which when coupled to a new eight section PJ 300 L jib, offers a maximum capacity of about 600kg at a height of 50 metres and a similar capacity at 50 metres radius.

The unit is also equipped as standard to take a full EN280 integrated work platform with a working height of more than 50 metres. Load moment is in the region of 200 tonne-metres. When mounted on a four axle truck it has a Gross Vehicle Weight of 40 tonnes, but can also be mounted on a five axle truck to provide lower axle weights.

The crane has a six point fully flexible outrigger base extending to a maximum width of 10.4 metres. Expect to pay around €500,000 when

fully equipped, depending on the vehicle used. The first unit has been purchased by Rachbauer CraneForce of Salzburg, Austria.



The PK200002 L has a maximum reach of 50 metres.



The Tadano Faun ATF180G-5

## Tadano 180 tonner ready for Europe

The 180 tonne Tadano Faun ATF180G-5 will finally be launched in Europe at Bauma this April. Some units of the new crane, first announced in 2011, have been delivered to a few customers in North America at the end of last year. Since the original announcement the crane has undergone a number of upgrades and improvements including a switch to Mercedes Bluetec engines, which are cleaner and more economical.

The five axle, 60 metre main boom All Terrain has a 13.2 metre swingaway extension. Alternatively it can be combined with a 5.4 metre base and further sections to create a 5.4 to 37.5 metre extension, providing a maximum hook height of 100 metres. All of the extension lengths can be offset by up to 40 degrees. Overall length of the three metre wide crane is 15.13 metres while the chassis is just 13.44 metres long. All five axles are steered, while all but the centre axle are driven. The maximum counterweight is 50 tonnes.

## Terex Management reshuffle

Terex has announced a major management reshuffle which includes new presidents for Terex Cranes and Terex Aerial Work Platforms/Genie.

The current Terex Cranes president Kevin Bradley will take over as group chief financial officer, once the company has formally filed its 2012 results. He replaces Phil Widman who retires at the end of March. Tim Ford, currently president of Terex Aerial Work Platforms/Genie took over Bradley's role at Terex Cranes from the start of February, and will continue to be responsible for Terex Utilities and Terex Services North America as well as having direct responsibility for the company's South American operations, corporate strategic accounts and government programmes.

Matt Fearon, currently general manager of Terex AWP Americas, takes over from Ford as AWP president. Steve Filipov, currently president developing markets and strategic accounts, becomes president of Terex Material Handling & Port Solutions and chief operating officer of Demag Cranes. He will take over as chief executive of Demag Cranes later this year after Aloysius Rauen departs as planned. George Ellis, remains as president, Terex Construction and assumes responsibility for the company's operations in India.

Terex group chief executive Ron DeFeo said: "These changes are intended to strengthen the company's leadership team and provide our executives with new learning and growth opportunities. They reflect both a maturing and broadening of scope for the Terex leadership team."



Tim Ford



Matt Fearon



Steve Filipov

## First Magni telehandlers go Dutch

New Italian manufacturer Magni Telehandlers has sold its first 15, 360 degree telescopic handlers to Dutch rental company Collé and has already delivered more than half of them. Magni is located in Castelfranco Emilia, Modena, almost next door to Manitou's Italian facility. The business is owned and managed by Ricardo Magni, who - until a couple of years ago - also managed the Manitou facility and business, following its acquisition from the Magni family.

Its new 6,000 square metre production facility has a capacity of around 1,000 units a year, and will build a range of



One of the first Magni telehandlers off the line



All controls and instrumentation is to the side for full view forward visibility

seven RTH rotating telehandlers with lift heights from 18 to 30 metres and two heavy duty HTH telehandlers with lift capacities from 15 to 30 tonnes with a third available later in the year.

The new 360 degree telehandlers include unusual telescopic and fold-down outriggers for an extra wide A-Frame support base, an in-house designed and built full view cab, which is pressurised to keep out dust, while all cab controls and instrumentation are located on the right in order to provide a floor to roof forward view.

## 28 metre Socage Forste

Italian truck mounted lift manufacturer Socage will unveil a new, 28 metre articulated boom truck mounted lift on a 3.5 tonne chassis at Bauma. The new model - the Forste 28D - will use the same configuration and geometry as the current DA328 which is mounted on a 5.6 tonne truck. The principle change on the new model is the use of higher strength, thinner steel in the machine's structure, combined with a little less outreach. The new lift will have an overall stowed length of 6.69 metres and an overall width of 2.1 metres.

