



Genie announces new boom lifts

Genie has confirmed that it will launch two new articulated booms at Apex this month, a new/upgraded 60ft class unit to replace the Z-60/34 and an all new lightweight model with a platform height in the region of 34ft to 38ft.

The new 62ft Z-62/40 will be available in all drive and power formats of the current Z-60/34, including 4x4 and Trax versions and will include the Genie's 'Fast Mast' dual riser which can be used independently of the top boom allowing the platform to reach the ground regardless of the position of the riser. The headline improvement is of course the almost two metres of additional outreach which could possibly affect the machines weight?

The smaller of the two new models, the Z-3X/XX, is likely to prove more interesting in that we understand it will take Genie into the market dominated by the Niftylift HR12 and Snorkel AB38, and will be built primarily for the European market, which is where the majority of the

HR12 and AB38s are sold. It might also adopt some features from JLG's new H340AJ, and is almost certain to incorporate a hybrid or Bi-Energy power pack for indoor/outdoor applications and possibly include a 4x4 version. If this new model does go head to head with the Niftylift, something the company has looked at off and on for more than 10 years, it is likely to help expand the sector and may well suck other competitors into the market, such as JLG, Skyjack and Haulotte.

No details are yet available on the new smaller model



The new Genie Z-62/40 replaces the Z-60/34

Lifterz takes Spiderlift Company

UK-based rental company Lifterz has acquired the rental assets and goodwill of Ranger Equipment, which trades as 'The Spiderlift Company.' The decision by Ranger's owner Steve Hadfield to exit the spider lift rental market will, he says, allow the company to concentrate on its spider lift and mini-crane sales business, which includes CMC spider lifts and Jekko mini cranes.

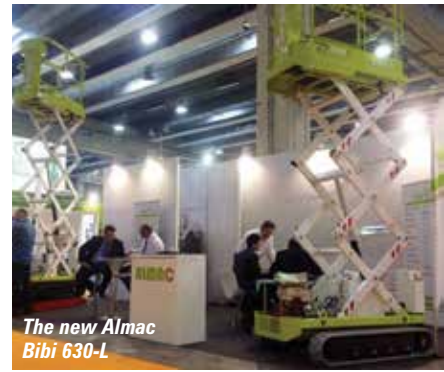
The details of the deal have not been disclosed, although it includes the placement of an order for several new CMC spider lifts. Ranger will retain the 'Spiderlift' trademark for its sales activities.



Malcolm Bowers of Lifterz (L) with Steve Hadfield of Ranger

New compact crawler scissor

Italian manufacturer Almac Italia has launched a new six metre working height compact tracked scissor lift, the Bibi 630-L. With a total weight of 1,200kg the scissor stack is mounted on an 850mm wide chassis that extends to 1,115mm with up to 250mm of side to side levelling. Platform capacity is 200kg and a 220 volt power unit enables indoor use, while a Honda engine powers it when outdoors. An 'Easy-Drive System' with electronic traction and ramp controls for both start/stop and a counter-rotation, allows the machine to turn within its own length.



The new Almac Bibi 630-L

Benazzato in the UK & Ireland

Italian tower crane manufacturer Benazzato Gru has appointed Rossa Consulting as its distributor for the UK & Ireland. Rossa will initially focus on the manufacturer's self-erecting tower crane product range and plans to look for a partner company or companies to work with in similar core related markets on a regional or national basis, both on a sales and rental basis. Benazzato also offers a range of city tower cranes.

Rossa is owned by Sean O'Sullivan who has several years' experience working in the construction equipment sales and rental sector with both mastclimbers and tower cranes in the UK and overseas. His involvement with tower cranes dates back to 2006 when he joined Jin Long, part of the Neremat group in Belgium to set up the European distribution network for Yongmao tower cranes. Neremat were also the Benazzato distributors for Belgium at the time. Benazzato is a family owned company established in 1963 and builds self-erecting and city type tower cranes at an 80,000 square metre facility located in Northern Italy, between Milan Malpensa airport and Lake Maggiore. The product range includes self-erectors with capacities up to 5,000kg and 40 metre jibs and city cranes up to 8,000kg with jibs up to 65 metres.

Benazzato self-erector and city crane will now be available in the UK



IPAF issues technical guidance

The International Powered Access Federation has released a new technical guidance document covering the major inspection of aerial work platforms. The document outlines an inspection scheme to validate structural integrity and functionality of critical components and suggests that work platforms should undergo major inspection within 10 years of it initially going into service and every five years after that (10, 15, 20 years). More details on page 61.

£55 million access spend for Lavendon

Lavendon is to spend more than £55 million on new aerial lifts this year, adding around 1,360 new units to its rental fleet across its European and Middle East operations. In the company's European operations (UK, Germany, France and Belgium) The spend will be allocated to largely replace older machines as part of an on-going programme.

