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## Manitou and Russon team up

Manitou has appointed Russon Access as its distributor to UK-based rental companies for its ManiAccess boom range. Manitou dealers will retain the rights to sell all ManiAccess products within their territories, but concentrating on end users. Manitou also concluded an agreement with a number of Toyota forklift dealers to form a ManiAccess Industrial distribution division.

The Manitou deal follows Russon's acquisition of the Holland Lift account in 2004, having lost the Liftlux product range at the end of 2003. Since taking on Holland Lift, Russon has been looking for a quality boom line that would sit well alongside the Holland Lift range.

Allan Russon, the principle at Russon Access said that he has found what he is looking for. "The new 180ATJ is a fantastic piece of kit, with its speed of operation, additional outreach and the sheer quality.

"Manitou is a global name with great product support and a determination to be in the access market for the long term," said Mr Russon. "The VJR mast booms and the 120AETJ are also great products that will do well in the UK. We are delighted to be working with them and feel they will go very well alongside Holland Lift."

Russon will not be handling the Manitou scissor range. "We are committed to Holland Lift and we have made this clear to Manitou, who are happy with the arrangement," said Mr Russon. "The Manitou Toyota dealer network will handle scissor lifts."

## Loxam on the move

Loxam, the French rental company, has acquired the fleet and business of Ireland Access, the Irish trading arm of Pinguely-Haulotte's UK Platforms. Haulotte has refrained from commenting on the transaction, which reduces its UK platforms fleet to around 900 units. It also elevates Loxam Access Ireland to the second largest access hirer in Ireland. The two Dublin depots will be merged.

Loxam also announced the acquisition of Etup'Loc, a major French access and telehandler rental company with national

coverage. This is the second major acquisition for the French company in as many months. In December it purchased Loueurs de France BTP, a €50 million general rental company with a 500-strong access rental fleet.

Etup'Loc, based in Habsheim near Mulhouse in Eastern France, reported 2004 revenues of €12.5 million. The business was built up over 13 years and at its peak claimed to operate a fleet of 1,800 units with a range of over 180 different models operating from 18 locations across France.

# JLG-Liftlux confirms Conexpo launch

JLG has chosen Conexpo in Las Vegas for the launch of the first JLG-Liftlux model, said to be a 24-metre unit. JLG told C&A in October that only Liftlux models in heights not already produced by JLG (models over 17 metres) would be reintroduced. It also said that the first production units would be built at JLG's Belgium plant beginning in April. The company has confirmed that it is on schedule to meet this date.

At the time of writing, JLG has only said that the first unit will be an "80-foot model". Looking back

at the Liftlux range, this is most likely to be the most recently designed model, the 24.5-metre platform height SL245/35. This model was designed as a family with the smaller 21-metre platform height 210 with one less set of scissor arms. Thus, it is likely that this will be the second unit out of the JLG-Liftlux stable, although JLG would not confirm this. Turn to page 20 for the full Conexpo preview.



## Demag delivers UK's first AC55 City

The first of the new 55-tonne capacity Terex-Demag AC55 City cranes launched at bauma 2004 have arrived in the UK. Three units have been delivered to three separate UK crane hire firms after passing through Demag's Upper Heyford facility for testing and preparation.

The units were delivered to City Lifting, Lee Lifting (crane pictured) and Quigley Crane Hire, which will take a further three units later in the year. The units were originally scheduled for distribution late last year, but some minor counterweight design issues delayed delivery.



## Red diesel days numbered?

The UK treasury has issued a consultation paper on the use of red diesel in mobile cranes, truck-mounted access platforms and road construction equipment, in which it is clear that Chancellor Gordon Brown intends to end the use of the virtually tax-free red diesel.

The CPA has since jumped to the defence of what it considers to be its member's interests and is preparing to defend the right to continue to use red diesel, although it has asked for members input on the subject. Cranes & Access will be following the subject very closely and would like to hear its readers' opinions. E-mail your thoughts to [info@vertikal.net](mailto:info@vertikal.net) with "Red & White diesel debate" in the subject box". Visit [Vertikal.net](http://Vertikal.net) for full story and details of how to retrieve the full consultation paper.



## Liebherr hands over first Ainscough units

Ainscough has taken delivery of the first units of its massive 37-unit crane order with Liebherr Ehingen, as reported in the last issue of C&A. The first ten of the 30 Liebherr LTM1055-3.1s ordered have been delivered.

