



Haulotte buys Bil-Jax

French-based aerial lift manufacturer Haulotte, has purchased Bil-Jax, the USA-based manufacturer of trailer lifts, self-propelled booms and steel scaffold products in an all cash deal. The Bil-Jax management team will remain in place, although they will no longer be the owners of the company. Bil-Jax had sales last year in the region of \$80 million, 90 percent of which was in North America. The company employs 300 and has a relatively modern plant, completed in 1995 and covering 25 acres with 325,000 square feet under roof.

Haulotte chief executive, Alexandre Saubot, told Cranes & Access that in terms of strategy and distribution, the Haulotte and Bil-Jax teams will work together to maximise the synergies and opportunities between the two companies with no fixed plans or agendas.

This includes the continuation of the Bil-Jax steel scaffold business, with thoughts on using Haulotte's outlets to boost sales overseas. Haulotte gains, not only an American production facility, but in-depth distribution and an experienced and well respected management team.

In Europe Bil-Jax has made a solid start in markets such as Germany and more recently the UK, where Promax has been appointed. No immediate changes are planned.

Bil-Jax was founded in 1946 and in recent years was owned by German based Plettac, followed by Centerfield Capital and since 2006 by the management team.

A new city crane?

One of our eagle-eyed readers spotted a brand new prototype of a three axle city type All Terrain crane in northern Germany this summer. The new crane, built by Kobelco, had arrived from Japan and where it was headed we know not although one suggestion was the Grove facility in Wilhelmshaven? Kobelco said that they preferred not to comment on the product, which was acknowledged as a

prototype. Interestingly its operators cab is located on the left hand side, rather than the right as is normal for Japanese cranes.

The company launched its first city crane back in 1989 when it began building the highly popular RK70M. It recently launched the 25 tonne Panther X250 'City Conscious' crane in Japan with an overall length of under nine metres and a maximum on board tip height of 43.2 metres. Watch this space.

Will this prototype make it to production? Where is it now?



2,500 tonne tragedy in Houston

The boom came down on a CC2400 and the catering tent



A 2,500 tonne VersaCrane TC36000 owned by Deep South Crane and Rigging of Baton Rouge, Louisiana collapsed at LyondellBasell's Houston refinery in mid July. The crane, believed to be the largest operating in the USA, was we understand, in the process of installing its superlift counterweights when the main boom was pulled over the back of the crane, causing the slew ring connection to the cruciform outrigger base to break away. The boom and back mast crashed down onto a Demag CC2400 crawler crane and clipped a catering marquee. Both crane operators died along with the men attaching the counterweights from a boom lift.

The boom and backmast crushed a CC2400



Four Deep South employees: - Marion "Scooter" Hubert Odom III, 41; John D. Henry, 33; Daniel "DJ" Lee Johnson, 30; and Rocky Dale Strength, 30 lost their lives in the accident. Deep South designs, builds and rents the Versalift heavy crane range and specialises in refinery type work, until now it

has had an excellent safety record. The investigation continues.

The Superstructure parted company with the base



Palfinger takes Wumag

Loader crane company Palfinger, owner of Bison aerial lifts has acquired the Elevant work platform division of Wumag for an undisclosed sum. Wumag has revenues in the region of €40 million. Bison Palfinger has failed to make a dent in the large truck mounted market, while it is Wumag's strongest area. The two production facilities are within 15 minutes of each other, facilitating the merging of operations. They will though continue to be branded separately as Wumag Palfinger and Bison Palfinger.

Terex enters the water

Terex has acquired Fantuzzi Industries the Italian-based port crane, straddle carrier, rubber tyred gantry crane and reach-stacker manufacturer. The deal, valued at €215 million, is expected to close towards year end. The price paid incorporates settlement of the outstanding bond payment that Fantuzzi missed in July but does not include any real estate.

Fantuzzi has three production facilities in Italy, one in Germany and one in China along with 17

sales and service locations around the world. Its 2007 revenues were around €447 million and it employs around 2,230. The company will join the Terex cranes business and plans include merging the Terex reach-stacker products, currently built in France, with the Fantuzzi reach-stacker and mast type container handler range. Other products include Noell straddle carriers, Fantuzzi and Noell branded rail and rubber tyred gantry cranes and Reggiane mobile harbor and ship-to-shore cranes.

Who's got the biggest?

