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# Bryn Thomas takes UK's first GMK 7450

Bryn Thomas Crane Hire of Flint in North Wales has taken delivery of the UK's first seven-axle Grove GMK 7450 all terrain. The 450-tonne capacity crane replaces a 300-tonne Demag as the company's flagship unit. "This purchase takes us up there into the big league," said Bill Butler, area manager at Bryn Thomas. The GMK 7450 is available for hire on a nation-wide basis.

The delivery comes as the latest phase in a significant investment by Bryn Thomas in Grove cranes over the past 12 months. Previous purchases include a 100-tonne GMK 5100, three 50-tonne GMK 3050s and a 35-tonne capacity GMK 2035. Mr Butler said that this latest string of purchases takes the firm's fleet up 40 units and that the company is expecting to reach an average fleet age of three years over the next 18 months.

Grove's GMK 7450 has a 73-metre, five-section main boom and provides a maximum under hook height of 128 metres when used with the lattice jib. The unit also features Grove's independently sprung hydro-pneumatic Megatrack suspension system.

# **Terex increases crane prices**

Terex Cranes has announced a four to six percent increase in the price of its cranes effective from 1 November, 2004. Additional surcharges on certain components, such as unusual and extra counterweight configurations, will also be implemented.

Steve Filipov, president of Terex Cranes, said: "Our near term challenge is to work through supplier issues, most notably with respect to steel and tyres. In order to offset the pressure from vendor pricing, we will be initiating a four to six percent price increase for all product lines worldwide".

"In addition, we will be adding a surcharge for certain components such as unusual counterweights, where we have seen a 50 percent or more increase in prices from our vendors."

The announcement follows the release of Terex Crane's third quarter financial results in which the company reported a fifteen-percent jump in crane sales compared with 12 months ago. Operating profit slipped by eight percent for the nine-month period. The firm looks to be on track though to meet, or exceed, last year's billion dollar sales revenues.

"While our tower crane business has demonstrated significant year over year growth in revenue and profit, our North American crane business remains difficult," said Filipov. "But, we have seen demand in certain crane products begin to return, and are generally optimistic about the longer term prospects of the crane business".



## Maxim Crane wins Court approval

Maxim Crane, the world's largest crane hirer currently going through the Chapter 11 process, has received full approval from the US Bankruptcy Court for the Western District of Pennsylvania for the adequacy of its Disclosure Statement in support of its Plan of Reorganisation.

The court has also agreed to suspend the marketing programme that was ordered by the judge on 18 October. (See Vertikal.Net News Archive October 18th 'Maxim forced to sell up'). It appears that all of the major creditors now believe that the company's plan offers the best return for Maxim creditors. At the same time Amquip, which launched an alternative bid with the help of Maxim's president Al Bose, is now understood to have dropped its acquisition plans. *Full story on vertikal.net* 

# Brambles snaps up first Sennebogen

Brambles Industrial Services has taken delivery of the UK's first 100-tonne Sennebogen 6100HD 'B' series crawler magnet crane from the German crawler crane producer's UK dealer EH Hassell. The crane is the first of two units that will be put to work at the Port Talbot steel works for main contractor Corus. Faced with arduous duty cycle work, the first unit will be working 24 hours, seven days a week on a three-shift basis in one of the Port Talbot balling pits.





### **Davies purchases new Sumitomo**

Camarthen-based Davies Crane Hire has supplied the UK's first Hitachi Sumitomo SCX900-2 hydraulic crawler crane to Morrison Construction after purchasing the unit through Hitachi Sumitomo UK distributor NRC Plant. The crane represents the first of Hitachi Sumitomo's completely redesigned 90-tonne class units. The main boom capability is 60-metres with a maximum combination of 48-metre main boom plus 28-metre fly-jib.

Modifications include the fitting of multi-plate wet disks rather than conventional clutches on the unit's main winches, which according to Davies gives a much greater capacity drum and smoother operation. The unit is also fitted with 26-millimetre diameter hoist ropes with a maximum line pull of 20 tonnes. A new negative brake system is also said to reduce operator fatigue and enhance safety, while other features include a redesigned



air-conditioned cab and a newly designed load moment indicator.