Platform capacity will be 225kg, while the maximum outreach is 14.5 metres, a metre shorter than the DA328. H-frame outriggers front and rear allow the operator to optimise the machine's footprint in order to obtain the best possible performance for the available space. The platform controls are electro-hydraulic and the working envelope automatically adjusts to the footprint used.



The new Forste 28D will be similar to the DA328 but mounted on a 3.5 tonne chassis

# Helicopter takes out crane in London

A helicopter crashed into a Comedil luffing jib tower crane working on St George's Wharf Tower in Vauxhall, London last month bringing down its jib and smashing up its cab. The helicopter exploded on impact, with the debris coming down some distance from the crane.

The tragic event which took two lives, the pilot and a man walking to work who was hit by debris, has been widely reported around the world. Visibility was very poor with the tower and crane shrouded in mist and cloud, the pilot had requested an unscheduled landing at the heliport in Battersea when he struck the crane. At 181 metres and 50 storeys high St George's Wharf Tower - or Vauxhall Tower - is set to be the tallest residential building in the UK. The crane is owned the main contractor Brookfield multiplex.

Fortunately the site's two crane operators - Richard Moule and Nicki Biagioni - were running late for work and were not on the crane when the helicopter struck. An active warning was in force regarding the height of the tower crane in the proximity of the heliport and the crane lights were said to be functioning.

Just a few days after the incident, work began to remove the damaged tower crane with Ainscough Crane Hire providing a 600 tonne Terex TC2800-1 rigged with its maximum 192 metres of boom and jib, which proved just enough to remove the crane jib and other parts. In this configuration it can lift about 20 tonnes at a 46 metre radius.



The crane after the crash



St Georges - the tower crane before the crash



With its 192 metres of boom and jib the Terex TC2800-1 just reached

## APS launches the X-Step

Bison Products has appointed Access Platform Sales (APS) as its UK distributor and formerly launched its X-Step low-level work platform. The unit has been on trial since last year with UK rental company Hire Station and is designed as an alternative to steps and podiums for working heights of up to three metres. It is powered by a 24 volt sealed rechargeable battery which operates an electric screw-type actuator - more commonly used on hospital beds and dentist chairs - to raise the single scissor stack. The unit has no hydraulics and is fluid free.

The unit weighs just 88kg or 75kg without the guardrail and has stowed dimensions of 900mm x 700mm x 500mm, allowing it to fit comfortably in the rear of a car or small van. It has a lift capacity of 140kg, enough for one person with tools. Standard features include non-marking wheels and auto-locking brakes to prevent movement of the platform while elevated, plus storage for a spare battery which according to the manufacturer can be changed in seconds and will last for around 80 full cycles.

The X-Step is lightweight, compact and offers a three metre working height



## Terex launches Quadstar 1100 RT

Terex has released details of its new 100 tonne Quadstar 1100 Rough Terrain crane, the first of two new Quadstar cranes that it will discuss at Bauma. The 1100 features a 47.2 metre five section main boom plus 8.8 to 16.7 metre bi-fold swingaway extension with telescopic pull-out stinger section, taking it to 22 metres. All three lengths can be offset by up to 40 degrees. Maximum tip height with two jib sections and stinger is 71.6 metres.

Terex says that the dual mode double keel boom allows either the lighter top sections to be extended for higher capacities at long radii or to the stronger sections first, for higher capacities at shorter radii. The hydraulic system has also been redesigned to reduce the number of potential leak points and make servicing easier.

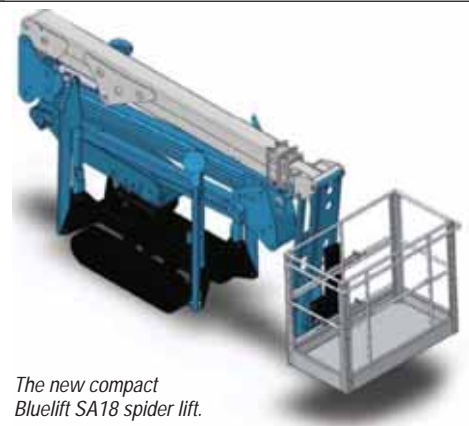


The new 100 tonne capacity Terex Quadstar 1100 Rough Terrain crane.