In the Middle East the company plans to continue its fleet expansion strategy to meet increased demand and territory expansion. Most of the new units will be self-propelled boom lifts up to 40 metres, along with some new scissor lifts and vehicle mounted platforms and a few new telehandlers for Belgium and France. A large proportion of the investment has already been committed to Genie, although both JLG and Haulotte have also received orders. The new vehicle mounted platforms include a mixture of Bronto, CTE, Ruthmann and Versalift units.

See an interview with Lavendon's UK managing director Jeremy Fish in the next issue.



Palazzani to launch 43 metre spider lift

Palazzani will launch the XTJ 43 a new 43 metre spider lift at Apex next month. XTJ 43 replaces the XTJ 42 and features a metre more working height, six section boom and two section jib giving an outreach of 19 metres.

Standard platform capacity is 230kg (330kg optional) and the platform measures 2.4 x 0.7 metres with 170 (90 + 80) degrees of rotation. Travel speed is 1.4 km per hour and the unit has a gradeability of 40 percent. The working envelope is automatically set to match the outrigger positions, while the unit also offers advanced diagnostics via a colour touch screen monitor and an electric power controller for optimum power. A new control system allows three functions to run simultaneously without cross interference, thanks to a new hydraulic distributor with the latest generation flow sharing technology.



The new Palazzani XTJ 43



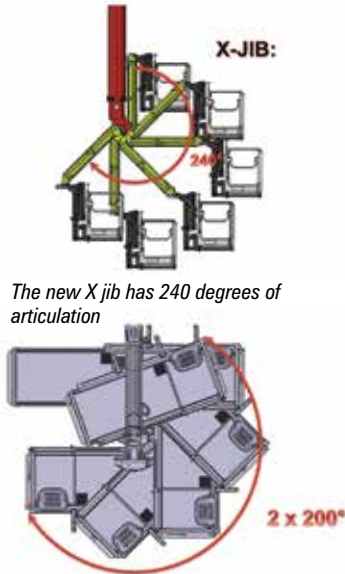
The new Palfinger P480NX

New 48 metre from Palfinger

Palfinger Platforms has unveiled the first model in a new 'Jumbo NX' (next generation) range - the 48 metre P480NX. The new two axle lift features a four section main boom and new double link articulated 'X jib', which allows up to 240 degrees of articulation and up to 400 degrees of platform rotation.

Outreach is 31.5 metres, which Palfinger claims is best in class. The lift will be unveiled at Apex this month, with the first unit destined for Dutch rental company Collé. The unit weighs 17.4 tonnes including two operators and full fuel tank leaving plenty of spare capacity for extra cribbing etc... all of which can be stored on the units' underdeck storage chests. The P480NX has also been designed for mounting on a 26 tonne 6x2 MAN chassis allowing an extra three tonnes of counterweight, to provide a greater higher capacity outreach through 360 degrees.

Platform rotation can be up to 400 degrees



The new X jib has 240 degrees of articulation

40 years for Tadano fraudster

Anthony Chiofalo, the ex-vice president of legal affairs at Tadano America has been sentenced to 40 years imprisonment. Chiofalo, 52, accepted a plea bargain after pleading guilty to having stolen more than \$9 million from Tadano, by issuing and paying fraudulent legal invoices. The 40 year sentence avoided the chance that the jury would hand down a life sentence.

New telescopic from GSR

GSR will launch a new 22.5 metre truck mounted telescopic lift, the B230T Comfort XEV on a Nissan Cabstar chassis at Apex this month.

The new lift features a four section boom which offers up to 13 metres of outreach and a platform capacity of 250kg. Options include automatic levelling and 1kV fibreglass basket. The manufacturer says that the new lift will target local authority work, such as tree pruning and street duties as well as window cleaning etc.



The new GSR B230T

Hire software that
will grow your business

Migrate to Syrinx, it's easier than you think

See page 47 for companies who
made that decision

SYRINX

www.higherconcept.co.uk

Tel: +44 (0) 118 956 9577

Palfinger Sany RTs for Russia

Palfinger Sany Mobile Cranes has extended its product range in Russia with the certification of three Rough Terrain cranes with capacities of 35, 55 and 75 tonnes.



A Palfinger Sany Rough Terrain destined for Russia

The new cranes now have all of the necessary paperwork to commence import and distribution, including the certifications by Belstandard for Belarus and Rosstandard for Russia - and a TPTC, the certificate of compliance for technical requirements of the CIS customs union. Palfinger Sany says it will guarantee on-site service within 48 hours anywhere in Russia, Kazakhstan and Belarus during the 18 month warranty period. The company claims to have achieved a market share of 11 percent in 2013, compared nothing in 2012.

Haulotte's new HA16



The new Haulotte HA16 RTJ Pro

Haulotte has released more details of its new 46ft HA16 articulated boom lift range.