The unit is currently on hire to Morrison Construction at Llanelli lifting rebar and concrete where it is assisting in the construction of a 5,500 cubic metre under ground storm water tank.

# Nolte reaches new heights

Nolte Auto-kran of Hannover, Germany, recently supplied its flagship eight-axle Liebherr LG 1750 lattice boom mobile crane, the first of its kind to be produced by Liebherr, to erect what Liebherr claims will be the world's tallest wind power plant, the 5-megawatt Repower plant near Brunsbüttel, North Germany. Prior to the lift, a total of 48 low-loaders were required to transport the LG 1750 to the job site, where it was then faced with numerous daunting lifts

#### including the turbine's 18-tonne, 61.5-metre long rotor blades.

The heaviest lift of the project comprised a 170-tonne component, which was positioned at a 26metre radius with an under hook height of 85 metres. This lift was accomplished with 105-metre lattice boom and 42-metre luffing jib. For the final three lifts, including the top tower section, machinery deck and rotor blade a four-man team from Nolte extended the crane's boom to 122 metres to which a 12-metre offset jib was mounted. And because the slewing ring of the crane is already situated five metres above ground level, a total tip height of 135 metres was achieved.

The turbine's machinery deck, weighing in at 140 tonnes and measuring 18 metres long and six metres high was subsequently completed with other components before the massive 126-metre diameter blade could be assembled on the ground and lifted into position. During the lift, however, brisk winds meant that this final component was left suspended on the crane's hook for several hours until wind conditions subdued. Eventually, and under powerful spotlight, the blade was lifted 120 metres up to its final resting-place where it was bolted to the machinery deck. On completion, the Repower plant will generate 17 million kilowatt-hours per annum and supply 4,000 homes in the Elbe harbour region.





### Dutch firm takes Omme's 5,000th unit

Kors Hoogwerk Systemen BV, The Netherlands distributor for Omme Lift, has sold the firm's 5,000th aerial lift to Dutch cleaning firm, van Roon of S-Gravenhage.

The unit allocated serial No. 5,000 is a 25-metre working height Bi-energy 2500 EBDZ trailer-mounted aerial lift equipped with hydraulic stabilizers, turnable basket, proportional controls and hydraulic propulsion, all of which can be operated from the unit's basket.

The landmark 2500 EBDZ was handed over by Omme to van Roon at a recent meeting in The Netherlands, where the very first Omme machine was displayed alongside its younger descendent. Now 23 years old, the nine-metre working height unit was produced back in 1981 on request from Westergaard Electrics based in Omme Lift's native Sonder Omme in Denmark.

Today Omme Lift produces a variety of trailer, truck and crawler chassismounted aerial work platforms from 10 to 31 metres working height.

# HMS Invincible takes a knock

Five people were taken to hospital in Portsmouth last month when a 70-metre dock crane collapsed onto HMS Invincible while lifting a telescopic boom lift off of the ship at Portsmouth Naval Base.

The crane's driver, employed by Navy contractors FSL, was trapped in the crane's cab for almost an hour and a half before being freed by fire fighters and taken to a Portsmouth hospital. His wounds were not thought to be serious. Two sailors were also taken to hospital where they were treated for hypothermia and shock caused by time spent in freezing cold water after jumping overboard to avoid the crane's boom as it toppled. Marcus Watson, services director for crane owner FSL, said that the crane had undergone



an inspection only three weeks before the incident.

Captain Ian Beaumont, acting commander of the base, said that the Health and Safety Executive (HSE) had launched a full investigation and that the possibility that the crane's load limitation was exceeded has not been ruled out. HMS Invincible suffered minor damage in the incident.