## New Bluelift spider lift

Italian crane and aerial lift manufacturer Bluelift will unveil the SA18, a new compact 18 metre spider lift at Bauma this April. The new machine will have a working height of 17.6 metres and uses a twin arm sigma riser, three section telescopic boom and articulating jib. Maximum up and over reach is seven metres, at which the maximum outreach is nine metres with a reduced 80kg capacity. Outreach with the full 230kg is 6.5 metres.

Overall stowed dimensions are just under 4.4 metres long (with the removable basket fitted), 780mm wide and 1.99 metres high. The extended outrigger footprint is three metres square and the machine weighs just 2,200kg. Power options include battery electric, AC, Hatz diesel or Honda petrol and expect a lithium ion machine in the near future. Features include auto-level outriggers, auto boom centring and trailing lead remote control.



The new compact Bluelift SA18 spider lift.

## GGR to distribute Cormidi in UK

GGR – the European master distributor for Unic spider cranes - has been appointed as distributor for Cormidi spider cranes and lifts in the UK.

The Cormidi multipurpose machines can be used as a spider crane, spider lift or underbridge unit, through a number of attachments. GGR has already added a KB19-4 and KB22-4 to its rental fleet and says that the units will help it branch out into the powered access market.

GGR chief executive Graeme Riley said: "We are excited to bring these innovative machines to the UK and break new ground for GGR by offering powered access equipment to our customers."

As a spider crane with a maximum capacity of 995kg, the KB19-4 has a maximum tip height of 14.6 metres -16 metres with searcher hook - while the KB22-4 has a 17 metre maximum working height and 18.5 metres with searcher hook.



KB19-4 underbridge unit



KB19-4 crane.

## WorkCover inspections

WorkCover New South Wales, Australia, has brought forward a tower crane safety inspection programme that was due to begin at the end of the year. The move follows a fire on a Sydney tower crane last November which caused the jib to drop. WorkCover NSW says the tower crane verification inspections will also review existing risk controls such as crane pre-assembly and pre-use inspection systems in addition to the physical checks.

## More Versalifts for Peter Douglass

UK vehicle mounted lift specialist Peter Douglass Platforms has taken delivery of new Versalift van mounts to expand the range of vehicle mounted platforms in its rental fleet. The new platforms include the 14.5 metre Versalift ET38LF mounted on a new 5.2 tonne, Iveco Daily 50C15 and the 16.5 metre Versalift EST46NF platform on a new seven tonne Iveco Daily 70C17. The new lifts will be working on street lighting contracts in North West England.

The Versalift ET38LF and EST46NF platforms extend the Peter Douglass fleet.



## Ahern bankruptcy opened up

After a long tit-for-tat set of legal appeals the Nevada bankruptcy has opened up the Ahern Rentals Chapter 11 process, allowing outsiders to put forward alternative plans of re-organisation.

We understand that the majority of the company's second Lien noteholders, including Platinum Equity will put forward and support an alternative plan, which could take control of the business out of the hands of owner Don Ahern. Ahern has said that if he does lose control he will immediately set up in competition.

## Active anti-crush for Nifty HR12

Niftylift has developed a simple cut out and warning anti-entrapment device for its popular 33ft platform height HR12 self-propelled boom lift. The new system can be specified on new or retrofitted to any older machines. It has been designed for rapid (about 60 seconds) removal and installation, allowing rental companies to offer the system as an optional extra.

The HR12 - along with most other full hydraulic control machines - has proved to be a challenge for most of the other systems on the market. The fact that the ultra-low weight HR12 is a machine that has virtually no alternatives in some applications was causing a problem for those contractors insisting on anti-crush switches being fitted to all boom lifts on their sites. The first units have now been retrofitted to a number of machines owned by Milton Keynes based rental company Elavation, which worked with Niftylift to develop the device.

The switchbar can be fitted or removed in 60 seconds after initial installation.



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## First 400 tonne Tadano for Netherlands

Dutch international heavy lift and transport specialist Wagenborg Nedlift has taken delivery of the first 400 tonne Tadano Faun ATF 400G-6 All Terrain crane in the Netherlands.