The three models - all four wheel drive - include the HA16 RTJ with two wheel steer, and 355 degree slew, the HA16 RTJ O is the same as the RTJ but with an oscillating axle and the HA16 RTJ PRO has four wheel steering, oscillating axle, 360 degree continuous slew and in Europe the company's Activ'Shield Bar secondary guarding system. All have a maximum outreach of 8.3 metres with an up and over clearance of 7.65 metres. Speed to full height is just 40 seconds, helped by true multifunction operation. The boom lifts are said to retain the off-road capability of the model it replaces having 380mm of ground clearance, non-slip differential with a manually operated diff lock and 40 percent gradeability. The new Kubota engine is much cleaner and more efficient and includes a variable speed control to of lower noise levels, while reducing fuel consumption by 15 percent.

New Manitowoc crawlers for Bigge

Bigge Crane and Lifting has ordered two of Manitowoc's new MLC300 and MLC650 crawler cranes launched at Conexpo. Bigge marketing manager Ryan Parker said: "We believe these two crawler cranes might set the new standard with their upgrades to weight balance, line pull and capacity. They are ideal for energy-related projects, including refineries, petrochemical installations, and power plants, as well as infrastructure applications."



Manitowoc and Bigge celebrate the new orders at Conexpo

The 900 tonne Huisman Rope Luffing Knuckle Boom Crane



Huisman Knuckle Boom Crane

Offshore and heavy lift crane manufacturer Huisman has unveiled a patented Rope Luffing Knuckle Boom Crane. The new active heave compensated crane combines the benefits of a normal luffing crane with a traditional knuckle boom crane. As such it offers a high lifting height and good capacities at outreach. By incorporating a knuckle in the design it is possible to reduce the pendulum of the hook and, if extended, it can allow for high lifting heights. Furthermore, the boom of the crane can be stored vertically saving valuable deck space.

Capacities of the new cranes range from 400 to 1,200 tonnes with the ability to cope with up to 5,000 metres of water depth. The main hoisting system comprises a traction and storage winch system and a separate heave compensation system. Other features include a patented anti-twist device and electric drive system. The first crane of this type to be built will be a 900 tonne unit for Subsea 7's 'Seven Arctic', scheduled for delivery in 2016.

CPA hosts Stars of the Future

The UK's CPA presented the annual Stars of the Future apprenticeship awards at Vertical Days. Now in its second year the CPA received close to 600 entries from young mechanics currently enrolled in Level 2 and Level 3 apprentice schemes in colleges throughout the UK. At the award ceremony two national and 21 regional apprentices were acknowledged, with the winners receiving up to £1,000 worth of tool vouchers from Machine Mart.

Darragh Spencer of Askham Bryan College, employed by Randall Orchard Construction, won the national Level 2 award, with Colt Davis of Bridgend College, employed by Dawnus, taking the national Level 3 award.

The regional winners at Level 2 were: Conor Reuss, Craig Harris, Darragh Spencer, George Bray, George Pyecroft, Jake Beeson, Lee Thompson, Martin Stewart, Rhys Lewis, Steven Reid and Thomas Hughes.

The Level 3 regional winners were: Colt Davis, Christopher Smith, Dane Gendinning, James Prior, Karl Thorne, Luke Holmes, Matt Biggins, Nathun Wadiun, Ryan Hunter and Thomas Hammond.

Finning service engineers Spencer Smirl and Richmond Dykes, from the 'Coldest Journey' Antarctic expedition presented the awards.



(L-R) Spencer Smirl, Colt Davis, Darragh Spencer and Richmond Dykes

Dykes and Smirl (back centre) with the 20 winners of the Star of the Future awards (one winner was unable to attend).





The two new Bronto truck mounts

Loxam adds Brontos

Loxam UK has taken delivery of a new 50 metre Bronto S50XTD-J and a 70 metre S70XDT lifts mounted on a three and four axle Volvo chassis respectively.

The new lifts are part of a major investment in new truck mounts for this year. The two trucks are equipped with the latest features including lighting rig and camera pods for media applications, earth bonding for industrial and high voltage electrical work and spark arrestor with Chalwyn valve for refinery and petro-chemical applications. Each machine also has a 300kg winch attachment for specialist lifting tasks such as sheet and glass handling.

Versalift adds two new models

Time Versalift has launched two new platforms, the first on the upgraded 3.5 tonne VW T5 chassis is the 13.8 metre ETM-40-140-F with 6.8 metres of outreach and 200kg platform capacity. Features include two sets of A-frame outriggers, a 180 degree articulated jib and proportional electrical controls. The 300kg extra capacity on the chassis allows more spare payload or a larger platform.

The second new model is the 13.5 metre articulated LAT-38-135-H mounted on a 4x4 Ford Ranger pickup truck. Aimed at the rough terrain sector it has 1kV insulation as standard, with a higher insulation rating available by using a fibreglass insert in the jib. Maximum outreach is 6.4 metres with the standard platform capacity of 200kg which can be increased to 250 kg. Stability is provided by fixed A-frame outriggers at the rear and drop-down jacks behind the cab. Total weight with the single cab truck is just under 2.9 tonnes. The unit will also be available on Isuzu D-Max and Toyota Hilux 4x4 pickup trucks.



