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Denka DXL 15.2.  
Falck Schmidt Falcon

## Denka and Falck Schmidt become World Lift Industries

VT Holding the parent company of Denka Lift A/S, the Danish producer of trailer lifts has purchased the aerial lift business assets of fellow Danish producer Falck Schmidt A/S. The two companies have been merged into a single company World Lift Industries A/S.

The Denka and Falck Schmidt brands will remain, with Denka concentrating on trailer lifts at its Holbaek plant and Falck Schmidt on Atrium lifts along with truck and van mounts at its plant in Odense. The World Lift HQ will be located in Odense.

Michael Falck Schmidt has been appointed as Managing director of the merged business

Nils Bo Mølhø, previously managing director of Denka is now director of production for Denka, but will leave the business in May. Brian Falck Schmidt becomes sales director for the merged business.

The company has already identified savings from merging a number of back room functions.

## Kestrel sell Hoist business

Bristol based access rental company, Kestrel Access has sold its goods hoist business to Hoist Hire services Ltd, also based in Bristol, for an undisclosed sum.

Kestrel's Sales Director, Tony Ireland, said "the deal will enable the company to concentrate all its efforts on its core personnel lift hire business".

## Hitachi Sumitomo launch second Telescopic crawler

Less than six months since it launched the eight tonne ZX160LCT telescopic crawler crane, Hitachi Sumitomo has announced that it will launch a 40 tonne model, the SCX400T. The new crane uses the base machinery from the SCX400HD lattice crawler crane with 810mm bulldozer type shoes and Heavy Duty hydraulic retractable undercarriage.

The telescopic boom is essentially a standard Link Belt four section 32 metre boom from the RTC-8040 Rough Terrain crane. The unit's 45 tonne rating is at 2.5 metres radius and it has a GVW of just over 45 tonnes. The load chart is almost entirely structural, due to the high degree of stability that the cranes base provides.

The fully assembled unit has a transport length of 12.47 metres with a 2.92 metre overall height and 3.35 metre overall width. The new model will be shown at this years SED in May.



The New Hitachi Sumitomo SCX400T



The new Genie GTH-3512 with 12m lift height and 3,500kgs capacity

## Genie launch new Telehandler

Genie has launched the GTH-3512 a 3,500kg, 12metre telehandler with up to 8.5m forward reach. The new model has been designed, say Genie, with simplicity in mind to make it an ideal machine for the rental industry. The standard specification includes stabilisers and a ROPS/FOPS cab, pre-plumbed for air conditioning. Shown at the Smopyc fair in March the unit will also be on show at SED next month.

## Ashtead raises £360 million to fund expansion

Ashtead Group plc has raised £360 million with Lloyds TSB Commercial Finance, the lead agent on what is claimed to be the largest asset-based deal ever to be completed in the UK. The five year revolving credit facility will be invested in both Sunbelt in the USA and A-Plant in the UK. Sat Dhaiwal, CEO of A-Plant said that "Our efforts will be focussed on enhancing customer service, increasing our market share and developing the customer base further. We will also

be strategically evaluating acquisition opportunities to facilitate an extension of our location network".

Ashteads nine months profit before tax jumped by 465 percent to £12 million with A plant in the UK seeing its operating profit rise by 340 percent on static revenues due to disposals at the end of last year. Revenues on a like for like basis increased by almost six percent.

For a full report see [www.vertikal.net](http://www.vertikal.net)

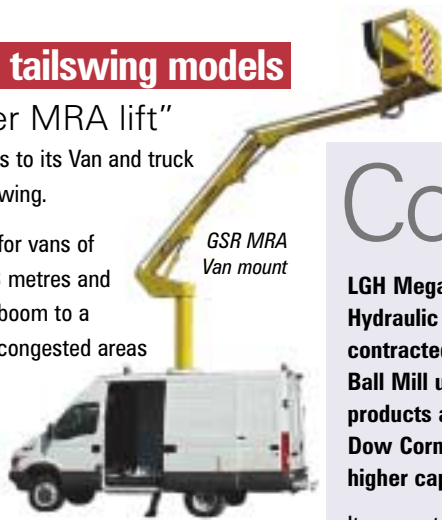
## GSR introduces two Zero tailswing models

"The new GSR up and over MRA lift"

GSR has recently added two up and over lifts to its Van and truck chassis range, both of which offer Zero tailswing.

