

## Demag & Gottwald cranes in new hands

Siemens has sold Demag Cranes & Components and Gottwald Port Technology.

The buyer, private equity investor Kohlberg Kravis Roberts & Co (KKR) has bought seven companies in all, for a total of €1.69 billion.

The sale is part of Siemens' streamlining, following its acquisition of several unwanted assets when it bought Mannesmann Dematic and other engineering companies from Vodafone three years ago. It recently sold Demag Mobile cranes to Terex for \$150 million.

Demag Cranes & Components employs nearly 7,000 people in twenty international companies and six German facilities. In 2001 it claimed sales figures of around E750 million. Gottwald, also headquartered

in Germany, is a harbour mobile crane specialist with 530 employees and sales of €160 million in 2001.

The other companies changing hands are Stablius, Siemens Network Systems, Siemens Ceramics, Siemens Metering and Mannesmann Plastics machinery, which produces injection moulding machines and claimed €1.2 billion in sales in 2001. It has 6,400 employees. These will now be added to the KKR portfolio of more than 30 major companies in the US, Canada, UK, Germany and Austria.

The divested business activities will be controlled by new company Demag Holding sarl of Luxembourg, in which Siemens will have a 19 percent stake and KKR will have 81 percent.

## Full Metal Jacket

Sarens UK Ltd recently used an 800 tonne capacity Demag TC3200, with 72 metres of main boom and 200 tonnes superlift, as the main crane to lift a 637 tonne jacket onto a Brambles hyspec trailer system for Brambles Heavy Contracting. A Sarens 600 tonne capacity TC2400 and Manitowoc 4600 Series 4 350 tonne crawler were used as tailing cranes.



## Grove's future confirmed

Manitowoc confirmed that its acquisition of Grove was complete on August 8. The final purchase price was \$271 million.

Senior management changes were announced at Grove a few days before, as part of preparations for integrating the company with Manitowoc. Jeff Bust, chairman and chief executive officer of Grove Worldwide has announced that he will be "managing the integra-

tion of Grove into the Manitowoc organisation on a worldwide basis".

Bust anticipates that this task will require his complete attention for the next 12 to 18 months. As a result he is relinquishing his day-to-day responsibilities for managing the Grove crane and aerial work platform businesses and has announced that John Wheeler has been appointed acting president of Grove Worldwide.

## Germany's Gardemann sold for €24.65m

A team of former Brambles managers has bought Gardemann for €24.65 million. The leveraged buyout group is called Gardemann Access Holding GmbH.

Brambles said that the sale would generate a profit after tax of around €5 million.

According to figures published in our German sister

magazine, *Kran & Bühne*, last month, Gardemann currently has 1700 units in its powered access fleet and has a total of 23 depots.

A Bramble's spokesman declined to identify the members of the buyout group.

Gardemann's senior management was unavailable for comment.

See [www.vertikal.net](http://www.vertikal.net)

## Baldwins reports loss

Baldwins Industrial Services has recorded a substantial loss of £14.3 million on sales of £83 million.

The loss is largely due to poor performance in the US and the company noted that "The US business was affected by very difficult trading conditions during the year". However, Baldwins also blamed "technical problems on some of the new cranes" which it said had contributed towards the very poor result.

Despite the loss, sales were up by £6.5 million on the previous year's figure of £76.5 million.

Chairman and chief executive Richard Baldwin said that the company is committed to restructuring its finances and is continuing to hold talks with its bankers.

Recent months have seen the company dispose of large numbers of cranes, many of which have been returned from the US.

## Terex buys Genie

Terex Corporation has signed an agreement and plan of merger with Genie Holdings Inc. The price is \$75 million and brings Terex back into the powered access market more than two years after it announced that it wished to exit the sector.

Terex is understood to be looking at building access equipment in France.

The purchase of Genie, which last year had total revenues of \$575 million, propels Terex into the powered access major league. Genie is not expected to join

Terex's crane business which is headed by Fil Filipov. Instead there is expected to be a separate division that will be headed by the existing Genie management team.

Turn to page 12 for Tim Whiteman's interview with Ron de Feo of Terex.

## New owner for Kato in UK

Ownership of Kato Cranes (UK) Ltd and its parent company Kranlyft will pass to a new owner on September 2. Leading the purchase from current owner Metso is former Kranlyft managing director Christer Dijnér.

"Most customers will notice little or no difference" said Dijnér in an interview with *Cranes & Access*. He added that current owners Metso would contract with the new company to allow it to perform any warranty work needed on recently sold Kato cranes.

The UK company will be renamed Kato Parts & Service Ltd and will focus on parts and service for Kato, Marchetti and Maeda cranes. It will be run by Paul Rosevere, Terry Marnock and John Hornby. Dijnér says that the strength of the Japanese Yen makes Kato cranes difficult to sell at the moment and he therefore expects much of the business to be focussed on parts and service. Kato Cranes in Japan is not, and has never been, involved in the ownership of the company and it is expected that the Kato name may gradually be dropped to reflect the range of products offered by the company.