Socage has unveiled its plans for a 100 metre plus truck mounted lift, based on a 70 metre it is launching at APEX. Socage hopes to stretch the model to 104 metres to top Wumag's 102.5 metre lift. It will be mounted on a five axle truck chassis and incorporate a main telescopic boom, two articulated telescopic jibs and a short final jib. However Bronto has also announced that it is building a 104 metre version of 100 metre truck mount for a customer working on wind turbines.



Will the new Socage be 103, 104 or 105 metres?

A fistful of new products

In July Manitou announced five new aerial lift products, including: a new 60ft (18 metre) platform height articulated rough terrain boom lift - the 200ATJ, its largest so far, with a new dual parallelogram over-centre riser, two section telescopic boom and longer jib; Bi-Energy versions of its 150 and 170 AETJL slab electric boom lifts, with more ground clearance and higher lift capacity and a totally redesigned VJR mast boom series - the VJR 80 and 100 'Evolution' featuring drastically reduced Gross Vehicle Weights, marginally lower platform heights and direct electric drive.



The completely redesigned VJR100 Evolution has electric drive and lower GVW

The 200ATJ builds on the company's highly successful 160 and 180 ATJ series, with several of the new features - such as the improved lift mechanism - likely to find their way back into the existing models. The new Bi-Energy booms have been designed both to satisfy demand for such machines in markets like the UK, as well as to counter some criticisms of the existing electric models.

The new VJR models correct errors in the original design parameters and allow Manitou to go head-to-head with JLG Toucan and Haulotte, in what is a very important market sector in France.

The company also announced that it is testing a 17 metre telescopic truck mount on the French market and is now building its electric scissor range in China.

The new Manitou 200 ATJ boom has a new over-centre riser design.



Telehandler and aerial lift cut backs

This summer has been dogged by announcements of production cut backs at most large telehandler and lift manufacturers, with JCB, JLG, Snorkel, UpRight, Genie and Skyjack all announcing workforce cuts. With shrinking order books, manufacturers are scaling back production but are also increasing prices, led by Genie which has announced a 7.5 percent price increase this month.

Ainscough to crawl

Ainscough Crane Hire is dipping its toe into the crawler crane market with a 500 tonne capacity Terex Demag CC2500-1, due for delivery at the end of 2009. Managing director Neil Partridge confirmed that the company is likely to add further crawler cranes to its all mobile fleet.

A series of unfortunate events

The Health & Safety Executive unveiled a 10 page technical report at the inquest into the death in January 2007 of Zbigniew Roman Swirzynsk after he was struck by a tower crane counterweight on a site in Liverpool. The report reveals a series of events that combined to create the fatal crane collapse.



The Comedil luffing jib tower crane, owned by Falcon cranes, was lifting a lightweight reinforcing-bar frame, with its jib close to maximum elevation, when it was caught by an 82 km per hour gust of wind which lifted the jib, removing the load from the luffing cable, which then managed to jump out of its sheaves, even though the cable retaining bars were in place. The gust had been short enough not to trigger the wind alarm which was set at three second intervals and also caused the load to hang up, possibly on the cranes tower?

The operator, Barrie Walker, tried to lower the jib, but with little or no weight on the hook and the luffing rope out of its sheaves, the winch simply paid out slack cable which looped up behind the cab.

The jib then dropped suddenly, after Walker slewed and freed the load, creating a large dynamic overload, causing the slew bearing connection to the tower to fail. As the crane's superstructure fell the 2.4 tonne concrete counterweights were thrown free, one of which landed on Swirzynsk killing him outright.

Geoff Frackelton, of the HSE, said: "European Safety Standards state that a safety bar be positioned across the pulleys to prevent the ropes coming loose. This crane satisfied all of the standards for its use in this country. It was the proper crane for the job, properly set-up and correctly used according to the Standards." He added that the investigation had focused on a four millimetre gap between the luffing sheaves and cable retainer bar.

"In exceptional circumstances the rope can flatten-out and fit through this gap. These cranes are still being sold and used as they meet the safety standards. We can't control the wind and if it has happened once it could happen again."

After returning a verdict of accidental death, Liverpool coroner Andre Rebello said: "I will be writing to Lord McKenzie, under-parliamentary secretary of state, regarding the crane safety standards. It is up to him to decide whether to raise this matter with the European safety authorities."

And the HSE writes to UK crane companies

Following publication of the above report the HSE has written to UK crane rental companies asking them to "take forward certain actions" which have arisen from its investigation. The letter includes the report and highlights the issue of "unsatisfactory although legal, cable retainers on the luffing jib hoist cable reeving."

