

AFI acquires Hi-Reach and Access Rental Gulf

The UK's second largest powered access rental company AFI has acquired the UK operations of Hi-Reach, the country's ninth largest powered access rental company from owner Paul Richards. It has also taken over Dubai-based associate company Access Rental Gulf - a business led by Chris Light and established at the end of 2007 by AFI directors Nick Selly and David Shipman.



The conclusion of these acquisitions coincides with a complete restructuring of AFI's finances, with private equity firm Rutland Partners investing £32 million in the expanded business giving it a 51 percent controlling interest. Other shareholders are largely made up of the company's managers who have jointly invested a further £13 million in the

business. GE Capital is also providing a £50 million five year revolving asset-based lending facility. Rutland also owns a major stake in Brandon Hire.

The deal does not include the Abu Dhabi-based Safe Lift business, which Richards will retain, purchasing the Middle East-based machines from Hi-Reach at around the same time as the merger

completes. He will also stay on in his current role on a consulting basis, at least for a transition and hand-over period. The deal will take AFI's revenues to around £50 million this year with a fleet of 5,500 machines. The plan is to retain Hi-Reach and Access Rental Gulf as separate businesses, along the same lines as most of AFI's recent acquisitions.

Group business development director Nick Selly said: "Although AFI has acquired several companies during recent years, the Hi-Reach acquisition is by far our largest deal to date and it emphasises how we are well positioned to capitalise on opportunities as they develop in the market place."

Record jack-up job

Heavy lift specialist ALE has successfully completed what it claims is the heaviest load ever lifted in a jack-up - a 42,780 tonne topside for a new ice-resistant fixed platform for an offshore platform being built by Daewoo shipbuilding and marine engineering in Korea for Exxon Neftegaz.

The rig is expected to become the largest oil and gas production platform in Russia and will be located in the Arkutun Dagi field off Russia's east coast. First oil is scheduled for next year. ALE jacked the 42,780 tonne load to a height of 24 metres in 11 hours while coping with maximum wind speeds of 50

metres a second. It is the first project of its kind using the Mega Jack System. To carry out the project the Mega Jack was configured in four sets of towers each consisting of three individual towers each corner set having a capacity of 15,000 tonnes giving an overall jacking capacity of 60,000 tonnes. The Mega Jack is a completely computerised and stroke controlled system which includes data logging, weather data and optional dimensional surveys.

ALE successfully jacked a 42,780 tonne load thought to be the heaviest load lifted in a jack-up



The rig was lifted to a height of 24 metres in 11 hours using the Mega Jack System



Each corner - made up of three towers - had a capacity of 15,000 tonnes



The load comprised the topside for a new ice-resistant fixed platform for an offshore platform



Liebherr to expand Irish crane facility

Liebherr Container Cranes has commenced work on a new €50 million production hall at its site in Killarney. The new 16,400 square metre facility will provide a significant increase in its capacity and incorporate new state-of-the-art production equipment and automation technology, in order to meet a substantial growth in demand for the company's container cranes that are built in Killarney.

Liebherr's new plant in Killarney is already well underway.

Ball to leave Easi UpLifts

John Ball, managing director of the Irish-based international rental group Height For Hire/Easi UpLifts, has announced his intention to resign in order to pursue other business interests. He will remain with the business until later in the year in order to assist with the transition and hand over.



John Ball

Ball, 52, started his career as a teacher, joining Height For Hire in 1986 when he opened its Limerick branch. In 1993 he was appointed managing director of Height For Hire when it had just three branches, all of them in Ireland.

In the 1990s, he was directly involved with founder Harry McArdle in the company's expansion into Belfast, Northern Ireland and Glasgow, Scotland. Within a few years a further four branches were opened in the UK. In 2008 he successfully finalised negotiations on the company's first acquisition, the rental company SCS in Slovakia, which has now been fully integrated into the Easi UpLifts group and has four locations in Central Europe. A past president of IPAF (2008 to 2010), he was instrumental in organising the first IPAF Summit outside of the UK when he helped host it in Dublin and has been a long term and very active council and board member. With the focus of the group shifting increasingly towards the UK and other export markets Fergus McArdle relocated to the UK and is likely to take over most of Ball's responsibilities.