The MRA (Mast Reverse Articulated) range for vans of 3.5 ton GVW offers working heights from 13 metres and up. This unit adds the company's RA range boom to a telescoping vertical mast. Allowing work in congested areas or for street lighting duties from a single lane.

GSR has also added to its Pantel line of articulated boom lifts for the van chassis market. The new PX range uses a dual riser in order to provide a high Up & Over reach with zero tail swing. Working heights start from 20m on 3.5 ton GVW chassis.



## CITB halves cost of Health and safety test

The Construction Industry Training Board has agreed to cut the price that it charges for the Health and

Safety awareness test from £35 to £17.50. The test is a part of most, if not all, of the site qualification cards and thus adds to the overall cost of training courses and of obtaining specific cards.

## Ainscough snap up Vanguard

Ainscough Engineering services Ltd has purchased Vanguard Industrial Ltd from administrators KPMG.

Vanguard went into administration at the end of February and a deal was announced on March 10th.

Vanguard has traded as Pickfords-Vanguard following its acquisition by Pickfords some years back.

The Vanguard business had revenues last year of £15 million with seven locations and around 160 staff.

Martin Ainscough commented, "This acquisition is a great fit with our Engineering Services Business and now gives us national coverage for the movement and installation of all types of plant and machinery".

## Locatelli for UK

Locatelli, the Italian producer of Rough Terrain and All Terrain cranes has appointed Valla UK Ltd as its distributor for the UK market.

Among the products that Locatelli produce, the ATC 20 City crane has many of the attributes that UK crane hire company's appreciated on the Kobelco and Kato city cranes that were imported in the 1990's.

(See All Terrain's Rule page 15)

## HSS buy in Spain

**HSS, the Hire Shops company, has purchased a 25 percent stake in Rentecnika Iberica its Spanish franchisee, and stated that it intends to invest in the expansion of the company's powered access rental fleet.**

HSS in Spain operates from 14 locations, mainly in the Barcelona, Madrid and Valencia regions. Rentecnika Iberica and was founded in 1994. Owner and founder Jose Marie Pujol remains as MD. (See Vertikal.Net for full story).

## Speedy buy Lloyds lifting gear

**Speedy Hire has purchased the assets of Lloyds British Hire for £3.1 million. The acquisition covers the lifting gear rental fleet and includes six Lloyds branches, which will take the number of Speedy lifting depots to 30.**

The Lloyds British Hire rental fleet includes: high tonnage modular beams, heavy duty cylinders, air hoists and winches. The lifting gear fleet represented around a quarter of Lloyds total revenues, the proceeds will be used to reduce group debt.

# Confined Lifting

**LGH Megalift, the company that specialises in Hydraulic gantry lifting solutions was recently contracted by Grayton Engineering to replace a Ball Mill used in the manufacture of silicone products at Dow Corning Ltd in South Wales. Dow Corning was replacing the machine with a higher capacity unit in order to boost production.**

The Dow Corning plant



It was not possible to either dismantle the machine or remove the Drive Ring, which is fixed at one end of the mill, meaning that the centre of gravity and most of the weight was completely to one end.

Access to the Mill was also very limited as it is mounted on two three metre high concrete plinths which had no access to either side or to the rear of them. In addition the ground in front of the Mill house sloped substantially.

In order to carry out the lift the track for the Megalift gantries had to be placed between the two plinths which were extremely close together. The Megalift lifting cylinders were reduced in width to just under a metre and the tracks were packed up as they emerged from the building in order to accommodate the slope. With no access from the rear, positioning the two masts behind the mill was a major challenge. Once in place a box frame was created which was then attached directly to the Mill casing. The cylinders raised the top of the load to six metres in order to clear the plinths. The old Mill was then tracked out of the building and loaded onto waiting transport by a mobile crane.

The New Mill was then lifted in the same fashion and tracked into place and lowered onto the existing plinths.

With production halted during this change over, the lifting work had to be carried out in as short a period as possible working day and night shifts in all it took six days.

'Limited headroom meant that we couldn't use a crane and we were also faced with a load that was not only very heavy but, due to its design, was seriously unbalanced' explained Graham Lees, Engineer, Grayton Engineering.

'We were therefore impressed when LGH Megalift used their expertise to devise and supply an alternative solution that meant we were able to safely and efficiently replace the Mill in only six days.