The occasion was marked by a hand over ceremony at Liebherr UK's new £15 million premises in Biggleswade near Bedford. The cranes were delivered without swing-away boom extensions, following Ainscough managing director, Martin Ainscough's call at last

year's crane safety conference for the phasing out of such extensions for safety reasons. Ainscough said, however, that some units will be specified, or retrofitted, with extensions following appeals from depots that service large Petrochemical plants, where the extra height and offset capability are appreciated factors.

*(Pictured from left to right: Neil Partridge, Reinhold Breitenmoser, Martin Ainscough, Hans Georg Frey, Steve Cooke and David Milne). Full story on Vertikal.net.*



## Unic to launch world's smallest mini crane

Unic Cranes Europe will use SMOPYC 2005, being held in Zaragoza, Spain in March, to launch what it claims is the world's smallest and lightest mini crane. Measuring just 590-millimetres wide and weighing 1 tonne, the A094CR is capable of lifting just under a tonne with a 5.49-metre long boom and maximum hook height of 5.6 metres.

"The A094CR increases the UNIC range of mini crawlers to five models," said Gill Riley, managing director of Unic

Cranes Europe. "It is our smallest yet, and being so lightweight, will come into its own for interior work where floor loading has to be low. With three joint-fuel options, petrol, LPG and mains electric, pollution in confined areas won't be a problem."

The A094CR features remote control, a computerised audible warning system and an overload warning device that senses and alerts the operator to outrigger displacement from overloading.

## HSE to drop two-metre rule

The Health and Safety Executive (HSE) has recommended to the Health and Safety Commission (HSC) that the long accepted two-metre rule, currently contained in the Construction Health Safety and Welfare Regulations, should not be carried over into the new Work at Height Regulations.

The HSE called industry bodies such as IPAF, the National Scaffolding Association, contractor representatives and unions to a

meeting in London recently to discuss its decision. The HSE made the recommendation to HSC, which has now included

the recommendation in its submission to ministers.

Tim Whiteman, managing director of IPAF, said that the mood at the meeting had been positive and conciliatory. The main argument from those against retaining the two-metre rule, is that the new

directive is far less prescriptive about what steps must be taken when working at height. The new rules will simply require employers to carry out an assessment of the risks when working at height, and then take steps to mitigate them.

*Full story on Vertikal.net.*

## Manitou rail makeover

Local Dutch firm and regional Manitou dealer, Vissers Heftruck Services (VHS), has developed a specially designed version of Manitou's 360-degree MRT 1742 telescopic handler for a Dutch rail maintenance contractor. Dubbed Manirail, the unit has been modified for rail travel, where it can perform all of the duties of a regular telehandler within the permitted work envelope for open track applications.

For longer periods of regular road use, two bogies are removed returning the unit to a conventional telehandler. In addition to regular forks and crane jib, the unit carries a 21.5-metre working height, 300-kilogram capacity telescopic jib-mounted platform with 180-degree rotation.



According to VHS, the most significant change to the basic unit was a new rear-end on the superstructure needed to reduce tail swing by 60 millimetres to prevent the counterweight from intruding into the air space of the adjacent tracks. This also meant increasing the counterweight from 1,800 to 3,000 kilograms. The units are built to order and take between six and seven weeks to plan and build. *Full story on Vertikal.net.*



## Denka goes with Facelift

Denka lift, the Denmark-based trailer-lift producer, has appointed Facelift as its UK distributor. Facelift operates from seven locations across England and will be targeting end users and local rental companies, while Denka plans to sell direct to national rental companies on a major account basis.

Facelift already operates a number of Denka machines, including the special narrow units for working in high areas with restricted access, such as hotel atriums, large churches and mosques.

"Facelift has been running Denka machines in its fleet for nearly seven years and we have found them not only to be highly reliable, but also popular with customers," said Gordon Leicester, Facelift managing director. "We firmly believe that the Denka DL22 has great possibilities to be the market leading Spider-type platform for internal maintenance in shopping centres and atriums."

The Denka trailer lift line starts with the 12-metre Denka Junior and reaches up to the 30-metre working height DL30. Narrow units offer up to 28 metres work height and the company has just started shipping the new DLX15, a highly developed, very lightweight 15-metre trailer lift, already sold out for most of 2005.

*Full story on vertikal.net*



## UK's first Grove GMK 5130-1 for Dewsbury & Proud.

West Midlands-based crane hire company, Dewsbury & Proud, has placed an order for the UK's first Grove GMK 5130-1 all terrain crane scheduled for delivery this month.

