

All change at Manitou

Manitou has announced a senior management reshuffle in which chief executive Jean-Christophe Giroux has left the company, while Marcel-Claude Braud will re-join the board of directors. Giroux will be replaced on an interim basis by Dominique Bamas, an independent director since June 2009, who will also step down as a company director at the next shareholders meeting, as will Serge Ghysdael.

A new - unnamed - female director will join the board at that time, along with Braud, while all other members will remain with Marcel Braud continuing as non-executive chairman and Jacqueline Himsforth as vice-chairman. Henri Brisse, vice president worldwide sales and marketing since September 2011, is also leaving the company. Giroux has been chief executive since June 2009 when he took over from Marcel Claude Braud following disagreements over strategy within the Braud family which still retains a majority holding in the business.

Marcel Braud said: "We are starting a new chapter of our history, which could not have been possible without Mr Giroux's action since 2009. Many changes were necessary but after three years of transformation, we now need to take a pause and reflect on our priorities. Bamas will help us consolidate our progresses for a few months while we search for the new leader."



Marcel-Claude Braud



Jean-Christophe Giroux

New Indian built Potain

Manitowoc has unveiled the 2.5 tonne Potain MCI 48 C tower crane, built at its factory in Pune. The new crane has a maximum jib length of 36 metres, a maximum under hook height of almost 35 metres and can lift 1,000kg at its jib tip. Aimed at multi-storey buildings between eight and 15 floors it fills a gap in the current product line between Potain's self-erecting cranes and its MCI 85 top-slewing crane.

Raman Joshi, managing director of Manitowoc Cranes India, said: "India continues to move in the right direction, and although 2012 was a little slower we're optimistic for 2013. With new infrastructure and energy projects due to come on-line contractors will need to use the latest lifting technology."

The 2.5 tonne Potain MCI 48 C tower crane.



Palfinger acquires Sky Aces

Palfinger is to establish Palfinger Platforms Italy Srl, a joint venture with Sky Aces of Bolzano, Italy founded in 2011 by Paolo Balugani who will head the new business. The company, in which Palfinger holds a majority share, will specialise in the development, production and distribution of smaller truck mounted platforms. The joint venture will specifically focus on high volume, lower cost units up to 3.5 tonnes. The existing operating business of Sky Aces - which builds the Tunlift and Fanlift tunnel maintenance platforms - will be transferred into the new company.

Palfinger Platforms Italy will also take over the distribution of all Palfinger access products in Italy, while the new Italian-built products will be distributed outside of Italy through Palfinger's distribution network. Palfinger chief executive Herbert Ortner said: "We are pursuing two objectives with this joint venture. First, we want to open up the large and strongly growing market for access platforms on smaller trucks. Secondly, through Palfinger Platforms Italy, we are planning to intensively develop the Italian market, which is of importance to us."



A Sky Aces Fanlift.

Nationwide Platforms goes regional

UK powered access company Nationwide Platforms is to group its hire desk activities into seven regional customer service centres, while its 26 depots will continue to handle operations and service activities. The new regional centres join the company's national customer service centre at its Lutterworth headquarters and will handle all sales and customer support functions, including rental orders, transport planning, and customer management services. The company said that the decision to bring these functions together into regional hubs was made as part of long-term business plans to reach greater levels of operational and customer service excellence.

Jan Sarens shot in Mexico

Jan Sarens of Belgian international crane company

Sarens was shot dead in a car park in Acapulco, Mexico at the end of February. Sarens, 59, was found beside his car in a shopping centre in the main tourist area of the resort.

Police are unsure of the motive but there is naturally speculation that it may be related to a long standing battle with a previous Mexican business partner. We understand that he was shot once in the chest and was already dead when help arrived. Sarens lived and worked in Mexico City at SaReNS Latinoamérica and had received death threats in the past. Acapulco has become a dangerous city for violent crime and he may have been the victim of a simple robbery.



Jan Sarens



Online operator training

Genie has launched a new online operator training programme for aerial work platforms dubbed Genie Lift Pro.

