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Tanfield Buys UpRight

The Tanfield Group, owner of Aerial Access acquired the powered access business of UpRight International Manufacturing Ltd. The deal, valued at €10.5 million, includes UpRight's distribution operations in the USA and Japan, in these markets Tanfield will take over the sales and distribution of UpRight alloy scaffold towers. It will also take over the UpRight UK distribution operation in Telford.

The transaction was signed on the 26th of April and is subject to a 30 day consultation period, which will include negotiations with between 60 and 65 employees who are part of the powered access business. Tanfield has said that, at least in the short term, it will continue to

produce the UpRight products in the existing Dublin plant. Tanfield is however in the process of setting up a completely new assembly plant for its access division. Once that is up and running it is certain to add the UpRight products to that plant, dual sourcing in order to bring down current lead times.

Arnie Dirckinck-Holmfeld, who currently leads the UpRight sales efforts, is staying with UpRight with responsibility for the scaffold sales and marketing, as will most of the sales staff. Tanfield has hired Richard Tindale, a previous UpRight marketing manager, as its access product and business development manager with responsibility for product development and distribution

strategy. It is now seeking additional sales and technical staff.

Roy Stanley, chief executive of Tanfield, said "The acquisition of UpRight represents a considerable step change in the scale and range of our aerial access offering. It will make us a truly global player in the powered access industry and offers opportunities for other Group products. The transaction follows in our successful acquisition strategy of identifying quality, complimentary products which are not being properly capitalized on by their current owners. We expect this deal to result in a strong uplift in profitability and to be earnings enhancing on a two-year view."

Noel Corcoran, managing director of UpRight, said: "The separation of

the two entities in this way will allow each party to specialise in one arena. In both cases, this will significantly increase the level of investment and support available for each product range and brand."

The most popular UpRight models at the rear of the Dublin plant.



UpRight at the recent Intermat show.

1,000 telehandlers for Fork Rent

UK based Fork Rent, seventh in the 2005 C&A Top 10 UK/Ireland telehandler hirers, has placed and order for 1,000 telehandlers, the largest single order ever placed for JCB Loadall's. The order is for a variety of different models for delivery over the next two years. (See full story page 22)

Fork Rent has ordered 1,000 JCB Loadalls



Holland Haulottes

Holland Lift has sold the intellectual rights for three of its 1.2 metre wide, narrow scissor lifts to the Haulotte group. The three models, from the N-EL12 range, have 12, 14 and 16.5 metre platform heights, the largest of which is the N165-EL12. Haulotte will manufacture the Holland Lift products and sell them as part of its own product range, using the Holland Lift model numbers. In the short term Holland Lift will continue to build the three models at its Hoorn plant for its own customers and distributors.

Once the Haulotte production is up and running and had time to settle down, most likely in 12 months, Holland lift will cease its own production of these units and source Holland lift versions of them from Haulotte. (Full story and comment on [Vertikal.Net](#))

Haulotte has bought the rights to three narrow aisle Holland lift models.



AFI buys Alan Drew

AFI the Wakefield based aerial lift business led by David Shipman, has acquired Alan Drew Ltd. Established in 1974, the company operates a fleet of 150 booms and scissors from Watford, Milton Keynes, Woolwich and Loughborough. These units have been integrated into AFI's rental fleet, which now numbers some 2,400 units and is budgeted to grow to 2,700 units, as part of a £10 million expansion programme being undertaken this year.

AFI revenues were in the region of £16 million last year and it expects to exceed £20 million this year. Alan Drew will probably represent approximately £2 million of that. The alloy scaffold and other non powered access business of Drew's will continue to be run from the Woolwich and Watford branches in the immediate future.

Terex acquires Chinese crane maker

Terex has acquired a 50 percent interest in Sichuan Changjiang Engineering Crane Co Ltd based in Luzhou, Sichuan Province, China. Changjiang Crane is China's (and thus the world's) third largest producer of truck cranes with a range from eight to 160 tonnes lifting capacity.