The 13.5 metre articulated LAT-38-135-H based on the 4x4 pick up is aimed at the rough terrain sector



Time/Versalift is now offering the VW T5 chassis for its platforms

Terex success at Vertical Days

Terex Cranes booked a record number of orders at this year's Vertical Days from customers ranging from Northern Scotland to Cornwall. Nottinghamshire-based McGovern ordered a 40 tonne AC 40 City and will shortly take delivery of a 220 tonne class Explorer 5800.

Another company taking an Explorer 5800 is Inverness-based Las Plant - its largest crane so far, while Plymouth-based Lifterz Cranes purchased a four axle 100 tonne AC100/4L AT as part of a fleet expansion programme. Julian Dyer of Terex Cranes UK said: "This was our best Vertical Days ever with a record number of visitors to our stand, allowing us to add to our growing order book."



(L-R) Steve Butterfield of Terex Financial Services, Tommy McGovern, Kieron McGovern and Eddie McGovern of McGovern Crane Hire after ordering an AC40 City at Vertical Days

Hiab cranes for Australian Army

Hiab has received an order for 237 Hiab H099ATD-2 loader cranes and 559 Multilift demountable truck body systems from Rheinmetall MAN Military Vehicles, for a contract with the Australian Defence Forces. The deal is worth more than €40 million to Hiab and deliveries are scheduled to begin in 2016, with the contract due for completion in 2020.



The Australian army has ordered 237 Hiab cranes

Sinotruk Hiab JV inauguration

Sinotruk Hiab (Shandong) Equipment - a 50/50 joint venture established last November between Hiab and China National Heavy Duty Truck Group - celebrated its official inauguration in TaiAn Shandong province, China last month. The inauguration ceremony was jointly hosted by Cargotec vice chairman Tapio Hakakari and China National Heavy Truck's general manager Cai Dong.

With MCS software solutions

YOU REAP WHAT YOU SOW

Cultivate a blooming rental business today!

MCS software solutions are the bedrock of many rental companies worldwide. To cultivate a profitable rental business and harvest the fruits of your labour, call us on +44(0)1628 828 000 or visit www.mcs.co.uk



MCS
Innovative Rental Solutions

Hiab celebrates 70

Loader crane manufacturer Hiab celebrated its 70th anniversary last month. The company was founded in 1944 when Swedish ski manufacturer Eric Sundin developed the first loader crane after struggling to unload heavy timber from a truck at his factory.

He engineered a new way to transfer hydraulic power generated by the truck into a useful and lightweight lifting device. He then formed a company to market the new product which he named Hydrauliska Industri AB, or Hiab for short. In 1947 he introduced his first production crane, the Hiab 19 and the rest as they say is history.

The company went on to adapt the concept into cranes for the construction, forestry and recycling sectors, was acquired by Partek in 1977 and followed with a major acquisition. Today Hiab is part of Cargotec, and includes Jonsered, Loglift, Moffett, Multilift, Del, Waltco and Zepro branded products.



Hiab founder Erik Sundin(L) with his right hand man Einar Frisk



The Sundin Skidof factory

Multitel unveils new 37.5m

Multitel unveiled an all new 37.5 metre truck mounted lift at Vertical Days in May, which it says, is targeted at the replacement market for aging 34 metre Bronto Skylifts.

The new model, the MJ 375, is mounted on an 18 tonne chassis, with an overall length of 8.5 metres and a maximum outrigger spread of 5.9 metres, or 4.9 metres with single side jacking. Its four section main boom and three section articulating jib provides up to 26 metres of outreach and three working envelopes, with 500, 280 or 120kg platform capacities. The 2.2 metre by 900mm platform extends hydraulically to 3.2 metres and includes 180 degrees platform rotation. There is also an option for 360 degree non-continuous platform rotation. The unit, which fits between the company's 32 metre MJ 320 and 42 metre MJ420 also includes a full remote diagnostics package and according to Multitel is priced competitively.



Multitel's new MJ375

Kimberly returns Genie Z135/70s to fleet

UK-based rental company Kimberly Access placed its fleet of Genie Z-135/70 boom lifts back into service on June 1st, almost a year after standing them up after a fatal accident at its yard near Heathrow airport. The company says that the machines are all fitted with a secondary safety system that it has developed with its engineering advisors. It also adds that the device has been reviewed and approved by independent bodies, which have also stated - according to Kimberly - that it would have prevented the incident from occurring.

New work platforms for Magni telehandlers

Magni Telehandlers has launched a range of six aerial work platform attachments for its telehandlers. The new platforms include two regular extending platforms, the first with a 500kg capacity and 180 degrees of platform rotation, extends from 2.4 to 4.5 metres, while a larger version extends from 2.4 to 4.7 metres and offers 1,000kg capacity. Both can be used with a 300kg davit jib with winch, for material handling from the platform. A special extra-long 2.4 to 6.43 metres extending platform is also available with 500kg capacity.

