

Terex buys Demag

Terex Corporation has entered into an agreement to acquire Demag Mobile Cranes GmbH & Co. KG from Siemens. The price is US\$150 million (£100 million) and brings to an end months of industry speculation about who would buy Demag.

Speaking to *Cranes & Access* Fil Filipov described the purchase as "The big one" and predicted radical changes

at Demag which would culminate in a "lean, mean machine". He stressed, however, that there would be no "slash and burn" policy at Demag and added that Demag's "hi-tech, quality products" would bring a significant change to Terex's marketing strategy". His comments were echoed by Ronald M DeFeo, Terex chairman and chief executive officer who said: "Demag

provides substantial opportunities for synergies and cost savings".

Fil Filipov is returning to his position as boss of Terex Cranes worldwide.

Demag issued a statement welcoming the deal and stressing that: "The change in ownership will not change the basic business strategy alignment of Demag Mobile Cranes".

More info: See feature on page 13 and www.Vertikal.net

Fairview branches out



Fairview Crane Hire of Essex is expanding its operations and has created FLG Services, for the hire, sale and service of lifting gear. Colin Midson and Jeff Hudson, formerly of the LGH group, join Fairview's Harris brothers.

John Harris told *Cranes & Access* "Colin Midson and Jeff Hudson are known throughout London for the service they give and the knowledge they have in the lifting gear hire sales and service industry."

Jeff Hudson stated "We aim to be the only realistic option when it comes to the hire, sale, service and testing of lifting equipment in and around London".

Bid for Skyjack

Skyjack's board has unanimously recommended that shareholders accept a share bid for all shares in the company from Linamar Corp.

The offer is designed to give full control of Skyjack to Linamar - it already owns 49.5 per cent, (about 4 million), of all shares. The offer is conditional on a majority of the outstanding shares being tendered.

"This acquisition will provide needed financial stability for Skyjack and serve as a platform for future growth. It will also allow Skyjack to focus on developing long-lasting relationships with its customers and suppliers" said Linda Hasenfratz, Linamar president.

Made in the EU



The first European-made JLG telescopic handler has been delivered. The unit was built in JLG's Belgian factory in the city of Maasmechelen. First customer is a Swiss JLG dealer SkyAccess which also operates its own platform rental fleet under the name Skyworker.

Martin Voegtli, managing director of Skyworker, praised the machine's tight turning circle and compact dimensions and predicted that it would be popular with companies already hiring platforms from him. The JLG telehandler was originally designed by F Weyhausen in Germany and conforms fully with all European standards. It is now available throughout Europe and is offered with a crane lifting attachment and excavator bucket.

Happy Birthday

Palfinger threw a huge party to mark the occasion of its 70th birthday. Bands, fashion models, sports personalities, members of the Austrian parliament and distributors from around the world were all invited to the Austrian company's birthday party at the Congress Hall in Salzburg, Austria. At the same time the company celebrated the 60th birthday of Hubert Palfinger, son of the

original founder.

Palfinger started life as a mechanical workshop in rural Austria and is now an international business with a turnover of more than €330 million (£205 million). It built its first crane in 1959 and now has more than 2100 employees making telescopic loader cranes that are sold around the world. In 1999 the company floated on the Vienna stock exchange.



Snorkel ceases US production

Production has now ceased at Snorkel's Elwood Plant in Kansas. Approximately 200 staff have been let go and all Snorkel production is now focussed on a smaller factory in New Zealand which employs about 50 people.

David O'Dell, vice president of sales and brand management at Omniquip told *Cranes*

& Access that some staff would be retained at Elwood to ensure that spare parts and support could continue to be provided. He added that Omniquip Parts Worldwide would continue to support the Snorkel range and that the new Snorkel range would continue to be available from distributors throughout Europe.

Cox Plant buy out

Cox Plant has been bought out by former senior executives of the previous owner, Andrew Sykes Group.

New owners Keith Price (from Andrew Sykes Hire), Paul Bamford (from Cox) and David Symon, a plant and equipment dealer, take on executive roles within the company, which will continue to trade as Cox Hire.

There are 24 Cox Hire Centres throughout the UK, and the annual turnover is £17 million. Within the first week of ownership, an investment of over £1 million was made in telehandlers and other construction equipment, with help from Finning.

Teupen times two



Total production area at Teupen's factory in Gronau has been doubled with the opening of new facilities. The company used the occasion of its 25th birthday to officially open the new facilities and demonstrate the prototype of a new truck mounted platform.