The six axle crane, supplied through Tadano Faun's Benelux distributor Waterland Trading, features a five section 60 metre main boom and a 31 metre swingaway extension. It is capable of lifting 360 tonnes at a three metre radius and 400 tonnes at 2.7 metres. Tadano Faun's Lift Adjuster is standard. Improved safety features include a flat deck, guardrails and steps and a TRAM fall arrest harness attachment system allowing, the operator to be securely tethered down the whole length of the main boom.



Wagenborg Nedlift's new Tadano Faun ATF 400G-6



The 45127R is the company's first model to meet federal bridge rules across all 50 states

## New Elliott boom truck

Elliott Equipment of Omaha, Nebraska has unveiled the 40 tonne 45127R boom truck. The 45127R features a 38.7 metre, five section boom which can be extended with a 9.7 to 16.7 metre bi-fold swing-away extension. Additional features include a 360 degree load chart without front stabiliser, a choice between fully hydraulic or electro/hydraulic controls and a swing counterweight. The new design is said to be road legal and meets federal bridge rules across all 50 states when mounted on a five axle truck.

## Cramo restructures

Finnish-based international rental company Cramo is implementing a new organisation to support its new strategic and financial plan. The new organisation has three market regions - Scandinavia (Sweden, Norway, Denmark), Eastern Europe (Finland, Estonia, Latvia, Lithuania, Poland) and Central Europe (Germany, Austria, Hungary, Czech Republic, Slovakia).

The new management team includes Erik Bengtsson, executive vice president, Scandinavia and managing director of Cramo Sweden, Tatu Hauho executive vice president, Eastern Europe and managing director of Cramo Finland and Dirk Schlitzkus executive vice president Central Europe and managing director of Cramo's operations in Germany, Austria and Hungary (Theisen Group). The team also includes Per Lundquist, senior vice president operations, Martin Holmgren senior vice president fleet management and Martti Ala-Härkönen chief financial officer. At the same time Göran Carlson, deputy chief executive will leave the business and Jarmo Laasanen, senior vice president, Russia and the Baltics will retire this spring.

## Seven Groves for Havator

Finnish crane and heavy transport company Havator has added seven Grove cranes including the first 120 tonne RT9130E Rough Terrain crane in Europe.

The RT9130E features a 48.5 metre five section main boom and an 11 to 33.8 metre bi-fold swing-away extension which offers a maximum tip height of 85 metres. The other Grove cranes joining the Havator fleet are All Terrains, including a 95 tonne GMK 5095, a 130 tonne GMK 5130, a 170 tonne GMK 5170 and a 220 tonne GMK 5220.

The first 120 tonne RT9130E Rough Terrain crane in Europe



## 500th reach stacker for Kalmar



Kalmar celebrating the production of its 500th RT240 at its facility in Cibolo

Kalmar RT has produced its 500th RT240 Rough Terrain reach stacker at its Cibolo, Texas facility. Originally produced in Sweden back in 1999, the RT240 was designed for the United States Armed Forces and is capable of handling 20 and 40ft ISO containers on a wide variety of ground conditions. It is able to stack containers weighing 24 tonnes three high in the first row and those weighing up to 12.5 tonnes three high in the second row.

Kalmar moved production to its Cibolo in 2008 in order to increase product availability and reduce lead times. The company recently shipped its first civilian RT240 to Western Australia.



The 24 tonne RT240 reach stacker in civilian dress

## Zeppelin takes 100 Leonardos

German rental company Zeppelin Rental has placed an order with Bravi for 100 Leonardo HD self-propelled lifts. The units - some of which have already been delivered - provide a fully self-propelled maximum working height of 4.9 metres with 180kg platform capacity. Zeppelin Rental - which is a CAT Rental Store franchise - operates throughout Germany, Austria, Russia, Slovakia and Czech Republic.



One of Zeppelin's new Bravi Leonardo HD at work

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# Financial results round up

As we go to press several full year results are in along with third quarter for Tadano and first quarter numbers from JLG.

## Lavendon up 4%

International access rental company Lavendon has reported revenues up four percent for 2012, with profits expected to be at the upper end of its forecasts. The increase means that the group is likely to come in with revenues in the region of £235 million. Nationwide Platforms in the UK was flat due to a poor third quarter. Gardemann in Germany ended the year down six percent, due to a fleet reduction and restructuring costs. Belgium finished the year up one percent. France improved 17 percent thanks to a larger fleet and market coverage and the Middle East saw revenues rise 35 percent.