Grove's new 5-axle, 130-tonne capacity GMK 5130-1 was unveiled in December at Deutsche Grove's Lagenfeld facility in Germany, where Dutch rental company, Riwal, received the keys for the first ever production unit.

Nationwide Crane Hire based in Ossett, Yorkshire, will also be taking delivery of a further GMK 5130-1 unit later in the year.

Grove says that the major feature of the GMK 5130-1 is a new 60-metre, six-section main boom, which is nine metres longer than that of the already-established five-axle GMK 5100.

*Full story on Vertikal.net*

**Bobcat has joined forces with UK-based fastener specialist, Southco, following numerous reports of engine covers becoming detached from its telehandlers. Bobcat said that since fitting the new Southco component to its telehandlers, not one instance of engine covers flying open has been reported.**



## Maxim exits Chapter 11

Maxim Crane Works/Anthony Crane, the world's largest crane rental company, has officially emerged from Chapter 11 protection under the US bankruptcy code.

Maxim's consolidated has been reduced from \$700 million, when it filed for bankruptcy in June of last year, to around \$280 million.

The company has also entered into a \$50 million revolving credit facility provided by Goldman Sachs.

The restructured business will run 2,400 pieces of equipment, largely cranes, aerial lifts and telehandlers. Its crane fleet of 1,650 units will be operated from 38 depots. *Full story on Vertikal.net*

## Oil & Steel refines UK distribution

Oil & Steel has begun a streamlined distribution policy for the UK market, which sees The Platform Company being responsible for the bulk of the company's UK sales and support.

Effective immediately, The Platform Company will be responsible for all sales of Oil & Steel products in the UK with the exception of sales to major rental companies. This will be handled directly by the company from its Italian headquarters with administration support from its Henley office in the UK.



Spanish contractor, Poncal Servicios, has taken delivery of the 150,000th Palfinger knuckle boom crane through Palfinger dealer, MYCSA Mulder. The 92.2 tonne/metre PK 100002 Performance crane is from Palfinger's heavy-duty range. MYCSA Mulder managing director, Olaf Mulder (right in pic), handed over the crane to Serafin Pontiveros Calzado of Poncal Servicios.



New UK Crane hire company, Dave Millington of York, has taken delivery of a seven-tonne capacity Spierings SK477-AT4 mobile folding crane. The company's founder, Dave Millington (right in pic), recently set up the firm backed by more than 25 years in the crane industry. The Spierings unit, handed over to Mr Millington by Leo Spierings (left) at Spierings' Holland facility recently, has been put to straight to work on a four-month contract.

# HSE *issues crane hire guidance note*

The UK's Health and Safety Executive (HSE) has contradicted its own advice given at the last Construction Plant-hire Association (CPA) meeting with regards to straight crane hire lifts by issuing a new guidance letter to crane hirers, clarifying the difference between 'crane hire' and 'contact lifting'.

The letter, signed by Andrew East, principal specialist inspector at the HSE, states that in the case of a straight crane hire, hirers should demand, and keep a record of, the name of the competent/appointed person to plan the lift and the name of the supervisor for the lifting operation.

The letter then contradicts the advice given by Mike Sarson at the CPA annual meeting in September, 2004

(See Vertikal.Net 25 September 2004) by stating that the crane company should insist on a written lifting plan, including a drawing showing where the crane is to be positioned in relation to the load and other relevant site features. Also, confirmation that the plan will be given to, and discussed with, the crane operator before the lifting operation commences should also be obtained.

In September, Sarson said that the HSE only expected crane hirers to make a realistic assessment of contractors' abilities to plan and supervise a lift and that a written plan would not always be required. "Better a well planned and supervised lift without a written document than a poorly planned and supervised plan with documentation," said one HSE spokesperson.

The new advisory appears to place the duty of policing this new requirement firmly in the hands of

the crane hirer and driver. The letter says that the crane driver, when he arrives on site should check the plan over and make sure that it "covers all of the basic elements," and goes on to say that this does not place responsibility on the operator. It also qualifies that a site inspection by a crane hire employee does not mean that the hirer is accepting any responsibility in the case of straight crane hire.