Terex Cranes restructures German production

Terex Cranes has started the negotiation and consultation process to restructure its German production facilities in order, it says, to adjust to current demand and improve its competitive position. The changes will mean a loss of up to 200 jobs, largely at the company's Wallerscheid plant, where it builds smaller All Terrain cranes. The move follows numerous efforts since 2008 to cope with lower demand, while maintaining the full workforce, these have included short time working, a reduction in temporary staff, flexi time and other measures.

Other moves will include changes to a production bonus scheme which, according to a company spokesman, is out of proportion with industry standards and pays out regardless of the success or not of the business. The intention behind this change is to protect as many production jobs as possible he said.

The company opened talks with the works council in early June, in order to find a socially acceptable way of dealing with the changes and ensuring that the lay-offs are organised with the minimum of disruption. The full restructuring is expected to be completed by early 2014.



Ashtead acquires Eve Trakway

UK/USA rental group Ashtead has acquired the Accession Group, and its main trading business Eve Trakway, the provider of temporary roadways and fencing. The deal includes £28 million in cash with a further £7 million in cash depending on the profitability of the acquired business over the next 12 months. In the year to 31st March 2012, Accession reported revenues of £26 million.

Palfinger Sany launches at CTT

Palfinger Sany launched the first two cranes resulting from its European joint venture at the recent CTT exhibition in Moscow. The first two models are the 25 tonne three axle QY25C with 33.5 metres of boom and the four axle 50 tonne QY50C with a 42.5 metre five section boom. Both units are Chinese built truck cranes adapted to suit Russian market conditions and preferences.

Palfinger says that its quality managers have supervised the production of the new cranes in Changsha, in order to ensure that they meet European standards. The cranes meet Euro 4 requirements and already have a full set of GOST certification for the Russian market. The cranes carry a 2,250 hour or 18 months warranty with spare parts and components stocked at a warehouse in Moscow. A local Russian sales and technical support team has also been put in place, ready for the launch.



The first fruits of the Palfinger Sany joint venture - the QY25C and ...

QY50C

OSHA to delay crane rule

OSHA has announced that it is extending the compliance date for crane operator certification in the United States by three years to Nov 10, 2017, following recent hearings that garnered industry input and objections to assumptions made in relation to the difference between being 'certified' and being 'qualified' to operate a crane, as well as the inclusion of lift capacity bands.

The statement said that the main purpose of the delay is to take into consideration industry concerns of these qualification/certification requirements and capacity bands and make any required changes prior to the final deadline for full implementation of the new rule.

US crane operator certification company National Commission for the Certification of Crane Operators (NCCCO) has urged OSHA to rework the new crane rule without delay. NCCCO executive director, Graham Brent said: "While NCCCO 'reluctantly' supports OSHA's action to postpone implementation, we strongly urge OSHA to pursue the second phase of this initiative - the development of proposed rulemaking - with all haste. An extension of the deadline, already unpopular with many sectors of industry, is worthless without immediate and substantive action to solicit industry comments that will result in a resolution accurately reflecting the intent of the industry group the Cranes and Derricks Advisory Committee (C-DAC) that OSHA itself assembled to develop this rule."



Stopping the defaulters and slow payers

A meeting to explore the interest in setting up a UK crane and access credit circle will be held at Vertical Days and hosted by Top Service and the P&A Partnership. The idea is to confidentially exchange information on those companies that go from one supplier to the other as they are finally put 'op stop'. Intended mainly for rental companies it will mirror credit circles that Top service organises for other construction related industries.



King Lifting has ordered two more Terex All Terrain cranes - a 140 tonne AC 140 Compact and a 200 tonne, six axle AC200-1P.

First for King Lifting

UK crane rental company King Lifting has ordered three new All Terrain cranes including its first ever Liebherr - a 300 tonne LTM 1300-6.2 with ECOMode single engine design, the first of its type in the UK - along with a 140 tonne Terex AC 140 Compact and a 200 tonne six axle Terex AC200-1P.



Steven Elliot (L) of Liebherr signs the contract with Tristan King of King Lifting for its first Liebherr crane

"The LTM 1300-6.2 crane impressed us with its environmentally sound single engine for both road and lifting, which makes both operational and financial sense," said commercial director Tristan King. "The crane also has Liebherr's new Variable Supporting Base system which uses individual outrigger data to plot the crane's lifting duties based on the actual positions, ballast and ground force at that moment in time. The safety benefits of this system are obvious and from a sales perspective it gives us an edge over other cranes. With ever increasing pressures on safety, this is a critical box ticked for many of our customers."

