

Hiab's big launch



Hiab has launched a new family of cranes following two years of concentrated research and development. The XS range is launched with the XS122, XS144, XS166 and the massive XS700 with capacities ranging respectively from 11 to 13 tonne metres, 13 to 15, 15 to 17 and the awesome 70 tonne metre.

A choice of options and variants such as controls, boom configurations, the capacity and safety features suited to particular applications are available in each model.

Hiab's marketing manager Anders Hannson said that the development programme for

the new XS range started with the objective of satisfying all current and emerging market needs and desires. "We knew that if we intended to stay one step ahead of the competition that we needed to introduce new equipment and also that this should focus on flexibility in specification and customisation. This is our biggest and most significant investment in 20 years."

He added: "By the time we had added the benefits of the state of the art hydraulics and the new structure design, we knew we were looking at a massive advance in crane technology."

The most significant development is Advanced Duty Control. On board electronic intelligence gathers operating data from the crane's hydraulic and control systems for the first few minutes of the job and uses this to identify what type of work is being done. It then distributes power optimally to the various functions being used by the crane for that particular job, so that maximum efficiency is achieved. For instance in a straightforward lifting/loading task, the more complex hydraulic functions are not required, so power can shift from these to the main lifting axis. This gives the crane greater lifting capacity, so that the work can be completed in fewer lifts.

The electronics are also used to ensure safe operation at all times. Using a Hiab developed system called SPACE, the operator is warned when safety limits are approached, and if the limits are exceeded the crane is automatically brought to a gentle stop.

David Earle, sales manager for UK dealer Partek Cargotec, believes the new range looks promising as far as sales are concerned. He told C&A that two customers had already expressed interest in the XS 700.

Haulotte to buy Terex plants

Haulotte has signed a letter of intent for the acquisition of all the European platform elevator businesses of Terex. The exact figure has not been revealed but is less than €15 million (£9 million). The deal covers the former Simon factory in Cork, Ireland and the Holland Lift facility in Hoorn, the Netherlands.

The deal gives Haulotte an additional production capacity of about 3000 platforms a year and is in addition to a new factory just opened at Reims in France. The Reims factory is Haulotte's fourth facility and covers 12,000 square metres. It is dedicated to the production of the Compact range of industrial platforms. Speaking at the opening of the new factory, Pierre Saubot said the company would open two more factories during 2001.

Haulotte hinted at a possible future deal with Terex whereby Haulotte products could be sold by Terex in the US while Haulotte could sell Terex's US-built platforms in Europe: "A cross-distribution agreement would be the logical consequence of the deal, and would strengthen both the product ranges and the competitive positions of the two companies on both sides of the Atlantic" said Haulotte.

Commenting on the Terex deal a company statement described Terex's European platform division as having been "short of critical mass" and predicted that "substantial industrial and commercial synergies" would occur through integration with Haulotte.

Ainscough to buy Initial GWS

It seems that the long awaited sale of Initial GWS's fleet to the Ainscough Group was about to go through as C&A went to press. If the deal is confirmed it will make the Ainscough Group the largest mobile crane owner in the UK. Hewden headed the number one spot in C&A's Top 10 Survey (see vol 2.4) with 382 cranes. Initial GWS has a fleet of 370 mobile cranes and Ainscough Group

has around 237.

The deal will give Ainscough, which has 15 depots, a further 25 depots and a total of 1200 employees, if it buys the whole of Initial GWS.

It is widely believed that there could be 8 to 9 per cent redundancies in areas where there is duplication such as maintenance and administration. One head office will almost certainly be closed.

Martin Ainscough, chairman

of the Ainscough Group, was unavailable for comment and Charles Grimaldi, head of public affairs, for Rentokil Initial, declined to comment on the likelihood of the deal going through.

● David Barrass, former managing director of Initial Plant Services, has left Rentokil Initial. He is now European managing director of Allied Worldwide which includes Pickfords and Pickfords Vanguard in its portfolio.

Terex to assemble CT at Peiner

Terex Lifting has announced that it will sell the CT range of cranes as Terex Cranes or TC for short, but that they will be built at its Peiner tower crane facility in Trier, Germany. Steve Filipov, general manager for Terex Lifting, said that the booms for these cranes will, however be built in the PPM facility in Montceau les Mines in the South of France. There will initially be four models,

the TC500, TC700, TC800 and TC1000 with the number in each model corresponding to the rating in US tons. Filipov added that none have yet been sold as the TC range is set to be launched at Bauma next year. Production of 50 units is planned over the coming year.

No big design changes will be made to the TC brand but there will be cost reductions

of around 20% on some components because of Terex's purchasing power.