The online interactive course takes around three hours to complete and is not product or manufacturer specific. It is intended to replace the theoretical classroom part of traditional operator training. Only participants who answer 100 percent of the questions correctly can print out a certificate of completion. To complete the training the individual needs to attend a hands-on practical training session, which can be conducted by a Genie accredited trainer. The 'student' must pass the practical training as well as demonstrate familiarity with information gained from the online course, in order to get the certificate signed and activated by the instructor, a signed card will also be provided, proving that the holder has qualified.

The Lift Pro programme will be sold to both Genie dealers and others in blocks of 'seats' which the dealer or training company can then retail to its customers. The retail price per delegate is expected to be in the region of \$290 depending on how many 'seats' are purchased at one time. Mike Samora, director of Terex AWP global marketing, said: "The Lift Pro training programme gives end users the ability to train at their own pace and on their own schedule. This is completely unprecedented in the industry, and we anticipate the programme will potentially increase both productivity and safety on the job site."



AFI acquires Wilson Access

UK rental company AFI has acquired truck mounted platform rental specialist Wilson Access Hire of Elland, West Yorkshire. Wilson Access - owned by Tom Wilson who has sold the business to devote more time to other business interests - was established around 10 years ago, has 12 employees and runs a fleet of 14 truck mounts and three spider lifts. The company also has a small southern operation in Leighton Buzzard. Wilson Access will keep its name and will become part of the AFI group under the control of AFI director Richard Saunders.

20 crane order for Wasel

German crane and heavy lift company Breuer&Wasel, which is changing its name to Wasel, has ordered 20 Liebherr mobile cranes with capacities ranging from 40 to 750 tonnes.

The cranes, painted in Wasel's new blue and white livery - will be delivered to the Bergheim-based company by the end of this month. The largest crane in the order, the 750 tonne LTM 1750-9.1 - the first to be delivered to a German customer - has gone directly from the factory to its first job assembling wind turbines. The company has also ordered a Liebherr LG 1750 lattice boom truck crane for wind turbine installation.



(L-R) Erich Schneider - Liebherr, Alfred Dasbach - FM LeasingPartner, Matthias and Thomas Wasel - Breuer&Wasel, Wolfgang Müller - FM LeasingPartner and Mario Trunzer - Liebherr.

AJ acquires Carlisle Access

UK-based AJ Access Platforms has acquired the assets of Carlisle Access comprising a fleet of 70 aerial lifts, including Genie and JLG booms and scissors, Niftylift trailers and booms, Haulotte Star 10's and CTE truck mounts. Carlisle Access was established in 2009 and is owned by John Tunnicliff. AJ Access plans to sell the equipment through its used equipment division. UK sales manager Richard Onslow said: "We are pleased to have reached a deal on this equipment which is in particularly good condition most being 2011 and 2012 vintage with low hours."



AlturaLift to liquidate

Donegal, Ireland-based AlturaLift has declared insolvency and says that it is winding up its activities and appointing a liquidator, citing a failure to agree a settlement with the Irish Inland Revenue. The company led by Phillip O'Donnell, has the corporate name of 'Ardaitheoiri Teo trading as AlturaLift' which it claims stopped operating in November last year. The company mounted, sold and rented a wide variety of access equipment tailored to the utility market.

Until last year it was the Isoli distributor for Ireland and sold a number of the company's 28 metre PNT280J booms mounted on Yanmar tracked chassis. It also claimed to have the only di-electric testing facility in Ireland for insulated aerial devices. O'Donnell is now working as a sales agent for Mantis cranes.



AlturaLift mounted Isoli superstructure on Yanmar tracked chassis

Tanfield confirms approach

Tanfield, owner of Snorkel has confirmed rumours that it has received a number of approaches from "credible parties", expressing interest in acquiring Snorkel and says that it is considering them. See www.vertikal.net

Big new truck mounts on the way

Several companies are planning to launch large truck mounted platforms at Bauma including German-based Ruthmann and Italian manufacturers Multitel and Isoli.

Ruthmann's much trumpeted 70 metre plus T7xx mounted on a four axle Scania P400, will complete its Height Performance range joining the T460 and T540 launched last year. The company claims to have already booked 50 orders for the three model series. Multitel says it will launch a totally new 68 metre platform - the MJ 680 - mounted on a standard 32 tonne chassis, but details are still scarce.

