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Lavendon snaps up Panther & Kestrel

The Lavendon group, owner of Nationwide access, the largest powered access company in Europe, completely surprised the access industry on St Valentine's Day with the acquisition of Panther Work Platforms Ltd. Less than two weeks later it snapped up Kestrel, the Bristol based platform hirer. Further regional acquisitions have not been ruled out.

Panther Platform Rentals was ninth in the 2005 Cranes & Access Top 20 UK/Ireland access rental companies, with 1,350 units, operating from six locations with 90 staff. Revenues for the 12 months to 31 December 2005 were £10.4 million with a profit before tax of £2.1 million. The company has gross assets of £13.1 million

and net assets of £2.0 million. Lavendon paid £7 million, for the business, £5 million of it in cash and £2 million covered by the issue of 865,800 new shares in Lavendon. An additional cash consideration of between £800,000 and £3.1 million is dependent upon Panther's financial performance over the next two years. Lavendon

is funding the deal from existing bank facilities and will take on Panther's net debt of £10.3 million. Panther will initially operate as a separate brand within the Lavendon group although the company says that it will take immediate steps to "maximise asset sharing opportunities".

Richard Miller (L) and Brian Fleckney



Building brands

Lavendon's chief executive, Kevin Appleton said, "Our existing UK brand, Nationwide, has tended to be seen as a specialist for supplying larger construction projects and services customers, operating throughout the UK.

Panther, on the other hand, has built up some tremendous customer relationships in the regions around its depots, and is less exposed to the construction sector than Nationwide".

Panther is largely owned by joint managing directors, Richard Miller and Brian Fleckney, Miller said, "We believe this is a fantastic move for the customers and staff of Panther. It means we have access to resources which are unparalleled in our industry, while offering tremendous career opportunities for our staff. Both Brian and I really believe in the strategic sense of this move and look forward to being part of a management team which will change the face of our industry".

Kestrel sale predicted

Kestrel was 25th in the 2005 C&A Top hirer's chart, with a fleet of 350 units, a single location and 27 staff. Its revenues for the 12 months to the end of December 2005 were £3 million with a net profit of £1 million. Assets were £4 million gross, £1.6 million net. Lavendon paid £4.3 million in cash, with an additional cash payment of



The Kestrel team.

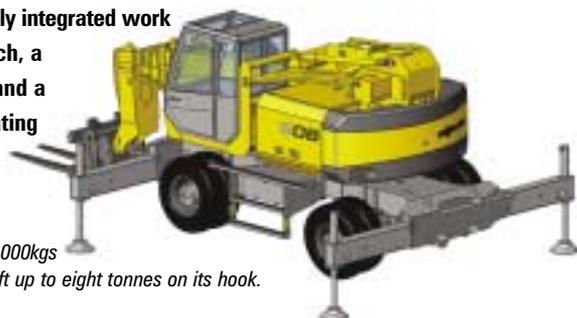
£600,000 to £2.6 million, dependent upon Kestrel's results over the next two years. It will also assume the company's net debt of £500,000.

Kestrel is managed by Mark May and Tony Ireland, who own the company along with Richard Bryan and Colin Stone. The Kestrel sale was largely expected, with several bidders having considered it. May said "We see this as a great opportunity for Kestrel's staff and customers. We have built a strong business here in Bristol over the past few years but recognised that, if we were to continue growing, we needed to find a way to offer a broader range of products and services. Becoming part of the Lavendon Group offers us the advantages of a large, national company structure but allows us to keep our business culture and customer relationships intact."

See vertical.net for full story and comment

Is it a crane? Is it a telehandler? No it's a... Sennebogen

Sennebogen has announced a radical new product that it is calling the Multicrane 608; the unit offers 360 degree continuous rotation with a 20 metre five section telescopic boom. Its principle use is likely to be as a 360 degree telehandler with forks, but the company says that it will include a fully integrated work platform, a winch, a loading shovel and a tilting and elevating operators cab.



The 608 will take 4,000kgs to 20 metres and lift up to eight tonnes on its hook.

Maximum lift capacity on the forks is six tonnes, to 10 metres height, four tonnes to the full height of 20 metres and 700kgs at 18 metres radius.