● Terex PPM recently showed customers the prototype of its new ATT 400-3 at an open day at its Montceau les Mines factory. The series 3 features a new boom and chassis to get the gross vehicle weight down to 24 tonne or 12 tonne per axle to comply with European road regulations.

What's On

INTERNATIONAL

ARA CONVENTION 2001

US show with international significance for the access industry
February 26 – March 1 2001
Orlando, Florida
Tel: 001 309-764-2475
Fax: 001 309-764-1533

HIREX 2001

February 27-March 1 2001
NEC, Birmingham, UK
Tel: 0870 7511550
Fax: 0870 7511525

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

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

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



Surrey-based Power Platform Services has put its first Skyking access platform into service. Managing director Simon Burren said that PPS's key requirement, which the Skyking 229TJ was able to meet, was for maximum boom extension – vertically and/or laterally – from a machine sufficiently light and compact for mounting on a 7.5 tonne GVW truck chassis that required no HGV driver qualifications.

Aichi brings in SP21

Japanese manufacturer Aichi Corporation is planning to enter the wheeled telescopic boom market in Europe with 18 and 21 metre platform height models next year. The

machines, which will be available in March, have four wheel drive and oscillating axle as standard. Both the 18 metre and 21 metre machines will be available with or without jibs.

MBO at Sparrows Offshore

3i and the four Aberdeen-based directors of Sparrows Offshore Services have led an institutional buy out. The deal valued at £10.5 million sees the management and their institutional partners 3i acquiring the business from Rentokil Initial in a transaction facilitated by investment bank Simmons & Company International with a debt provided by Bank of Scotland.

Sparrows managing director Ken Scott said: "We are excited by the business opportunities afforded by this greatly increased influence over our own affairs."

Call for speakers

The Norwegian Society of Lifting Technology is calling for papers for the 6th North Sea Offshore Cranes Conference. The conference will be held in Stavanger, Norway from the 25-27 April 2001. If you wish to present a paper please send your summary which should be no more 200-300 words: to Marianne Nordli, Norwegian Society of Lifting Technology, PO Box 2585 Solli, N-0203 Oslo or email servicekontoret@tfsk.no



A-Plant has hired out a total of 11 scissor lifts and access booms, including the new 450AJ Articulating Boom Lifts from JLG to the Rail Division of Fitzpatrick in a £6 million rail contract in South London

New access group

A new access group has been set up by the Construction Plant-hire Association despite the reservation of some members who believe that it will end up duplicating the work of IPAF. John Varcoe, training manager for the CPA, said that it had been set up in response to requests from CPA members and that the formation of the Access Platform Interest Group (APIG) had been planned for some time.

Varcoe added that for some months prior to the meeting, IPAF had been requesting that IPAF members should be permitted to use CPA Model Conditions of Hire. More recently, the CPA has been making approaches to IPAF to start talks about amalgamating the two organisations. It will be

necessary for all members of IPAF to approve any amalgamation but, whatever the outcome, there is a new determination within both trade associations to work much more closely and to cut out duplication of work, added Varcoe.

APIG is already planning work on a number of projects including the updating of the CPA booklet "Inspection and Testing of Mobile Elevating Work Platforms". This was originally published in 1983 and was withdrawn from sale prior to the implementation of the Lifting Operations and Lifting Equipment Regulations (LOLER) 1998. It also resolved to lobby and get clarification on whether other types of MEWPs such as van mounted MEWPs are permitted to use rebated fuel.

Focus outward not inward

Bill Lasky, president and chief executive of JLG industries, urged the access industry in his keynote speech at Apex in Maastricht to focus outward to the end user rather than inward.

He also called on the access industry to embrace consolidation rather than resist it and warned those who continued to focus inward that they would miss out on opportunities. Manufacturers and hirers

JLG's Bill Lasky makes keynote speech at Apex



should realise that the real power lies with the end users said Lasky who asked them to see how they can better serve the needs of end users and expand the market place.

Last chance to buy R-B

This could be the last chance for buyers to purchase UK crawler crane manufacturer R-B International intact, according to administrator PriceWaterhouse Coopers. Joint administrator Richard Rees, said the company that went into administration this

summer following financial difficulties, could be broken up and sold piece by piece this side of the calendar year. "We have had discussions with a prospective purchaser, but things are going much more slowly than we hoped," he added.



Ainscough recently helped car giant Jaguar at Halewood in Merseyside with a refurbishment programme. Part of this work involved the exchange of 120 tonne press crowns. Ainscough used the 900 series Lift'n'Lock octagonal boom gantry which made light work of the lift. The accurate positioning of the column keyways was made possible utilising the system's 12 metre lifting height and unique side shift facility.