NMT jumpers

Crane rental company NMT has often been criticised for allowing its cranes to

be used for non-essential, entertainment-type activities. However rather than backing away from this activity it has honed its skills and become a regular partner of UK Pro Base, the base jumping company and has so far seen more than 1,000 safe and successful 90-100 metre jumps from its Terex Demag AC200 and new AC250 cranes.

Dave Moores, a director at UK Pro Base said: "We always understood the crane industry's reluctance but NMT were happy to give us the time to explain our methods and procedures and then work with us to establish good working practices to allow the events to go ahead safely."

NMT is using its Terex Demag AC200 and new AC250 for base jumping with regular partner UK Pro Base.



Kalmar trials

The DB35 with basket



Kalmar, the Coventry-based UK/Ireland distributor for Altec aerial work platforms and cranes, has been demonstrating a multi-purpose insulated device aimed at the utilities sector. The Altec DB35 has been available in North America for several years, but growing interest from European utility contractors spurred on its European launch. Kalmar has been showing the unit to selected customers in order to judge if there is enough demand to market the machine in the UK.

With a weight of about three tonnes - 3.5 tonnes with trailer - the multi-function machine is a pole transporter and lifter, a pole hole borer (to about three metres) and pole setter, a 12.5 metre working height, 9.2 metre outreach access platform, an equipment carrier (up to 590kg) and 1,000kg capacity crane. The unit is also insulated to 46kV allowing it to carry out live-line work.

Scarborough exits

Frank Scarborough, the chief operating officer of US-based aerial lift manufacturer Snorkel, left the company in June. Snorkel is owned by Tanfield, which also owns UpRight. Scarborough re-joined Snorkel in 2003 after a lengthy sojourn with UpRight which ended in 2000.

Directors 'do a runner'

The two principle directors of Hemel Hempstead and Stoke-based powered access rental company Capital Access - Richard James Creedy and Gareth William Gillings - have abandoned the business and left the country after running up serious levels of debt.

Finance companies are still in the process of tracking down the company's equipment and until that process has been completed there is no way of knowing how many units are missing. It is virtually certain that some have been seized by creditors hoping to regain something from the ashes. The whole soap opera like affair was a throw back to the worst days of the aerial lift rental business. It looks as though the two panicked and fled.

New MCG UK facility

Manitowoc Crane Group is to open its new UK facility in Gawcott, near Buckingham and should be fully operational later this month. The new facility will handle sales and service activities for Grove mobile cranes, Manitowoc crawler cranes and Potain tower cranes for the UK and Ireland.

Manitowoc UK currently operates from facilities in Uxbridge and Sunderland. Both of these will operations will close when the new Buckingham building opens.

World launch

Oil&Steel launched its new 20 metre working height Snake 2010 Compact with 'Gecko' stabilization and new articulated double-pantograph boom on a 3.5 tonne chassis at an open day held in July at its San Cesario sul Panaro facility near Modena, Italy.

Several hundred dealers and customers attended the spectacular world launch which also saw the 10,000th platform built by Oil&Steel as well as the latest addition to its Octopussy range - the 21 metre working height, nine metre outreach, 200kg capacity Octopussy 2190.



The new lift includes Gecko stabilisers which can be converted to speed bumps

Several hundred dealers and customers saw the world launch of Oil&Steel's new 20 metre Snake 2010 Compact.



100% equity

2000 with a capital injection to fund its international expansion.

Dirk Theyskens and his management team have bought out the minority shareholders in Arcomet, the Belgian-based tower crane rental company, giving them 100 percent of the equity. Ackermans & van Haaren, GIMV, Sofinim and NPM Capital bought 40 percent of the company between them in

Revenues have since risen from €53 million to €120 million, while EBIT has grown from €12.5 million to €33 million. At one point it looked as if Theyskens would be unable to buy the shares, which raised the possibility of a sale of the company. However investment funds LFPI and Sofina have helped fund the purchase.

French take-over

Mediaco - the leading crane and access company in France - has purchased Group Sogecofa, a major crane, access and industrial maintenance company headquartered in Tonneins, south west France. The deal includes 150 mobile cranes up to 500 tonnes capacity, a range of aerial work platforms, materials handling equipment, 22 locations and 400 employees.



Sogecofa is France's third largest crane rental company

The acquisition extends Mediaco's depot network to 70 outlets with over 2,400 employees and 5,000 items of equipment - including 700 cranes with capacities from 30 to 1,200 tonnes. Group revenues are around 300 million.

Merged identity

Nationwide Access and The Platform Company, both owned by Lavendon, merge their identities on November 3rd, with the combined business taking the name Nationwide Platforms.