Isoli moves back into the big time

Isoli will launch the first of a mid to large truck mounted range starting with the 36 metre PTJJ 36.27, the first unit in a three product family which will also include 48 and 60 metre models.

The PTJJ36.27 will be mounted on an 18 tonne two axle truck and employ a three section telescopic boom, two section telescopic jib and short articulated end jib with 155 degrees of articulation. Platform capacity is 400kg and maximum outreach 27 metres. Isoli has been out of the big truck mounted lift market for several years as it focussed on revamping its smaller models. Having launched eight new models with working heights of 23 metres or less over the past three years, it says that it feels the time is right to move back into the big truck mounted market.



Isoli moves up the size range with its new 36 metre PTJJ 36.27

New CoMets



X4 on a Mitsubishi L200

Affordable Access, the UK distributor for Co.Me.t access equipment has taken delivery of several new platforms, including the all new ESK X4 - a 12 metre, sideways stowed platform mounted on a 5.2 tonne Iveco chassis.

The side-stow design leaves most of the chassis free for the mounting of a large tipper/chipper body with good

payload. The company has also taken delivery of the X4, a smaller platform mounted on 4x4 Mitsubishi L200 chassis, available as either an open pick-up or with lockable storage compartments.



ESK X4 on a 5.2 tonne Iveco chassis

Administration for Quigley

UK crane rental company Quigley UK Lifting Services has appointed an administrator. The Runcorn-based company was set up by brothers Shaun and Gary Quigley in 2006, after their previous 'high flying' crane business - Quigley UK - ran into trouble.

The brothers purchased the assets from the administrator and have provided a more modest crane hire and contract lifting service from its Merseyside base ever since. However a series of bad debts, poor rates and slow payers - including at least one major contractor - brought the business down. Shaun Quigley says that he will focus on a new crane rental company Quality Contract Lifting - which was set up in April 2011 - and is looking to acquire the Quigley assets and goodwill from the administrator. Meanwhile Gary Quigley has set up as a consultant operating under GQ Industrial Services, offering support and guidance to contractors that hire cranes.

IPS & APS now one

The merger between IPS and APS has completed and sees the two - Access Platform Sales and Independent Parts & Service - becoming the IAPS Group, the largest independent powered access distributor in the UK.

IAPS is the parent organisation for three distinct trading divisions. Access Platform Sales (APS), IPS - now standing for Independent Parts Specialists - and PSR - Platform Service & Repair, the new name for the merged service divisions. The completion follows the combination of back office functions and the integration of the parts and service operations.

All three businesses have adopted the black and yellow IPS branding.



Genie redesigns Z135/70

Genie has updated its popular 135ft platform height Z135/70 articulated boom and renamed it the ZX-135/70. The most significant change on the new model is its chassis, now fabricated rather than cast it is still 2.4 metres wide when retracted, but when fully extended it is substantially wider at 5.2 metres.

Genie says that it has also changed the articulating jib to provide better up, over and telescope-in capability, although its dimensions remain unchanged. The key reason for the revamp is that it will share its new wider X chassis with the big telescopic boom to be launched at Bauma. Scott Krieger, senior product manager, booms and telehandlers, said: "The Genie ZX-135/70 is an important step toward the introduction of a new family of next generation aerials. Our customers will be delighted with many of the new ground-breaking designs and products that we are introducing now and in the near future."



Genie's new ZX135/70



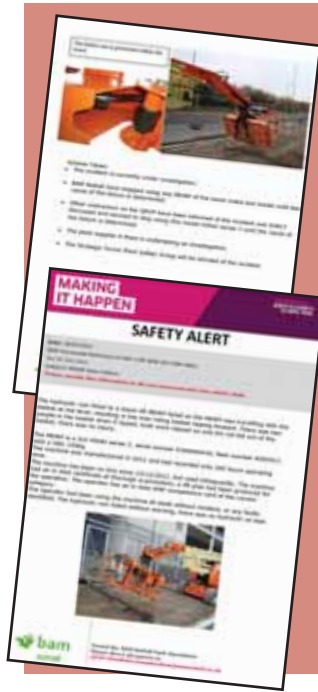
Genie says that it has also improved the articulated jib

Boom levelling cylinder alert

UK contractor Bam Nuttall issued a safety alert following an incident with a JLG 450AJ series 2 boom lift after the platform levelling cylinder rod bent, allowing the jib and platform to drop through 90 degrees.