There are also three new telescopic jib mounted platforms. The first telescopes from 4.3 to 6.13 metres and provides 7.25 metres of additional height and six metres of outreach. Platform capacity is 300kg and it includes 180 degrees platform rotation. A second unit extends to 9.77 metres and offers outreach of over 10 metres, while the third features a 5.46 to 7.5 metre telescopic jib and, with 340 degrees of jib rotation. The concept includes a higher mounting post that takes the extra height up to 8.67 metres, but it can also be mounted below the boom nose to provide negative working heights of over minus eight metres. Platform capacity is 200kg.

Magni has launched six new platform options



MEC appoints APS for UK

MEC Aerial Work Platforms has appointed Access Platform Sales (APS) as its official distributor for the UK. The partnership, agreed at Vertical Days, has now been formalised, with APS focusing on sales of MEC's Titan Booms, the 6092RT Ultra-Deck scissor lift, Crossover Hy-Brid 4x4s and Speed Levels, while providing after-sales support.

MEC's director of international markets, Jim Tolle said: "APS has a great reputation in the UK for listening to its customers and providing them with the right equipment solution. It shares our ethos of customer engagement and care. We believe appointing high quality, full service distributors like APS is the best route to sustainable growth as we continue to develop our international sales."

APS also distributes Hinowa, Isoli truck mounts, Ommelift, Wienold Lift and is an authorised dealer for Genie and Youngman.



Mobi-Hub takes AC 1000

Berlin, based crane and logistics company Mobi-Hub has taken delivery of a 1,000 tonne, nine axle Terex AC 1000 All Terrain crane, complete with its full suite of optional equipment.

Available with a 50 or 100 metre main boom the crane can travel with the 50 metre boom in place and still meet 12 tonne axle loading requirements. The crane recently



Mobi-Hub's AC 1000 on its first job at the Borsignafen port in Tegel, Berlin

completed its first job - unloading a 175 tonne, 12 metre long power plant column from a barge at the Borsignafen port in Tegel, Berlin.

Six CPL 4x4s for 2 Rent



Jim Warburton (L) of 2 Rent orders six Isuzu-based Socage A314 platforms from CPL managing director Paul Murphy

UK specialist vehicle rental company 2 Rent has ordered six new CPL/Socage A314 platforms on Isuzu 4x4 pickup trucks for its fleet. The order was negotiated at Vertical Days between 2 Rent's managing director Jim Warburton and Paul Murphy of CPL.

The Isuzu A314, which was unveiled a few weeks earlier at the Commercial Vehicle show, was designed and

constructed as a joint venture between CPL and Isuzu, with full vehicle type approval currently underway, the unit has a working height of 13.2 metres, an outreach of 6.5 metres, 360 degree slew and a 225kg unrestricted platform capacity. It also has five degrees off-road levelling and 400kg spare payload.

"CPL is the only UK manufacturer authorised by Isuzu to mount an access platform on the D Max chassis, which means the conversion will not affect the vehicle warranty in any way," said Murphy.

Buckhurst takes 100 JCB telehandlers

UK rental company Buckhurst Specialist Plant has ordered more than £6.5 million worth of JCB equipment, including 100 JCB telescopic handlers with lift heights ranging from five to 20 metres.

All the machines apart from several 520-50 Agri are powered by the

JCB EcoMAX Stage IIIB/Tier 4 Interim diesel engine, which offers six percent more torque than the previous model but uses up to nine percent less fuel. Buckhurst now has a fleet of 2,000 machines with depots in Lancashire, Leeds, West Lothian and a brand new depot in Aberdeen.



Buckhurst Specialist Plant's managing director Gary Thompson with a JCB telehandler

your JOURNEY

Starts with the world's largest manufacturer of van & truck mounted platforms

Built to your unique specification at our UK plant.

Delivered from stock and supported nationally.

Proven quality and reliability.

Professional competent certification.

01536 721010
sales@versalift.co.uk
www.versalift.co.uk

Financials round-up

Weak start for Manitowoc

Manitowoc Crane reported first quarter revenues of \$466.7 million, down 15 percent while operating profits fell 35 percent to \$22.6 million. Its strong order intake - boosted by Conexpo - took the backlog to \$842 million.

Terex Cranes slips into the red

Terex Cranes posted a poor first quarter with sales dropping 16 percent to \$393.6 million, while last year's operating profit of \$32.5 million turned into a \$200,000 loss this year. Order intake was strong with the order book up 34 percent to \$673.4 million.



Genie lifts sales 15%

Genie/Terex AWP achieved first quarter revenues of \$584.9 million, 15 percent higher than last year, while operating income increased 14 percent to \$82.2 million. The company's order book jumped 77.6 percent over the three months to \$522.9 million, but is still nine percent lower than at this point last year.

JLG lifts profits

JLG reported first half revenues of \$1.53 billion, almost 10 percent up on the same period last year, led by strong sales of aerial lifts. Operating income jumped 44 percent to \$206.9 million, while the backlog slipped to \$726.5 million, from 778.7 million at this point in 2013. Second quarter revenues grew six percent to \$866 million and operating income by 12 percent to \$116.6 million.