*A similar project involving a furnace on two 6 m pedestals.*







Christian Jaques  
Vernazza congratulates  
Martin Ainscough  
during the UK visit

## Ainscough appointed VP of ESTA

The European Special Transport Association (ESTA), the crane and heavy specialised transport association, appointed Martin Ainscough, Managing Director of Ainscough Crane Hire Ltd as a vice president of the association during an association meeting in the Manchester area hosted by Ainscough.

Martin Ainscough said: "I am honoured to accept the position of Vice-President of this important Association. I hope that I can help raise the profile of ESTA here in the UK and assist in the development of a safer and more harmonised industry throughout Europe".

## Facelift enter the scissor lift market

Facelift the Hickstead based access rental company that specialises in truck mounted, underbridge, trailer and specialist access has made a move into the mainstream self propelled scissor lift market with the purchase of 30 Skyjack scissor lifts.

The company has carefully avoided the mainstream aerial lift market since it was founded over 20 years ago, 'The move into scissors was a part of a natural progression for us' said Gordon Leicester Managing Director. 'We have simply responded to our customers needs.

## JLG appoints UK general manager

JLG has appointed Simon Cracknell as its new General Manager for UK and Ireland, he comes from 18 years with CAT distributors in the UK, starting with Leverton Ltd and then joining Finning(UK) Ltd when it took over Levertons.

Cracknell will be responsible for all JLG activities in the UK and Ireland, he officially started on March 4th.

## Mitie fined for not training

Mitie South East and its customer County Hall Mall (Crawley) Ltd were found guilty by a jury in Lewes Crown court after a Mitie employee, James Connell, narrowly escaped death after falling 12 metres when the platform he was using fell over.

Connell 42, was carrying out cleaning work to the façade of Crawley Hall shopping Mall, when the accident occurred. The "Spider type lift" he was using had not been properly set up causing it tip over. Connell "rode" the basket 12 metres to the ground and nearly died from his injuries.

The two defendants were charged with failing to ensure that employees were not exposed to health and safety risks and secondly for failing to ensure the proper training of employees. Mitie was fined £40,000 and both companies were ordered to pay the £30,000 cost of the prosecution.

Judge Guy Anthony prior to sentencing said "I cannot say for certain that if he had been trained the accident would not have happened, however the chances are that if he had been, he would have correctly assembled the cage"

## SEV and Liftflux issue product recalls

SEV has announced a recall and modification for its Aerial AL18ST and AL22ST truck mounted lifts with octagonal booms due to possible deformation. The company says that while very few units have been found with deformed booms the company has calculated that over stressing can occur under certain circumstances and as a result is proposing a recall and rework programme.

(The full recall notice is published on <http://www.vertikal.net/en/stories.php?id=1397>)

Manitowoc Crane Care has issued a recall notice for Liftflux 260-25 scissor lifts in order to check for cracks in one of the pivot bushing welds in the scissor arms.

The notice asks that an immediate inspection be carried out and that if any cracks are found, the affected unit is removed from service until remedial work is completed.

Grove Sunderland is co-ordinating the recall, for the UK/Ireland if you have not already received a notice, we recommend that you contact them as soon as possible.

## Work at Height rules come into force

The Health and Safety Commission (HSC) announced that new Work At Height Regulations 2005 come into force on April sixth 2005. The new rules consolidate previous legislation on working at height and will implement European Council Directive 2001/45/EC The Temporary Work at Height Directive (the TWAHD), concerning minimum safety and health requirements for the use of equipment for work at height.

The Regulations will apply to all work at height where there is a risk of a fall liable to cause personal injury. They place duties on employers, the self-employed, and any person that controls the work of others (for example facilities managers or building owners who may contract others to work at height). For more details see Vertikal.net March 18.

## Platform Co buy 62 Manitou booms

The Platform Company has ordered over 60 new Manitou booms from Russon Access, the first significant order under Manitou's new distribution agreements announced on February 8th

The order is largely for 160ATJ 16 metre rough terrain articulated booms, plus a number of the 12 metre 120AETJ, narrow aisle, zero tailswing electric articulating booms.

The platform Company has bought 60 Manitou booms







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## Lavendon sell Austrian business

The Lavendon Group plc, has sold its Austrian Zoom business to crane and access company Felbermayr for £2.65 million in cash. Felbermayr is the second largest aerial lift rental company in Austria.

The price represents net book value, after the restructuring charge taken in December 2004. The deal includes 248 aerial lifts and a network of four depots.