*Full story and a copy of the HSE's letter can be found on Vertikal.net.*

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Valla Cranes has supplied a new two-tonne capacity 20D TRX mobile-tracked crane to Leeds City Council to assist its memorial inspection team in tackling the problem of unsafe gravestones. "With gravestones weighing in at up to 200 kilograms, my team are performing a very dangerous job," said Richard Gawthorpe of Leeds City Council Memorial Inspection Office. "The crane will be required to navigate a potential 500,000 gravestones in up to 40 graveyards and cemeteries stretching across the Leeds area.

## PAC opens two new companies

Powered Access Certification, the notified body founded by IPAF and sold last year to ex-IPAF managing director, Paul Adorian, has launched two new ventures named Lifting Equipment Training Ltd (LTE) and Lifting Equipment Technology Ltd (LET).

Lifting Equipment Training will concentrate on specialist training courses for the lifting equipment industry, from operators to top management, and is already offering a course to cover telescopic handler operator training. A further range of courses aimed at management will cover all applicable legislation, clearly identifying responsibilities throughout the chain of command, while stressing the need for management to be aware of current and forthcoming

legislation and its possible effect on employees. The new business will also add a competent persons certification scheme, similar to that operated by PAC when part of IPAF. Entitled Thorough Examination Competence Certification (TECC), it will be aimed at telehandler owners and operators.

Lifting Equipment Technology, a separate consultancy arm providing services to industry on all matters connected with lifting both people and objects. Covering design, use, special equipment, accident investigation and expert witnessing. Both ventures will be autonomous from PAC in order to preserve the notified bodies' independence and special status.

Full story on *Vertikal.net*.

## Kobelco crawler provides rare site in Finland



Finnish rental company, Lamminsiivo Oy, recently called on the support of a 180-tonne capacity Kobelco CKE1800 lattice boom crawler crane for a 12-week rental period for the construction of an additional floor to a shopping mall in Tampere, Finland. The location of the mall meant that it was not possible to use the more

traditional tower crane for the job, forcing Lamminsiivo to opt for the crawler – a crane not widely used in Finland. The crane was rigged with a 45-metre boom with a 51-metre jib to lift various elements weighing between 6 and 12 tonnes to heights of up to 70 metres.



Liebherr has delivered its 50th 104-tonne capacity LHM 320 mobile harbour crane to an Italian customer. The delivery follows the announcement of the delivery of Liebherr's 100th LHM 400 mobile harbour unit – the bigger brother of the LHM 320, to Iranian Ports and Shipping Organisation (IPSO), which also took delivery of an LHM 250 and an LHM 320, taking its fleet up to 27 Liebherr harbour mobile cranes.



## A string of positive results

Many of the lifting industry's equipment producers have reported substantial revenue increases as the year-end reporting season gets into full swing. Here are some of the headline numbers.

**Caterpillar** hits new record as revenues rise 33 percent to **\$30 billion**.

**Pinguely-Haulotte** revenues rise 30 percent to **€286 million**.

**Effer** sales rise by 18 percent to **€48 million**.

**Palfinger** reports a 21 percent to **€404 million**.

**Case New Holland** sales up 14 percent to **\$12.2 billion**.

**Bobcat** revenues increase 21 percent to over **\$3 billion**.

**Manitowoc Crane Group** sales rise 30 percent to **\$1.25 billion**.

*A full analysis on each company can be found at [www.vertical.net](http://www.vertical.net).*

Barin Spa has delivered its latest under bridge inspection unit to Busan Metropolitan City in South Korea, where it has been put straight to work on the Busan Bridge. The new model, allocated ABC 200/L, is mounted on a four-axle Scania P114GB truck chassis and can work to a maximum horizontal underbridge length of 20 metres. A special pier inspection device on the unit that allows one operator to be lowered down to 44 metres under the bridge prior to the launch of the core equipment helped seal the sale.



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**Hans Aarse** has joined the Vertikal Press sales and customer support team covering classified and web

advertising in The Netherlands. Mr Aarse is best known for the many years he spent as access sales manager with Gunco BV.

All of the big mobile crane manufacturers have now implemented price increases to cover the rising cost of steel and other components. **Terex-Demag, Liebherr** and **Grove** introduced price increases in the last quarter of 2004, which largely become effective in the first quarter of 2005. Increases range from 3 to seven percent depending on manufacturer, crane model and specification.

**Lee Harper**, managing director of **Harper Building Contractors Ltd** of Cannock Staffordshire, has been sentenced to a 16-month jail term following the death of Daryl Arnold who died from a fall on 11 June 2003. The court ruled that the firm had been grossly negligent in both planning the job and providing appropriate equipment and training. See Vertikal.Net Jan 10th 2005.

