

Direct UpRight



UpRight has reached agreement with all shareholders of UpRight UK Limited to assume day-to-day control of ongoing operations. The company says this "is expected to bring clear advantages to UpRight's customers in the UK, creating a more direct and efficient single-tier channel from the company's production and distribution businesses in the USA and Europe". The move follows an earlier announcement that Frank Huish, chairman of UpRight UK had decided to

UpRight has extended its range of MB electric self-propelled mast booms with the introduction of a third model, the 0.99 metre (3.25 feet) width version of the 8 metre (26 foot 3 inch) working height MB20.

retire at the end of July. The company is now owned by UpRight, 3i, Tony Jennings and Frank Huish.

John Mulhern and Steve Couling will form the core of a new management team for UpRight's businesses in the UK, operating from Telford in

Shropshire and Leighton Buzzard in Bedfordshire.

UpRight UK has won the UpRight world-wide Top Distributor Award for the last six consecutive years. UpRight aerial work platforms and aluminium tower systems have been continuously present in the UK market place for 43 years.

Operations have meanwhile commenced at UpRight's new, purpose-built 35,000 square metre plant, office, warehouse and international visitor centre on the outskirts of Dublin. The facility has five times the production capacity of the existing plant in dun Laoire.

UpRight believes that it will be "the largest aerial work platform production centre in the world in terms of breadth of product range and AWP

volume capability on one site.

UpRight is continuing with the expansion despite the current difficulties faced by its US parent company which recently sought Chapter 11 protection. Leigh Sparrow, UpRight senior vice president global sales said the company is continuing with the investment because "in spite of the dramatic slowdown in the US market at the moment, it is clear that the European market has a long way to go before it reaches anywhere near maturity".



Vanson Cranes has appointed Plant Safety Ltd, a part of Norwich Union, as its safety consultants. Trevor Vanson, managing director, said that the independent inspectors will "oversee each erection process to ensure that our safety practices are beyond reproach". He added that this will offer customers "the highest standards of safety in the crane industry" and give "a valuable edge in a competitive marketplace".

cranes & access

We regret that publication of this issue of *Cranes & Access* has been delayed by staff illness. The next issue will reach you in the second week of October. Please accept our apologies for any inconvenience caused.

It is with great regret that we also announce that Keren Sall, who has been on extended sick leave, will not be returning to her position as Editor of *Cranes & Access*. Keren has been unwell for some time and has decided not to return. We are now in the process of appointing her successor, but would like to wish her a speedy and full recovery.

Terex goes direct

European Cranes has been bought by Terex and is now known as Terex Cranes UK Limited. The new company remains based at Bicester in Oxfordshire and has retained most employees who are now under the direction of Norman Purves, sales and operations manager.

The company, which was formerly owned and run by Alan Charlesworth and his son Simon, provides sale and support for Terex PPM and Franna cranes in the UK. The Charlesworth family has relinquished its interests in the company.

"This new organisation has

been formed to continue the work already initiated by European Cranes, however we are better placed to grow our market share with a wholly owned Sales, Parts and Service organisation" said Colin Robertson, president of Terex Europe.

Terex has meanwhile announced the UK launch of the new 35 tonne capacity PPM ATT400/3 with a new 30.4 metre boom and 15 metre fly jib. Just delivered is a Franna Pick and Carry crane to Mead Crane Hire. The Australian built 14 tonne capacity AT14 SB is now at work in and around Dublin.



A rare sight in London is this BPR GT215B tower crane belonging to Falcon Crane Hire which has been erected on the Chrisp Street site in Poplar to lift a variety of structural components, building materials and equipment for Durkan Construction and its sub-contractors. BPR was an independent French crane builder which became part of the Potain group some years ago. This particular model has been retrofitted with an Smie AC30 electronic control system from Cranesafe Limited to prevent it oversailing the nearby Docklands Light Railway. Falcon Crane Hire has nine Smie AC30 systems installed on a variety of cranes.

News highlights

- **Access Platform Sales** has just delivered three narrow boom Denka Lift DL22N units to Facelift.
- **Baldwins Industrial Services PLC** has announced the appointment of Andrew Somerville as Group Finance Director.

Free slingers

Grants available for CTA training mean that the CITB is currently offering to train a Slinger/Signaller for a total cost to the employer of £32.13. Somebody who is already ICC registered and wants to add Slinger/

Signaller to his CTA card will actually qualify for a refund of £25.62 to his/her employer as the grant of £390.62 is more than the total cost of £365.00. Details from the CTA 01485 577877.



Cranesafe Ltd has moved to expanded premises in Guildford, Surrey. Managing director Tim Rowley (pictured) says: "Growing concern over construction safety has led to a rapid growth in sales". He added that the company's new system rental service was proving particularly popular with smaller plant hire companies and stressed that the SMIE anti-collision and crane zoning systems continued to be popular.