# Moody launches UK access co.

Access industry veteran Steve Moody has established a new sales business that will offer access products from all major European and US suppliers throughout the UK. Mr Moody told C&A that the new Midlandsbased company, Safe 2 Reach, will provide end users with safe solutions for working at height and a variety of custom solutions to help businesses with difficult access problems, particularly in light of the new 'Working at

## Height Regulations' due to come into force next year.

Previously a director of GT Access, Mr Moody decided to set up on his own after the troubled firm went into voluntary administration in October (see Vertikal.Net October). While Safe 2 Reach will retain ties with GT Access, Mr Moody is also aiming to network with other powered access providers to cover requirements for the sale of aluminium tower products and special applications.

# Snorkel extends European network

Aerial lift producer Snorkel has appointed Omniconstruct-Europe, part of the Milcon Group, as its main distributor for The Netherlands with sales opportunities in Portugal, Poland, Czech Republic, Hungary, and Romania, where Milcon is also active.

The appointment is part of Snorkel's plan to return to playing a more active role in the European market as the business continues to grow under independent ownership. Omniconstruct has placed an initial stock order with Snorkel, which includes a 40-metre T126J boom lift and numerous scissor lifts.



Persimmon Homes has almost doubled its £1.5-million JCB telehandler investment to date with the delivery of the new generation Loadall machines with

lift heights ranging from 9.5 to 17 metres. The units will be distributed among some of Persimmon's 400 sites throughout the UK.



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Portdore Stevedores In Ireland has become one of the first companies to put Liebherr's new LRS 645 reachstacker to work since the launch of the unit in April this year (see C&A April/May 2004). The company has rented out four out of the first ten machines currently at work across Europe.

Other rental contracts for the LRS 645 have so far included that of the prototype model itself, currently at work at a container yard near to Liebherr-Werk Nenzing's Austrian factory, one unit to C Steinweg in Germany and a further four pre-series models for various locations in the North Sea/ Benelux region. Liebherr says that it expects that more than 25 units will be put to work during 2005.

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The Manitowoc Crane Group, which includes the Grove, Potain and National truck crane operations, has disclosed a 24-percent sales increase to US\$306 million (UK£159 million) for the third quarter of 2004 and a 25 percent jump to \$890 million (£462 million) for the nine-month period.

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Operating earnings year-to-date increased by 48 percent to \$42 million (£29 million) despite

continued increases in steel and commodity prices, which, according to the firm, had a net negative impact of \$1.0 million (£0.5 million).

The company said that the earnings performance was mainly due to strong performance by the Grove and Potain operations. The order book for new cranes at the end of September was \$289 million (£150 million), up from about \$150

million (£78 million) a year ago.

"Our Crane and Marine segments continued to report substantial improvements with strong demand in international markets offsetting continuing weakness in the US crawler crane market," said Terry D Growcock, Manitowoc's chairman and chief executive officer. Full story on Vertikal.net.

#### Bamford hands over **MD** role at JCB

Sir Anthony Bamford has handed over his managing director's role at JCB to the firm's chief executive, John Patterson. Mr Bamford took over the role from his father Joseph Cyril Bamford in 1975 and will continue his position as chairman of the UK-based company.

Commenting on the decision. Mr Bamford said: "This change in responsibilities is recognition of the excellent job John Patterson has done in leading the team that has taken the company to where it is today. It also better reflects changes in the internal management structure with the formation of a new group executive. However, I will still continue to be actively involved in the business on a day-to-day basis."

JCB is the world's largest producer of telescopic handlers and the fifth-largest construction equipment manufacturer, employing more than 5,000 people at 13 facilities around the world.

Italian producer Locatelli recently completed two orders for a total of 25 units from its Gril rough terrain crane range. The order was split between Tartus Port General Authority, which took delivery of ten, 40-tonne capacity Gril 840s, and Genral **Directoriorate of State Hydraulic** Works (DSI) in Turkey, which received 15, 18-tonne capacity Gril 818s. Locatelli also told C&A that it would soon be releasing details of a brand new 60-tonne capacity rough terrain unit, the Gril 860.



#### n e w s

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More than 700 delegates from Manitou dealers across the globe celebrated the production of the 200,000th Manitou machine and the unveiling of a new corporate identity and logo last month at the company's 2004 World Dealer Convention at its Ancenis facility in France.