The two occupants in the basket had been travelling with the boom lowered but the jib fully raised when the incident occurred.

The two were wearing harness and short lanyards and were unhurt. Bam Nuttall suspended the use of 450AJs on site while the cause of the failure was determined. An investigation indicated that the cylinder had been previously damaged through some form of serious overload. The contractor has issued a following up bulletin clearing the 450AJ for use.



Niftylift Land Rover order

UK boom lift manufacturer Niftylift has received an order for 23 of its 13 metre V130T booms mounted on Land Rover 110 chassis from a major UK utility.

Each of the 3.5 tonne 4x4 lifts has been specified with a stainless steel toolbox, four polythene outrigger mats with storage racks, fibreglass platforms and a bumper mounted winch. This order is one of the largest single orders for Niftylift vehicle mounts.

Steve Beckwith, Niftylift operations director said: "The timing of the recent order has been ideal for us and we very much appreciate the continued support of customers, particularly with our ability to accommodate a surge of vehicles within our dedicated production cell." The V130T is available on a range of chassis, depending on customer preference and requirements.



Niftylift has taken an order for 23 Land Rover mounted V130T 13 metre booms

Prangl takes a dozen

Austrian crane and access rental company Prangl has taken delivery of 12 Ruthmann truck mounted lifts.

The order consists of seven 22 and 27 metre TB 220 and TB 270 on 3.5 tonne chassis, two 33 metre T 330, a 37 metre T 370 and two 46 metre T 460 making it a dozen units in total. The final units in the order have just been delivered.

Prangl chief executive Christian Prangl said: "When buying platforms, we place great emphasis on quality, the highest standards of safety, ease of use and economy. We find that Ruthmann is well prepared to meet these criteria and the units are perfectly suited to our customer's requirements and demands."

One of Prangl's new Ruthmann T330 truck mounted platforms



Direct sales for Snorkel UK



Mark Yarnold will head up the new Snorkel UK direct sales operation

Snorkel has formed a new direct sales and service operation for the UK. Mark Yarnold, general manager Snorkel UK, will head up the operation which was launched early last month.

"UK rental companies prefer to deal direct with the manufacturer," said Yarnold. "We have the considerable resource of the Vigo Centre factory right on their doorstep and will augment that resource with a dedicated UK team. With the factory based in the North East of England, we can offer a wide range of benefits to UK customers including customer-specific livery, decals and options, accurate lead times and fast shipping and dedicated UK technical support."

Snorkel already has wholly-owned sales and service operations in the USA, Australia, Japan and New Zealand. Enrique Garcia Delgado, Snorkel regional sales manager for Europe, added: "We remain committed to the distributor model as the best way to serve and support our customers worldwide. But with our factory and head office situated in the UK, it makes perfect sense to support our current re-sellers and major rental companies across the UK and Ireland."



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Alan Blake (L) shakes hands on the agreement with Riccardo Magni

JCB engines for Magni

JCB has signed a long-term agreement to supply engines to new Italian telescopic handler manufacturer Magni Telehandlers. The company will supply its Ecomax Tier 4i engines for Magni's new seven model range of 360 degree telescopic handlers, which offer lift heights from 18 to 30 metres.

JCB claims fuel consumption savings of up to 10 percent for the Ecomax engine - compared to its Tier 3 counterpart as well as savings in maintenance and servicing as the engine runs on standard engine oils. JCB chief executive Alan Blake said: "As a family company Magni shares the same core values as JCB and is driven by innovation. We are delighted to have secured an agreement to supply engines for this new product as it builds on the growing success we are experiencing with engine sales to third parties."



Zoomlion ships first 100 tonne RT

Global Cranes has shipped the first Zoomlion RT100 Rough Terrain crane to a customer in South East Asia.

The delivery follows the launch of the 100 tonne crane at Bauma China at the end of November. US-based Global Crane Sales has the exclusive master distribution rights - outside of China - for all Zoomlion Rough Terrain cranes and is responsible for all sales, service and product support.