## Manitowoc

### Crane up 13%

Manitowoc Crane has reported revenues up almost 13 percent for 2012 at \$2.44 billion. Operating profit for the same period increased almost 45 percent to \$156 million. Fourth quarter revenues were 11.6 percent higher, while profits climbed just over 45 percent to \$56.3 million. Sales were largely driven by strong activity in the Americas, as well as higher demand in emerging markets. The backlog at the end of the year was virtually the same as last year, at \$756 million.



## Cargotec to take €26 million hit

Cargotec, owner of Hiab loader cranes, Kalmar reach stackers and MacGregor marine cranes will book a €26 million non-recurring restructuring charge in its fourth quarter accounts. The charge - with a cash impact of €19 million - covers the move away from centralised services towards a more entrepreneurial structure, with each of the three businesses responsible for their own operations and decisions. The company estimates that the measures taken will result in a saving of around €30 million for 2013.



## Tadano up 25%

Japanese crane and access manufacturer Tadano has reported a 25.5 percent increase in revenues to ¥94.1 billion (\$642.4 million) for the nine months to the end of December. Net profit for the period was ¥4.98 billion (\$34 million) compared to a loss at this time last year of ¥1.27 billion (\$13.6 million). The improvement was driven by Japanese replacement business and higher exports - particularly in North America, Asia and Australia - driven primarily by energy and infrastructure development. Domestic sales were ¥45.9 billion (\$491.4 million) up 21.4 percent last year, while exports grew by 29.8 percent to ¥48,220 billion (\$516.3 million).



## United up 12.5%

2012 revenues at United Rentals - now merged with RSC - improved 12.5 percent to \$4.66 billion (including RSC first quarter numbers). Pre-tax profits however almost halved to \$88 million largely due to integration costs. Fourth quarter revenues were \$1.25 billion with a pre-tax profit of \$39 million compared to \$56 million last year. Rental rates improved 6.9 percent on a year ago with utilisation falling marginally to 67.3 percent. Capital expenditure was \$1.37 billion, compared to \$810 million last year, sales of used machines from the fleet were \$463 million compared to \$363 million for 2011 and the average age of the fleet was reduced from 50.3 to 47.2 months.



## JLG almost quadruples profits

JLG has reported its first quarter results, with profits almost four times those of last year. As a result of this and strong group profits, Oshkosh has upped its full year forecasts. JLG revenues - excluding inter-company sales to Oshkosh - were up more than 15 percent to \$581.2 million, although sales of aerial lifts remained static at \$252.2 million. Telehandler sales however climbed 39 percent to \$206.9 million while other revenues - including parts and service - improved almost 18 percent to \$122.1 million.

Operating profits increased by a factor of 3.7 to \$48.9 million, driven by previous price increases taking effect and the absence of inter-company business.

JLG's backlog as of the end of December was \$767.1 million, just over two percent lower than last year.



## 12% growth for Manitou

Manitou revenues were €1.265 billion in 2012 - 12 percent up on 2011 - with all divisions posting strong gains for the full year. Telehandler and aerial lift sales improved eight percent to €856.6 million, representing just less than 70 percent of the company's total revenues. Fourth quarter revenues however dropped eight percent to €196.7 million. Compact Equipment, the North American-based Gehl/Mustang operation, was up 30 percent to €245.2 million for the year, while the industrial division saw more modest growth of 11 percent. Geographically the fastest growing region was North America where revenues increased by 40 percent for the year to €249.7 million.



# First Geda 2 PK for Oz

The first 200kg capacity Geda 2 PK tower crane hoist in Australia has been delivered to the CFMEU training centre in Melbourne, Victoria and will be used by the CFMEU union together with a new Liebherr tower crane which has been installed for operator and service technician training purposes. The union provides a comprehensive range of training programmes for all CFMEU members employed in the construction industry.



The Geda 2 PK whisks two people to the operators cab.



**Link-Belt delivers 500th HTC-86100:** US-based crane and rigging company Digging & Rigging has taken delivery of Link-Belt's 500th HTC-86100 truck crane, the sixth Link-Belt crane in its fleet. The 85 tonne crane features a five section 42.7 metre main boom and a 10.7 to 17.7 metre bi-fold swing-away extension, providing a 72.2 metre maximum tip height. Digging & Rigging president Jim Gregory was presented with the keys at Link-Belt's headquarters in Lexington, Kentucky.