The senior management of Changjiang Crane will retain the remaining 50 percent interest in the company. The deal allows Terex to purchase the rest of the company as soon as Chinese regulations allow. Changjiang Crane will become an integral part of the Terex Crane group

with its results consolidated into the Terex Cranes business segment. The current CEO Mr. Wang Li, will remain in that position. Chinese regulations currently limit foreign companies from owning more than 50 percent of on-highway vehicle producers.

Steve Filipov, President of Terex Cranes, said "There is significant opportunity to grow this business both inside and outside of China, and over time we hope to utilize its supply chain to improve our component costs globally. We plan to apply engineering and operational resources to help Changjiang Crane accelerate its product and manufacturing development, building upon the accomplishments of the existing management team."



Ron Defeo at the Intermat press conference discussing the Changjiang acquisition.

Terex Bendini to add crawler cranes

Terex Bendini has said that its new telescopic crawler crane, the 45 tonne, TCC 45, shown at SAIE in October, will go into production this month. It has also announced plans to add two further models to the range later this year, a TCC 40 and a TCC 60.

The company says that demand for this type of telescopic crawler crane for use on "tricky soils", is rising. So far four TCC 45 cranes have been ordered for work in petrochemical type applications in the "Near East".



The Terex-Bendini TCC45



Dougie and Ian McGilvray with H. Pfister head of sales and Anton Matt Regional sales manager UK for Liebherr Nenzing.

Weldex places £3.6 million order with Liebherr

Inverness based crawler crane rental company, Weldex placed a £3.6 million order with Liebherr Nenzing during the recent Interimat show. The order is for six new crawler cranes, including four 160 tonne LR1160's and two 200 tonne LR1200's. The LR1160's are repeat orders for this model, while the 1200 are the first of these units to go into the Weldex fleet. The order brings the total number of Liebherr's owned by the company to 40, all of them purchased in the past six years.

Weldex managing director Dougie McGilvray and son Ian negotiated the deal on the Liebherr stand at Interimat and sealed the deal in style with a toast of Laphroaig Quarter Cask single malt.

New plant for Trojan Battery

The Trojan Battery Company is to add a 13,000 square metre manufacturing plant in Sandersville, Georgia, to the three plants the company already operates in California and Georgia. Construction will commence in mid-summer with completion by September 2007. Employment will initially be around 70, increasing to more than 200 within three to four years.

Trojan Battery president, Rick Godber, said "additional production capacity is needed because of rapid expansion of the company's markets for batteries used in golf and utility vehicles, boats and RVs, renewable energy systems and aerial work platforms".

Godber also said that expansion of the company's two plants in Santa Fe Springs, CA, and Lithonia, GA, is impractical because of space limitations. The new plant will be erected on a 20-acre site with easy access to the highway between Sandersville and Augusta.

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Manitou surprises with scissor boom

Manitou surprised everyone at Intermat with the launch of a telescopic boomed entry into the big scissor lift market. The new model, the 150TP, is a four wheel drive, four wheel steer lift with side to side telehandler type frame levelling, front mounted stabilisers and a 1,000kg lift capacity. The platform is 2.3 metres wide and extends from five metres to 6.3 metres long. Maximum platform height is 13 metres.

The 150TP uses Manitou's 13 metre telehandler boom and an automatic load calculation system allows the platform to be placed into any position provided the load on the deck is not too heavy for



The Manitou 150TP has telehandler type frame levelling.

the outreach. Gross Vehicle Weight is 8,000kgs.

The telescopic boom allows the platform to be extended forward taking it completely outside of the machine base at lower heights. When the retracted boom is raised to its maximum angle, a substantial cantilever is provided over the rear of the chassis. In this manner the platform can cover a full 12.6 metres of longitudinal area without moving the chassis.

While this is a radical approach for a European producer, this type of lift has been available in Japan for many years, and back in 1993, UpRight built a very similar device, fitted with its Speed Level



The Manitou 150TP provides up to 12.6m of horizontal coverage from fixed location

mechanism. The big advantage for this format is a very low closed platform height that does not increase as boom sections are added for greater reach.