**Intervect AB**, owner of mast climbing and hoist producers Hek and Alimak, is changing its name to **Alimak-Hek**. The company said that the new name is part of a new market-driven strategy, which follows a period of restructuring, and that it will present a more consistent image geared towards growing the group's worldwide market leading position.

Denmark crane rental firm, **BMS**, has acquired the assets of Swedish crane hire company, **TP Kranar** of Helsingborg. TP has a five-strong Liebherr fleet, three of which are over 100 tonnes. The largest is a 200-tonne LTM1200. Søren Jensen, BMS managing director told C&A that this was just a first step into the Swedish market.

**Terex Atlas** will be extending production capacity at its Delmenhorst facility in Northern Germany by up to 30 percent to meet a recent order from British Telecom for 217 of the firm's 700-kilogramme capacity model 85.2 knuckle boom cranes.

UK crane industry veteran **John Gillingham** died suddenly from a heart attack on 29 December 2004 at the age of 73. Mr Gillingham was a prominent figure with NCK/Ransomes & Rapier, BSP/British Steel Pilling and Marion cranes and excavators, and also imported UNIC truck mounted cranes into the UK. His final job was importing HAP cranes until he retired around ten years ago.

**Fred Ostermeyer**, managing director of Lavendon Group's Zoom operation in Germany, has left the company. CEO Kevin Appleton has taken over, initially for a six-month period.

**Wumag** has delivered its 3,000th truck-mounted platform to long-time German customer, Schmidt Arbeitsbühnen of Neu Isenburg. The unit was a 53-metre, heavy-duty class (700 to 1000-kilogram platform capacity) machine on an MAN chassis.

**Hayden Davies** has been appointed as the new divisional director of UK telehandler hirer UK Forks. Mr Davies joined Harrogate-based UK Forks, a division of Vp plc, as sales and marketing director in April 2004 and succeeds Rob Coxon who has now left the plant hire sector.



**Manx Electricity Authority (MEA)** has ordered three Versalift ET38NF aerial work platforms for mounting on its fleet of on- and off-road overhead line work vehicles. These include three 5.2-tonne Iveco Daily vans and two Unimog 4 x 4s. Fleet purchasing manager for MEA, Paul Blake, said: "With 14m working height, the ET38 falls nicely within the working envelope required for overhead line work. It is also ideal for the range of on- and off-road vehicles we use for this type of work."

**JLG Industries** has announced the appointment of Thomas Capo and Kim Foster to its Board of Directors, expanding JLG's Board to ten members. Mr Capo is currently Chairman of the Board of Dollar Thrifty Automotive Group, while Mr Foster is currently a member of the Advisory Board of Factory Mutual Insurance Company.

**Nationwide Access** has opened two new training centres at Burcott Road in Avonmouth, Bristol, and the Camffrwydd Enterprise Park in Swansea. The centres will serve businesses along the M4 corridor in the south-west and south Wales regions.

Stuttgart-based access equipment rental firm, **Mateco**, has purchased the Scholpp aerial work platform business from Scholpp Kran & Transport in a further consolidation of the German powered-access market. The sale included 180 platforms, taking Mateco's fleet up to around 2,200 units with a working height range from 5.8 to 80 metres.

**Cox Plant**, the company that trades as Cox Hire Centres and runs a fleet of cranes in the north of England and Scotland, has entered administration with substantial debts. Ernst & Young has been appointed as administrators. According to a brief statement, Ernst & Young said that Cox Plant now operates out of 11 locations principally in Scotland, with a crane fleet of around 20 units, and the south east of England.

The recently formed Dutch aerial platform producer, **OmegaLift**, has released details of its latest crawler-mounted scissor lift, the TSR090-1000. The new model, designed for heavy construction work provides 9 metres of working height and a lift capacity of 1,500 kilograms, while an 8-metre long platform features double levelling and a rotating function. The first two units have been sold to Dutch rental firm, Lumar Verhuur.



SED organisers have made a significant amendment to their admittance policy by allowing youngsters, aged between 12-years and 16-years, entrance to the show if accompanied by an adult. The move is hoped attract more young people into the construction and construction plant and equipment industry.

[www.Vertikal.net](http://www.Vertikal.net) racked-up another record month for December 2004, with over 43,000 visitors recorded. The total number of hits to its news pages was close to 1.5 million.

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