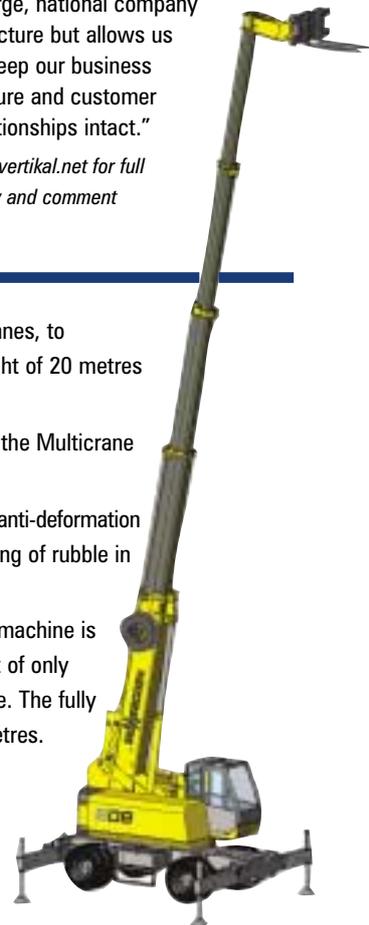
When lifting suspended loads with a winch, the Multicrane can handle up to eight tonnes.

The 608 has been designed with an oversized anti-deformation boom, in order to cope with repetitive handling of rubble in its excavator mode.

The four wheel drive, four wheel steer base machine is only 4.86 metres long, with an overall height of only three metres, although it is 2.55 metres wide. The fully extended outrigger footprint is 4.86 x 4.6 metres.

The new model has hydrostatic drive with a maximum speed of 30kph.

The Sennebogen Multicrane has a very high standard specification



Paris launch for new Grove AT's

On a cold Paris day in early February, Grove unveiled its two latest products, the 80 tonne GMK 4080-1 and 220 tonne GMK 5220 to distributors and customers.

The 220 tonne sports a 68m main boom

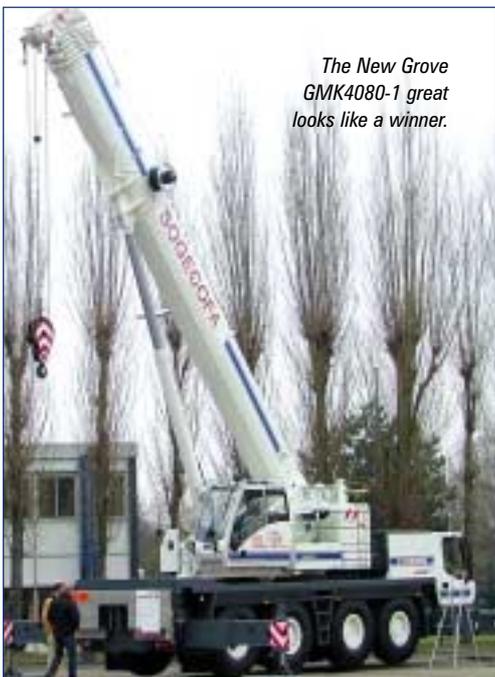
The two units were exceptionally well received, particularly the 5220 with its new seven section, 68 metre twin lock Megaform boom. The 5220's 12 to 21 metre Bi-Fold swingaway offsets hydraulically between five and 40 degrees and for greater heights can be mounted to a straight 8 or 16 metre in-line lattice extension to provide a tip height of 108 metres.

The new crane features a lightweight high strength carrier, incorporating a new hydraulic-electronic "fly-by-wire" steering system, which the company claims reduces tyre wear and improves ride quality. The 13.4 metre long chassis is powered by an 8 cylinder Mercedes diesel and includes eight wheel drive and all wheel steer. A six cylinder Mercedes powers the top. The standard counterweight of 51 tonnes can be increased to 77 tonnes for better duties. The standard unit will lift 14 tonnes to 67 metres and out to 20 metres radius.

An 80 tonner worth waiting for!

The second model at the launch was the replacement for the GMK4075-1, the new four axle 80 tonne GMK4080-1. The new model boasts a six section 51 metre main, twin-lock, boom, which lifts 6.6 tonnes at full extension and out to a radius of 20 metres. A nine to 15 metres hydraulic luffing bi-fold swingaway can be mounted to a six metre straight lattice extension for a maximum tip height of 75 metres.