The downside for this concept has always been a high GVW and a high cost. In Manitou's case, while the weight is between one and two tonnes heavier than many scissor lift products, it is similar to the heavy duty products of Holland Lift and Liftlux, which offer similar lifting capacities. As to the price? Well Manitou has an advantage in that it has been designed with telehandler components and it makes or buys those in significant volume, which might

help price it well below the Japanese products of the past.



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Sarens installed the 524 ton, 64m high by 46m wide Olympic Arch for the Winter Games in Italy. The arch, fixed by two hinges to its foundation, was lifted to 85° by 500 and 600 tonne crawler cranes. Four 185 tonne strandjacks then rotated the arch to 100°, where the cranes helped install the arch at its final angle of 114°

Esta awards

The European crane and heavy transport association held its annual awards dinner during Intermat, the event was attended by 300 crane and heavy transport professionals from all over Europe, with a further 100 disappointed due to space limitations at the venue, a barge restaurant on the Seine. Marcel Cochez won the individual achievement award for his services to the crane industry. The winners of the over 100 tonne, Crane job of the year, were:

- First place:** Sarens of Belgium
- Second Place:** Mammoet of Holland
- Third Place:** Mediaco of France

And the Under 100 tonne, crane job of the year:

- First Place:** Mammoet of Holland
- Second Place:** Saan, also from Holland
- Third Place:** BMS of Denmark

Next year's event at Bauma.

Christian Jaques Vernazza, president of ESTA and CEO of Mediaco, said that he hoped that at least 600 would attend next year's event on April 26th in Munich during the Bauma fair. In the UK all members of the CPA can enter the annual crane job of the year and attend the dinner.

Loader crane driver jailed - mechanic cleared

The driver of a truck and loader crane was jailed for 20 months at Guildford crown court in April, following the death of a six year old girl in 2004. Malcolm Lane, 45, of Worth, Sussex, was jailed after pleading guilty to causing death by dangerous driving on September 29, 2004.

Mechanic Stuart MacMillan, 25, was cleared in March of aiding and abetting.

Lane had just delivered a load to a builders merchants when the crane's outrigger came loose and swung out hitting a mother and four children on the pavement. The retaining brackets were broken, so Lane had used a length of rope instead.

Six year old Freya Aldred, from Horley, was knocked unconscious by the impact. She died in hospital two weeks later. Her five year old brother Dominic suffered a fractured skull, broken leg and pelvis and facial injuries. Their mother Katharine Aldred was flung to the ground during the accident and two other schoolboys narrowly avoided being injured.

The crane was known to be in a dangerous condition before it left its depot and should never have been allowed on the road, Guildford Crown Court was told. Lane admitted he knew that the equipment was dangerous when he took the vehicle from Entwistle's depot in Purfleet, Essex. The loader crane and truck reportedly had other problems with it.

Judge John Bull QC in sentencing said: "For a mother to suffer the tragedy of the very avoidable death of her six-year-old daughter in these circumstances is something which will remain with her on a daily basis for the rest of her life. Lane was also disqualified from driving for two years after which he must take an extended driving test.

Lavendon upward trend continues

The Lavendon Group, Europe's largest powered access rental company, has issued its first quarter trading statement which shows revenues up by 16 percent. UK sales increased by 22 percent compared with 2005, through a combination of three percent organic growth and the addition of six to eight week's revenues from Panther Work Platforms and Kestrel Powered Access.

Operating margins have also increased at similar upward trend levels as seen in the second half of 2005. In Germany revenues declined three percent, but the company says that cost savings and efficiencies have reduced operating losses.

France was up 20 percent while Spain grew by 12 percent, both saw improved operating margins. The Middle East continued on its strong upward trend with sales up by 10 percent.

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Mast climber collapse kills three

A Fraco Mast climbing platform collapsed into a Boston Street in early April killing two workers and a doctor who was parking in the street below. The general contractor, Macomber Builders has been cited by US Occupational Safety and Health Administration, more than 10 times since 2004, including more than five citations for "serious" scaffolding or fall-protection issues. In this case it seems corners were cut in the dismantling procedure. The builders were placing the last blocks in the façade while the mast

climber team, which included factory trained personnel, removed all of the wall ties while the mast was still at its full 14 storeys height. It then simply toppled over backwards into the street.