Peter Douglas - previously managing director of Nationwide Access becomes managing director of Nationwide Platforms North, while Grant Woodward, previously managing director of The Platform Company, becomes managing director of Nationwide Platforms South. Lee Perry, sales and marketing director at The Platform Company, becomes sales and marketing director of Lavendon Access Services (Lavendon UK).

Andy Wright, chief executive of Lavendon Access Services said: "Reflecting both companies within the name is important as they both represent strong positions in the UK market."



The 15 metre working height telescopic work platform

A José of all trades

Ausa - the Spanish-based equipment manufacturer that builds equipment ranging from dumpers, rough terrain fork lifts and a telehandler model - has introduced the new M300H multi-purpose vehicle which

includes an aerial work platform among its nine different attachments. The platform has a lift capacity of 200kg and a maximum working height of 15 metres. The base unit can also be fitted with a small Palfinger loader crane with up to 8.1 metres hook height and 250kg capacity.

Brogan to supply Xena

Specialist scaffolding and mastclimber contractor the Brogan Group has signed a exclusive partnership agreement to offer the complete range of Xena loading platforms (rolling, fixed and underslung) and loading systems (combination of platforms plus crane) in Ireland.

A room with a changing view

Looking for a hotel that's a bit different, then the Harlingen harbour crane might be just what you are looking for? Situated in Friesland northern Holland, the crane - a Figeo level luffing crane with a 45 metre jib, built in 1967 by SMST Franeker - has been converted into hi-tech luxury hotel bedroom. Access to the 17 metre high machinery room, which houses most of the accommodation, is by a dual elevator to save climbing



the old steel ladders with your bags. But perhaps best of all, the operator's cab is still operational and guests can operate the slew function allowing you to change the view whenever you feel like it.

You can operate the crane slew function and change your view.



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The record-breaking Big Hydra rope weighs 337 tonnes and is 4,000 metres long.

Record-breaking Hydra rope

Bridon International, the wire rope specialist, has entered the Guinness Book of Records with the world's heaviest cable. The 5 inch diameter, 4,000 metre long Big Hydra rope weighs 337 tonnes and was manufactured at Bridon's Gelsinkirchen plant in Germany, breaking Bridon's previous record by 100 tonnes.

The specialist low-rotation deepwater handling rope was supplied through distributor, United Offshore Services, to Heerema Marine Contractors for use on its deepwater construction vessel Balder. A further 4,000 metres will be supplied later this year. The rope took 18 of Bridon's most experienced employees more than five weeks to produce, using a cable reel more than 7.5 metres wide.

Manitowoc jumps ship

Manitowoc has sold its entire marine business to Italian owned Fincantieri Marine, with Lockheed Martin taking a minority stake in the acquisition.

The all-cash deal - valued at \$120 million - should close at the end of 2008. Manitowoc Marine includes shipbuilding, ship repair and ship conversion and operates from facilities in Sturgeon Bay and Marinette, Wisconsin and Cleveland, Ohio.

Golfing RATs

Hy-Acc Services of Newark, Nottingham has designed and manufactured a specialist buggy mounted scissor lift for filming around the greens of the European Golf Tour.

The RAT in raised position with stabilising outriggers set - note the access ladder



Designed to see over the heads of spectators, the RAT has a raised platform height of 2.5 metres, providing a 3.5 metre camera height.

New Terex UK facility

Terex Cranes opened its new, purpose-built UK facility in Long Crendon, near Thame in style last month. Around 150 invited guests - including a who's who of the UK crane rental industry - attended the ceremony at the new facility, where an impressive line up of Terex equipment included Demag, PPM, Bendini and Comedil cranes along with Genie access platforms.

Doug Friesen the recently appointed managing director of Terex Demag, attended the opening. Friesen, who should now be settled into his new role in Zweibrücken, Germany, will focus on improving manufacturing processes in an effort to increase efficiency and production output.



The new Terex UK facility was opened in style.

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New Spanner

Bil-Jax, the US-based aerial lift and scaffold producer has launched the Spanner, a new auditorium kit for its C.A.T 23 push around lift, allowing it to be used over the top of permanent seating, such as church pews and theatre seats.

The new kit is constructed of steel, will roll through a standard single doorway and can be used on level as well as the sloping floors found



The Bil-Jax C.A.T 23 fitted with the new Spanner auditorium kit.

in most auditoriums and theatres. The C.A.T 23 can also be converted into a 160kg capacity material lift by removing its basket.