"Our existing AC140 Compact and AC200-1 are well proven in service - the AC 140, with its short chassis, is extremely popular with our customers who appreciate its manoeuvrability," he said. "The six axle AC200-1P has the distinct advantage of carrying 25.2 tonnes of ballast."

Seven GMK 6300L's to Western Australia

WATM Crane Sales and Services, the Grove dealer for Western Australia, has ordered seven 300 tonne Grove GMK 6300Ls for delivery to local rental and mining companies. Four of the cranes have already been delivered, with the rest due to arrive over the coming months.

Equipped with 80 metre booms the GMK6300Ls will be used for general assembly and maintenance work at iron ore mines across Western Australia. The majority are heading to the Pilbara in the north, where 75 percent of the state's iron ore mining takes place. The cranes are expected to work for more than 10 years in the harsh mining environment, contending with searing heat and a heavy workload. Servicing the cranes is crucial so WATM is providing the on-site support and training. WATM managing director Anthony Lazenby said: "The GMK6300L offers immense capacity and long reach with a very fast set-up. We will sell more of this crane this year than any other Grove model."



Alan Blake of JCB with one of A-Plant's new telehandlers

800 JCBs for A-Plant

A-Plant, the UK arm of Ashted has placed an order worth over £27 million for more than 800 machines from JCB.

The deal includes a large number of telescopic handlers ranging from 9.5 to 17 metres, including the 535-95 and 535-125 which have a maximum capacity of 3.5 tonnes and lift heights of 9.5 and 12.3 metres respectively and the four tonne 540-170 can lift 2.5 tonnes to 16.7 metres. All models are powered by JCB Ecomax Tier 4i engines. The order also includes mini excavators, backhoe and skid steer loaders. The deal follows 550 units ordered by A-Plant last year and brings the total number of JCB units purchased since 1988 to more than 7,500.

JCB chief executive Alan Blake said: "This is the biggest deal of the year for JCB from a UK customer and we are delighted that A-Plant has ordered such a significant number of machines. It is a huge vote of confidence not only in the JCB products, but also in the UK hire market."

Haulotte India launched

Haulotte has formally established and opened a sales and service subsidiary in Mumbai, India.

Haulotte India will be managed by Souma Ray who said: "Mumbai is one of the key places in this huge country, with a great potential market for people and material lifting equipment. It's a major challenge for me and the team."

Chief executive Alexandre Saubot added: "Haulotte is building a strong sales network in BRIC nations, thanks to our own entities and a dealer network, in order to establish a closer relationship with customers, to provide them with products that meet their requirements, along with services, such as training, spare parts and financial solutions. The new sales subsidiary in India is a key part of this programme."



One of the new Grove GMK6300L cranes (R) sold to rental company Boom Logistics performs a tandem lift with a 550 tonne Grove GMK7550

Oil&Steel appoints Mantis Access

Italian truck mounted and spider lift manufacturer Oil&Steel has appointed newly formed Mantis Access as its sole distributor for the UK and Ireland. Mantis Access is a new division of Durham-based Mantis Cranes, the UK sales, rental and service arm of the Irish-based self-erecting tower crane manufacturing group.

Oil&Steel's 18 metre Octopussy Evo 1800



Mantis Access will initially concentrate on the sale of truck mounted platforms and spider lifts as well as develop a market for larger platforms mounted on All Terrain tracked carriers. The new business and relationship will be officially launched at Vertikal Days.

Seamus McMenamin of Mantis said: "We will use the experience from our crane manufacturing division and engineering skills to mount platforms on bespoke vehicles to meet customer's needs and specifications. Service will be provided from our bases in Durham and Wellingborough with existing engineers being cross-trained to cover both access and lifting equipment."

Oil&Steel sales director Giovanni Tacconi added: "Mantis was the obvious choice for us with its existing knowledge of working at height, manufacturing techniques and reputation for customer support. We look forward to a long and fruitful relationship with Seamus and his team."

Palfinger goes direct in Austria

Palfinger Platforms has reorganised the distribution and support coverage for its aerial lifts in Austria. The company will continue to use the mobile service engineers it already has in the country, but is also planning to open a service operation in Vienna run by René Kreuz.

