

Manitowoc buys Potain and Liftlux

US crawler crane builder Manitowoc has bought France's tower crane giant Potain. As part of the \$300 million (£185 million) deal, Manitowoc has also acquired Germany's Liftlux.

The deal caught observers and industry insiders by surprise and creates a new "world player" in the crane industry. Redundancies and factory closures are not expected. (See full story on page 15).

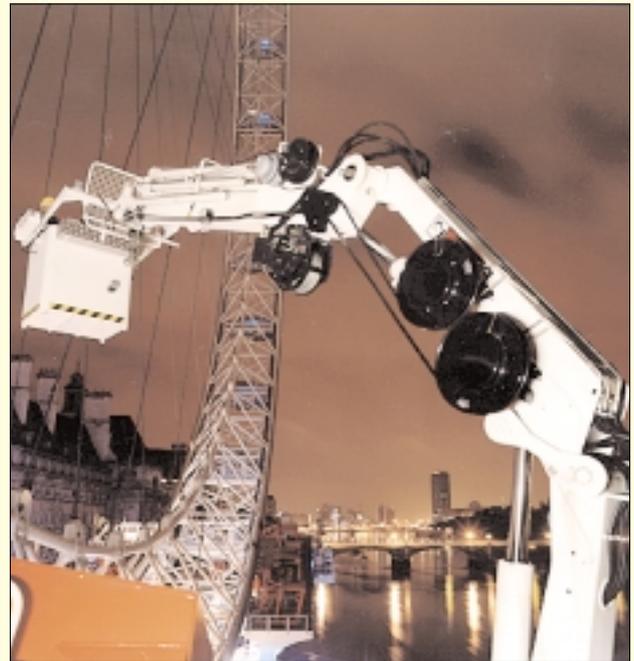
Demag successes

Seventeen new all terrain cranes with capacities between 25 and 200 tonnes have been ordered from Demag Mobile Cranes. Total value of the order is more than £5 million with the largest crane being a 200 tonne AC 200 with 50 metres of main boom and 38.5 metres of fixed fly.

Other cranes in the order include one AC 120, six AC

80-1, four AC 50-1, Four AC 40-1 and one AC 25.

Another major success for Demag has been the decision of West Yorkshire based Crane Services to order the first 350 tonne capacity AC 350 to be delivered to the UK. The crane has a 56 metre main boom and a massive 72 metre luffing jib, the top 24 metres of which can be offset. The 6-axle crane is being supplied with Demag's new Sideways Superlift system (a laterally unfolding Superlift) which significantly increases capacity.



Four Hiab loader cranes are helping to maintain London's giant ferris wheel, the 1100 tonnes and 135 metre diameter London Eye. Two Hiab 175-4 and two Hiab 195-5 are fitted to the Eye, and are used for general lifting and maintenance work. The Hiab 195-5 cranes are both radio controlled and adapted to operate one tonne hoisting winches or manned platforms. The platforms will be used by maintenance crews during inspection and re-painting as it becomes necessary.

Accessing new customers

Hirex report

A somewhat subdued HIREX in Birmingham – with visitor numbers from Ireland and Scotland apparently down because of the weather – featured a number of exhibitors from the cranes and access markets.

Vanson Cranes had a stand for the first time, with Trevor Vanson keen to promote the VB range of cranes to a new range of customers – small builders now requiring cranes to, increasingly, build three storey dwellings. On the Niftylift stand European sales manager Richard McLuckie said the HR17 4x4 17m platform, shown in prototype at Apex, should be ready for SED in May. Niftylift is the largest manufacturer of powered access equipment in the United Kingdom.



Vanson Cranes chose Hirex to exhibit the latest model to be added to its Arcomet range - the T25A. With a small erection envelope, it is capable of lifting 1000kg at 25 metres, making it ideal for operation within confined areas. It is also quick and easy to erect and dismantle.

Genie UK, preparing for an open day at the end of March, showed the Z30-20N

RJ articulated boom with an optional rotating jib. On the SGB Youngman Direct

stand, there was a militaristic theme to an impressively large display promoting the Boss Zone 1 access tower system, made from glass reinforced plastic. Day two at HIREX saw the signing of a £600,000 deal with HSS for Boss aluminium scaffold towers.

Turner Access unveiled its new Sigma 250 low level tower system. Marketing executive Andrew Leahy said the 1.6m high system featured an innovative folding system which made it easy to store, transport or set up on site. New from Plettac nsg was the aluminium Eiger 500 tower system.