Stop Press New Eazzi lift

A company called Eazzi lift is preparing to launch a range of three push around scissor lifts. Made in the UK, the new products will go head to head with the Chinese-built Pop-Up scissor lifts that have proved so popular.

The Eazzi Lifts come in a Mini, Midi and Maxi working heights and all feature automatic brakes when elevated. We will have more information on these products and a full report in the October issue.

On the right track

Dutch-based mobile self erecting tower crane manufacturer, Spierings, held an open day in late June to launch its new SK2400-R crawler mounted crane and formally opened its new 8,700 square metres production hall began operations earlier in the year. The new SK2400-R is the only tracked machine in its six model range. Local building contractor Hendriks has placed the first order for eight units.



The undercarriage on the new crane.

The SK2400-R is a much lighter machine than traditional lattice boomed crawler cranes with similar long reach lift capacities. It is also much quicker and easier to erect on site. Maximum lift capacity is 18 tonnes at 14.6 metres radius, while the maximum lifting height is 56 metres.



The full Spierings range in front of the expanded plant

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Financial round up

Manitou up 8%

First-half sales at Manitou grew by eight percent to €725 million thanks to strong sales in most EU countries, offsetting a massive fall in Spain and exchange rate erosion of its UK results. Net profit after tax fell 11.6 percent to €48.5 million or 6.7 percent of sales.



Lavendon jumps 40%

Lavendon has reported first half revenues of £116.4 million - 40 percent up on last year - while pre-tax profits increased 43 percent to £11.9 million. The company says that it is cutting this year's capital expenditure by £20.0 million. It spent £39.2 million in the first half, with £14.0 million planned for the second half. Aside from Spain, the group is optimistic

and says that it sees little sign that its main markets are over-supplied with equipment and that underlying market penetration should offset any economic slow down.

Finning UK up 19%

First half sales at Finning UK - the CAT distributor and owner of Hewden - grew by 19 percent to £332 million, thanks to higher sales of power and energy products. Operating profit improved 50.4 percent, however much of this relates to one-off capital gains on the sale of Hewden properties. Hewden's revenues were £93.7 million, a fall of around nine percent. Hewden's ongoing weakness was blamed on poor utilisation of the fleet rather than rental rates. Finning has initiated three initiatives to rectify the situation.

- 1) Senior management changes with Doug Sprout now heading Hewden.
- 2) Closure of Hewden's Tannochside's head office and transfer of administration to Finnings Cannock HQ.
- 3) Improved asset/fleet management through its new IT system.

It is also considering closing around 25 Hewden depots by the year end and looking at a further 'rationalisation of the fleet'.



Liebherr Echingen up 18.4%

Liebherr has published its full year results for 2007. Mobile crane sales increased by 18.4 percent to €1.6 billion (\$2.5 billion) while construction crane sales - largely tower cranes and duty cycle crawlers (plus concrete equipment) - were up 28.4 percent to €911 million (\$1.4 billion). Liebherr's maritime crane business increased sales to €539 million (\$839 million) a rise of 27.4 percent.

Group revenues grew 16 percent to €7.5 billion (\$11.6 billion) with construction equipment representing 66.7 percent at just under €5 billion.

Profits slip at Tadano

First quarter sales at Tadano - Japan's leading crane producer - grew by three percent to ¥39 billion (\$357 million) while operating income increased almost two percent to ¥3.4 billion (\$31.2 million). Net income fell 21 percent to ¥2 billion (\$18.7 million) due to product mix, higher sales/administration costs and smaller exchange rate gains than last year. Domestic sales dipped 11.4 percent, with loader cranes and aerial platforms declining while mobile crane sales were up.

Export sales rose 19.2 percent to ¥21,340 million (\$195 million) thanks to higher sales of mobile cranes in Europe and North America.

JLG up 7.5%

Nine month revenues at JLG grew by around 7.5 percent to \$2.3 billion, with lower sales in North America compensated by higher sales over the rest of the world, largely aerial lifts in Europe. Operating income was \$310 million, around 56 percent up on 2007, possibly due to a better product mix with more lifts and fewer telehandlers and higher

Bronto up 30%

Bronto, the truck mounted aerial lift manufacturer, has reported first half revenues up 30 percent to €67 million, while operating income climbed by over 19 percent to €6.3 million. Order intake was \$195 million. Bronto says that demand in Europe has weakened since last year, while orders from other markets have risen.

The company is increasing production capacity 40 percent to help meet increased demand. Its order book at the end of June was €181.7 million, 58 percent up on last year.