Revenues for the Austrian business in 2004 were £2.1 million with an operating loss of £300,000, prior to the write offs.

### CPA Plant seminar 2005

The CPA are holding a seminar at JCB Headquarters in Rocester, Staffordshire on the 21st April 2005 at which the following topics will be discussed:

- Working Time Regs
  - CPCS
- Working at Heights
  - Whole Body and Hand/Arm Vibration
- Red Diesel/ Excepted Vehicle Update
- Grants and Training Plans
  - Plant Theft
- Road Transport Directive

There will be a charge of £35.25 including VAT to cover Lunch and sundry costs an attendance form is available from the CPA on 020 7796 3366.

## Cox Plant Hire

The assets of Cox Plant Hire Ltd (in administration) have been sold to Cox Hire Centres Ltd, a company formed by the managers and owners of Cox Plant Ltd but funded and owned by two major suppliers of Cox Plant Hire. The buy out has been led by two of the owner/directors of Cox Hire Ltd Keith Price and David Symon. Since the buy out in late February the recovering business has had a turbulent time, in terms of the management of the business. The Cox Story is not over yet.

(Full story so far see Vertikal.Net Feb 8th/18th)



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## Kobelco/Manitowoc extend agreement to Europe

Manitowoc has announced that it has reached an accord with Kobelco cranes to extend its OEM agreement for the supply of Kobelco crawler cranes of 110 tonnes and under to Europe and Africa. The agreement mirrors that which has been running in North America for the past 12 months. Kobelco Cranes UK will continue to sell those products under its own brand and in competition with Manitowoc. The deal becomes effective from the third quarter 2005.



The 12000 is the first jointly developed product under the Kobelco/Manitowoc agreement



A Facelift 44m Bronto at the BBC

## Facelift gives a red nose

Facelift Access Hire, loaned the BBC a 44m Bronto truck mounted platform to help them secure four large red noses on the front of Broadcasting House to kick off Comic Relief's Red Nose charity event in early March.

AMP Access Ltd entered the bidding for Orchard FM staff member Lou and won, she came to AMP's Taunton depot on Comic Relief day and was taken hostage in a diesel scissor lift by Paul Onslow, Operations Director. He refused to lower her to the ground until enough money had been raised for the charity. Between them they raised £300. Lou who also donated monies to ensure her release. Paul Onslow said 'We were pleased to be able to raise money for such a worthwhile cause and have a little bit of fun along the way.'



Paul Onslow of AMP with his Hostage Lou

### Versalift expand capacity

Versalift has added further production capacity to its Burton Latimer site to meet strong ongoing demand for its range of vehicle-mounted platforms. The company has added a temporary building to house a number of additional assembly bays, while it completes planning approvals for a permanent extension.

### Loxam Buy more Sky Kings

Loxam Access UK has placed another order with SkyKing for nine 125RA, mounted on Iveco 50C13 (5.2t) Vans. This latest order brings the total number of SkyKing 125RA's purchased by Loxam over the past 12-months to 25 units, worth over £800,000.

One of the new units will be displayed on the SkyKing stand at SED

### Independent invest a Million

Four months after the £11.6m purchase of Independent Access Supplies by the MBI team, registered as Wizard Work Space Ltd, the company has announced a £1 million investment in its residual fleet. The investment is split into three phases. Phase one, already complete, included a full inspection of each unit to ensure that all safety requirements are met and that it is in perfect working order. The next phases which are now underway include improving the cosmetic appearance of the fleet and then include the fitting of additional customer focused equipment such as on board Generators.

"The machines are our lifeblood, we have already made sure that each and every one is in A1 working order, and operating as efficiently and safely as possible". "Safety, a key concern for our customers, is also our core value" Said Andrew Fishburn, Sales and Marketing Director for the company.

Commenting at the same time, Andy Phillips of the Bank of Scotland, Wizard Workspaces' principal funder, added. "The team has made significant achievements in its turnaround efforts, We are very impressed with the results to date, which are ahead of its Financial Plans and the outlook".

The Wizard Workspace name is likely to soon replace Independent. as the trading name.

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## Sky cafes and tower cranes



The Vanson VC15 and the Sky Café it assembled

Vanson cranes had a novel challenge recently when it was asked to provide a crane to build the futuristic Sky Café within the existing Triangle shopping mall in Manchester.

The unique Sky Café, designed by Architects Benoy, is made from steel beams with stainless steel features. It includes two floors, a roof, three bridges an internal staircase glass balustrades and a spiral escape staircase.