Blatant corner cutting killed three in Boston

Milton Keynes scaffold collapse

This scaffold collapse killed one and caused serious injuries to two others.



Scaffold made the international headlines in April, when 15 storeys of scaffolding on a new hotel under construction in central Milton Keynes, UK, collapsed trapping three workers, one of whom died as a result of his injuries a few days later.

There were over 200 construction workers on site at the time, but most were able to escape. The short side of the large 90 degree scaffold fell over backwards, in

high winds. The HSE investigation is now centring on possible overloading. It seems that the section of scaffold that came away from the wall, was stacked high with roofing tiles.

Scaffolder North Notts Scaffolding was the first to come under the intense media focus, due to a 2002 prohibition order issued against it by the HSE. This was for a damaged lanyard rather than scaffold irregularities. The situation going to press has the main contractor, McAleer and Rush and North Notts scaffolding publicly accusing each other. Meanwhile very little work has been carried out at the site in the four weeks since it happened.

First Leo 30T delivered

The first Teupen Leo 30T tracked access platform to arrive in the UK, has been delivered, complete with a Mercedes 7.5 tonne Vario truck, to Aspect Access of Harrogate. Teupen's UK distributor, Ranger Equipment, took the order and commissioned the machine. The truck configuration chosen by the customer will enable the platform to be used either as a truck or self-propelled track mounted lift, for maximum versatility.



The first Leo 30T Truck/Track mounted lift goes to Aspect Access.

UNIC to sell telescopic loader cranes in Europe.

Unic Cranes Europe is to market Unic telescopic loader cranes in Europe later this year. The company showed a V500 series model with 17.3 metre six section boom at the Intermat exhibition in Paris. Yasuhiko Katsu, vice president and Steve Furukawa, export marketing manager of Furukawa Unic corporation, were on hand at the stand to discuss details with potential customers.



The Unic V500 on the Intermat stand.

Manitou to sue MEC

Manitou has said that it has started legal proceedings against MEC distributors in Europe for selling products that infringe the intellectual rights that it purchased from Mayville Engineering five years ago. Manitou purchased the European production rights, patents and designs for the MEC range of scissors, barely 12 months prior to Mayville's exit the aerial lift market.

After quitting the market, Mayville sold the production and design rights to MEC, based in Fresno California. The new company redesigned the machines to better suit customers demands and then started marketing them through Platform Sales Europe, trading as MEC Europe.

Platform Sales Europe said that it was unaware of any legal action and that if there was any infringement, the manufacturer had agreed to modify the design in order to eliminate any such breach. The legal action centres around the MEC two arm box section scissor design for use on small scissors. Manitou says that it tried to reach an amicable agreement with MEC but having failed to do so, had no choice but to protect its rights.

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SkyHigh appoints Skyking

SkyHigh recently delivered 10 of its ST-120 12 m self propelled booms to Volker Stevin Rail&Traffic.



Belgian aerial lift producer, Skyhigh, has appointed Skyking as the distributor for its vehicle, self propelled and rail mounted work platforms. The company will exhibit at least two of its products at next week's SED show.

Skyhigh has sold a number of its Land Rover and pick up mounted lifts in the UK in the past, thanks to associations with Versalift and Gardner Denver. It has not had a full line distributor before. The company has recently delivered a batch of ten ST-120, 12 metre self propelled booms equipped with lo-rider rail equipment to Dutch contractor Volker Stevin, for maintenance of overhead cables etc.

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Ainscough goes back to work

Martin Ainscough, chairman of the UK's largest crane hirer recently went back to his hire desk roots for the day, in aid of the Marie Curie-Cancer Charities 'Back to Shop Floor' fund raising campaign.