From Rojak Design of came the Multi Stopper, a unit designed to stop a ladder slip out from the bottom or side slip at the top. Levelling legs also allow for use on uneven ground.

www. Vertikal .net

With the start of *bauma*, *Cranes & Access* is launching a new on-line service. This will offer daily reports from *bauma* and in future from across Europe.

To keep up to date with

news in your industry, visit www.vertikal.net (For more details turn to page 22) in the immediate future.

Weldex buys towers

Three new Liebherr tower cranes are now part of Inverness-based Weldex's crane fleet. The two 80 EC-H and one 380 EC-H16 are working in Inverness. Dougie McGilvray told *Cranes & Access* that he had bought the cranes in response to the needs of a local project, but did not have plans to create a full fleet to complement his

national fleet of crawler cranes.

Weldex has also ordered three CC1800 crawler cranes from Demag and has bought a total of six cranes from Liebherr this year. Displayed on Liebherr's *bauma* stand will be an LR 1160 with 48 metres of boom and 52 metres of luffing jib in Weldex colours.

Baldwins not guilty

Baldwins Industrial Services has been found not guilty at Isleworth Crown Court of responsibility for one of its cranes crashing onto the roof of a house while working on the refurbishment of Boston Manor tube station in London.

London Underground and Tilbury Douglas Construction have admitted responsibility and will be sentenced at a later date. The case followed an incident in June 1998 when a 90 tonne capacity Liebherr mobile crane tilted on timbers on wet ground causing its jib to crash into the roof of a nearby home. The incident was caused by a failure to use metal spreader plates under the crane, timber sleepers on muddy ground were used instead.

Counsel for Baldwins, Robert Weir said: "There is common ground between the

parties that the ground was unsuitable – and that was the responsibility of Tilbury Douglas Construction."

Baldwins had provided crane driver William Brown with spreader plates and he was trained how to use them. Brown said spreaders were not used because of time constraints. He said: "Tilbury Douglas were not happy losing 20-30 minutes to rig the crane and 20-30 minutes to de-rig it."

A spokesman for Baldwins said that the company was pleased that this landmark case had helped to reconfirm the status of BS712 the British Standard for the Safe Use of Cranes whereby with a single crane the fundamental site responsibilities are with the hirer not the owner of the crane. The owner has a duty to supply a competent driver and crane fit for the appropriate purpose.



Opera with Liebherr: A pontoon-mounted Liebherr tower crane has played a dramatic role in dismantling a large floating opera stage set in Bregenz, Austria. The Liebherr 71 K was used to remove the 25 metre high book and the skull of a skeleton which weighed 3.6 tonnes.

Genie UK on the move

Genie UK has relocated its UK distribution centre to a 5.5 acre complex of four warehouses with a 106,000 sq.ft. surface area and offices in Grantham, Lincolnshire. In addition to the stock of new and used access equipment, the complex will house a vast stock of spare parts as well as the technical and service department.

Jim Otley, operations manager for Genie UK, said: "The increased space will help us further heighten the level of service our customers receive and clearly demonstrate Genie's policy of continuous improvement."

Aluminium walkways



Aluminium walkways from UpRight UK Special Products have played a critical part in a £3.5 million contract by Mansell for client BAA to upgrade fire safety, roof void access and services at Heathrow Terminal 1.

UpRight supplied Spandeck walkways, handrails bridging steps, cat ladders and a fire escape platform to extend the existing network of steel walkways and improve safety within the roof void of Terminal 1.

ARA Surprises Nationwide

Few new products made their debut at this year's American Rental Association exhibition in Orlando, Florida. The usually busy show seemed to have suffered from the proximity to bauma and World of Concrete which was held in Las Vegas at the same time. ARA has developed into the leading US fair, despite the fact that a large number of its exhibits are targeted at general rental outlets and include items such as mar-

quees and "Party Sets".

Two of the biggest surprises of the show were Grove's absence and Haulotte's presence. Grove said it had not felt it necessary to be present this year, while Haulotte said it wanted to test the US market. New from Genie was a completely new product range, mobile street lighting. The range could eventually be available in Europe, but not in the immediate future.

Shell chooses Ainscough

The Ainscough Group has secured a five year contract with Shell UK in Ellesmere Port, Cheshire. The contract is for the supply of mobile cranes with operators to carry out general maintenance and also shut down work. Throughout the five week shut down period the Group will provide in the region of 50 cranes per day on the various plants, using cranes up to 800 tonnes capacity.