First glimpse of ATN Zebra 16

French manufacturer ATN will launch a 46ft Rough Terrain articulated boom, the Zebra 16, at Bauma. Sharing many features with the company's Zebra 12 boom it has a classic double riser, two section telescopic boom and articulated jib. Outreach will be a class leading 9.3 metres and ground clearance a healthy 450mm.



All Erection adds more Link Belts

US rental company All Erection and Crane Rental has ordered 66 new Link-Belt truck, crawler and Rough Terrain cranes for its fleet. The order includes 14 truck cranes from 50 to 85 tonnes, 32 Rough Terrain cranes, including 20 units of the 60 tonne RTC-806 and 12 of the 75 tonne RTC-8080s and 20 crawler cranes comprising four 73 tonne 138 HSL, eight 100 tonne 218 HSL, two 137 tonne 238 HSL with luffing jib and six 182 tonne 248 HSLs.



Deliveries have already started and will run throughout the year distributed throughout the company's 34 locations in North America.

All Crane group president Michael Liptak said: "It is a huge deal, but a regular part of our annual fleet expansion. Doing such a large package here in the first quarter reflects more on the surging appetite for cranes. Spread out to our branches, the cranes will immediately start answering local needs, from daily rentals to major projects begging for longer-term rentals."

German crane merger

German-based crane and heavy transport group Ulferts & Wittrock has acquired the operations of Otto Longuet of Lübeck, Fritz Sünkler of Kiel and H. BC Petersen of Flensburg, all currently grouped under the corporate banner of Lüder Holding.



Ulferts & Wittrock runs cranes, aerial lifts and telehandlers, as well as offering heavy haulage, logistics and installation services. The aim of the acquisition is to add further locations, operating as independent subsidiaries, while combining resources for greater efficiency. As part of the acquisition there are plans to modernise the acquired fleets, with a new 55 tonne Grove GMK 3055 and a 110 tonne Tadano-Faun ATF 110G-5 to Flensburg this month.

IPAF training hits new records

The International Powered Access Federation issued a record 108,065 PA cards in 2012, almost 11 percent more than in 2011.

When other courses through IPAF approved training centres are included, the total number trained is up 11.3 percent to 112,887. More than 22 percent of those - 25,959 - were outside of the UK and Ireland, and a quarter of these were outside of Europe. IPAF had 973 members as of the end of 2012. More

than half of them are located outside of the Federation's UK home base. IPAF chief executive Tim Whiteman said: "IPAF members and training centres are part of the global movement to ensure the safety of people in the powered access industry. We are a not-for-profit organisation and our thanks and recognition go to our members, contractors and training centres who contribute to the success of these industry-led voluntary training and safety programmes."



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Most companies have now reported their full year or nine month results to the end of December. Full reports and comment can be found on www.vertikal.net

Record revenues for Palfinger

Palfinger achieved the highest revenues in its history in 2012 at €935.2 million, 10.6 percent higher than 2011. Pre-tax profits however slipped, falling almost six percent to €53.7 million.



Hiab up 9%

The Hiab load handling division of Cargotec increased revenues by nine percent in 2012 to €840 million, order intake also grew nine percent to €850 million. Operating income for the year fell 18 percent to €16.9 million due to a €10 million restructuring charge, without which profits would have been up 34 percent.



New record for Ramirent

Ramirent achieved record revenues for 2012 of €714.1 million, almost 10 percent up on the year, while pre-tax profits jumped 36.4 percent to €82.9 million.



Profits soar at Ashtead

Pre-tax profits at US/UK rental group Ashtead jumped 60 percent to £165.2 million in the first nine months, on revenues up 19 percent to £1.02 billion. In the USA Sunbelt revenues increased 21 percent to \$1.37 billion, while operating profits jumped 56 percent to \$357.6 million. In the UK A-Plant revenues improved 11 percent to £153.4 million, while operating profits jumped 70 percent to £9.1 million.



Profit surge at Lavendon

Lavendon has reported a 46 percent increase in pre-tax profits for the year to £20.8 million, on revenues four percent higher at £234.6 million. Underlying profits showed an even stronger improvement.