Tough second quarter for Haulotte

First-half revenues at Haulotte were €259 million, down 12 percent on last year. New machine sales were €226 million, a 14 percent fall, with Western Europe down by 23 percent, partially offset by a 22 percent increase in Eastern Europe. The rental business was down seven percent to €15.6 million. Parts and service activity jumped 27 percent to €17 million.

Net income was up 39.5 percent to €63 million, but around €30 million of this was a one-off capital gain on the sale of rental company Lev. Without this net income and pre-tax income was down 40 percent.

Strong first half for Manitowoc

Manitowoc - which includes Grove, Potain and National Crane - has reported first half revenues up 31 percent to \$1.9 billion. Operating income for the period grew 40 percent to \$302 million. Margins on cranes edged up to almost 16 percent, in spite of rising material costs, due to improved volumes and product mix. The backlog at the end of June was 70 percent higher at \$3.5 billion.

The group as a whole had revenues up 27 percent to \$2.4 billion, while pre-tax profits were up 48 percent to \$330 million.

European sales. The company has eaten into its order book which plummeted from \$1.19 billion to \$575 million.

Note: Comparisons use 9 months annualized results from 2007 as JLG was only part of Oshkosh for 7 months in 2007.





Palfinger up 24%

Half-year revenues at Palfinger increased by 24.3 percent to €423.5 million. The company's core crane business contributed most of the gain, with sales climbing by almost 17 percent to €291 million. Revenues at the Hydraulic Systems division, which includes aerial lifts, jumped 44 percent on the back of the MBB acquisition.

The crane business generated almost all of the profit, with operating income rising 20.3 percent to €61.1 million. The Hydraulic systems business saw operating income fall from €900,000 last year to just €100,000 this year thanks to increased low margin tail lift business and MBB rationalisation costs. The company as a whole reported pre-tax profits of €59.5 million - 12 percent up on 2007 - and expects growth to continue in double digits throughout the second half.



Terex Cranes up 38%

Terex Cranes has reported first half revenues up 38 percent to \$1.44 billion, while operating profits leapt by 93 percent to \$212 million thanks to higher volumes and a favorable sales mix. The backlog increased by more than 45 percent compared to last year in spite of the fact that Terex has a further \$400 million worth of orders mainly for Rough Terrain cranes for 2009 that it has yet to book.



Genie up 6%

First-half revenues at Genie were up six percent to \$1.26 billion, while the company's order book was down by more than 47 percent in the same period and 40 percent lower than it was at the end of March. Gross margins were up one percent to 22 percent while income from operations was down five percent to \$232 million due to higher costs. Production is being adjusted to reflect lower demand in the US and Western Europe.

Flat start for Hiab

Hiab - the loader crane company - has reported first half revenues of €483 million, compared to €485 million last year. Operating profits dipped 11 percent to €36.2 million while order intake fell by eight percent to €467 million leaving an order book of €238 million.

Profits jump 51% at Ashtead

Ashtead - owner of Sunbelt and A-Plant - has reported a 12 percent rise in full year revenues to just over £1 billion. 'Underlying' pre-tax profits jumped by 51 percent to £123 million. The company says that market conditions remain good in both the UK and the US with physical utilisation in both businesses up on the same period for last year. The company also sold Ashtead Technology for £95.6 million in cash to an MBO led by Andy Doggett, managing director and Andy Holroyd, president of North America and backed by Phoenix Equity Partners.