At the same time Karl Graf will be responsible for sales in most parts of the country, with Michael Heer covering the Vorarlberg and Tyrol regions. The company has also increased the resources of its adjoining German service branches in Ainring near Salzburg and Merklingen, near Ulm.

Movex upgrades TLF10 van mount

Spanish vehicle mounted lift manufacturer Movex has upgraded its TLF10 van mounted lift. The unit, which does not require outriggers, has gained a metre more working height at 10.8 metres, and a step-in platform which is now fibreglass as standard.

On the original TLF10, introduced in October 2012, the platform stowed on the roof of the van, which was not universally popular, the new model is more traditional. The lift offers five metres of outreach, 120kg platform capacity and can be fitted to most 2.8 tonne vans such as the Vauxhall Vivaro, Renault Traffic, Nissan Primastar and Ford Transit. The company says that the one man machine is ideal for city works, including traffic light maintenance, CCTV cameras, street lights and Christmas lights.



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Steven Dougall of Horizon said: "With contracts requiring us to travel further afield, the low running and maintenance costs of this machine will be of great benefit."

Horizon celebrates with UK first

Scottish crane rental company Horizon Reinforcing and Crane Hire has celebrated its 40th anniversary by taking delivery of the UK and Ireland's first 65 tonne Tadano Faun HK65 truck-mounted crane from UK distributor Cranes UK.

The new crane features a 41 metre main boom plus 15.8 metre swing-away extension, providing a maximum under hook height of 58 metres. Mounted on a four-axle MAN TGS chassis it is the largest capacity crane of its type running within the UK's STGO category B classification. The crane will also carry the company's '40th year' logo.



Steven Dougall (L) and Paul Goodall celebrating Horizon's 40th anniversary with the delivery of the UK's first Tadano Faun HK65



The new Movex TLF10

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The Stone laying ceremony for Tadano's Thai facility - August 2012

Tadano inaugurates Thai plant

Japanese crane manufacturer Tadano has started production at its new Bt310 million (\$10.2 million) manufacturing facility in Thailand, located on the Eastern Seaboard Industrial Estate in Rayong.

The plant will initially produce components, but will also begin building and mounting telescopic loader cranes for the Thai market later this year. Next year it will begin exporting to other Asian countries, the Middle East, Australia and Africa. The company plans to invest a further Bt150 million (\$5 million) in a second-phase expansion due for completion in 2015. Initial capacity is 1,000 units a year expanding to 2,000 units with the second phase.

Volvo Rents for sale

Volvo is said to be considering selling its construction equipment rental business Volvo Rents. It believes that it might fetch up to \$1.5 billion. The company operates from 130 locations in North America and runs a variety of equipment including aerial lifts and telehandlers.

New LEEA guidance

The Lifting Equipment Engineers Association (LEEA) has issued new guidance on using hand operated chain blocks at an angle to the vertical. Whilst previously advising against such use, the new guidance reflects that some chain blocks are designed to be used in this manner and that, in certain applications, standard chain blocks can also be used safely at an angle, if an appropriate risk assessment is conducted and additional precautions observed. More details on www.leeaint.com



Record gantry crane order for Terex

Terex Port Solutions has received a record order for 26 (with an option for 32 more) Rubber-Tyred Gantry cranes from Malaysian terminal operator Pelabuhan Tanjung Pelepas for delivery next April. The 50 tonne capacity cranes are to be manufactured in Xiamen, China.

Terex Port Solutions has received the largest order for Rubber-Tyred Gantry cranes in the company's history.



Largest AHC subsea crane

An active heave-compensated (AHC) MacGregor subsea crane



Hyundai Heavy Industries has ordered a €22 million, 900 tonne active heave-compensated (AHC) MacGregor subsea crane for its South Korean shipyard. The crane - the largest ever ordered - will be installed on a 150 metre multi-purpose offshore construction vessel ordered by Sealion Shipping, on behalf of Toisa. Delivery is planned for early 2015.

One Call Hire adds more telehandlers

UK-based One Call Hire has purchased more than 40 new telehandlers including four 12 tonne /10 metre Manitou MHT 10120s, 30 units of the Manitou MT 625 six metre/2.5 tonne compact machines and six CAT TH337 3.3 tonne/7.3 metre models.