Haulotte close to break even

Haulotte confirmed its full year revenues at €355.7 million, up 16 percent on 2011, with a net loss of €7.5 million. The company achieved an operating profit for the year of €800,000.



Profits double at Hertz Equipment

Hertz Equipment Rental posted a strong recovery in 2012 with revenues up 14 percent to \$1.38 billion, while pre-tax profits more than doubled to \$152.6 million.

Profits jump at Terex Cranes

Terex Cranes reported revenues three percent lower at \$1.49 billion, while operating profits surged more than five-fold to \$143.4 million. The company's order book at the end of December was nine percent lower at \$482.2 million.



Tat Hong up 19%

Singapore-based crane company Tat Hong posted a strong nine months to December with revenues of \$637.3 million, 19 percent higher and pre-tax profits up 60 percent to \$74.8 million.



Losses up at Harsco Infrastructure

12 month revenues at Harsco Infrastructure were \$937.3 million, down 15 percent on 2011. At the same time the business reported an operating loss of \$368.7 million almost triple last year's loss of \$125.6, due entirely to a \$265 million goodwill impairment charge.



Profits rise at Cramo on flat revenues

International rental company Cramo has reported 2012 revenues up 1.3 percent to €688.4 million, although like for like basis revenues improved 3.3 percent. Pre-tax profits soared 36.9 percent to €44 million.



Profits more than triple at H&E

Louisiana-based H&E reported total 12 month revenues of \$837.3 million, a 16.2 percent increase on 2011, while pre-tax profits were 3.6 times higher at \$44.4 million.



Mills Rental up 44%

The Aerial lift/Rental division of Brazilian services company Mills saw revenues rise 44.5 percent in 2012 to R253.5 million (\$128.5 million) a new record. The growth came from the larger rental fleet, boosted by a R158.1 million (\$80.2 million) investment in new JLG and Genie lifts and new locations.



Profits after finance costs amounted to R61.8 million – 55 percent up on 2011.

Bronto lifts profits

Bronto Skylift has reported revenues of \$135.1 million, up 23.5 percent on 2011. Operating profits increased 35 percent to \$8.9 million.



Mixed results at Manitou

Manitou has reported net income up 26 percent to €45.9 million on revenues up 12 percent to €1.26 billion. However the telehandler and aerial lift division saw profits fall by 40 percent to €27.6 million – in spite of a 7.5 percent increase in revenues.



Profit boost at Skyjack

The industrial division of Linamar, which is dominated by Skyjack, bounced back into the black in 2012, turning last year's \$6.8 million loss into a profit of \$22.7 million, its first annual profit since 2008. Revenues at the division jumped more than 47 percent to \$480.7 million.



Genie up 20%

Revenues at Terex Aerial Work Platforms/Genie grew 20 percent on the year to \$2.1 billion, with an operating income of \$228 million, 2.6 times higher than in the same period last year. The order book at the end of December was 73 percent higher on the quarter at similar levels to the end 2011.



A Böcker trailer crane



Böcker appoints Kranlyft UK

German crane and hoist manufacturer Böcker has appointed Kranlyft UK – the master distributor for Maeda mini cranes – as its UK distributor for truck and trailer mounted cranes.

Böcker's truck mounted range consists of six machines with lifting heights between 28 and 44 metres and lift capacities from 1.2 to six tonnes. Its five model trailer crane range offers lift heights from 25 to 34 metres with capacities from 800kg to 1.8 tonnes. Kranlyft will also provide parts and support service for new and existing machines.

Hird has acquired five new Hinowa Performance spider lifts



Hird takes five

Hull, UK-based crane and access company Peter Hird & Sons has added five Hinowa Performance IIS spider lifts to its fleet, including the 14 metre Hinowa 14.75 Gold Lift, the 17 metre Hinowa 17.75 Light Lift and the 23 metre Hinowa 23.12 Light Lift.

Managing director Phil Hird said: "The new spiders deliver excellent performance and have new, advanced features that we know our customers will appreciate. All the machines are bi-energy and the all-terrain tracks make them ideal for customers who need to work at height over landscaped, uneven or unstable ground."

Polyester sling alert

A warning has been issued by the US-based KBR Building Group, concerning a brand of Chinese sling sold under the S-Line label. The alert follows an incident and a safety audit.