Martin Ainscough "back to the grindstone"

Ainscough reported in to Jim Fleming, Manager of the firm's Wigan depot at 8.00am. He spent the day taking calls for crane hire contracts, entering them into Ainscough's bespoke hire system, organising the crane operators and lifting equipment for the next day's Crane Hires and Contract Lifts.

He had agreed to raise as much money as possible for 'Marie Curie' by asking the Ainscough's 25 depots to sponsor him and he also

pledged to match the figure raised with a donation from the company. At the last count he had raised over £1,000.

After his hard day at the office, Ainscough commented, "It was great to go back to my roots, it's been over twenty years since I actively took a crane booking and technology has made huge changes so I learnt a lot and thoroughly enjoyed the experience".

And EPL directors get decorating

There was more than a hint of 'Changing Rooms' recently, when the senior management team of EPL Access accepted a challenge to 'makeover' two rooms on the Victoria Ward at Great Ormond Street Hospital.

The Team was set the challenge of a sponsored 'freshening up' the Nurses Staff Room and the Parents/Family Room within a day! After a brisk 7.30am start and a final frantic push in the last hour, the Team completed the challenge just in time for the Rooms to be 'officially opened' by Channel 5 children's TV presenter Kemi Majeks. Not only did the team deliver two completely redecorated and furnished rooms, but also had enough left over to present a cheque to the hospital for £2,500



The EPL team had enough funds left over to present a cheque for £2,500.

on the way

New four axle 100 tonners

During the Intermat show in late April, both Grove and Terex announced that they are developing 100 tonne four axle All Terrain cranes for launch in the next six to nine months.

Terex to introduce an AC100/4

Terex-Demag is working on an AC100/4 - 100 tonne, four axle All Terrain Crane. The main features of which are its 2.55 metres overall width, with 16.00 R25 tyres and five section 50 metre main boom. Terex says that lift capacities will be 25 percent better than the best four axle 80 tonners currently on the market. It also says that the new crane will be designed with dimensions and axle configuration that will allow units to be sold worldwide with minimum modification.

And Grove will launch the GMK4100

Grove was the first at Intermat with a 100 tonner announcement when it showed off the all new cab that the new crane will sport. While few details have been released, the new four axle crane will continue Grove's objective to make its All Terrain models as



We do know that the new GMK4100 will look like this.

compact as possible in terms of overall length. Boom length is likely to be 51 metres, similar to that fitted to the new GMK4080, possibly strengthened to offer higher lift capacities resulting from a larger counterweight. The GMK4100 is due to be unveiled in September.

Terex announce's record crane and access results

Terex has announced its first quarter results for 2006, they show group revenues up by 21 percent to €1.75 billion, with gross margins improving dramatically, pushing gross profit up by 53 percent, while net income almost tripled from \$29.9 million in 2005 to \$80.6 million this year.

Cranes up 23 percent

The Crane business did marginally better than the group with sales increasing by 23 percent to \$369 million, compared to \$299 in the same period last year. Gross margins also recovered strongly, rising from 10 percent of sales to 15 percent. The groups operating income was 500 percent up in 2005 at \$26 million. The order book for cranes more than doubled to \$634 million, over five months in terms of average delivery times. The company put much of the improvement down to strong sales of tower cranes, typically a high margin product, and an improving North American crane market.

Genie sales up 49 percent

The Genie or aerial work platform business segment of Terex, which now covers both aerial lifts and telehandlers, reported a 49 percent increase in revenues to \$458 million, for the first quarter to the end of March 2006.

Margins also rebounded very strongly to the levels that Genie was used to prior to the commodity increases of 2004-5. Gross profits more than doubled to \$117 million or 25.5 percent of sales, compared to \$53.8 and 17.5 percent in the same period of 2005. Operating income as a result increased by 275 percent to \$80 million.

The company's order book rose from \$514 million to \$660 million, although when compared to revenues, this shows a slight easing in delivery times from almost five months to just over four months.