The chassis length of 10.3 metres and boom overhang of 1.8 metres make it a very practical "taxi". With 9.3 tonnes of counterweight, 15 metre swingaway, 16 tonne hook block and 16:00 tyres the 4080-1 remains within 12 tonne axle loads. Alternatively in Maxi mode, 19.3 tonnes of counterweight can be carried along with the six metre lattice extension. This is likely to be the configuration for the UK. Several attendees agreed that the new model was first class, and that its only fault is that it is a couple of years late!



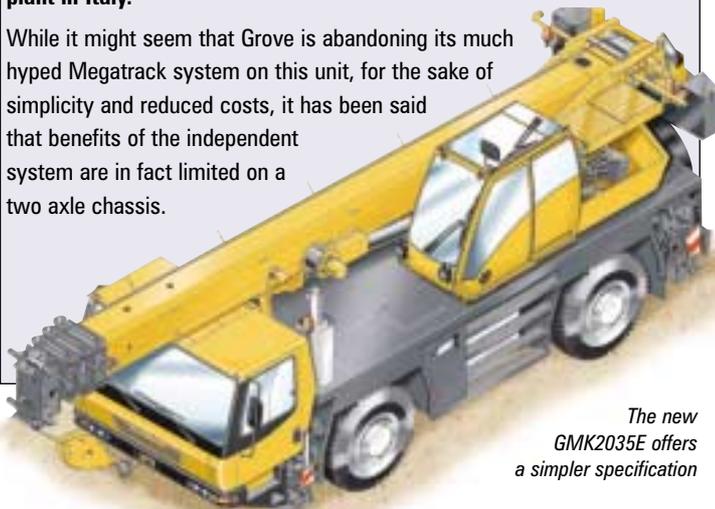
The New Grove GMK4080-1 great looks like a winner.

A Grove AT made in Italy.

A third new crane, not at the Paris launch, is a new "No-frills" two axle replacement for the GMK2035, the GMK2035E. This new 35 tonner features the same 29 metre main boom as the older unit but sheds its Megatrack suspension in favour of rigid axles with hydrogas suspension.

Out goes the hydraulic luffing swingaway in favour of a manually offset version. The new model will be built at the new Niella plant in Italy.

While it might seem that Grove is abandoning its much hyped Megatrack system on this unit, for the sake of simplicity and reduced costs, it has been said that benefits of the independent system are in fact limited on a two axle chassis.



The new GMK2035E offers a simpler specification

JLG sell Gradall division...

JLG has sold its Gradall excavator business, complete with its 40,000 square metre manufacturing facility in New Philadelphia, Ohio and related equipment, machinery, tooling, and intellectual property. The buyer is the Alamo Group Inc. which paid \$39.4 million in cash.

Alamo produces a range of mowing, highway maintenance and agricultural products including tractor and truck mounted mowing equipment, street sweepers, agricultural implements, front-end loaders and backhoes. The Company is based in Seguin, Texas. Its European operations are located in Salford Priors, England.

In addition to the purchase agreement, the companies have also agreed a supply agreement covering those components for JLG's telehandlers that are currently manufactured at the New Philadelphia facility.



The JLG-Gradall excavator, tracked version.

...And reopens Orville plant as its Parts centre.

JLG also announced that it will reopen the 31,000 square metres ex Gradall facility in Orrville, Ohio, which it closed in 2003. Telehandler engineers currently based in New Philadelphia, will relocate to Orrville, along with some component production. The company also plans to move its North American replacement parts operation there from McConnellsburg.

This latter move will free up more space in McConnellsburg for manufacturing, to help cope with the extra production capacity required to produce the Caterpillar telehandler range.

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The LTM 1060-5.1 features a 62 metre boom in a compact package.



Two New Liebherr All Terrains

Liebherr has released pictures of its two latest All Terrain cranes due for launch later this year.

The first is a two axle forty tonner, the LTM1040-2.1, the other, a five axle 160 tonner, the LTM 1160-5.1 both cranes will be on show at Intermat.