So far we have been unable to determine if the slings are made by or for Texas-based company S-Line, or if they are counterfeit and the company has not responded to our requests for clarification. The yellow slings are supposed to contain red core yarns in order to indicate excessive wear or damage but they have been found to be missing on all the slings tested by the building group and others.



The sling labels claim that they are made by or for Texas-based S-Line

A number of the yellow S-Line slings were cut through as part of the audit and revealed an absence of the red indicator yarns



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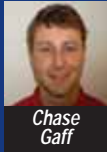


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- Suspended platform company **Spider** has promoted **Chase Gaff** to Portland district sales representative.
- **Ashtead-owned Sunbelt Rentals** business has acquired the assets of **Milwaukee and Madison High Lift**.
- Italian pick & carry crane company **JMG** has added **K.H. Klütsch** as a representative in Germany.
- **Liebherr** booked orders for 14 locally built tower cranes at the recent **Bauma India** show in Mumbai.
- **Liebherr-Great Britain** has made it into the UK's **Sunday Times** list of 100 Best Companies To Work for.
- **Hewden** has appointed **Antony Steele** and **Stephen Smith** to strengthen lead its major and industrial accounts sales teams.
- UK-based **Warren Access** has completed the acquisition of **Height for Hire** rental business and **APS Training**.
- Italian-based **CTE** has appointed **MOPSA** as its dealer for Spain.
- **Iron Planet** has acquired **Asset Appraisal Services**, an online auction company and appraiser.
- **JLG's** vice president of global marketing **Brad Nelson** has been promoted to president of **Oshkosh Commercial**.
- **Konecranes** has won a £100 million order from terminal operator **PT Pelabuhan**.
- **IPS** director and co-founder **Kevin Shadbolt** recently turned 50.
- Russian car maker **Actovaz** has taken delivery of a new **Valla 1725-22SD** industrial pick & carry crane.
- **Zoomlion** will launch an 8 tonne **8-ZT180** topless tower crane at **Bauma**.
- **Liebherr** has designed a double boom ship to shore crane for container terminal operator **Grup TCB**.
- **Teupen** has appointed **Michael Scheuss** as chief executive.
- The **Star** hotel in Sydney has taken delivery of a **CTE Traccess 170E** spider lift.
- **Terex Utilities** has supplied the city of **Tallahassee, Florida**, with eight new utility trucks with **HyPower** technology.
- **Terex** has sold its road building operations in Brazil and some product lines in the U.S.A to the **Fayat** group.
- **Ainscough Wind Energy Services** has opened an office in Wales.
- **Paul G. Harms** founder of German electronics/weighting systems manufacturer **Moba** has died aged 82.
- Australian trainer **Mandurah Safety & Training Service** has taken delivery of two new **Sennebogen 613M** cranes
- **Teupen**, will unveil an all new 21 metre spider lift - the **Leo 21GT**.
- The dates for the next **Platformers' Days** event, have been moved back to **September 2014**.
- **Wilbert Turmkrane**, currently in administration, has appointed **KPMG** to find investors for the business.