The manufacturer, Midas Technologies produced the architectural metalwork at its Peterborough plant, transporting them to Manchester in sections.

Working with Vanson, Midas selected the Vanson VC15 self erecting tower crane "As the shopping centre remained open to

the public we needed a very small tower crane that could fit through existing doorways, the VC15 was chosen for its compact size and ability to self erect" said Mark Lock of Midas.

Midas also liked the fact that the VC15 was able to operate in a very tight space, to the point that on this job it was boxed in so that shoppers on the ground floor did not even see the crane. It also features a folding jib that could be stowed out of the way during the day when the site was not working. The "soft start" effect on all the crane motions was also a consideration.

"We were very pleased with the VC15 and the exceptional service provided by Trevor Vanson and his workforce. There should be more of these cranes in circulation for projects like this one, especially given site safety and HSE manual handling rules etc." continued Lock.



Effer cranes with pipe trailers for Iraq-Syrian pipeline

## Effer supply Pipe loader cranes trucks to Syria

Italian Lorry loader producer, Effer has received an order from SCOT, a subsidiary of the Syrian State Petroleum Company, for 15 of its 30 tonne/metre 310.00.3S cranes. The units with a maximum capacity of seven tones and a horizontal outreach of 10 metres, are fitted to a tractor unit with dolly type trailer for the transport of pipes. The cranes will be used on the construction of the oil-duct (pipeline) between the northern Iraq oil fields and Syrian Ports on the Mediterranean.

Tony Doxford a crane fan since childhood has built his own version of a 1920's luffing dock crane, standing well over two metres high. Tony used Meccano parts from the period including a set from his childhood. He used 8,543 parts to complete the crane the plan of which is in his head.



## Digital Tachograph implementation clarification

From August 2005 all New Vehicles that require tachographs were supposed to be fitted with the new digital tachographs that include smart cards for Drivers, mechanics, operators and enforcement agencies. However with only two models now type approved and some details on the smart cards still not clarified, the EU transport committee has postponed implementation until August 5th 2006 for new vehicles and all registrations after August 5th 2007. MEPs deemed that these dates are more realistic for the commercial vehicle and transport industries. The Department for Transport says that it expects to have its infrastructure in place by August 2005 for those companies wishing to go ahead and begin using the new technology.

## JLG issue new shares

JLG Industries Inc. has announced the sale of Five Million shares of common stock in an underwritten public offering. The underwriters have an option to purchase an additional 705,000 shares to cover over-allotments.

The price has been set at \$21.97 per share raising almost \$110 million gross. The \$21.97 is a small

premium on the average price when announced and close to record high.

JLG intends to use \$68 million of the net proceeds to redeem up to 35 percent of its outstanding 8 3/8 percent senior subordinated notes due in 2012, with the balance going for general corporate purposes. The offering increases the number of JLG shares outstanding by between 11 and 12 percent .

## LET appoint MD, announce courses

Lifting Equipment Training Ltd, the new sister company to PAC, has appointed Peter Reed as managing director of the new venture and announced a range of courses aimed at Site safety managers, plant inspectors, competent persons and service engineers employed by organisations that own or use all types of lifting equipment. Subjects covered include Thorough Examination Competence Certification, Structural inspection, control systems and management safety and responsibility.



## Build then clean in Bavaria

The landmark 146 metre high Uptown Tower, Munich's highest office building, used a practical access method during installation of the glass cladding. A 22 tonne Geda-façade maintenance hoist L01, with two stage 20 metre long telescopic boom was installed with a load winch and transport facility to lift and place the large window panes. Once the job was completed the suspended platform was left in place for routine cleaning and maintenance work.

The Geda L01 platform is suspended from a 20 metre telescopic boom of the 22 tonne rail mounted unit. After construction the lift remains in place for cleaning.





### Ward Bushnell departs

Ward Bushnell one of the three founders of Genie Industries has finally named the date for his departure from the company.

In a typically humorous move he announced to colleagues

at Conexpo that his last day will be April Fools day 2005.

### Coughlan leaves UpRight

John Coughlan, President and General Manager of Upright suddenly left the company in early March. A statement from UpRight said

"The Board has initiated a search to fill Mr. Coughlan's position. Mr. Noel Corcoran, a long time member of the Board, shall assume the role of interim General Manager until a replacement has been appointed".