A 40 tonner on two axles

The LTM 1040-2.1 will fit into the range between the existing two axle LTM 1030-2.1 on which it is

The new LTM 1040-2.1 offers a longer boom and better duties.



based, and the three axle LTM 1045-3.1. The new crane features a 35-metre, four section full power boom, five metres longer than that of the 1030, (taking it within range of the Terex-PPM AC35L). Its lift capacities are on average around eight percent better than the 1030, rising to 25 percent in the structural part of the chart at higher boom angles.

A 9.5 metre swingaway jib is available for a 45 metres lift height while providing a maximum working radius of 39 metres. The swingaway can be offset by, 20, 40 or even 60 degrees.

Its six cylinder diesel complies with Stage 3 and EPA/CARB Level III emission rules, while the four wheel drive and steer chassis features anti-lock brakes and wheel slip control as standard.

Another compact five axle

The new five axle LTM 1160-5.1 will replace the LTM 1150-5.1, which was essentially an updated LTM 1120/1 and an aging 10 year old design. The new crane features a six section 62 metre main boom, six metres longer than the 1150, it uses Liebherr's Telematik rapid-action telescoping system.

A seven metre long lattice extension provides a raised pivot point for a 12.2 –to 22 metre folding swingaway, that can be lengthened with seven metre inserts, up to 36 metres. Providing tip heights of up to 93 metres and a maximum radius of 70 metres. The jib can be offset by 22.5 or 45 degrees. A hydraulic luffing version is also available. Lift capacities have improved by as much as 30 percent in some parts of the chart. With 11.5 tonnes possible on the fully extended main boom making it ideal for tower-crane erection and dismantling work.

The LTM 1160-5.1 has a maximum counter weight of 46.5 tonnes, 6.5 tonnes of which it can carry within 12 tonne axle loads.

The chassis of is only 12.3 m long, and features all wheel steer with the company's active rear-axle steering proving a best in class 10.6 metres turning radius. A new generation Liebherr turbocharged six-cylinder in line engine powers the chassis, through a 12-speed ZF AS-Tronic transmission.

The superstructure has a Liebherr four-cylinder power unit; both motors comply with the latest 97/68/EG Stage 3 and EPA/CARB Level III emission limits.

Straight Boom surprise from Skyjack

Skyjack surprised a few people in February, when its long trailed new boom product turned out to be a 45ft straight telescopic rather than articulated. The new boom, the SJ45T, takes the company back into this market after several years absence.

The SJ45T is available with or without a jib, providing 40 and 45ft platform heights. Dave Stewart, vice president of sales and marketing told C&A that the company had focused on maintaining its principles of simple, rugged and easy to service designs, aimed at the aerial rental industry. "The new booms feature the same off-road axles and drive train concept that we use on our larger scissor lifts. All components are easily accessible under easy to repair fibreglass covers and we have not built in any computers of fancy gadgetry" said Stewart".

The company has though incorporated its auto reverse steering system, that changes



The new Skyjack SJ45T

The all new Skyjack SJ45T



over the drive and steer controls when the superstructure is rotated 180 degrees. So that they always operate in a logical direction. The standard platform is 2.4 metres wide, with two entry gates, one on each side.



Skyjack has kept to a simple rugged design concept.

Skyjack also detailed an aggressive development plan that will include 60 and 65ft straight booms later this year, a 45ft articulating boom early next year and then a new product every four to six months, with the aim to have a full line completed within four to five years. The SJ45T will be available for European market in the third quarter.



David Slack (L) takes delivery of the first LTM1200-5.1 from John Mac-Gregor, sales manager at Liebherr

Slack buys out partners and spends £8.5 million

David Slack and his family have purchased the 50 percent of Nationwide crane hire Ltd, also trading as Crane Hire services, that they do not already own, from Bob Dickey and his family. At the same time the company has spent £8.5 million on new Liebherr cranes. The deal includes a 40 tonne LTM 1040-2.1, two 70 tonne LTM 1070-4.1's, two 80 tonne LTM 1080/1's, a 90 tonne LTM 1090-4.1, two LTM 1200-5.1's - 200 tonners, a 225 tonne LTM 1225-5.1, a 400 tonne LTM 1400-7.1. and another LTM 1500-9.1 - 500 tonner, the third in its fleet. This latest LTM1500 offers improved lifting capacities and features detachable front outriggers. In addition to the AT's, Nationwide has ordered its first Liebherr MK110 mobile self erecting tower crane. This is an MK100, equipped with 3.8 tonnes of additional counterweight to provide 110 tonne/metre rating.