Chase Gaff



Antony Steele



Stephen Smith



Brad Nelson



Michael Scheuss



Paul Harms

- **Ruthmann** has appointed Australian based truck mounted lift manufacturer **Nifty-Lift** as its distributor for Australia and New Zealand.
- **Drammen Lifttulleie** has taken delivery of a 61 metre **Palfinger** for mountain security work in Norway.
- UK-based **CraneKing** has appointed **Steve Fisher** as business development manager.
- UK-based **Mr Plant Hire** has been accredited as a **PASMA** training centre in Edmonton, North London.
- Brazilian state oil company **Petrobras** has ordered 20 **Pellegrini** lattice boom marine cranes.
- **Terex Port Solutions** has received an order for 17 **NSC 624** mobile gantry cranes from Canadian terminal operator **GCT**.
- **Teupen** has appointed **Craig Rooke** as sales manager for the UK and Ireland.
- **Genie** has announced the release of its first ever die-cast scale model a **Z135/70**.
- **Palfinger Dreggen** has sold 28 cranes to **Jurong Shipyard** for Brazil and two to **Technip** for Denmark- the deals are worth €90 million.
- Dutch international rental company **Riwal** has appointed **Wolfgang Roth** as country manager for Germany.
- **Isoli** has unveiled its first 23 metre **PNT 230** lift mounted in India on a locally built **Tata** chassis.
- Ex-New York crane inspector **Edward Marquette** has been sentenced to five years probation.
- The first two 750 tonne **Liebherr LTM 1750 All Terrain** cranes have been delivered to **Schot** and **Mammoet** in the Netherlands.
- **Hewden** has appointed **Anthony Carter** as sales director.
- **JSP** has warned of a batch of counterfeit safety helmets.
- **ABB** has acquired port solutions company **APS Technology**.
- **SmartEquip** the US-based parts/service software company is opening in Europe and has signed up **Ramirent**.
- **Haulotte UK** has announced a very strong first quarter in terms of order intake.
- **Niftylift Australia's John King** has successfully completed the **Yukon Quest 300**.
- Wire rope manufacturer **Bridon** has opened the **Bridon Technology Centre**.
- Canadian **A.W. Leil Holdings** has acquired Nova Scotia-based **Partners Cranes**.
- **Dave Holland** a well-known service engineer in the UK access industry passed away on 17th February.
- **Riwal Germany** has opened a new depot in **Ingersheim** near Stuttgart.
- **Deutz** has appointed **Michael Wellenzohn** chief sales and marketing officer.
- **System Lift** has reported that its members achieved record revenues during 2012.
- UK-based **Kimberly** has purchased 35 new **JLG AJ600** and **AJ800** boom lifts.



Steve Fisher



Craig Rooke



Wolfgang Roth



Anthony Carter



Dave Holland

- **Genie** has unveiled a new Heavy Duty telehandler, the **GTH-1544** its first high capacity model.
- **Confederation of Danish Industry** has taken delivery of a 32 metre **TCA Lift Falcon FS320** spider lift.
- French tower crane anti-collision system manufacturer **AGS** has restructured the business.
- UK based **Warren Access** has taken delivery of a 33 metre **Ruthmann T330** truck mounted lift.
- UK access industry veteran **Chris Leadbetter** has passed away after a short battle with cancer.
- **Sany** has increased **Coast Crane's** territory in the western United States and Canada.
- **Caterpillar** has opened its new Middle East parts distribution centre in **Dubai, UAE**
- UK-based **BrightCast** has taken delivery of 20 **Custom Equipment Hy-Brid P830** push-around scissors.
- UK crane technician **Robin 'Bob' Williamson** passed away on the 28th February aged 53.
- **Partnerlift**, the German rental franchise association has reported a 25% growth in its members access and fork truck fleets.
- **ZT Safety Systems** has launched the new **ZT Dual Harness**.
- **Liebherr GB** has appointed **Kent Clarkson** as used crane and workshop sales manager.
- The city of **Seoul, Korea**, has taken delivery of a 22 metre **Bluelift C22/11** Lithium spider lift.
- **Palfinger** has acquired a majority interest in Italian specialist lift company **Sky Aces**.
- German heavy lift company **Auto-Klug** has taken delivery of a 220 tonne **Grove GMK5220** crane.
- **Teupen** has signed a service support agreement with **Alfa Access Services**.
- **Jan Sarens** of Belgian crane company **Sarens** was shot dead in **Acapulco Mexico**.
- German based **Ulferts & Wittrock** has acquired the crane operations of **Lüder Holding**.
- Austrian rental company **Prangl** has taken delivery of 12 new **Ruthmann** truck mounted lifts.
- Irish-based **AlturaLift** has declared insolvency and says that it is appointing a liquidator.
- **Ramirent** and **Cramo** have completed the merger of their Russian/Ukrainian operations - the new venture will trade as **Fortrent**.
- **Orion Access** has taken delivery of the first new 20 metre **Multitel MJ 201** truck mounted platform in the UK.
- **Kimberly Group** has placed an order for 15 **Genie 135ft** boom lifts, including three new **ZX135/70s**.
- **Hiab** has received €1.4 million from the **European Union** for a Polish/Swedish research project.



Chris Leadbetter



Robin Williamson



Kent Clarkson



Jan Sarens

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