Panther leaps



Panther Platform Rentals was formed when Panther Work Platforms bought Platform Rentals. The company has just expanded its range of access equipment with the purchase of Genie machines valued at around £0.5 million. Included in the order are scissor lifts and articulating booms which will form part of a huge investment being made into two new branches in Basingstoke and Kent.

"The takeover was not the result of competition, more the marriage of two very strong leaders in their own particular complementary market segments" says Richard Miller, a director of the newly-branded company. Panther Platform Rentals now offers a fleet of 400 of the most up to date units in the country. (Pictured in a Genie electric scissor lift are Richard Miller and Brian Fleckney, directors of Panther Platform Rentals).

No change to Atlas Weyhausen Scotland

The new management at Atlas Weyhausen, Germany has said that no changes are planned for the Atlas facility in Hamilton, Scotland. This is despite plans to trim the German company's workforce from 1499 to 914.

Earlier plans to close factories in Germany have been

cancelled following the appointment of Steve Filipov as joint managing director. Filipov, whose father Fil is an executive vice president with Terex, has been seconded from Terex under a co-operation agreement with new owners Atlas Construction LLC. Atlas Construction LLC is a newly

formed company based in the US which bought Atlas Weyhausen earlier this year.

Steve Filipov told *Cranes & Access* that he "plans to make Atlas a leading loader crane manufacturer in Europe and to look for synergies between the Atlas and Terex dealer networks".

Site access

A new company offering spe-

cialist site access solutions has been formed. TerraFirma uses aluminium extruded panels measuring 3 metres wide by 2.5 metres long. These are called TerraMats and provide temporary roadways and hardstand-

ing for use with cranes, access platforms and anywhere that temporary access is needed.

The company can supply and install the roadway and is willing to make initial site inspections.



Beck & Pollitzer Engineering has added to its growing plant hire division with the purchase of a 50 tonne all terrain from Demag. The new AC50 is part of a £400,000 investment in cranes, fork lift trucks and heavy haulage for hire from depots in Dartford, Manchester and Birmingham.

● Mannesmann Dematic Limited has changed its name to Demag Mobile Cranes Limited to reflect changes at its parent company in Germany.



One of 20 new King beavertail bodies entering service with Nationwide Access. Nationwide has also just bought a 125 foot Genie S-125.

Fairview growth

Fairview Crane Hire Limited has just bought its first Liebherr all terrain crane to add to its existing fleet of 12 truck mounted cranes. "We decided to invest in the LTM 103/2 simply because of its versatility and excellent lifting duties through the range" commented founders and co-directors John and Jeff Harris.

Fairview started life as both a crane hire and transport company, but following a downturn in the haulage market, decided to divest itself of the truck fleet and

concentrate on cranes. It has operated in and around London and the home counties since 1988 and now has a main depot in Rainham, Essex and satellite depots in Tunbridge Wells, Croydon and Dartford.

The twin-axle, 40 tonne capacity LTM 1030/2 has all-wheel steering and is just 10.30 metres in length. It is powered by a Euro II compliant Mercedes-Benz 6 cylinder diesel engine which provides 205kW and a maximum road travel speed of 80 kilometres per hour.

Lifting legislation

LGH Customer Training, the training division of LGH Group plc, has amalgamated with the Lifting Equipment Training Institute (LETI). The Institute aims to promote the cause of safe lifting in the workplace.

"Most companies are aware of the new LOLER and PUWER legislation that affects lifting operations. Yet they struggle with finding the answer to the question of how to make sure they are complying with

the new regulations" said a spokesperson for the Institute..

LETI is seeking to help bridge this 'gap' that exists between the company and the Law. A key message from the Institute is that companies needn't be afraid of the regulations – it is simply a matter of correctly interpreting them and understanding how to implement the necessary practice. A large part of this initiative is the provision of Lifting Operation Audits.



Holland Lift: "business as usual"

It's "business as usual" at Holland Lift said Menno Koel, general sales manager at Terex's Holland Lift. His comment comes three months after the sale of Holland Lift to Haulotte was abruptly cancelled and as parent company Terex continues negotiation with a number of other potential buyers.

Holland Lift is now available as a single unit rather than in a package with the

former Simon factory at Cork in Ireland says Koel. He added that Holland Lift's "high quality, well known products and name will soon find a buyer". There is, he stressed, no consideration being given to closing the plant because "there is a good future for Holland Lift and "the parties we are talking to see big potential for the products".

Koel admitted that sales have slackened in recent

months but added that the company is fighting back with the launch of a new, large, crawler mounted scissor lift. The Q135DL24TR will have a 16 metre working height and five units have already been ordered by Gunco and Doornbos. The first will be delivered in November and builds on the success of the recently re-introduced 12.8 metre Holland Lift X-105DL22-TR.