The LTM 1225-5.1, is an LTM1200 which the company has specified with the standard five axle carrier (rather than the five plus tag axle). However in order to maximise its potential the company has ordered a supplemental four tonne counterweight section. Allowing it to carry 14 tonnes on board, rather than the usual 10 tonnes (20 tonnes on tag axle version). The benefit is that the additional four tonnes can be added to all counterweight configurations, giving 14, 24, and 34 tonnes etc.. In place of 10, 20 and 30 tonnes up to a total of 76 tonnes in place of the usual 72.

5,000th Crane transmissions

ZF introduced the AS Tronic automatic crane transmission system five years ago, and delivered the 5,000th unit to Liebherr at the end of 2005. The unit was installed in an LTM1200. ZF says that the AS Tronic is becoming increasingly popular with crane manufacturers thanks to its light weight, installation space, and fuel consumption.

PAT go direct in the UK

With the liquidation of Samuel Walkers Ltd, PAT the producer of OEM and retrofit load moment indicators and other electronic load sensing and weighing systems has announced its provisional plans UK sales and service.

The PAT GB sales and service team, headed by Mike Moore, previously with Samuel Walker, Dave Stebbings and Dick Kitson has joined up with PAT-KRÜGER systems, the Benelux sales and support business to work directly with UK customers.

Railway booms

Specialist road-rail manufacturer Rexquote has delivered the first of five Accessrailer-17s aerial lifts ordered by Readypower Engineering of Wokingham. The lifts combine the chassis of a Terex all wheel steer dumper, with the superstructure of the Niftylift HR17 articulated boom. The Accessrailer offers working heights of up to 17 metres and nine metres outreach, they will be used to reach elevated structures for construction, maintenance and repairs.

Travel of the machine and platform positioning are possible from the controls in the basket as well as on the chassis. The machine has been equipped with additional seats, allowing at least three workmen to travel with the lift.

The Accessrailer offers up to 17 metres working height.



Youngman launch WAHR training programme

Youngman, the newly independent access company, has launched a major training programme for contractors and other end users who need to work at height, as well as those selling or renting access equipment.

Supported by the UK's HSE, the "Knowledge" as it has been branded, is intended primarily for rental store and dealer counter staff, in order to provide them with a good basic knowledge of the requirements of the regulations and be in a position to recommend the most suitable access solutions to customers. It is also suitable for end users including small business owners and health and safety officers at larger companies.

The training includes a straightforward review of the rules, how to plan and organise the safe work at height, including how to complete any required paperwork. Duration

is a full day off site with a detailed exam at the end. There is a modest charge per delegate to cover immediate costs. Youngman plan to run a series of the courses all over the UK starting with the first in Nottingham on March 15th.

Youngman has produced a range of materials to go with its Knowledge training courses.



UK Grove and Grove Manlift parts

Manitowoc crane care has written to its customers informing them that it has put additional "operational resources" into its UK parts operation in order to cope with direct orders, following the liquidation of Samuel Walkers. It has also recruited eight service engineers from Walkers, and a parts person. The company will now handle product support on a direct basis.

If you have any problems with Grove parts or service, its Sunderland office is coordinating the situation. Its numbers are: for Parts: 0191 5222047 and for service 0191 5222000.

Versalift's Street Lighting Package allows van mounts to work over the rear without outriggers.

Street Lighting made easy

Versalift UK has introduced a new package of options on its van mounted aerial lifts, for street lighting contractors. The package allows the user to elevate the platform within a restricted arc over the rear of the vehicle, without deploying the vans stabiliser jacks.

If while elevated the operator wishes to work outside of this arc, which covers up to 30 degrees either side of centre (depending on the vehicle), the jacks can be set from controls in the bucket. Once properly set the turret is freed up for full rotation.

Versalift says that the Street Lighting Package has been developed in response to customer demand, for greater operational flexibility and the desire to work without jacks on such applications. The package also incorporates the company's "walk-in" Insulated platform and a high voltage detector.