The actual 200,000th unit was a new MI60H rough terrain forklift, while Manitou's new identity and logo was presented to reflect the firm's new forward looking vision to take it up 2010, by which time it hopes to have produced an ambitious 300,000 units.

Laying down Manitou's new vision was the company's president and chief executive officer, Marcel-Claude Braud, who announced plans to boost product development at the firm -Manitou claimed a 40 percent increase in Research and Development spend in 2004, and also an upgrade programme for the whole Manitou forklift range. Mr Braud said that the company will be looking to increase annual unit sales by 50 percent and bring about a greater balance between the three sectors of its business, construction, agriculture and

## Genie hits new sales records

Terex's powered access manufacturing business, Genie Aerials, reported a massive 56 percent sales increase for the third quarter and a year-to-date sales increase of 37 percent. It is estimated that this is likely to be around US\$900,000 (UK£467,508) for the full year. The company also announced a six-percent price increase effective from January 2005. *Full story on Vertikal.net*  industrial sales, aiming for a 40/30/30 percent split respectively. The target is already in Manitou's sights - this year construction sales represented less than 50 percent for the first time and agriculture rose to 27 percent.

Mr Braud also promised customers additional services, such as financial programmes, more training courses, a new on line information service allowing customers and dealers to access a much wider range of Manitou material, a new dealer charter to help step-up the quality and consistency of field service and a new range of service contracts.

Mr Braud also vowed to maintain a strong independent financial structure for the business and was very clear that "the Manitou distribution policy will not change".

In terms of commitment to the access industry, it is clear that Manitou's core product is, and will remain, material handling, but it wants to be in the access business for the long term and will continue to develop the access product line at a steady but determined pace.

Birmingham-based demolition contractor DSM has taken delivery of the UK's first Terex A600C telescopic boom crawler crane. Built at the Terex Bendini plant in Italy, the A600C is a 60-tonne capacity unit with a four-section

boom. DSM, which specialises in the demolition, dismantling and recycling of old bridges and structures, has put the unit straight to work at the Cadbury factory in Bournville, Birmingham.





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### Kobelco develops special offshore crawler

Heerma Marine Contractors (HMC) is soon to take delivery of a specially developed Kobelco CKE2500 Offshore Special lattice boom crawler crane for work on board of its Balder Deepwater Construction Vessel in the Gulf of Mexico. The unit will be replacing an existing assist crane on the vessel.

Modified in accordance with the requirements of HMC and Lloyds, the 250-tonne capacity unit has been specially prepared with marine paint and several back-up systems, including double brake systems on the winch and an electric back-up system in case of engine failure.

The crane successfully passed extensive pre-delivery testing at Kobelco's Okubo facility in Akashi, Japan, before being delivered to HMC's Port Fourchon facility in Louisiana in the US for assembly. The fully assembled unit, complete with a 64-metre main boom will be lifted onto the deck of the Balder vessel and sailed into the Gulf where it will be used to erect and assemble oil-production platforms for the foreseeable future.

# Hewden parent discloses record profits

Finning International, the Canada-based parent of the Hewden group of rental operations in the UK, has reported quarterly earnings in the three months to the end of September 2004 of C\$43.1 (£18.8) million, up by 18 percent on 2003, and more than C\$1 billion (£0.44 billion) in quarterly revenues.

Hewden's revenues were also up marginally in sterling terms, but a beneficial exchange rate saw this translate into an eight percent increase in Canadian dollars. Hewden's revenues were £78 million for the quarter and £228 million for the nine months year-to-date.

According to Finning, margins at Hewden also improved significantly, thanks to higher utilisation, particularly in the tool hire sector. Plant, crane and access rental also showed signs of pricing improvement and better utilisation.

When asked about the UK market Doug Whitehead, finning president and CEO, said that sales and marketing programmes instituted by Nick Lloyd since his arrival 18 months ago, were making a difference with "excellent volume coming through in tool hire," while "some daylight was showing in the plant hire market in terms of pricing."