Kavanagh Cranes took delivery of three new Demag cranes, a 40 tonne AC40-1 and two 50 tonne AC50-1, earlier this year. The company now runs 18 cranes which range from 25 tonnes up to a 200 tonne Demag AC200. Of the 18 cranes, ten have been supplied by Demag. The company was formed about 25 years ago by Paddy Kavanagh. His three sons Patrick, Aidan and Paul have now joined him.

Grove/Skyjack split

Grove Europe has announced that the year-old distribution agreement with Skyjack UK Ltd. for the joint sales, marketing and product support of access products (Grove Manlift booms and Skyjack scissor-lifts) in the UK and Ireland has been terminated. With immediate effect, sales

of all Manlift products are now handled by the existing Grove UK sales organisation. Product support (including parts, service and warranty) will be provided, as it is for Grove cranes in the UK, by Samuel Walker Ltd.

The Grove Delta range of Toucan and PM vertical mast products will be distributed in the UK under a new, exclusive agreement with Warwick-based Blue Line Access Ltd – an independent company which represents Bronto, and which has a successful AWP refurbishment business. Jointly managed by Andy Northwood and Ian James,

there is a strong historical connection with Grove and its products (Ian James was once Sales Manager for Grove).

"The access equipment business, particularly in the UK, is going through a tough time," said Mike Lamb, managing director of Grove. "We need to focus on and consolidate in the areas where our well-proven and highly-developed range of products is already well-established, especially in the building, construction and steel-erection sector, and where there is greater synergy with our main business, the mobile crane market."

What's On

VERTIKAL.NET/EN/EVENTS

OFFSHORE EUROPE 2001

September 4-7, 2001
Aberdeen, UK
Tel: +44 (0)20 8949 9222
Fax: +44 (0)20 8949 8186

MATEXPO

Belgium's Premier Construction Show
September 5-9, 2001
Kortrijk, Belgium
Tel: +32 (0)56 21 08 32
Fax: +32 (0)56 25 79 82

CONET 2001

Japanese construction equipment exhibition.
September 19-22, 2001
Tokyo, Japan
Tel: +81 (0)3 3433 1501
Fax: +81 (0)3 3432 0289

INTERLEV

French exhibition of lifting equipment
September 20-22, 2001
Lyon, France

ICUEE 2001

International Construction and Utility Equipment Exposition
October 2-4, 2001
Louisville, US
Tel: +1 262 633 4500
Fax: +1 262 633 0249

SAIE

Italy's premier construction exhibition - lot's of access, loader cranes and tower cranes.
October 17-21, 2001
Bologna, Italy
Tel: +39 051 282 111
Fax: +39 051 282 3322

SAMOTER 2002

25th International Earthmoving and Building Machinery Exhibition
February 13-17, 2002
Verona, Italy
Tel: +39 045 8298 111
Fax: +39 045 8298 288

CONEXPO-CON/AGG

The leading US construction show.
March 19-23, 2002
Las Vegas, Nevada, USA
Tel: +1 414-298-4133

CEMAT

Messe für Materialflusstechnik, Automation, Transportsysteme und Logistik
April 15-20, 2002
Hannover, Deutschland
Tel: +49 511 89 0
Fax: +49 511 89 32626

SC&RA ANNUAL CONFERENCE

Conference organised by the Specialized Carriers & Rigging Association.
April 25-29, 2002
Tucson, Arizona, USA
Tel: +1 703 698 0291
Fax: +1 703 698 0297

Haulotte on the up

Figures released for Pinguely-Haulotte's first financial half year show an increase in turnover of 80 per cent as compared to last year. The phenomenal growth puts turnover for the six months to June 30 at 146.3 million (£92 million). The company is predicting a total turnover of 355 million (£224 million) this year. Exports accounted for 108.7 million (£69 million) of the six-monthly turnover figure which is 163 per cent more as compared to the first half of 2000.

The second quarter of 2001 saw sales grow by 85 per cent to 80.6 million (£50 million) as compared to the first quarter in which they grew by 75 per cent.

Haulotte has continued its international expansion by opening three new distribution subsidiaries in Portugal, Sweden and the US. In Europe it recently bought France's ABM, which widened its range of vertical masts, and has now signed a dealership agreement with Dino Lift to distribute the Finnish manufacturer's trailer-mounted platforms in France, Italy and Portugal.



This "Shinkansen" bullet train recently arrived at Southampton docks where Marsh Plant Hire used its new 100 tonne Liebherr LTM 1100/2 and 80 tonne LTM 1080/1 to unload the precious cargo. Bullet trains can travel at more than 200 kilometres per hour – this one, a gift from the Japanese people, travelled rather more slowly by road to the National Railway Museum in York.