NEWS



Sarens UK recently completed a challenging contract for Offshore Fabrication company KYE Lowestoft. It provided consultancy, planning and all the necessary transportation equipment and craneage for two turnkey lift and transport operations at KYE's fabrication yard. The operation involved transporting two topsides, on 12 axle lines of self-propelled Kamag trailers from the KYE fabrication shop to the quayside. The topsides were then lifted onto the barge, using the Gottwald AK680 and a Demag CC2400 as the trailing crane.

IPAF calls for VED cut

A call by the International Powered Access Federation for Chancellor Gordon Brown to return truck-mounted platforms to a Special Vehicle categorisation with a Vehicle Excise Duty set to the same rate as mobile cranes, may be considered by the Government.

Gordon Brown announced in his Autumn budget that the Government has published a consultation paper on lorry VED with a questionnaire. This indicates that the whole issue of VED is still in the melting pot, according to Paul Adorian, managing director of IPAF, who wrote to the Chancellor.

Adorian added that IPAF would continue its campaign to get a reclassification of truck-mounted elevating platforms until it got the right result. The wrong reclassification had resulted in raising VED from the previous special rate (between £130 and £150) to as much as £4,000 on larger units, he said.

Skyjack sells Grove

Grove booms are now available from Skyjack UK, a new company set up to market Grove booms and Skyjack scissors in the UK and Ireland. The company's general manager is Martin Davies and a number of ex-Grove Manlift employees have been employed. The re-organisation is part of a worldwide "Strategic Alliance" between Grove and Skyjack – a result of the changes is that Russon Access Platforms no longer acts as Skyjack UK dealer.

At the same time Grove has announced that Samuel Walker & Sons will now handle all its crane aftersales service in the UK. Walker had previously been responsible for Grove cranes in Scotland, but that role has now been extended to

cover the entire UK.

The changes have led Grove to close its Bicester sales and service facility with the loss of around 40 jobs.

Grove Worldwide has also axed 260 jobs at its Manlift facility in Shady Grove, US. Jeff Bust, chairman of Grove Worldwide blamed consolidation and a shrinking customer base, as well as the strength of the dollar on the fall in profitability. He said: "In the financial year 2001 and beyond, we will focus our [Manlift] production capacity completely on our larger articulating and telescopic boom products" and that the company would continue to look for strategic partnerships and alliances.



Contractor Shepherd will soon be using Hewden tower cranes following the award of an approved supplier contract. Hewden director Ray Ledger said: "We're delighted to have secured another preferred supplier appointment".

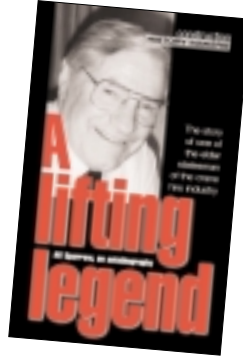
NEWS

Book Review: Ainscough on Sparrow

The Autobiography of Alf Sparrow, entitled "*A Lifting Legend*", is the very human story behind a very public name (writes Martin Ainscough). It is a story of humble beginnings and how hard work and determination can lead to great success. Moreover, the book emphasises again and again the importance of employing and rewarding good people and enthusing team work throughout the business. Our own crane hire business was only just beginning in the mid-1970s by which time the Sparrow's name was known throughout the land and we would marvel at the scale and achievements of their business. Talk of cranes working in the off-shore oil industry, Middle East and the States was fascinating to us as we rarely ventured outside our northwest homebase.

What came through again and again was Alf's determination to be firm but fair with his workforce who he saw as one big family and I think we can all learn valuable lessons from this book. The Sparrow's reputation prior to the take-over was one of quality and I would recommend that anyone involved in the crane hire business should read the book and take Alf's advice to put the safety and welfare of their people first.

● *Alf Sparrow-A Lifting Legend* – a 172 page book with photographs- is priced at £17.95 and can be ordered from the KHL Bookshop on: Tel: 01892 784088. Fax: 01892 785286 or directly over the web at www.khl-bookshop.com



News highlights

● **UpRight UK** has launched its web site: www.upright.co.uk. The site provides quick, easy reference to information on the company's full range of UpRight powered platforms, aluminium tower systems and the bespoke access capability of its Special Products arm.

● **Dexhoff International**, well known for its range of high-tracked dumpers, has entered the access market with the launch of a pair of compact tracked platforms offering working heights of 10.5 and 12.5 metres. Named the Traccess 1050 and 1265, they are manufactured by Hinowa of Italy.

● **Patton Construction** has taken delivery of an Arcomet T25A Tower Crane from **Vanson Cranes**.