The purchase is a small part of an overall investment in new equipment worth £32.6 million. The company operates from eight locations and teams up with Nixon Hire for contracts north of Leeds to provide a national coverage. The company is also planning to open a new Oxford depot at the location of an old Leach Lewis site.

Joint managing director Martin Fitzpatrick said: "Contractors can hire from us in the knowledge that they are getting new machines providing increased productivity with substantially lower fuel costs which will help them meet their carbon emission targets. Our customers are seeing an increase in work and subsequently we see an increase in demand particularly for machines like the heavy lift telehandlers.



One Call's latest telehandler order includes four 12 tonne capacity Manitou MHT10120s.



(l-r) Uwe Kanasliwas of Kühl with Dennis Behnken and Matthias Abele of Liebherr and Lars Kühler and Andreas Weinhardt of Kühl.

Kühl takes an MK88

North German heavy lift and haulage company Kühl Kranverleih of Elmshorn, has taken delivery of a Liebherr MK 88 mobile self-erecting tower crane.

With a maximum capacity of eight tonnes the MK88 can handle 1.85 tonnes at 45 metres - 2.05 tonnes with the two tonnes of additional ballast - with an under hook height of 59 metres. Kühl chief executive Andreas Weomjardt said: "Increasing demand has prompted us to expand our fleet with this crane. We have had a MK80 for many years and with this latest addition we are now in a position to provide a faster and more flexible service for our customers."

Wotschke leaves Teupen

Michael Wotschke joint chief executive at Teupen, the spider and truck mounted lift manufacturer, resigned from the company on May 7th.



Michael Scheuss who joined the business in February this year as joint managing director, sharing the chief executive role with Wotschke, will provisionally take over his duties. Wotschke had been in the post since 2009, initially as joint CEO with Alfons Thihatmer who left the business a year later.



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Financials round up

Palfinger posts modest increase

Palfinger has posted a modest improvement for the first quarter, with revenues up just under one percent at €225.8 million, while pre-tax profits increased six percent to €14.7 million. Geographically Europe was flat with growth in Germany and Northern Europe offset by further declines in Southern Europe as well as France and Austria. South America was also flat, while North America improved slightly and Asia grew significantly, but from a very low level. Russia and the CIS countries however posted very strong gains.



Profits surge at Tat Hong

Singapore-based crane sales and rental group Tat Hong has reported a 16 percent rise in revenues to \$836.9 million, while pre-tax profits jumped 77 percent to \$102.4 million.

Looking at the four main divisions: Distribution revenues were up seven percent to \$362.3 million, thanks to a large sale to a Japanese crane rental company. Mobile crane rental rose 37 percent to \$307.4 million with improvements in every region. General rental revenues fell four percent to \$92.6 million, while tower crane rentals - mostly in China - increased 27 percent to \$75.5 million.



Strongco slides into the red

Canadian crane distributor and rental company Strongco has reported flat first quarter revenues at \$97.5 million due to slower sales. Higher distribution costs and lower margins helped turn last year's pre-tax profit of \$1.55 million into a loss this year of \$2.98 million.



Sharp rise in profitability for Speedy

UK rental company Speedy Hire has published its full year results with total revenues up 3.5 percent to £340.4 million, while pre-tax profits quadrupled to £12.8 million. Net debt at the end of the March was £72.4 million after capital expenditure for the year of £69.8 million.



Harsco Infrastructure remains in the doldrums

Harsco Infrastructure the scaffold, formwork and mastclimber specialist has reported first quarter revenues down just over nine percent to \$216 million. The company's operating loss was reduced from \$18 million last year to \$12 million this year - both numbers exclude one-off restructuring costs which totalled \$35.6 million in the first quarter of 2012.



Terex pays down debt

Terex has repaid \$220 million of its senior term bank debt due in 2017 and plans a further \$30 million repayment in July. Chief executive Ron DeFeo said: "Combined with our prior actions in 2012 this will result in approximately \$500 million in debt reduction from the middle of 2012 through the middle of 2013. We continue to anticipate strong free cash flow for 2013 and beyond, and will look for additional opportunities to reduce our future interest expense and improve our overall capital structure as we move forward."



Mills Rental soars high

The powered access and telehandler rental division of Brazilian scaffold specialist Mills, or to give it its full name - Mills Estruturas e Serviços de Engenharia - has increased first quarter revenues by almost 35 percent to R76.1 million (\$37.9 million). Operating profit for the division improved just over 20 percent to R30.99 million (\$15.4 million).