CPA Model Conditions

The Construction Plant-hire Association's revised Hire terms have now been introduced and are being actively promoted by the association.

The CPA has asked all members to ensure that they are using the new conditions and that they have advised Hirers that future hire contracts will incorporate the new version – "a brief note with the contract or a circular to all live accounts should suffice" said

Colin Wood, CPA director.

The association has also released a summary of the changes and a CD rom containing the new Model Conditions. Open days are being held in Leeds, (September 20), Birmingham (September 27) and London (October 2).



London based Lawfords has taken delivery of three more Hiab lorry-mounted cranes. The cranes are two 102 knuckleboom on two new 26 tonne, six-wheel Mercedes vehicles and an O85-2. All three were supplied with the optional top seat control system as Lawfords believes this allows safer and more efficient handling.

NCK Cranes is back

NCK Crawler Cranes Ltd is the new name of the company that will be building and selling the NCK range of cranes. Broniek Gnyla, managing director of the SPW Group of companies, told *Cranes & Access* that his company had acquired the assets of NCK Cranes Ltd from the liquidator and had created NCK Crawler Cranes Ltd. Les Derbyshire has been appointed sales director of the new company which is currently building new cranes

at its factory in Stoke on Trent.

NCK Cranes Ltd ran into serious financial trouble three years after SPW had bought it from receivership. The new arrangements will allow the company to continue developing and building new cranes said Mr Gnyla who added that the next crane was scheduled for delivery at the end of October.

NCK's turnover in 2000 was £2.3 million but it made a net loss of £107,486.

NEWS

Hek + Alimak = Intervect UK

Alimak Limited and the UK regional office of Hek Manufacturing BV will soon combine within Intervect UK. Russell Bates, current president of Alimak Limited will assume overall responsibility. The move follows the creation of Intervect, the new company in which Hek

and Alimak are equal partners.

“There is no timetable for the full implementation of these new companies” said Anders Nordwall, president and CEO of Intervect AB. A similar strategy is being implemented in France, Germany and the US.



Beck & Pollitzer has recently taken delivery of this Tadano TL350E from Marubeni Komatsu Ltd. Tadano Faun and MKL parted company earlier this year and Tadano Faun told Cranes & Access it expects to announce a new dealer very shortly. In the meantime MKL is looking to sell the last remaining cranes that it has in stock.

Cobblers to you

The former chairman of Acrow, Bill de Vigier, now in his 90th year has been made an “honorary Cobbler” writes Dick Lloyd. Cobblers stands for Coles Old Boys Been Left and Early Retired Society and is made up of former employees of Coles.

The chairman of Cobblers is Martyn Wilson who organises the periodic dinners and who produced the Coles “100 Year Book” in 1979. “Sadly, the predic-

tion that “Coles sees 1979 as a beginning” proved to be ironically accurate as it was in fact the beginning of the end” says Lloyd who adds that the Coles Empire nonetheless lasted for over 100 years.

● Don Hassall, the last managing director of Coles in Sunderland prior to its acquisition by Acrow in 1972 and the subsequent founder of Cosmos Cranes, died on June 29th at the age of 78.

NEWS



New SED dates

Next year's SED show, complete with Cranes & Access Village, will take place on Tuesday,

Wednesday and Thursday the 14th, 15th and 16th May. This year's SED attracted nearly 17000 visitors and was a record breaking event.



During the show Genie won the Silver Medal in the Cranes & Access category, (there is no gold), for its innovative GS-4390 and GS-5390 big deck scissors. This is the third year in a row that Genie has won the medal.

Promax Access meanwhile announced that it sold six of its Articulated Spider RQG15 units during the show – typically at £43,500 per machine. Shaun Day, Promax Access director said that despite bad weather during the show they had had excellent visitor levels. Also happy was SkyKing which sold five scissor lifts to Midland Access Platforms and four van mounted units to Municipal Highway Services.

cranes & access *Cranes & Access*, as the official co-sponsor of the Cranes & Access Village, was also exhibiting and had a very successful show. Next year sees the return of the crane industry and the biennial Crane Dinner which is sponsored by leading crane manufacturers and organised by *Cranes & Access*.

JLG in Europe

JLG has announced that it intends to open a European factory in Belgium's Limburg province during the first quarter of its fiscal year 2002. The site that has been chosen is an existing 80,000 square feet facility in the city of Maasmechelen.

"Among the first products to be available from the facility over the next 12 months will be JLG's most popular scissor lift and boom lift models designed specifically to meet European market requirements" said Bill Lasky.

At the same time the company announced the closure of its Weber Lane factory in Bedford, Pennsylvania and announced that a total of 635 people will be made redundant across the company. The Weber Lane facilities will be relocated to other factories.