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Above all

- **IPAF** has teamed up with the **ARA** to gather data on the North American powered access industry.
- **Oil&Steel** has appointed **Power-Lift** as its master distributor for Germany.
- **Cramo** has acquired the rental equipment of **MISE A/S** of Falster, Denmark and signed a five year supply deal.
- **Gary Crook** has joined **MEC** as director of new product development.
- **Horizon Platforms**, the Wakefield based platform rental company has placed a further order with **JLG** taking its fleet to more than 100 units.
- **Manitowoc** has launched an online rental site for its OCC-built 'chopper' bike.
- The **Genie Blue** song, written by employee **Scott Owyen** has been awarded a Silver Communicator Award by the International Academy of the Visual Arts.
- **Rob Hime** has joined the **MEC** sales team covering Minnesota, Wisconsin, Illinois, Indiana, Ohio, and Kentucky.
- A Superior Court has ruled that the heirs of **Cora Grove**, the late widow of **John L. Grove**, of **JLG** and **Grove**, can contest the last minute will.
- **Davis Access** has expanded its Joystick controller rebuild programme with a range of new options including service exchange.
- **Power-Lift** the German distributor for **UpRight** will trade as **UpRight Powered Access Deutschland**.
- **Modulift** has appointed **Cableco-American Rigging** as its exclusive distributor for the West Coast of America.
- **Harsco**, owner of **SGB** and **Hünnebeck** has appointed **Henry W. Kneuppel**, has a non executive director.
- **Frank Scarborough** and his family survived a fatal bus accident in Mexico.
- The **Gatwick Group** of the UK has purchased nine **Hiab** loader cranes, taking its fleet to 16 units - all **Hiab**.
- **Cranimax**, the lift planning software company, has released the latest Version - V3 - of its **Crane Manager Cranimation** system.
- **Boom Logistics** of Australia has reported full year revenues up 17%, while profits slipped 43%.
- **Ahem Rentals** has reported first half revenues up 25 percent to \$192 million but profits slipped 30%.
- **Ramirent** has reported revenues up almost 19% while profits slipped 9%.
- Romania's largest aerial lift rental company **Industrial Access** has ordered 15 **Niftylift** booms for its rental fleet.
- US-based boom truck manufacturer **Manitex** has reported first half revenues down 5% while profits climbed 7% and backlog 16%.
- Singapore-based crane sales and rental company **Tat Hong** has announced a 39% increase in first quarter revenues with profits up 60%.
- **David Hull** has taken over as vice president of sales for **Manitowoc** and **Grove** cranes in North America following the retirement of **Bob Hixon**.
- **Cramo**, has reported first half revenues up over 25% and profits up 15%.
- **Kalmar** the reach-stacker and port services company, has acquired **Equipos y Servicios para Terminales y Puertos**, its distributor in Argentina.
- **Essex Crane** of the US, has announced first half revenues of \$37.4 million, an increase of 24%.
- **Hertz Equipment** has reported first half revenues up by 3.5% and profits down 10%. It also closed 22 locations and laid-off 400 staff.
- **Marco Gentilini**, general manager of **Terex Bendini** has taken over from **Doug Friesen** as general manager of **Terex Cranes North America**.
- **Josef Siegl**, the Munich-based aerial lift and telehandler distributor has celebrated its 45th anniversary.
- Cranes and access company **Peter Hird** has appointed **Richard Dainty** as training manager, assisted by **Tony Armitage**.



Gary Crook

- **Selwood Plant** has acquired **Proplant** of Cardiff and **Glo Hire** of London.
- **H&E** - the US sales and rental company has reported first half revenues up almost 20% - profits slipped 9%.
- **Ritchie Bros** has opened a new site in Saint Aubin sur Gaillon in France, its second permanent site in Europe.
- **Manitowoc** has issued an emergency service bulletin for its model 16000 crawler cranes.
- **Steven Chalk** of **Orion Access Services**, eldest son of **Paul Chalk**, passed away in early August, aged 17.
- **RSC** of the USA has reported first half rental revenues up more than 6%.
- **United Rentals** has reported an 11% fall in first half revenues and a 19% fall in profits.
- **Pagliari** has shipped 10 Multitel LT161D, 3.5 tonne truck mounted boom lifts to **Mateco**, Germany, taking its fleet to 24.
- **Steve King** has been promoted to sales director of powered access at **A-Plant**, which is also investing a further £10 million in new equipment.
- **Vertikal.Net** broke its readership records again in July with over 4 million hits and over 90,000 visitors.
- **JLG** has appointed two new telehandler dealers, **Min-ex Plant Sales** for South Wales and **Parkway Plant Sales** of Bredbury, Stockport for Greater Manchester and Birmingham.
- **United Rentals**, has appointed **Jenne K. Britell**, 66, as its new chairman.
- **Sevcon** the supplier of motor control electronics to the aerial lift industry, has reported a third quarter loss after closing its UK manufacturing operation.
- US telehandler manufacturer **Gehl**, has reported first half sales down 23% - profits fell by over 70%.
- **Burdens**, the UK-based supplier of building materials has taken delivery of its 200th **Palfinger** crane.
- **Manitowoc** has appointed **Cynthia M. Egnotovich**, a segment president with Goodrich, to its board of directors.
- **Elavation**, the Milton Keynes-based platform rental company has ordered 45 new boom lifts from **Niftylift**.
- **JLG** has sold its first 4013 PS telehandler to **G Kelly Services** of Marown in the Isle of Man.
- The Glasgow depot of **AFI-Uplift** has raised a £1,000 for the Children's Hospice Association Scotland.
- **Richard Tindale**, sales and marketing director for **UpRight powered access** has won an export award from One North East.
- Hertfordshire-based haulage company **Hallett Silbermann** has purchased three new cranes from **Fassi UK**.
- **Terex Italia** celebrated its 40th anniversary with a two day 'open house' in Bologna.
- **Modulift**, the spreader beam and lifting equipment supplier has appointed **Pescaira S.L.** as its distributor for Spain and Portugal.
- **Wolffkran Arabia** has opened its second location with a new branch in Abu Dhabi.
- Danish aerial lift manufacturer **Omme Lift** has received the King Frederik IX's prize for exports.
- **Moba Mobile Automation**, the weighing technology manufacturer, has appointed **Volker G. Harms** as president and **Dr. Holger Barthel**, **Alfons Horn** and **David Shelstad** as directors.
- **Speedy Hire** has appointed **Paul Gott** as sales and marketing director for its engineering division, which includes **Speedy Lifting**.
- **Haulotte Australia** has appointed **Mark Lockwood** as area sales manager for Sydney and New South Wales and **Richard Gannon** as sales representative at its Brisbane branch.
- **Leader of Italy** has launched the **Giraffa 210**, a 21 metre telescopic truck mounted work platform.