At the same time Ainscough Group's flagship crane the AC2000 recently embarked on a large project for Air Products-Generated Gases-Europe Division. The project involved the positioning of a huge 91 tonne vessel at Philips Components in Burnley, Lancashire.



The Group's National Heavy Crane Division provided an 800 tonne AC2000 Demag as the main crane for the lift and also one of its 400 tonne Liebherr's for the tailing operation.

CT2.40 for UK

The first Compact Truck all terrain crane to be sold into the UK has been ordered by Bob Francis Crane Hire. The 40 tonne capacity crane is due for delivery in May and was bought from Liftme.com.

A feature of the crane is the ability to fit it with fork attachments or a man basket making an extremely versatile crane. Bob Francis has also expressed a strong interest in the new 5-axle, 110 capacity CT110.5.

Nationwide stock-take QVC



Electronic retailer QVC called upon the services of 30 scissor lifts from Nationwide to help carry out a stock-take at its main distribution centre in Knowsley, Merseyside. A team of 60 people worked over 72 hours in three shifts in the 578,000 square feet

centre, taking stock of over two million products ranging in size from a lipstick to an exercise bike.

The X26 and X32 scissor lifts specified for the work had non-marking tyres to protect the floor and were battery-powered for fume-free operation.

New spider

Teupen has launched a new work platform – the Spider 36 – which is designed for use inside buildings. Despite its working height of 36 metres, the work platform's size during transport is amazingly low. With a clearance width of less than one metre and a clearance height of less than two metres, the operator can easily manage to get it through a standard door.

It also has an extremely small turning radius which allows it to work through and around tight bends. The carriage arm can move 180 degrees which allows work to be carried out around corners or other obstructions.



Lavendon's £28m

Lavendon Group, which owns Nationwide Access in the UK and Zoom in Germany, is raising £28 million to fund continued growth. Speaking to *Cranes & Access*, Alan Merrell, finance director, said that the majority of the money would be used to buy new equipment for the UK and Germany.

"We will buy about 3000 platforms over the next 12 months" said Merrell, adding that some had already been ordered. Of these, approximately 800 will come to the UK with 1800 going to the rapidly growing German fleets. 200 will also go to France, 100 to Spain with the rest going to Lavendon's

Middle East operation.

The group also announced preliminary results for the year ended 31st December 2000. These showed pre-tax profits of £11.9 million as compared to £8.5 million the previous year and turnover of £68.5 million as compared to £45.2 million the previous year.

Liflux for Russon

After months of speculation about possible links with various access manufacturers, Russon Access has confirmed that it is representing Germany's Liflux. Alan Russon told *Cranes & Access* that he made the decision after visiting the factory and seeing the wide range of equipment the company had to offer.

Liflux makes the world's largest scissor lift platform, the SL 320-30D/4wd-sp which has a platform height of 32 metres to which an additional 6-metre "mini-platform" can be added. The company also offers a full range of small and medium sized units which will be on display at this year's SED.

● Liflux belongs to Potain which has just been bought by Manitowoc (see article on page 15).

A-Plant in personnel lifting

A-Plant is expanding into the personnel lifting market following the purchase of 100 new VP20 personnel lifting units. With a stowed height of only 1.97 metres ensuring easy access through most pedestrian doorways, the VP20 platform can operate within its own footprint and offers a numbers of advantages for work in confined spaces.



Name change

The Mobile Cranes division of Mannesmann Dematic AG has been renamed Demag Mobile Cranes GmbH. At the same time the company has reported a 20 per cent increase in annual turnover worldwide to €575 (£360 million) in the year to 31 December 2000. At the same time, the total number of employees (including apprentices) reached 1980.



Moves at Aberdeen Crane

Aberdeen Offshore Crane Engineering celebrated 15 years in business recently with the announcement of a new chairman and managing director. The family owned company sees founder Bob Glatley move from managing director to chairman and his son Scott takes on the role of managing director.

What's On

UK

SED 2001 SITE EQUIPMENT DEMONSTRATION

UK's largest construction exhibition

May 16-19, 2001
Milton Keynes, UK
Tel: 0208 652 4659
Fax: 0208 652 4804

INTERNATIONAL

BAUMA 2001

The big one! The largest construction equipment exhibition in the world – book now to be sure of a hotel room! April 2-8 2001. Munich, Germany.
Tel: 0049 89 949 11348
Fax: 0049 89 949 11349.