HIAB Hiab profits jump

Hiab sales for the quarter increased eight percent to €208 million, while the backlog slipped one percent to €211 million. Operating profits jumped from €2 million last year to €13.4 million this year thanks to lower restructuring costs.

Tanfield transformation

Tanfield, the minority owner of Snorkel posted full year revenues of £2.2 million down 33 percent, while staff costs increased from £2.1 to £2.6 million helping the business to a £1 million operating loss. After a re-evaluation of investments and debt write offs the company made a pre-tax profit of £7.4 million.



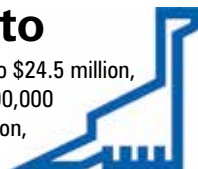
JCB profits slide

JCB recorded its third most profitable year in 2013, with revenues of £2.68 billion, just shy of the record £2.7 billion achieved in 2012. Profits slipped 14 percent to £313 million.



Negative start for Bronto

Bronto Skylift quarterly revenues declined 17 percent to \$24.5 million, creating a loss of \$800,000 compared to a profit of \$700,000 last year. Order intake jumped 52 percent to \$51.5 million, boosting the backlog to \$106.4 million.



Another negative quarter for Essex

First quarter revenues at Essex Crane fell 15 percent to \$21.08 million, while its pre-tax loss for the period increased from \$1.1 last year to \$1.9 million this year.

Strong year for HSS

UK-based HSS achieved full year revenues of £226 million, up 24 percent on 2012, while it turned a £17 million loss in 2012 to a £300,000 profit in 2013.



Tat Hong decline continues

Tat Hong has reported full year revenues down 18 percent at \$684.1 million, while pre-tax profits fell 52 percent to \$48.9 million.

Palfinger rises 18%

First quarter revenues at Palfinger improved 18 percent to €267.6 million, while pre-tax profits grew nine percent to €16.95 million. Most of the growth came from Europe, where revenues climbed over 25 percent.

Mills Rental up 28%

The Rental division of Brazilian-based Mills, saw revenues improve 27.8 percent to R97.3 million (\$43.6 million), while operating income increased 28 percent to R39.7 million (\$17.8 million).

Poor start for Ramirent

First quarter revenues at Ramirent dropped 10 percent to €137.5 million, while pre-tax profits plummeted 78.8 percent to €3.2 million.



Strong first quarter for Skyjack

First quarter revenues at Linamar's Industrial division - mostly Skyjack - jumped more than 30 percent to \$180.38 million, while operating profits more than doubled, to \$30.3 million thanks to strong sales in the USA and Europe.

89% profit boost for Tadano

Full year results at Tadano showed an 89 percent jump in pre-tax profits to ¥21.4 billion (\$210.2 million), on revenues 35 percent higher at ¥ 181.76 billion (\$1.78 billion).



Manitex up 5%

Crane and port equipment manufacturer Manitex achieved first quarter sales of \$62.5 million up 5.1 percent, pre-tax profits rose 7.5 percent to \$2.78 million. The backlog of \$100 million, is up 29 percent on the quarter.



Kobelco Cranes returns to profit

Kobelco Cranes increased full year revenues by more than 24 percent to ¥56.6 billion (\$560 million) and turned last year's loss of ¥2.25 billion (\$22.2 million) into a profit of ¥3.2 billion (\$31.8 million).

Wacker Neuson doubles profits

Wacker Neuson achieved revenues of €291.6 million in the first quarter, while doubling pre-tax profits to €22.1 million.

Mixed first quarter for Cramo

Cramo reported first quarter revenues of €140.3 million and cut its loss from €2.3 million to €1.6 million.

Speedy edges up

Revenues at UK-based Speedy grew 2.9 percent to £349.7 million last year thanks to a stronger second half. Pre-tax profits improved five percent to £32.7 million after a £4 million write off in its International Division.





The new Bronto S47XR offers 28 metres outreach

Maltech takes first Bronto S47XR

Swiss aerial lift rental company Maltech will take delivery of the first Bronto S47XR truck mounted lift, following its launch at Apex in a couple of weeks. The purchase is part of an order for four S47XRs and a 56 metre S56XR.

The new S47XR is mounted on a two axle 18 tonne chassis and is the latest addition to Bronto's three-model XR (Extreme Reach) range launched at Bauma last year. Features include a larger working envelope, a short articulating 'sky jib' with 160 degrees of articulation and Bronto's B+ Geometric Control System.



Skyking's new 14 metre GSR E14P on a Ford Ranger 4x4

Off-road GSR

Skyking launched the 14 metre GSR E140P aerial lift on a Ford Ranger 4x4 chassis at Vertical Days. Designed for off-road use and with a GVW of 3,200kg, it offers 300kg a spare payload, six metres of outreach, a 250kg platform capacity, ground level entry to the platform, a choice of basket types, 360 degree slew and four independently operated stabilisers. When stowed for road travel the unit has an overall height of 2.5 metres, making for a more comfortable drive as well as making it more stable off-road.