A further R73.3 million (\$36.5 million) was spent on new equipment during the quarter, almost three times as much as in the first quarter of 2012. The company has also increased its 2013 spending plans for new platforms and telehandlers to R274 million (\$134 million). The aim is not only to meet the strong demand from its current branches but also to stock up 12 new locations planned for 2013.



Solid progress at Vp

Vp, owner of telehandler rental company UK Forks, general rental company Hire Station and TPA the ground protection specialist, has issued its full year results for 2012/2013.

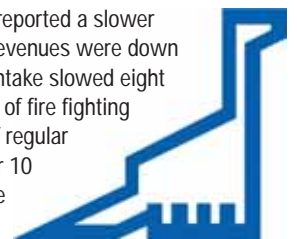
UK Forks achieved revenues of £14.1 million, up 12.5 percent on last year, while operating income jumped almost 45 percent to £2.1 million. Capital expenditure in the year fell from £8.6 million the prior year to just £400,000.

The group as a whole saw revenues increase three percent to £167 million, while pre-tax profits improved 7.5 percent to £16.4 million.



Softer quarter for Bronto

Truck mounted lift manufacturer Bronto has reported a slower start to the year than in 2012. First quarter revenues were down seven percent to \$29.6 million, while order intake slowed eight percent to \$33.9 million, due to slower sales of fire fighting lifts in Asia, partially offset by better sales of regular truck mounts. Operating income fell just over 10 percent to \$700,000 due to the lower volume and slightly higher costs.



Light at the end of the tunnel for Essex

US-based Essex Crane has released its first quarter results with revenues of \$25.1 million, six percent higher than a year ago, while the pre-tax loss was reduced from \$6.8 million in 2012 to \$3.27 this year.

First Galizia GF400

Jozef Hermans GF200 pick&carry crane

Dutch lifting and haulage company Jozef Hermans has ordered the first 40 tonne battery powered Galizia GF400 pick&carry crane. His order also included a 2.5 tonne Galizia GF25 fitted with a hydraulic fork attachment.

Both cranes feature dual AC motor front wheel drive and the company's new ultra high crank rear steering axle, allowing the four wheeled machines to turn as tightly as three wheel units. Galizia managing director Fabio Vercelli-Galizia said: "I am very happy because Jos Hermans - Jozef Hermans' technical director - bought a GF200 with radio remote control five years ago and has chosen Galizia cranes again to improve his fleet."



Aerial and Handling Services is now licensed to develop and sell the WorkZone range.

WorkZone licensed in UK

AFI has licensed Surrey, UK-based rental company Aerial and Handling Services to further develop and sell its WorkZone range of safety and security devices. The agreement covers the entire range of WorkZone products including SanctuaryZone which provides crush/entrapment protection in the platform, KeyZone which stops unauthorised use of the machine and SmartZone which controls and monitors the machine's use.

AFI director Nick Higgins said: "Our primary business is powered access rental, sales and training and we recognised that the WorkZone range can be further developed by a company with the skill set required for this type of work."

Aerial and Handling Services provides access and telehandler rental, service and maintenance, inspection, training, refurbishments and sales, and develops and produces attachments for aerial lifts and other equipment, such as the recently introduced deckRail Xtra material attachment for Genie scissors.

New Technology and Competence Centre

Cargotec/Kalmar opened its new €35 million Technology and Competence Centre in Tampere, Finland last month. The centre will focus on the development of energy-efficient, intelligent machinery and automation solutions for port handling. The centre has won an award for being one of the most energy-efficient office buildings in Finland. Cargotec chief executive Mika Vehviläinen said: "The centre is unique in that the functioning of ports is simulated in the laboratory with testing based on real data provided by our customers."



The Cargotec/Kalmar Technology and Competence Centre in Tampere, Finland.