Voted the best/worst Death Wish of 2012

## Death Wish winner/loser

The 'winner' of the Death Wish of the year title - as voted for by readers of Vertikal.net- is the 'Biggest ladder idiot' which collected 22 percent of the votes.

Voting for the top three was very close with the YouTube video, amusingly entitled 'OSHA training film from Bombay', second and 'A tandem lift with a difference' third. Although the Death Wish is a popular element of Vertikal.net, the number of examples we receive every week, the blatant disregard for safety is worrying. We cannot stress enough the importance of working safely at height - the consequences can be fatal!



## PASMA training up 20%

A record-breaking 60,000 delegates were trained last year at PASMA approved training centres - 10,000 more than in 2011. Since PASMA introduced its Towers for Users course in 2005, more than 350,000 have been trained. Courses are delivered across the UK and Ireland through a network of 400 approved training centres.

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- HMF has appointed **Alexander Beer** as a district sales manager in Germany.



**Alexander Beer**

- Dutch heavy lifting company **Schot** is to take delivery of the first **Liebherr LTM 1750-9.1 All Terrain** crane.

- UK rental company **Platform Sales & Hire** has purchased a new **King** access trailer and **DAF** tractor.



**Marcio Cardoso**

- **JLG** has promoted **Marcio Cardoso** to vice president of sales and aftermarket, South America.

- **Wagenborg Nedlift** has taken delivery of a 400 tonne **Tadano Faun ATF 400G-6 All Terrain** crane.

- **Dave Bristow** has joined rough terrain fork truck manufacturer **Sellick Equipment**.

- A group from **McNally Crane Hire/Windhoist** participated in the 10km 'Hell & Back' for charity.

- **Terex** has delivered a **CC6800** crawler crane to **Shandong Gulf Hoisting Equipment** in China.

- **Custom Equipment** has confirmed **Hy-Brid Access Platforms** as its new dealer for the UK.

- **Bison Products** has appointed **APS** as UK distributor for its **X-Step** low-level access platform.

- **Wim Le Roy** has been appointed as sales manager France for **Maeda** cranes **Bluelift** and **RAM**.

- The Eastbourne branch of UK rental company **Advanced Access** has joined the **Access Link** network.

- **Ted Bratthauer**, VP of purchasing at **Manitowoc Cranes**, is to retire after 30 years.



**Ted Bratthauer**

- A **New York** crane operator faces a \$64,000 fine for a crawler crane collapse.

- German-based **Ziegler** has taken delivery of the 100th **Grove GMK6300L**.

- UK-based **Facelift** has started 2013 by adding 68 new platforms.

- **Barin** has delivered a special underbridge unit to **Dalrymple Bay Coal Terminal**, Queensland, Australia.

- **Trojan Battery** has appointed **BB Elektronik** as master distributor for Serbia and Montenegro.

- **Haulotte** has restructured its marketing group following the departure of **Thibault Mouillefarine**.

- **E H Hassell & Sons** has appointed **Sean Burden** as regional sales manager.

- **Matti Boman** has been appointed sales manager for **Dinolift**, joining the senior management team.



**Matti Boman**

- North Carolina-based **Pinnacle Cranes** has opened a new facility in Raleigh.

**Skyjack's SJ63AJ** boom has gone into production.

- **Herrmann & Wittrock** has taken delivery of a 27.5 metre **Omme 2750 R** spider lift.

- **Grove** will unveil the **RT770E Rough Terrain** crane at **Bauma**.

- **Manitowoc** has sold its Jackson dishwasher machine business to **Hoshizaki USA Holdings**.

- **Grove** will unveil a new pick & carry crane the **YardBoss YB5520** at **Bauma**.

- **E H Hassell & Sons** has appointed **Phill Ritchie** as UK Crane line sales manager.



**Phill Ritchie**

- UK-based **Kimberly Group** has appointed **Mike Jones** as sales manager for used equipment.

- **Manitowoc** is to launch a 165 tonne **MLC165** lattice-boom crawler crane at **Bauma**.

- **Safeway** has acquired **Swing Staging Inc** to increase its coverage in New York.