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K-Lift orders eight more Spierings

K-Lift, the recently established mobile tower crane hire specialist has ordered a further eight Spierings cranes in addition to the six it ordered last year. It will also take delivery of the first seven axle Spierings SK2400-AT7 in the UK. This new model has lifting capacities almost double that of the six axle SK1265-AT6. This first unit should arrive later this year with a second ordered for 2007. An example of the seven axle cranes capability is its ability to lift 5000kgs at its maximum radius of 42metres.

Phil Owen, joint MD of K-Lift said, "Adding the seven axle mobile towers to the existing fleet of sixty metre, fifty metre and forty metre reach towers will add strength to our operation."

K-Lift has built up a strong business in a short space of time, and while it covers a wide range of customers, it has done particularly well with renting the Spierings cranes to roofing and cladding contractors.



K-Lift has ordered eight more Spierings cranes, including two of the new seven axle models.

Liebherr Reach stacker gets independent drive

Liebherr has equipped its revolutionary curved boom reach-stacker with hydrostatic individual wheel drive, which it says, allows each driven wheel to be controlled independently, with different amounts of power directed to each wheel.



The Liebherr's axle is dramatically simplified and offers a number of operational advantages.

One of the major benefits of this system is that it can provide a steering moment from the fixed driving axle, assisting the rear steering axle, improving manoeuvrability and stability of the reach-stacker. This is particularly true when the stacker is fully laden. The lateral force on the steering wheels can, it says, be reduced to almost zero, providing a substantial improvement in tyre life.

Another advantage is the ability to maintain full power to both front drive wheels and even transfer power to the wheel with the most grip, and thus produce better traction on slippery ground. Liebherr says that it can also provide an automatic anti-slip control system.

The first reach stacker equipped with the new drive system has just been shipped from the company's Nenzing plant to the Howland Hook Marine terminal in New York.



The front fixed axle usually incorporates differential gears and mechanical parts, not on the Liebherr.

Tanfield announces 2005 numbers

Tanfield Group, the owner of Aerial access and now UpRight, has reported revenues for fiscal 2005 of £22.4 million, up from £10.7million in 2004. The improvement includes the incorporation of SEV and Aerial. Operating profit before tax was £2 million compared to a loss of £5.8million in 2004.

- **Al Jaber Heavy Lift & Transport**, the Abu Dhabi based lifting and transport company, has purchased 40 **Hitachi Sumitomo** cranes, including: 10 x SCX700, 3 x SCX900-2, 14 x SCX1200-2 and 13 x SCX2500-2.
- Tower crane specialist **Paul Phillips**, who retired last year from HTC to set up Tower Crane Consultants, is to work with **Arcomet** Belgium, selling Potain tower cranes in the UK and Ireland.
- **White Hydraulics Inc.** has changed its name to **White Drive Products Inc.** to reflect the company's changing product focus.
- **Squadron batteries**, the **Trojan battery** distributor in the UK and Ireland, has changed its name to **Energy batteries Ltd.**
- **IPS** the UK based parts and service supplier, has signed a Europe wide distribution agreement with **Equipment Parts Wholesale** of Fresno California a distributor of OEM parts established in 2001 by **Jim Tolle**.
- **Manitowoc** is to redeem the 10.3/8% notes that it issued in May 2001 to acquire **Potain SAS**. The notes were due to mature in 2011. The cost of the redemption, including accrued interest and related costs will be around €195 million. The debt represents 44 percent of Manitowoc's long term debt.
- **Bison-Palfinger** has delivered 18 of its TKA truck mounted lifts to the Lithuanian energy group, **VST**. The deal includes three TKA 16, three TKA 28 KS and 12 x TKA 19 KS units. The new platforms will be used to carry out service and repair work on the country's energy supply network.



18 Bison-Palfinger TKA lifts sold to VST

- **Dave Baxter** has been promoted to the post of director of North American marketing and market Development at **JLG**.
- **Facelift Access Hire** has taken delivery of 30 more HA16SPX boom lifts from Haulotte
- Dutch based rental company **Siesling BV** has ordered a new 70 metre **Bronto Skylift** S 70 XDT. Its existing fleet is largely made up of **Pagliari** truck mounts with heights of up to 46 metres.
- **JLG** has appointed new recruit, **Jonnie Dawson** as sales director for European telehandlers, while **Maurizio Riso**, moves to the new post of "product parent" for the **Caterpillar Alliance group**.