Teupen has a workforce of about 115 people and had total turnover of about €15 million (£10 million) last year. A spokesperson told *Cranes & Access* that about 70 per cent of turnover was attributable to markets outside Germany.

Hewden's multi million investment



Hewden Instant Access has placed a £2 million order with access manufacturer Genie.

The order includes a range of scissor lifts and electric and diesel booms up to 40.1 metres in height.

All Hewden's eight new depots have been supplied with new machines, bringing the total number in the UK

Hewden access fleet to 2,500.

Added to this, Hewden Crane Hire purchased 22 new cranes from Demag in February, an order totalling £5.5 million. Among them are eleven 30 tonne city cranes, and mobile cranes from 50 to 200 tonnes. The first deliveries have just taken place.

France's Acces Industrie suspended

Trading in Acces Industrie's shares on the Paris Bourse was suspended on June 4th, at the company's own request.

A statement from the company said that it had a current cash shortfall of €5.5 million and predicted that it would need €13.8 million by the end of October.

Daniel Duclos, the company's charismatic president, remains confident that the problems will be resolved but said in a written statement

that the company would now consolidate and focus on its existing business areas.

The growth of Acces Industrie has been meteoric. Formed in 1996 it had a turnover of €2.3 million in 1997. Today it has more than 6,000 platforms at 21 locations and has recently added 30 top of the range Liebherr and Demag cranes to its fleet. Turnover in 2001 was €54 million. The company is active in France, Spain and Portugal and had indicated a desire to move into Germany and other countries.



Seven new products will be on Haulotte's stand at Apex. These include two new telescopic booms (H 14TX and H16TPX) and a new electric articulated boom, the HA 12 IP.

Also on show will be two recently launched electric scissor lifts, the Optimum 6 and Optimum 8. The display will be rounded off with the Star 8 and Star 10 vertical masts – these have working heights of 20 ft (6 metres) and 26 ft (8 metres).

The models are part of ten new product launches scheduled by Haulotte for 2002. The company is already the third largest manufacturer of platforms in the world and predicts that it will have 17 % of the world market by the end of this year and 20 % by the end of 2003. Total turnover for 2002 is estimated at €320 million.

● APEX is held in Maastricht, The Netherlands, from September 12th-14th. *Cranes & Access* has a stand and is working with the show organisers in the UK.

Sarens gets heavy

Sarens UK has taken delivery of a 1000 tonne capacity Liebherr LTM 1800D previously owned by Baldwins.

Bev Bentley of Sarens said "This compliments our fleet and enables us to offer our customers greater flexibility in satisfying their heavy lift needs."

The investment represents a spend of approximately €3 million.

AFI expansion



Aerials for Industry has appointed David Shipman, ex-managing director of Lavendon Group, to its board.

Very soon after making the announcement and implying plans for rapid growth, it was confirmed that AFI had bought the fleet and order book of Medley Plant Hire in Wakefield.

The new depot in Cottingham will cover the whole of East Yorkshire and North Lincolnshire.

Geda's new pad



More than €3.5 million (£2 million) has been invested in building Geda's new factory at Gera in Germany. The company builds mast climbing work platforms and hoists and says that the new factory will allow it to drastically cut delivery times.

About 40 people will work in the new factory which has a surface area of 16,000 square metres and a covered area of 4,200 square metres.

Pagliari expands

A brand new production facility covering 3,400 square metres was officially opened last month by Renzo Pagliero, managing director of Italy's Pagliero. The new facility complements existing production halls and is part of the company's ambitious plans to become Europe's largest producer of truck mounted platforms.

Speaking at the opening of the new facility, Renzo Pagliero said that the company built 600



platforms in 2001 and now employs 130 people at its three sites in Italy. The company also has its own company in France and is represented by PJ Allan in this country.

Also on show during the opening was a new truck mounted platform, the Multitel MJ 190 AF.

Find safe ground with a moles eye view

Moleseye, the operator of Scotland's national plant register, has launched the UK's first national underground assets protection system.

Moleseye One-Call (UK) is an online version of the Scottish service, which has been working to reduce the country's damage to plant caused by street works and excavations

over the last 20 years.

Contractors, architects, street works companies, etc, will all be able to check the location of possible hazards underground via a free online search. The submerged assets are registered on the system by utility companies. Moleseye believes the utilities industry will save up to £90 million per year.

Higher rates

Delegates at the first European World Class Crane Management Seminar in Amsterdam heard impassioned pleas for higher rental rates from Steve Cooke, service director of Ainscough Crane Hire, and Soeren Jansen, managing director of Danish hire company BMS.