Steve Kellett, Versalift's Commercial Manager, said: "The ideal for any user is an access platform without the need for stabilisers. We first offered this with the XS range, which offers one-person operation up to 10.5 metres work height and six metres outreach without the need for stabilisers".

"The new SLP option now brings the benefits of jack-free operation to other models in our range, such as the Eurotel range and bigger vans up to 7.5 tonnes GVW."

Chinese TOWERS

At the recent Rental show in Atlanta, two companies exhibited alloy scaffold towers produced in China. Beijing Kangde showed towers that it said were compatible with UpRight and were cold formed, while

Australian company Advance told C&A that it's Aluminium and Glass Fibre towers are now built in China.

Oil&Steel go it alone

Oil & Steel the Octopussy and truck mounted lift manufacturer, and the Platform Company have mutually agreed to end their distribution agreement. Simone Scalabrini, general export manager at Oil&Steel said "We are

now looking for new partners in the form of dealers, hire companies and regional sales representative to offer our products. The launch of our, Octopussy 1765 will also launch us into new period of growth".

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New mini telescopic trailer lift

Omme Lift of Denmark is launching a new compact straight telescopic trailer mounted lift, with a 12 metre working height and all the features of its larger models. The Omme Mini 12 has been designed to be towed behind a mid size car or small van, it weighs 1,200kg, is under six metres long, and retracts to under a metre wide, allowing it to gain access to the rear of single family homes and yet boasts eight metres of outreach.

The standard specification includes hydraulic outriggers, a 1.9 metre articulating jib and self propelled drive, allowing one person to move the machine easily over poor ground or on slopes... Being a straight telescopic, the lift not only

offers more outreach, even at lower working heights, but the tail swing remains within the outrigger footprint in all configurations. The Mini 12 is available with on board battery power or AC only.



The new Mini 12 is under six metres with a GVW of 1,200kgs

The straight boom design gives extra outreach, speed and no tailswing.

A new Russon emerges

A new Russon Access has emerged in the form of Russon Access Platforms Ltd. The new company, which has now been appointed as the Holland Lift and ManiAccess distributor for the UK, has moved into offices at The White house, Station Road, West Hagley, Stourbridge.

Until late last year Russon Access was a trading name of Gamble Jarvis Plant hire Ltd. However after the sale of the business by Ian Gamble, Alan Russon left the company. Meanwhile the new owners decided to pull out of aerial lift sales after Manitou and Holland Lift put their UK distribution up for review as is normal in such situations.



Russon Access and Manitou recently hosted an Access Link meeting at Manitou UK's Verwood facility.

Russon is joined in the new venture by Russell Rowley on sales, Mel Neal, as office manager and Ian Day on service. In spite of the difficulties imposed by the changes of the past six months, the two manufacturers both had record years in the UK, with the UK becoming their largest export markets.



The Nifty HR12 4x4 is a husky high ground clearance, high gradeability version of the standard model.

Niftylift HR12 gains muscles

It is 15 years or so since the birth of the original HR10 and 12 and while the original concept is still as popular as ever, Niftylift has bowed to demand and launched the HR12-4X4. The New product incorporates most of the proven componentry from the standard HR12, but has a new chassis with four hydraulic drive motors, greater ground clearance and a larger two cylinder Kubota 452 engine. The lift still retains its bi-Energy battery power pack, allowing it to work inside or in quiet locations and its 1.5 metres overall width.

The standard tyres are lugged tractor tread, the overall weight a very handy 3.3 tonnes and while the unit has greater ground clearance its stowed height is still under two metres.

Hewden going for Growth

Hewden Stuart Plc, the UK's largest rental company saw 2005 revenues rise by 3.2 percent to £297.1 million. Earnings Before Interest and Tax grew by 2.1 percent to £25.1 million.

Brian Sherlock, managing director confirmed the company's intention to "further consolidate its market leadership in the face of aggressive competition". "We have

no intention of standing still and will continue to move closer to our customer. A major restructuring of the company to make it more customer focused and improve services is now complete, giving us the edge as the only company able to offer a complete range of Plant, Tools, Access, Accommodation, Cranes, Hoists, Sites Services and Power Generation equipment from a single point of contact" said Sherlock.