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"Syrinx is easy to use, self explanatory and yet sophisticated." Ben Hirst



"After a disastrous 3 months with our initial supplier we switched to Syrinx and within 1 day we were up and running with all our plant information on the system. I would recommend Syrinx again and again, it's easy to use and the reporting is excellent. I can't thank Higher Concept Software enough, they pulled out all the stops when we really needed them." Ben James



"Syrinx is the product best suited to the Powered Access Industry. The service was professional through from point of sale to data management to installation making the transition very easy." Duncan Howard



"We opted for Syrinx on the recommendation of colleagues and have received a first-class service and, equally as important, a more-than-expected back-up engagement between the Higher Concept staff and the SAS team. We are grateful to Higher Concept for making rental software implementation so trouble-free throughout our launch period and would highly recommend both Higher Concept and Syrinx to anyone considering their software options." John Corrie



Our previous system was fraught with difficulties and not backed up with good service. It was a big decision to contemplate getting a new hire management system but we were so frustrated we had no other option. We were pleasantly surprised at how smooth the implementation of Syrinx was. We have been impressed with the excellent project management and exemplary training backed up by excellent support." Alistair Jordan



"We chose Syrinx because of its stability and reliability - a great improvement on our previous system." Malcolm Bowers



"When we were undertaking due diligence on the acquisition of another powered access company, who were already using the Syrinx system, we noted that Syrinx gave them a number of operational and financial functions that we didn't have with our existing system. Kimberly Access are a focused operational business and so this excited us. Syrinx is now set up as our group rental system and Higher Concept Software have exceeded all our expectations in terms of the product and their customer service." Ray Ledger



"Syrinx has certainly brought all of this information together into one database and improved the efficiency of our business from start to finish." Phil Mitchell

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- The **International Marine Contractors Association (IMCA)** has published a revised 'Crane specification document'
- **Genie** has presented **Trojan battery** with one its Outstanding Performance awards for 2012.
- Online equipment auction house **Iron Planet** has appointed **Davide Di Paola** as director of trading
- Dallas-based **Briggs Equipment** has appointed **Chris Meinecke** as chief operating officer of Briggs USA.
- **Harsco Infrastructure** has opened a new training centre in Immingham, UK for its Cuplok system scaffold.
- **Terex Cranes** has announced a major restructuring of its German production operations with the loss of up to 200 jobs.
- US crane operator certification company **NCCCO** has urged **OSHA** to rework the new crane rule urgently .
- **King Lifting** has placed an order for its first **Liebherr** crane, a 300 tonne LTM 1300-6.2, the first in the UK
- **Michael Wotschke** joint chief executive at **Teupen**, the spider lift manufacturer has left the company.
- **Terex AWP/Genie** has promoted **Carlo Forini** as director of business development and product management for the European region and **Sebastian Umbreit** as senior director operations and aftermarket for Europe Africa & the Middle East.
- **Don Ahern** looks set to retain ownership of **Ahern Rentals** following an agreement with bondholders after making an improved pay-out.
- **TVH** owned **Statech**, the Czech dealer for **Genie** and **CTE** has held an 'open house' at its Dolní Bečkovice, headquarters and unveiled its new corporate identity.
- US-based **MEC Aerial Work Platforms** has appointed **Jim Dillon**, as operations manager.
- **Cargotec** has appointed **Mikko Pelkonen**, 43, as senior vice president, Human Resources
- **AFI** has licensed UK-based **Aerial and Handling Services** to further develop and sell its **WorkZone** range of devices
- **John Ball**, MD of the Irish-based rental group **Height For Hire/Easi Uplifts** is leaving the company.
- **Statech** the **TVH** owned sales and rental operation in the Czech Republic has announced a merger with **KLC** of Slovakia later this year. The new entity will be **Statech Slovak**.
- **Jeff Brundell** has resigned as a director of **CICA** after more than 25 years on the board.
- UK-based crane rental company **Ainscough** has placed an order for five new **Nooteboom** low-loader trailers.
- **Davide Vidali** has left **Liebherr Italia** and formed his own company **Eurocrane** to sell new and used cranes.