Manitou restructures

Manitou is to merge its Industrial and Rough Terrain handling divisions to create a new Material Handling and Access product division with Ferdinand Mira as president. The division will manage all of the company's French and Italian production sites - manufacturing telehandlers, rough-terrain and industrial forklifts, truck-mounted forklifts and aerial work platforms - all sold under the Manitou brand.

The Compact Equipment division - headed by Dan Miller - will continue to be responsible for production and marketing of Gehl and Mustang telehandlers, skidsteer loaders, track loaders and articulated loaders and is largely based in the USA.

Lastly the new Services & Solutions Service Division with Maxime Deroch as president will cover all sales support activities, including financing, warranty, maintenance contracts, service, replacement parts, technical training and services to end users such as geo-location/telematics and application advice etc.

The implementation will begin in July and is expected to take 10 months to complete. At the same time previous chief executive Dominique Bamas has re-joined the Manitou board as a non-executive director, replacing Joël Goulet who has resigned.

PT 225 Truck mounted platform

- 22,5 m working height
- Lightening fast to set up
- From wheels to jacked takes just a few seconds
- Very large working envelope with open or closed outriggers
- Friendly controls
- 230 kg cage payload

ISOLI S.p.A
 Aerial Work Platforms – Breakdown Trucks – Specialist installations
 Via Boschi 44 – 35014 Fontaniva (Padova) Italy
 Tel + 39.049.9438611 Fax +39.049.9438600
 exportdept@isoli.com – www.isoli.com

ISOLI
 SEIT 1946



Simply Reliable

By keeping design simple and using proven technology, Skyjack products offer the rental industry's best life cycle value through low cost of ownership, ease of service and maintenance while retaining high residual values.

Skyjack products feature:

- Standard color coded and hard wired relay based control systems which are easy to trouble shoot and repair using commonly available components
- Common components across model groups making replacing or repairing components easy and cost effective
- Replaceable modular platform railings and repairable fiberglass cowlings.
- No complicated and expensive computers or can-bus systems
- Robust steel construction

SKYJACK
simply reliable

For information call 1-800-265-2738 or visit us online at www.skyjack.com

Vertical Mast Lifts • Electric Scissor Lifts • Rough Terrain Scissors • Articulating Booms • Telescopic Booms • Telehandlers

- German forklift rental company **Trafö** has added its first telehandlers and aerial work platforms.

- Bobcat** has appointed **Werner Purkart** as district manager for Southern Germany.



Werner Purkart

- Power Climber** has launched a new and improved PC3 traction hoist for suspended platforms.

- Chinese lithium ion battery maker **Sinopoly** is looking at a strategic investment in **SEV**.

- AFI** has relocated its Southampton depot to larger premises in Portsmouth.

- Swedish-based **Hyr-lift** has taken delivery of its first Dino 265RXT self-propelled boom lift.

- Isoli** has delivered the first unit to its new distributor for Poland - **Gizo**.

- France Elévateur** has appointed **CharterLift** to distribute its products in Southern Germany.

- C-Tech Industries** has closed its UK operation.

- Sennebogen** has opened its new training academy and museum.



Magnus Björkman

- Belgium heavy lifting company **Sarens** has appointed **Magnus Björkman** as chief financial officer.

- Bronto** has appointed **CharterLift** as its distributor in Germany and Austria.

- UK crane industry veteran **Colin Burnett** has died after a long illness, he was 62.

- Tadano Oceania** has moved to new premises in Sydney.

- Dutch rental company **HWS Verhuur** has ordered **MEC 6092RT Ultra-Deck** scissor lifts.

- Isoli** has appointed **Omme Lift Germany** as its distributor for Germany and Austria.

- Spanish mastclimber manufacturer **OGEI** has appointed **Mixtrade** as its distributor for Algeria.

- IMT** has appointed **Custom Vehicle Solutions** of Denton, Texas.

- Wynne systems** has appointed **Richard Wildey** as director of operations.



Richard Wildey

- Dueco** has appointed **Judie Taylor** as CEO and **Marikris Coryell** as chief operating officer.

- Australian construction company **Alfasi** has taken delivery of a **Liebherr LR 1300 SX** crawler crane.

- Barnhart Crane & Rigging** has acquired **Hite Crane & Rigging** of Spokane, Washington.

- Irish rental company **Clerkin Elevation** has taken delivery of a new 30 metre **Teupen Leo30T**.

- The UK's **Access Link** held its quarterly meeting at **Vertikal Days**.

- The UK's **Access Alliance** held its quarterly meeting at **Haulotte's** scissor lift facility in France.

- Power Climber** has appointed **Jim Boudreau** as regional sales manager.

- Albert Kropp**, 68, owner of Chicago-based aerial lift company **Kropp Equipment** has died.



Albert Kropp

- Steve Couling**, MD of **Versalift UK**, is to leave in August to invest in and head up an international business.

- UK's **MBS Access** has taken delivery of a 21 metre **CTE Zed21 JHV** truck mounted lift.

- Jost Cranes** has moved its sales and marketing headquarters to **Zorneding**.