Brian Sherlock

Heavy duty grab cranes

HMF has launched a new range of loader cranes for scrap and grab work. The new 1244, 1444, 1643-z cranes have been designed specifically for grab operations. The specification includes: high speeds, double jib cylinders, compact design, the ability to fold behind the cab with clamshell still attached, excavator duty bearing and bushes and heavily protected hoses.

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Three New trailer lifts from Bil-Jax

Bil-Jax launched three brand new articulating boom trailer lifts at the recent rental show, the 3522A, 4527A and 5533A with 11.3, 13.7 and 16.8 metre platform heights respectively. The company also has a straight telescopic 3632T which it launched last year, which can

be equipped with a lifting attachment or light duty crane work such as the placing of roof trusses. All models now feature a common control box with digital information readout, dual outrigger set lights and hydraulic outriggers with auto levelling giving a fast 30 second set up and level time. The company says that it is already well along with its CE approvals, and plans to launch its products in Europe later this year. Chuck Hutchinson, vice president of sales and marketing told C&A that the company plans to add further trailer lifts, including some larger straight telescopic models.



Bil-Jax has an aggressive product development plan.

Technical Information Notes for Tower cranes

The CPA has published a series of 16 Technical Information Notes in order to provide "best Practice" advice for tower crane owners and users.

The notes are now available on the CPA web site www.cpa.uk.net and are available for both members and non-members to download free of charge.

The Notes cover the following subjects:

- 001 Access to Tower Cranes After Commissioning
- 002 Raising and Lowering of Small Material
- 003 Tower Crane Access Procedures
- 004 Installing Wire Ropes on Winch Drums and Storage Reels
- 005 Housekeeping on Tower Cranes
- 006 Tower Crane Access Ladders
- 007 Duty Boards
- 008 Tower Crane Edge Protection
- 009 Security of Access to the Crane Base
- 010 Tower Crane Anti-Collision Systems
- 011 Attachment of Floodlights, Illuminated Signs and Christmas Decorations
- 012 Tower Crane Access Signage
- 013 Rescue of Personnel From Height on Tower Cranes
- 014 Pre-Erection Component Checks
- 015 Risk Assessment – General Access to Tower Cranes (including for maintenance)
- 016 Fall Protection Equipment For Tower Crane Operators

Fixed axle Snorkel

Snorkel has launched what it calls the TB85J fixed axle (non extending-axes) boom with 85ft (26 metres) platform height, 2.6 metre overall fixed width. With a 170 degree jib and 23.4 metre outreach it looks a handy machine and replaces the previous TB85J which had an extending rear axle to provide greater stability.

The New Snorkel TB85J has a narrower operating width, articulating jib and four wheel steer.



- **Dino Lift Oy** has appointed its current chief financial officer **Erkki Hokkinen** as its new managing director.

- **Dave Faultless**, the access product manager at **Manitou UK**, will leave the company on March 24th. He is moving to Perth Australia where he will join **Genie Australia** as its regional sales manager for Western Australia.



Dave Faultless

- **Tower prices rise.** A simple survey of major alloy tower manufacturers by C&A in February confirmed that most producers have raised prices by around five percent.

- **Airo sign Indian JV** Italian aerial lift producer Airo Tigieffe and Indian construction equipment producer ACE, have agreed a manufacturing joint venture. The new company will be held 60 percent by ACE and 40 percent by Airo Tigieffe and will produce models from the Airo self propelled aerial lift range.

- **City & Guilds inspectors** imposed a ban in February, preventing the UK's **National Construction College's** five campuses from taking on new trainees. The ban also stops the NCC signing off trainees who have already completed courses. Restrictions have been eased in March.

- **Paul Rosevere** sales director and joint owner of **Kranlyft** has finally decided to retire from the crane business. While he has tried to retire before, this time he says it is definite. He told C&A that he will finish at the end of April to tie in with the company's move to new premises. He will be replaced by **Terry Marnock**, currently the technical director.

- **Hiab**, has appointed **Harri Ahola**, currently the MD of, Hiab Cranes S.L. in Spain as senior vice president of the Loader Crane product line with a position on the Hiab management board. **Markus Hämäläinen** has been appointed as vice president, business development, Mergers & Acquisitions.