Davide Di Paola



Sebastian Umbreit



Jim Dillon



Mikko Pelkonen



Jeff Brundell



Davide Vidali

- A UK company director has been sentenced to three years in prison for a fatal aerial lift incident - see training page 65.
- **Haulotte** has opened a wholly owned distribution and support subsidiary in Mumbai, **Haulotte India**.
- **Terex Cranes UK** has confirmed that **Julian Dyer** has re-joined the company as regional sales manager.
- **Ahern Rentals** has received a \$415 million financial package to fund its Chapter 11 exit.
- **CTE** has delivered a 23 metre spider lift to **Huize Bijdorp**, monastery in Voorschoten, Holland.
- **Terex AWP/Genie** has appointed **Karen Stash** as a senior product manager for scissors, portables and trailer lifts.
- **Ashtead** has acquired the **Accession Group**, whose main trading business is **Eve Trakway**, the provider of temporary roadways and fencing.
- **Terex AWP/ Genie** has appointed **Mark Powell** as product manager for scissor lifts.
- Irish-based access rental company **Blulift** hosted a **Be Wise** at Height safety seminar in May.
- **Terex AWP/Genie** has parted company with its European region operations director **David Hopper**.
- The **Spider** division of **SafeWorks** has appointed **John Callahan** as area director western region.
- **Ritchie Bros** will auction its largest All-Terrain crane to date in June a 700 tonne **Terex/Demag**
- Lift manufacturer **Geda Dechentreiter** has appointed **United Equipment** as its partner in Qatar.
- **Tat Hong** has signed an agreement with **Intraco** and **Aung Moe Kyaw** to set up a joint venture in Burma.
- Canadian crane company **Strongco** has posted a negative first quarter on slightly higher sales.
- Saudi Arabia's **Hertz Dayim Equipment Rental** has signed a partnership agreement with **APR Energy** to form a generator rental service in the Kingdom.
- **Freeport Container Port (FCP)** has ordered 10 **Terex NSC 634 E ECO** straddle carriers.
- The Dutch prosecutor has cleared **Lima Holdings** and **Rival** of involvement with the Israeli wall with Palestine.
- **MacGregor** has received a €37 million order from **Hornbeck Offshore Services** for four 250t AHC cranes.
- **Wayne Lawson** has joined Dutch international rental company **Riwal** as regional director north Europe.
- **Trevor Jepson**, owner of UK crane company **City Lifting** has completed a fund raising walk from central London to Romford in a onesie.



Julian Dyer



Karen Stash



Mark Powell



David Hopper



John Callahan



Wayne Lawson

- **IPAF** is organising a Professional Development event for UK members on 6th September followed by 'banger racing'.
- Las Vegas-based **Ahern Rentals** auctioned off several hundred used aerial lifts in Las Vegas in mid-May.
- The **Rushden Historical Transport Society** is looking for a good home for a **Rapier H7** mobile crane.
- UK-based access service and inspection company **Alfa Access** has achieved **Safecontractor** accreditation.
- **Terex Utilities** has appointed **Gary Rice** and **Tony Rust** as Western and Eastern regional sales managers.
- Norwegian rental company **UCO** has taken delivery of another container load of **Bravi Leonardo** taking its total to over 100 units.
- Alberta, Canada-based **Entrec** has acquired **GT's Crane and Transportation Services** of Grand Prairie Alberta.
- Antwerp-based **Lauwereys** has purchased a 50 metre **Bronto S50XDTJ**, the first in the Benelux region.
- Italian aerial lift manufacturer **Oil&Steel** has appointed **Mantis Access** as UK/Ireland distributor.
- US-based **ALL Erection & Crane Rental** has purchased 20 **Grove RT** cranes and 10 **Manitowoc** crawlers.
- The **Spider** division of **SafeWorks** has appointed **Cliff Brown** as district sales rep at its Orlando centre and **John VanNatta** as district sales representative in Kansas.
- UK-based **AFI** has acquired **Hi Reach** and **Access Rental Gulf** and completed an £85 million refinancing with **Rutland Partners** taking a 51% stake in the enlarged business.
- **Liebherr Container Cranes** has started work on a new €50 million production facility at its Killarney plant.
- Japanese crane manufacturer **Tadano** has started production of telescopic loader cranes at its new facility in Thailand.
- Hong Kong-based sales and rental company **Tower Mark** has ordered 30 **Manitowoc** crawler cranes including Models 8500-1, 11000-1 and 12000-1 and two 45 tonne **Grove RTs**.
- **Palfinger Sany** launched the first two cranes resulting from its European Joint Venture at **CTT** in early June.
- UK-based **Nationwide Platforms** has said that it will purchase around 1,000 **Power Towers** **Pecolift** manual powered aerial lifts this year.
- UK-based rental company **Warren Access** celebrated its 20 year anniversary last month with an open day at its premises in Newcastle.
- Chinese aerial lift manufacturer **Mantall** has appointed rental company **Langmahr** as its distributor in Hungary.



Gary Rice



John VanNatta



Cliff Brown

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