- UK-based **Spot Hire** purchased the new **Palfinger P210BK** at **Vertikal Days**.

- Gantic** battery chargers has appointed **Alfa Access Services** as its distributor.

- California-based **BigRentz.com** has appointed **Wade Lowe** as vice-president of sales.



Wade Lowe

- Access and boom truck pioneer **Ray Pitman** passed away on May 7th aged 89.

- Terex Cranes** has appointed **EWPA Maszyn Budowlane** as distributor for Poland.

- Perkins** has produced its 20 millionth engine, 81 years after it was established.

- Deep South Crane & Rigging** has taken delivery of the first **Terex AC1000** in the USA.

- Terex Utilities** has expanded the territory of its largest distributor - **Dueco**.

- Canadian rental company **WesternOne** has appointed **Ritchie Bros CEO Peter Blake** as CEO.

- Mateco** has purchased a number of **JLG** boom lifts, including a **1500SJ**.



Peter Blake

- UK-based **Upward Powered Access** is opening its second depot to the West of London.

- JLG** has appointed **Palmer Johnson Power Systems** as its service provider for Minneapolis.

- Dutch-based **HWS** has ordered several big **JLG** boom lifts from **Riwal**.

- Dueco** has promoted **Ken Vlasman** to the newly created role of director of service.

- Tractel UK** has celebrated its 60th anniversary.

- Access veteran **Steve Seiders** of **JLG**, **Acme Lift** and **Falconite** has passed away.



Ken Vlasman

- United Rental** has acquired the power/HVAC operations of **Blue-Stream Services**, New Iberia, Louisiana.

- Grace Temple**, a Buddhist temple in Malaysia, has taken delivery of a **Sinoboom** boom lift and scissor lift.

- Dutch rental company **Pol Hoogwerkers** of **Hoogeveen** has opened its new depot in **Alkmaar**.

- Snorkel's** distribution business in Australia is being rebranded as **Ahern Australia**.

- Time Versalift** is to launch a van mounted platform based on the latest **Ford Transit** chassis.

- IPAF** has released its 2014 Rental Market Reports which estimates over a million aerial work platforms worldwide.

- Ruthmann** has appointed **Thomas Heil** as regional manager for its **Groß-Gerau** service centre, Germany.



Thomas Heil

- Liebherr Maritime Cranes** is to supply 20 mobile harbour cranes to port operators in **Algeria**.

- Promax Access** has been appointed the UK distributor for **Reedyk Compact Cranes**.

- First Quantum Mineral** has taken delivery of four **Magni** telehandlers - the first in **Africa**.

- Rental company **SVMM** has taken delivery of the first **Terex Explorer 5800** crane in **France**.

- ALE** has moved a world record load of 13,191.98 tonnes.

- Socage** plans to launch 12 and 14 metre van mounted lifts.

- Global Cranes** has ordered 70 **Zoomlion Rough Terrain** cranes worth \$20 million.

- Australian aerial lift manufacturer **Nifty-Lift** has appointed **Adam Youl** as sales manager.



Adam Youl

- Teupen** has added two new service partners in **Germany**.

- UK-based **Emsley Crane Hire** has taken delivery of a **Liebherr LTM 1220-5.2**.

- Hiab** is to sell its paint shop operation in **Hudiksvall**, Sweden to **IBE Spectrum**.

- Rosenbauer International** has acquired a 75 percent stake in its UK distribution partner **North Fire**.

- MOBA** has taken its stake in the **Finish** manufacturer **Novatron** to 49 percent.

- Ken Washington**, a UK-based crane salesman who for many years sold **NCK** crawler cranes has died.

- California-based **Coastline Equipment** has purchased **Skyjack ZB2044** telehandlers.

- Ramirent** has acquired a majority stake in **Safety Solutions Jonsereds**, a Swedish fall protection company.



John Bennett

- Trico Lift** has appointed **Joe Macrone**, **John Bennett** and **Jeff Walker** to its management team.

- Ramirent** has acquired the **DCC** Dry weather over and scaffold division off **NSS Group**.



Jeff Walker



Joe Macrone

- Swiss rental company **Camillo Vismara** has been recertified to **IPAF Rental+** the only company outside of the UK with **Rental+**.

- Benazzato** tower cranes has appointed **Rossa Consulting** as its UK/Ireland distributor.

- Ley-Krane** has taken delivery of an **Omme 2750 RBDJ** spider lift and **1550EX** trailer lift.

- Manitowoc Crane Care** has appointed **Sigdo Koppers** as **EnCORE** partner for **Chile** and the **Andes** region.

- Palfinger Sany Mobile Cranes** has launched a Russian mounted 25 tonne truck mounted crane.

- Konecranes** has appointed **Paterson Simons** as distributor for its overhead cranes in **Nigeria**.

- Chilean container terminal operator **TPS** has ordered three **Liebherr** ship to shore container cranes.

- Maltech** is to take delivery of the first **Bronto S47XR** truck mounted lift.

See www.vertikal.net news archive for full versions of all these stories