THE 6TH NORTH SEA OFFSHORE CRANES CONFERENCE

Aimed at the North Sea offshore crane industry
April 25-27, 2001
Stavanger, Norway
Tel: 0047 2294 76 50
Fax: 0047 2294 76 50

SAIE

Italy's leading construction equipment exhibition and the ideal place to catch up on the latest loader crane and powered access technology.
October 17-22, 2001
Bologna, Italy
Tel: 0039 51 282 111
Fax: 0039 51 282 3322

CONEXPO-CON/ AGG 2002

The US's largest construction equipment exhibition is held in Las Vegas every three years. A heady combination of construction and gambling in one of the world's most extraordinary cities. March 19-23 2002. Las Vegas, USA.
Tel: 001 414 272 0943.
Fax: 001 414 272 2672.

JLG to expand

JLG has announced that one of its near term goals is to establish European sourcing or manufacturing to mitigate the adverse effects of foreign currency exchange rates, particularly those involving the Euro. Longer term, the company is planning to double sales to \$2 billion over the next five years and to maintain a debt to capitalisation ratio of 35 to 45 per cent.



Book now for **SED 2001**



Now is the time to register for the SED Cranes and Access village held in association with *Cranes and Access*. The show starts on May 16th.

A visit to SED's Access Village is sure to meet every lifting and hoisting need. Whether you are buying or hiring there's a lot to choose from amongst the many exhibitors located in this specialist zone. Non-powered access, scaffolding, ladder systems and support equipment also feature, alongside harnesses and safety gear.

Upright UK, a seasoned SED exhibitor, will be offering some of the most advanced access products currently available. Power platforms, aluminum towers, compact vertical mast lifts and electric scissors feature in the Upright range.

Scanlift Ltd will be back again this year showing the company's range of lifting equipment. Crane forks will be on display, as will the ever-popular 1311 mechanical scissor grab. Cormach Cranes is also putting in another appearance.

At this year's SED Haki will be focusing on its comprehensive range of GEDA hoists and the company's Universal modular scaffolding system. The GEDA 1500 ZPP rack and pinion operated hoist will be shown and demonstrated, operating via twin masts, it can lift a total of 1500kg – in any combination of both men and materials.

Additional Haki exhibits include the GEDA Combilift 200Z rack and pinion hoist, which offers an optional vertical or inclined installation, rope hoists featuring 'anti-twist' devices and over 80m of lifting capability, and the company's versatile scaffolding, canopy system and the Hakistair staintower.

SED regular

Other SED regulars include Blue Line Access Ltd, the national dealer for Bronto Skylift truck-mounted platforms, Dino Lift trailer mounted platforms and Scanlift aerial work platforms. Haulotte UK is back, after a year's absence, showing a range of articulated booms and scissor lifts.

Cranecare Ltd is one of the new additions to SED and will be demonstrating a range of small hydraulic cranes that fit on or inside a vehicle. Also on show are remote controls for use with cranes and other machinery, manufactured by the market leaders, HBC. Other equipment on the Cranecare stand will include kuplex chain and components and an assortment of lifting gear.

Brand new products are also a major draw to the show as SED, now in its 35th year, has firmly established itself as the place to launch new kit onto the UK market. You can be sure that the Cranes and Access Village will have its fair share of new machinery.

Genie has once again worked its magic and will be showing for the first time in the UK its new range of Big Deck Scissors.

The GS-4390 has a working height of 15.1m with a lift capability of 680kg. The GS-5390 has working height of 18m and a lift capability of 680kg.

Russon Access Platforms announced back in January that it had signed an agree-

ment with German manufacturer Liftlux to distribute its range of scissor lifts in the UK and Ireland.

Alan Russon says that Liftlux is close to acquiring a boom manufacturer, and that Russon Access will be distributing its products throughout the UK and Ireland, once the deal has been concluded. Watch this space!

Russon will be showing for the first time in the UK, two new models of scissor lifts. The first is a 69ft platform height, 4' wide battery powered machine, and the second is an 85ft platform height diesel powered machine, with a 32ft extended platform length.



The list of exhibitors continues to grow as the show approaches. Versalift Distributors UK, Snorkel International, Skyking Equipment, Promax Access Ltd, Layher Ltd, PM Cranes and the LGH Group, have all committed to exhibit at this year's event.

● SED 2001 runs from the 16th-19th May, at Fen Farm Milton Keynes. The Cranes & Access village is held in association with *Cranes & Access* and we will publish a full guide in our next issue. To pre-register for 'fast track entry badges', visit the SED web-site www.sed.co.uk or call the ticket hot line on 0870 4294374.