"Crane prices have doubled in the last ten years, operator rates have trebled and the crane hire rate has stayed steady - that is not right and UK customers are just starting to understand that we need a reasonable rate to do the job properly" said Cooke.

He echoed comments by Jansen who called for large hire companies to put rates up and just accept that "whatever your price... the smaller competitor will always be 5 per cent below". Jansen also said auxiliary equipment such as luffing jibs should be charged

on to customers and suggested that in many cases a standard truck crane could do the job of a more expensive AT crane which he compared to the 4 x 4 utility vehicles bought by "yuppies" for use in cities.

Cooke's main theme was, however, the work of Esta (the European association for heavy haulage, transport and mobile cranes): "We need a common standard for mobile cranes to allow them to move through Europe". He also expressed concern that manufacturers do not provide enough technical information about cranes and described maintenance schedules as "unrealistic" and "a passing of responsibility".

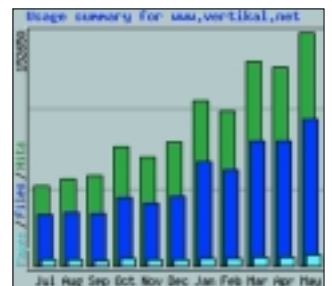
● The seminar was held for two and a half days and attracted delegates from around the world for a full programme that included topics as varied as anti-collision systems, the raising of the Kursk and crane safety systems.

Skyking bags first EPL order of 2002

EPL Access has added 21 new vehicle mounted access platforms from SkyKing to its fleet. Sixteen of them are SkyKing's popular van mounted 125RA model, with a further five SkyKing model 179 TJVs to be fitted on 7.5 tonne chassis cabs.

EPL was bought out by John Laing plc earlier this year, and operates a national fleet of over 400 access platforms. The Skyking purchase represents the first major investment made by the new management team since January. The models they have bought are already popular items in the fleet.

150,000 hits



Our on-line sister magazine, Vertikal.net, has hit a new record with the news that it received more than 150,000 hits during May.

Particularly busy was the period just after Terex announced its acquisition of Demag when for two or three days hits were running at more than 10,000 per day.

"Vertikal.net has really established itself as the place that people turn to for fast, up-to-date news in the lifting industry" said publisher Tim Whiteman adding: "Our free e-mail alert service lets people choose what news they want to receive and has proved extremely popular".

More news at www.Vertikal.net

Bizzocchi access in the UK

Airbourne Platforms Ltd has taken on the UK dealership for Bizzocchi of Italy.

The truck mounted access platforms will range from 10 to 55 metres in height, and the first demo is now touring the UK – the Autel 2000, a 20 metre boom on a Nissan Cabstar.

Wind farm go ahead

UK Energy Minister, Brian Wilson, has agreed to let plans commence to build Britain's largest onshore wind farm.

The site at Cefn Croes in Wales will see a £35 million development which, if successful, will make setting up other renewable energy schemes in the future easier. It is not yet known who will win the contract to put up the turbines.

Although some residents of the area have protested about the prospect of 39 turbines 'blotting' the Cumbrian landscape, the local authority has approved. The farm will produce enough power for 40,000 homes.

Download some IQ

IQ Business Ltd has launched a new software programme to coincide with the commencement of the new HSE Construction Division.



The new divisions aims are to enforce culture changes in the industry, improve health and safety performance, perform regular site visits and encourage inspectors to take action, on companies large and small, where rules are being ignored. IQ Practical Health & Safety and Construction Supplement is a two part package on CD-Rom.

It is designed to help managers implement all the correct procedures and paperwork, as well as outline all the information required to ensure that health & safety laws are being observed.

Grove upgrade



The popular Grove GMK6220 now has a big sister – Grove has just announced a version with a 72 metre boom, to be called the GMK6220-L.

The new six-section boom extends from 15.5 to 72 metres,

with a maximum tip height of 75 metres – 12 metres more than the original model. With an additional 11 to 18 metre hydraulic, power luffing jib and further 8 metre lattice extension, the maximum tip height is 102 metres.

New from Liftflux

Liftflux will use the APEX exhibition in Maastricht to launch four or five new products said Pierre-Yves Le Daëron, managing director of Liftflux Potain GmbH.

Speaking to *Cranes & Access* he said that the new models will extend both the range of very large scissor lifts and the company's specialist range of small, compact scissors.

"We are, and will continue to be, a manufacturer of niche products rather than a broad range manufacturer" said Le Daëron adding that the range of booms acquired with TKD had now been fully integrated into Liftflux – "these are

also niche products and offer very stiff, very high capacity booms with large baskets".