- **Independent Parts and Service (IPS)** the Telford, UK based parts and service provider, opened IPS France on March first. The French operation will be led by managing director, **Frédéric Allier**, previously technical manager at Zoom, France, a member of the Lavendon group.



Frédéric Allier of IPS France.

- **AFI** has appointed the following as account managers: **Dean Pinfold** for the Home Counties, **Andy Green** the M-4 Corridor, **Alistair Richards** for the East Midlands and **Graham Hawkins** in Hampshire.

- **The Tanfield Group PLC**, parent of **Aerial Lift**, is to raise up to £12 million through an institutional placing of new shares. The proceeds will be utilised by the company to take advantage of "certain acquisition opportunities" that are currently under consideration.

- **Ramirent**, the Finnish based rental company with operations in Finland, Sweden, Norway, Denmark, the Baltic states, Poland and Hungary, has reported revenues for 2005 of €389 million, an increase of 23 percent. Earnings increased by 38.7 percent to €107 million.

- **Altrex** has set up **Altrex Svenska AB** under **Jan Bratowski**, previously general manager of **JLG Sverige**. He will formally join the new operation in April.

- **Dean Brooks** has joined Genie UK, with responsibility for the sales of Aluminium products.



Dean Brooks

- **Wayne Bingham**, Finning executive vice president and chief financial officer, has resigned his position, for personal reasons.

- **Manitowoc** has appointed **Raman Joshi** as global product manager for Manitowoc crawler cranes, reporting directly to Larry Bryce, vice president of worldwide marketing.

- **Access Industrie**, the access and telehandler rental company based in South West France, with depots in Spain and Portugal, has been the subject of a buy-in, by venture capital company **Butler Capital Partners** of Paris. Butler has invested €20 million in the form of capital, giving it joint control of the business.

- **The Manitowoc Company, Inc** has authorised a two-for-one split of the company's outstanding common stock. All holders of Manitowoc shares at the close of business on March 31, 2006, will receive one additional share for every share they own as of that date.

- **JLG Industries, Inc.** has announced a two for one stock split, doubling the number of ordinary shares in circulation. This is its 12th split. It also declared an increased quarterly dividend of one cent per share. The new shares will be distributed on March 27, 2006 to shareholders of record on March 13, 2006.

- **3B6**, the Italian based overload device and electronics company, has appointed **Peter Hird & Sons Ltd** as its distributor for the UK. Hird has established **3B6-UK** an independent company wholly owned by Peter Hird, to support 3B6 products in the UK with service engineers, Parts and Product Training.

- **WalkerWeld Engineering Ltd**, has been established in Glasgow offering the following services previously provided by Samuel Walkers in Glasgow. Welding and fabrication services, Light engineering works, Test weight rental and Lorry loader rental. The new business is headed by John Kelly, previously with Sam Walkers, while Alan Walker is helping in an advisory capacity.

- **Bobcat up 18%** Bobcat/Club Car revenues for 2005 were up 18 percent to \$2.68 billion, with all of the growth coming from Bobcat. Operating income for the Ingersoll-Rand division rose by 25 percent to \$415 million.

- **Terex** has completed the **restatement of its financial results** for 2000, 2001, 2002 and 2003 and filed its audited results, for 2004. 2004 revenues were \$5.0 billion with net income of \$324 million, Stockholders' equity as of December 31, 2004 was \$1,135 million consistent with earlier forecasts.

- **Al Jaber Heavy Lift & Transport LLC** of Abu Dhabi, has placed the first order for a **Demag CC8800 Twin**, the 3,200 tonne twin boom crawler crane that was announced at the end



Kamal Ghais, (L) M.D of the Al Jaber Group and Alexander Knecht, general manager Terex-Demag.

of last year. The crane will be delivered in 2007 and will be utilised in the construction of large scale projects, especially erection of vessels, reactors and P.A.Us.

- **JLG** has released its **first half results**; revenues were \$972 million for the six months to the end of January 2006, an increase of 47 percent on 2004/5. Net income for the period was \$53 million compared to a loss of \$1.2 million last year. Gross margins climbed from 12.2 percent to 19.6%.

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