- **Mammoet** has appointed **Charles Jas** as managing director of its German operations.



**Charles Jas**

- **Global Crane Sales** has delivered the first 55 tonne **Zoomlion RT55** Rough Terrain crane to Chile.

- **Riwal Poland** is providing aerial work platforms to create art in Poland.

- The **Caballo Marango's** 1,000 tonne **Liebherr BOS 35000** crane has been successfully tested at sea.

- **Omme Lift** of Denmark has named sales manager **Carsten Poulsen** as employee of the year 2012.



**Carsten Poulsen**

- **Manitowoc Crane Care** has appointed **UN Mobilkraner** its first **EnCORE** partner Europe.

- US-based **Star Rentals** has purchased the first units of **MEC's** 4069ERT RT scissor lift.

- The **Lyttelton Port of Christchurch** has ordered four new **Liebherr** straddle carriers.

- Berlin-based **CEGEMA Maschinenhandel** has appointed **Thomas Flügge** as operations manager.

- French lifting company **Teil** has taken delivery of a 46 metre **Ruthmann T 460** truck mounted platform.

- **MEC** has built the last of its 3772 RT scissor lifts.

- **Grove** will launch the new three axle **GMK3060 AT** crane at **Bauma**.

- **Kevin Bellis**, owner of UK based **Atrium Access**, has died.

- **Cargotec** has appointed **Mika Vehviläinen** of **Finnair** as its new chief executive.



**Mika Vehviläinen**

- **John King** of **Niftylift Australia**, has entered the **Yukon Quest 300** and **Percy 200** dog sled races in Canada.

- **G.W. Van Keppel** has been appointed **Sany** crane dealer for Arkansas and Southern Illinois.

- **Lifting Gear Hire (LGH)** has opened a new warehouse in **Tucker, Georgia**.

- German rental company **MA-BO** has taken delivery of the first 54 metre **Ruthmann T540**.

- **Ainscough Crane Hire** has appointed **Chris Beeton** as head of field sales.



**Chris Beeton**

- Case **New Holland** has named **Mario Gasparri** as the head of **Construction Equipment**.

- **Willenbrock Platforms** has taken the first **Genie S-3800** shipyard boom in Europe.

- **Snorkel** has appointed **Hyster Bulgaria** as its exclusive distributor for Bulgaria.

- **United Rentals** has named **Skyjack** as its Supplier of the Year for 2012.

- The **Italian Army** has ordered 10, 20 metre **CTE ZED20** CSL truck mounted lifts.

- UK-based **One Stop Hire** has added **Power Tower Nano & Nano SP** machines to its fleet.

- **Hiab** has appointed **Olaf Fiedler** as area director Germany, Austria and Switzerland.



**Olaf Fiedler**

- **John Lane**, a manufacturers rep with **MJ Miller** combined companies has died.

- The **Telescopic Handler Association of Australia** has published a guidance note for grey and parallel imports.

- **H&E Equipment** has opened a new facility in **Kent, Washington**.

- UK rental company **JMS** is has purchased **Power Tower** and **Nano** push-around lifts.

- **Andrew Brown** UK sales manager at **Kobelco Cranes Europe** has retired, **Mark Evans** will take over.



**Andrew Brown**



**Mark Evans**

- **Dingli** has appointed **Neuwerth Logistics** as its exclusive dealer for Switzerland.

- **Rapid Platforms** has taken delivery of a 38 metre **Bronto S38XDT** truck mounted platform.

- **Ahern Rentals** note holders have indicated that they will submit an alternative plan of re-organisation.

- **Global Crane Sales** has appointed **Ed Gibson** as sales manager for North and South America.



**Ed Gibson**

- German crane company **Franz Bracht** has taken delivery of its second **Grove GSK55** trailer mounted crane.

- The dates for **Verticaal Dagen 2013** have been confirmed.

- Two **raccoons** have halted a large tower crane in **Seattle** after setting up home in the crane cab.

- **Link Belt** has appointed **Mercóvil** as its authorised crane distributor for Colombia.

- **Al Agreedh** of Saudi Arabia has added eight **Grove GMK4100L All Terrain** cranes to its fleet.



**Edwin Van de Laar**

- **Power Towers** has appointed **Edwin van de Laar** as European sales manager.

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