Frank Thierer, formerly managing director of TKD, has been appointed vice president of sales worldwide for Liftflux. Thierer had until now been responsible for Germany and northern Europe).

Le Daëron, who was previously business development manager at parent company Potain, described the access market as full of potential for growth but said that a big problem facing the industry is the difficulty that rental companies currently face in obtaining finance.

Baldwins announces new division

Baldwins Industrial Services plc has launched a new division, Baldwins Erection Services Division.

Heading the new department will be Colin Leonard, previously erection manager at Watson Steel.

CV set for 2003

The Commercial Vehicle Show, which took place at Birmingham's NEC in May, reported the most successful show yet. It has frozen stand prices so that exhibitors may exhibit for the same cost next year. Many have already booked their stand.

Manitou's latest



Manitou has further extended its access platform range with the new 120 AETJ.

This new electric, articulated model is extremely compact, with a width of 1.20 metres, but allows a 12 metre working height. The rotating suspended arm gives vertical travel of 140 degrees, with 140 degrees of horizontal rotation.

The new unit should be available in the UK from this Autumn.

Boost for access efficiency

Newly established Independent Parts & Service, based in Shropshire, is already preparing to announce new offices in Ireland and The Netherlands.

The company, set up in January 2002, offers a simple channel for all parts and servicing from a range of manufacturers, allowing hire fleets all over the country to get more out of their access platforms.

The company was set up to fill a perceived gap in customer service, maintenance and parts availability.

Red crawlers for Europe

Manitowoc is "determined to get its crawler cranes into Europe" said Larry Weyers, senior vice-president for sales and marketing at Manitowoc Crane Group, in an interview with *Cranes & Access*. One of the biggest problems the company has faced up to now has been the high dollar rate which has artificially inflated the price of Manitowoc cranes in Europe.

With the purchase of first Potain and now Grove,

Manitowoc is investigating the possibility of building its cranes in Europe. As part of this it has shipped three crawler cranes to Europe and will be renting them to customers – "we want European customers to see how good the cranes are and to give us feedback that we can incorporate into the next generation of crawlers" said Weyers. (see also *crawler crane report p23 this issue*).

Commenting on consolidation in the crane industry, Weyers said: "Grove has really weathered the storms of the last few years: put them together with Manitowoc and Potain products and we will be a very hard combination to beat".

Safari dinner a roaring success



Every two years, coinciding with SED, the Vertikal Press organises the 'Crane Dinner'. This year's event was kindly sponsored by Terex, Liebherr and Tadano Faun, as well as Michelin, which donated a crane tyre as a raffle prize (which was won by Brendan Ainscough) and brought along its famous mascot, Bibendum, otherwise known as the 'Michelin Man'. The other major prize was a trip to Paris from Intermat 2003, and all the sponsors provided models, toys and caps. Proceeds from the raffle provided the Lighthouse Club

with a gift of over £1000.

The dinner took place at Woburn Safari Park and was well attended by many well known faces from the crane industry, three of whom were honoured by Lifetime Achievement Awards on the night. Ainscough Crane Hire sponsored the awards, which were presented to Frederick Baer of Liebherr for his contribution to the mobile crane industry, Ivor Kiddle of Quinto for his work in establishing industry associations and Peter Oram, for his promotion of the importance of safety in the crane industry.

£2.5 million order for Bobcat



Bobcat has won the telehandler order of the year.

An order worth £2.5 million has been placed by rental operation UK Forks, for Bobcat's 7 and 14 metre telehandlers.

UK Forks has invested £12 million in its fleet in the

past 12 months. It is an integral business of VP plc, which is one of Britain's largest equipment rental companies.

The order marks Bobcat out as a major player in the UK telehandler market. It hopes to continue the association with UK Forks.

Partek to be bought?

Partek, owner of Hiab, looks set to become part of Finland's Kone Oyj, manufacturer of lifts and elevators. This follows the decision of

the Finnish government to sell its 30.2 per cent shareholding in Partek to Kone Oyj.

Christoffer Taxell, chief executive of Partek, has resigned and was reported in the *Financial Times* as saying: "It is extraordinary that the state of Finland has taken part in and enabled a hostile takeover".

More info: www.Vertikal.net

New president for Manitowoc Cranes

Robert Giebel has resigned as president of Manitowoc's Crane Group. The surprise announcement was made by Terry Growcock, president and chief executive officer of the Manitowoc Company.

Growcock named senior vice president and chief finan-

cial officer Glen Tellock as president and general manager of Manitowoc's Crane Group with immediate effect. His group includes Potain and its subsidiary Liftlux.

More info: www.Vertikal.net