- **Bob Litchev**, president of **Manitex** crane has moved to president of the material handling business while **Scott Rolston** takes over the cranes.
- **Wolffkran** has opened its new production facility in Luckau.
- **AFI-Uplift** has purchased 10 **UpRight** SB85J telescopic boom lifts.
- **Gazprom-Kran**, the Russian mobile crane producer boosted its unit production by 72% in the first half of 2008.
- **Universal Access Group** has set up in California to export used aerial lifts and telehandlers.
- Dutch rental company **Riwal**, has opened a new location in Croatia.
- **Vp** owner of **UK Forks** the telehandler rental company has acquired **UCS Plant**, a tool and telehandler rental company based near Lincoln.
- **Ralf Kruse**, former MD of German crane company **CCK**, has died after a short illness.
- **Palfinger** has appointed **Christoph Kami** as its chief financial officer, effective 1st January 2009.
- **Genie** has appointed **Siva Balakrishnan** as vice president and general manager of global services and **Joe George** as vice president of global sales and customer service.
- **Omega Platforms**, the Dutch-based scissor lift manufacturer has established a new venture - **UpRight Holland**.
- **Facelift** has purchased its first **Haulotte Compact 12DX** rough terrain scissor lifts.
- **Doug Sprout** has taken over as chief executive of **Hewden** following the departure of **Brian Sherlock**
- **Skyjack** owner **Linamar** has acquired its first UK production facility in Wales.
- Dutch rental company **Workx** has hired **Tom Zorn**, previously with US rental company **RSC**, as its CEO
- **Alexander Knecht** has left **Terex Demag** and is replaced by **Doug Friesen** of **Terex Cranes Waverly**.
- **High Level Platforms** the Poole-based rental company has opened a new branch in Bristol.
- Scissor lift table specialist **Edmolift** has launched its first access platform the **T-zip**.
- **Cramo** has taken over the rental operations of Norwegian contractor **JM Byggholt**.
- Employees of **Snorkel** have voted in favour of organising a union at the company's St Joseph plant.
- **Keith Hunwick**, managing director of **ES Access**, the Durham based platform rental company has died aged 51.
- **Kimberly Access** has ordered 70 **Bravi Leonardos**, a 30 metre **Teupen Leo 30T**, a 23 metre **Teupen 23GT** and is opening a new London depot.
- **Panther**, the UK aerial lift rental company, has appointed **Tim Williams** as service manager
- **Brian Peretin** takes over as vice president of sales and marketing for **National Crane**, replacing **John Lukow** who moves to managing director of **Manitowoc Australia**.
- **Peter Bonafede** head of operations at **JLG** has taken over operational responsibility for its worldwide service centres and parts business.
- **Derek C. Hathaway**, retired CEO of **Harsco**, owner of **SGB**, **Hünnebeck** and **Patent** scaffolding, has been awarded an OBE.
- Belgian based **Heli**, celebrated its 25th anniversary with a large open day.
- **Peter Hird** of **Peter Hird & Sons**, Valla UK/USA and **Compact Lift Equipment** and his partner **Emma Finn** have had a baby daughter **Lydia Mary Hird**.
- **RSC** has appointed **Tom Smart**, the founder of **Sunbelt**, as vice president - sales.



Doug Sprout

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