Paul Rosevere of Kato Cranes (UK) said that the company would no longer represent Spierings in the UK.

Kranlyft was previously Snorkel's dealer in Scandinavia, but Dijnér said that the new company would not be active in the powered access market. Kranlyft continues to represent Kato and Marchetti in Scandinavia and sells the Maeda range of mini crawlers throughout Europe.

## A-Plant Ireland

Ashtead Plant Hire (A-Plant) has changed its organisation and launched A-Plant Ireland. New managing director, Mark Sharkey, heads up 13 businesses. He was promoted from his former post as director of A-Plant East. Operational director Bert Benson and Major accounts sales director John Owens will report directly to Sharkey.



A-Plant Ireland is one of the five operating companies set up within A-Plant, although it differs to the others (which cover England, Scotland and Wales), as it offers both plant and tool hire

and specialist products. The company's reorganisation is an initiative of chief executive officer Sat Dhaiwal.

A-Plant hopes that Ireland will be better served locally and nationally by the changes.

## Intervect rises in the East

Intervect AB has opened up its first fully owned subsidiary in Eastern and Central Europe – Polska Sp z.o.o. in Poland.

The president of Intervect Polska pointed out during the

opening celebration that the company already has 26 machines in its hire fleet, and that Hek and Alimak products (which joined forces under the holding company Intervect early this

year) were well established in Poland.

The move into Eastern Europe comes as Intervect's programme to consolidate Hek and Alimak in Western Europe nears completion.

## Hirex joins up with SED

On August 2, Reed Business Publishing and Emap signed a deal which will see Hirex join SED next year.

The new zone, to be called Hirex@SED, will be open to the public from April 29 to May 1, 2003 at Fen Farm in Milton Keynes. This expansion means that SED will encompass every sector of the construction plant and equipment industry, making it by far the largest exhibition of its kind in Europe.

Both parties see the deal, which is the first partnership



agreement between Emap and Reed, as a logical progression that will give visitors more value.

Hire Association Europe, the dominant trade body working in partnership with HIREX, is equally happy with the new development. HAE chairman Ian Richardson said "This makes great sense. As an association

we constantly encourage our members to look at diversification through strategic alliances, so for the two major exhibition providers to this industry to have agreed such an innovative solution to the increasingly over burdened exhibition calendar is excellent.

"I know that our members will be fully supportive of the move as it will offer them a single source in which to identify products, whilst reducing ever growing demands on their time."

## Terex Cranes re-organised

Terex Cranes will effectively have three crane divisions under a new organisational structure announced by Fil Filipov, president of Terex Cranes Inc.

Tower crane activities worldwide will be headed by Ferruccio Moritsch of Comedil. His responsibilities include Terex's three tower crane factories, Comedil and Ferro in Italy and Peiner in Germany, as well as marketing activities worldwide.

Mobile crane activities have been split between Europe and North America

and Leon Deutsch has been appointed group president, North America. His responsibilities include the former Koehring/Lorain factory in Waverly, Iowa, the former American Cranes factory in Wilmington North Carolina, the former Simon-RO factory in Olathe, Kansas and the Demag service facility at Charlston in South Carolina.

In Europe Steve Filipov becomes group president with responsibility for Demag operations in Germany (and its PECS factory in Hungary), PPM in France, Bendini in

Italy and Franna in Australia. Sales subsidiaries worldwide are also his responsibility.

Other appointments see Craig Lichty appointed marketing & services group senior VP while Dani Goldsmith becomes Group CFO and Dave Stevenson becomes human resources group VP.

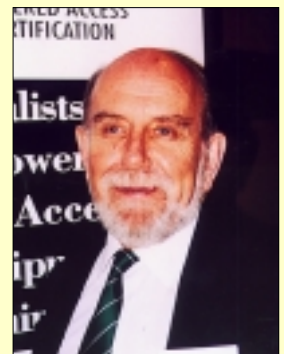
The purchase of Demag is still subject to regulatory approval but is expected to be completed later this month at which time further announcements are expected to rationalise the Demag and Terex structure.

### PAC extends activities

PAC, the Powered Access Certification Ltd has extended its activities.

It now offers consultancy in lifting equipment design and manufacture, guidance on safety; legal and maintenance issues, accident investigation and expert advice as well as CAP (the Competent Assessed Persons scheme).

John Hocking recently became technical director and confirmed PAC was recruiting. "We are seeking to recruit engineers with design, manufacture or maintenance experience in all types of lifting equipment", he said.



## Fatalities still too high, says HSC

The Health & Safety Commission has released provisional statistics which show that, during the year 2001 - 2002, fatalities in the work place decreased by 15 percent, with 249 deaths compared to 292 in the year 2000-2001. Within these figures, fatalities to the self employed dropped from 79 to 45.

Of the 249 deaths, 79 occurred in the construction industry, 68 were falls from height and 40 from accidents involving moving vehicles.