### Skyjack sales in to Germany up 60%

Skyjack Europe has announced greatly improved year on year sales figures in the German, Austrian and Swiss markets, with sales revenues rising by around 60 percent.

### AmQuip spend \$60 million on tower cranes

Amquip, one of Americas largest crane hire company's has spent \$60 million with Potain and Terex to expand its tower crane activity.

*(See Conexpo report page)*

### JCB to build in China

JCB has announced that it has acquired land in Pudong, south of Shanghai, on which it will construct a new production facility and manufacturing headquarters. No decision has been made on which products it will build there.

### Ian Menzies joins Panther board

Chartered accountant, Ian Menzies, has joined the board of Panther Platform Rentals as a non executive director. Menzies specialises



in corporate finance, and advising forward looking companies on mergers & acquisitions.

### David White joins MEC

David White, formerly Vice President Engineering at UpRight Inc, has joined the team at the new MEC as head of engineering.

### Ian James joins APS

Ian James previously owner of Delta Rentals, the Toucan dealer for the UK prior to the JLG acquisition, has joined APS to head up the company's increasing sales efforts.

Delta was placed into administrative protection after sales dropped following the demise of Groves Manlift business. Sister company Blueline is expected to take on most of the Delta sales accounts. More on James and APS next issue.

### John Bittner returns to Grove

Scott J. Alexander and John C. Bittner have joined the management team at Manitowoc Crane Care Americas, as general manager and director of marketing respectively. Alexander joins from P&H Minepro service where he was VP and General Manager. Before that he served with Bucyrus Erie. Bittner rejoins Grove where he spent 28 years of his career specialising in customer service.

### Access Pioneer dies

Lynn Pope, a name familiar to many in the powered access industry, died unexpectedly on March first. He is best known here for his days at Mark Industries, when it was the worlds leading producer and then Skyjack. Previously Lynn helped build American Hi-Lift in California one of the first aerial lift rental company's.

### Barclays buy LAHO

Laho Equipement Frances third largest rental company, with a fleet of over 500 aerial lifts and a large inventory of alloy towers, has been sold to Barclays Private Equity by its venture capital owner, Industri Kapital of Sweden, for €110 million.

### HSE publish safe tree access guide

The Health & Safety Executive has published a comprehensive report on safe access for arborists. The report centres on Rope access, but includes references to the use of ladders and Mobile Elevating Work Platforms.

*(full details and link on Vertikal.Net)*

### Steve Corcoran takes over at Speedy

Steve Corcoran has been appointed chief executive of Speedy Hire replacing John Brown, who retires from the board in July after 27 years. Corcoran has been the chief operating officer at Speedy for four years -



*Jim Daintith (pictured left) welcomes Ian James to APS*

### Work at height falls cost £££££

There have been a number of fines handed out by UK courts since the last C&A, here are a few of them:

- Churchill Scaffolding Ltd was fined £4,000 plus £4,696 costs for lack of guardrails.
- Circleworth Ltd, was hit with £10,000 when a worker died after falling from a ladder that was too short for the scaffold tower he was using.
- A 20m scaffold collapse killed a man and injured another costing Crowe Fabrications Ltd £42,000.
- J & P King Ltd, trading as Kings scaffolding was fined £134,000 including costs, after a scaffold collapsed causing serious injuries to two workers.
- Mitie South East was hit for £40,000 when an aerial lift fell over injuring an employee who had not been trained in its use. *(see news)*

Full details of these incidents and others can be found on [www.Vertikal.Net](http://www.Vertikal.Net)

*We report all such accidents as a service to help improve safety while working at height.*

### New products on the way for Haulotte

Haulotte's new group sales Director Segundo Fernandez, told C&A that the company will launch a slew of new products later this year including two truck mounts on 3.5 tonne chassis, a 43m Articulated and a 40m straight boom.

### Ui Districenter BV

UpRight has appointed a new company Ui Districenter BV, of Dordrecht as its "Master distributor for Holland and Belgium". The new business will be run by Arjan Roelse, previously sales manager for Peinemann/Instant Rotterdam. *(see Vertikal.net Feb 23rd for full story)*

### A new Huish?

We hear that Frank Huish, previously of Instant Zip up and UpRight UK and his partner Nicky had a new addition at the end of March, a baby boy called Ben!

### New Sales VP at UpRight

UpRight has appointed Arne Dirckinck Holmfeld, previously with Denka, to the position of Vice President of European Sales & Business Development.



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