- **Martin Davies**, previously MD of Skyjack Europe, has joined **Oil&Steel UK**, as its sales director. Davies retired from Skyjack in early January in order pursue his photographic career...
- **The Manitowoc Crane Group** has become one of the first equipment companies to provide information via an audio pod cast, the company made a series of interviews with its product managers available for downloading during Intermat.
- **Jorma Nyysölä**. A senior director for many years with **Ramirent**, has finally retired from the crane and access business, leaving Rami-Rent the Finnish based rental company at the end of April. He spent his last two days visiting Intermat.



Jorma Nyysölä

- **Dr Michael Endres**, chairman of **Deutz AG**, and **Peter Zühlisdorff**, a member of the Supervisory Board for more than 10 years, will both resign at the end of the company's Annual General Meeting on 22 June 2006.
- **Dr Michael Lichtenauer** an attorney, and **Gino Mario Biondi**, managing director of **Same Deutz-Fahr** Deutschland, will be appointed as their successors.
- **SGB** is set to acquire **Cleton**, the Dutch based industrial services and scaffolding arm of **Cape Industrial services** of the UK.
- Italian rental company, **GM Noleggi**, with depots in the Bolzano, Trento and Belluno regions has entered the mini crane market with the purchase of a **Maeda** 104 and a 305 crane from Italian dealer, **Leader S.r.l.**
- A car sponsored by hydraulic hose specialist **Pirtek** and driven by Mike Jordan won the third race in the British touring car championships at Mondello Park. The win lifts Jordan to seventh place in the drivers championship and moves him up to third placed independent driver.
- **GAM** the fast growing Spanish rental company has placed 1,200 unit, €50 million, order with **JLG** for delivery over the next four to five years.
- **Rick Barnett**, MD of **Eve Trakway**, has led an MBO of the business from **Babcock International Group PLC** for an undisclosed sum. The deal was funded by **Burdale Financial Ltd**, a wholly owned subsidiary of Bank of Ireland.

- **Kier Plant** has purchased 12 **Potain** Igo self erecting tower cranes in a deal worth £1 million, it includes eight Igo 50's and four Igo 36s.
- **Richard Tindale** has joined the new **Tanfield/UpRight** business as product and business development manager for Tanfield's access sector.
- **Ken Howard** has joined **NMT** crane hire as Business Manager. The company has also been certified on the UVDB Achilles list as preferred suppliers to the major utilities companies.
- **SGB** has signed an exclusive three year agreement for the supply of access equipment to **Morrison construction** Aberdeen.
- **German safety conference**, **Vertikal Verlag** has teamed up with **IPAF** to organise a safe working at height day, dubbed **TABS** (Tag der Arbeitsbühnensicherheit) it will be held at Frankfurt airport on June 13th.
- **Wumag** has restructured its business, placing all of its access operations into a separate company from the groups other activities. The new holding company will be called **Wumag Elevant GmbH**. While the ultimate ownership of Wumag remains in the hands of the **Schroeder** family, the move is seen as precursor to a disposal. **Ludger Greskötter** has joined the new holding company as general manager.
- **Gehl** is investing \$6.5 million in its telescopic handler production facility in Yankton, South Dakota. \$2.2 million of the investment will be used to construct a 2,800 Square metre extension to the plant and \$4.3 million will be used to introduce new technology. When completed, in January of 2007, telehandler production capacity will be 50 percent greater than today.
- Merseyside based chassis lubrication specialist **LEK Vehicles** has signed an agreement with **Beka-Max** of Germany, a leading producer of central lubrication systems for construction equipment, to distribute its central lubrication systems in the UK.
- **Tim Watson** has joined notified body **PAC** as its Technical director, following the untimely death of John Hocking.
- **PAC** has appointed three new technical officers : **Robin Freytag**, **Don Nicholls** and **Tom Treble**, all will take up their positions with the notified body during April and May.



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