Bill Callaghan, chair of the HSC, pointed out that, after work-related deaths considerably increased in 2000-2001, this year's figures were still 13 percent higher than those of

1999-2000. He stressed that risk assessments were essential to prevent accidents and that employers should never consider them an optional extra.

He also called for companies to follow the HSC guidelines on director's duties and set their own improvement targets.



## Cambridge honours for Bow

Bow Scaffolding has successfully risen to a challenging access job at Cambridge University's Department of Chemistry.

Bow devised a free standing scaffold to provide access to the five upper storeys of buildings surrounding a central quadrangle. Because the roof was non load bearing, and internal propping was not feasible, mounting brackets were designed, with the help of AMEC, to be bolted into the wall, to provide solid support for scaffold.

## AFI keeps growing

AFI's rapid expansion continues with the opening of a new depot at Knowsley Industrial Park in Liverpool. It now operates out of Hull, Wakefield, Manchester and Teesside.

The new depot is to run a fleet of 150 access platforms, increasing the company's total to 500, and will incorporate the usual hire sales and service facilities, as well as training facilities. AFI has stated that it plans to increase the fleet five fold in the next five years.





## GMK 40-75 for Ready Plant

Ready Plant in Jersey has taken delivery of a new Grove GMK4075 all terrain crane which, at 80 tonnes, has the greatest capacity of any mobile crane on the island.

The crane must be operated with special permits within constraints of axle weight and width restrictions similar to those in Switzerland.

Ready Plant now has an all-Grove fleet of six mobile cranes.

## What's On

### VERTIKAL.NET/EN/EVENTS

#### APEX

International Exhibition of access industry  
September 12-14, 2002  
Maastricht, Netherlands  
Tel: +31 (0)547 271 566  
Fax: +31 (0)547 261 238  
E-mail: Joyce@ipi-bv.nl

#### Interlev

French exhibition of lifting equipment held at Eurexpo  
October 10-12, 2002  
Lyon, France

#### SAIE

Italy's premier construction exhibition – lots of access and loader cranes. Tower cranes are exhibiting this year.  
October 16-20, 2002  
Bologna, Italy  
Tel: +39 051 282 111  
Fax: +39 051 282 3322

## Help at hand for small businesses

On July 30 the Health and Safety Executive launched the Small Firms Assistance Scheme, a pilot grant scheme to help small businesses improve their health and safety performance.

The scheme is due to run until May 2003 and will be managed for the HSE by the Small Business Service and Business Links.

The HSE has recognised that smaller firms tend to struggle with health and safety law but do not ask it for advice. Through this scheme, it hopes to provide help through intermediary companies.

Three major areas will take part in the pilot scheme. For details of the funding and

help on offer, call 01213 383 7733 for West Yorkshire, 01245 241 400 for Essex or 0845 600 9966 for Devon and Cornwall.

Meanwhile, Bill Callaghan, the chair of the Health and Safety Commission, has called for a halt to new regulation, to allow companies to deal with the current mass of rules.

"I think that the European Union should concentrate on enforcing existing law, rather than introducing new regulations", he said. One of the directives he highlighted as 'over prescriptive', was that of temporary work at heights which puts strict controls on people working over 2 metres above the ground.



Nationwide has added 50 of Upright's latest LX31 scissor lifts to its fleet. The lift is aimed at the construction industry, with a deck ideal for cladding and roofing, welding or glazing. It has 11.5 metres working height and a potential 12.1 square metres of work-space on the platform, carrying up to 794 kilograms.

## Top 10 correction

Apologies from *Cranes & Access* for a mistake in last issue's Top 10.

Universal has 1,566 access platforms, not 3,566. This

means that it comes fourth in our 'Top 10 Access Fleets' chart, behind Hewden and A-Plant.  
See [www.vertikal.net](http://www.vertikal.net)

## Hitachi and Sumitomo merger

Hitachi Construction Machinery Co and Sumitomo Heavy Industries Ltd merged at the beginning of July, forming Hitachi Sumitomo Heavy Industries Construction Crane Co.

The company has approximately 100 employees

working in marketing, administration and the research and development of new products, the manufacturing of which will be outsourced to Sumitomo Heavy Industries and Hitachi Construction Machinery. Sumitomo will make large

## PASMA chairman

PASMA, the Prefabricated Access Suppliers' and Manufacturers' Association, has a new chairman.

Peter Bond has been a member of the council since 1980 and is the national access manager at SGB. He takes over just prior to the launch of a new PASMA video, revised code of practice and introduction of four advanced training courses.

## Gordon Sparrow

Gordon Sparrow of Sparrow Crane sales suffered a heart attack in July and is critically ill at the time of publication.

Gordon is an exceptionally well respected figure in the industry, and we know that all readers join in extending thoughts and prayers to him and his family.

## 'Take it away, or it's free for a day'

HSS Lift & Shift has launched the 'Stockbuster Guarantee' at its 80 nationwide depots, with a promise to customers that equipment will always be in stock.

Seventy of the most popular products come under the scheme, including Genie Superlifts and hydraulic floor cranes. If a customer finds an item out of stock, they will get a days free hire.