He said that the downside in earnings that they had seen since Finning had taken over Hewden was all related to pricing. With the market now firming and manufacturers no longer dumping products onto the UK, the market should produce the growth in profits at Hewden that Finning is looking for.

When asked if Finning would take part in any rental market consolidation in the UK, Mr Whitehead said: "We want to get Hewden reformatted and in a robust position before we move into more additions. There are opportunities but prices are on the high side. We will get our house in order and wait for better pricing or look to benefit from improved market conditions resulting from consolidation by others." *Full story on Vertikal.net.* 





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#### n e w s

# News HIGHLIGHTS Cla

SED's organisers have released preliminary details of next year's event that will take place at its usual Fen Farm location in Milton Keynes from 17 - 19 May, 2005. The Cranes & Access village will be back in business with Genie UK, Cormach

Cranes, SkyKing Equipment, Scanlift and NRC Plant all announcing their participation. Also taking up its regular



stand for the third consecutive year is Hiab, which reported a total of £380,000 worth of orders from last year's event. Once again Cranes & Access will be the official publication for the cranes and access village section.

Malcolm Cardy, the ex-European divisional manager of Genie Industries and its longest serving European employee has now officially departed the business. Mr Cardy joined Genie in April 1983 and was the firm's first European employee. Originally based in The Netherlands, he moved to Genie's Redmond facility in the US in the 1990's before returning to The Netherlands where he remained until his retirement.

Aerial lift producer Teupen has received its second order for the 50-metre crawler mounted Leo 50 GT from German rental company Gerken. The ability of the machines to work indoors was a major consideration said Ludiger Pottbeck, head of the company's vehicle-mount department.

Schaumann in Germany called on the knowhow of trailer manufacturer Broshuis to come up with a solution that would see a set of 61.5-metre wind turbine blades transported 350 kilometres across Danish and German countryside and eventually come to rest on the what is claimed will be the world's largest wind power plant, the 5-megawatt Repower plant (see news story on page 8). JLG reported an \$8.7 million (UK£4.5 million) net loss in its first fiscal quarter to the end of October, compared to an operating income of \$9.76 (£5.06 million) disclosed last year. Sales revenues were up by 44 percent to US\$306.7 million (UK£159.1 million).

Geoff Till Access has emerged as GT Access Ltd nine weeks after entering voluntary administration. The GT Access business has largely completed the restructuring process that began at the end of September. (See Vertikal.Net September 24). The new company has just over 300 platforms in its fleet, while all Till depots are up and running as part of the new business. Full story on Vertrikal.net.

Ainscough, the UK's largest crane hire company, has placed an order for 37 new all terrain cranes from Liebherr's Ehingen mobile crane plant. The model mix includes 30, 60-tonne LTM1055-3.1s, five 100-tonne TLM 1100-5.1s and two 220-tonne LTM1220-5.1s. The first ten units are being delivered this month with the remaining units scheduled for a January/February arrival. More details will be published in the next issue of C&A.

The Construction Plant-hire Association (CPA) and the International Powered Access Federation (IPAF) have joined Cranes & Access' call for the wearing of harnesses in booms. Full story on page 40.

Kevin Aspinall has been named as the new technical director designate of Barnsley-based Lifting Solutions. Mr Aspinall has been with the

company since 1998 and moves up from the position of engineering manager.



The Electrical Contractors' Association (ECA) has published an eight-page guidance document covering alternatives to stepladders for working at height in preparation for the implementation of the Temporary Work at Height Directive in the UK.

Riwal, Holland's largest cranes and access rental company and JLG distributor for Holland has placed a €29 million (UK£20 million) order for 1,000 JLG booms and scissor lifts and laid down an expansion strategy that should make it Europe's second largest rental fleet in 2005. Full story and interview with Riwal's owners on Vertikal.net.

C&A has learned from JLG that JLG-Liftlux pre-production units are due to go on test shortly with the first deliveries planned for April 2005. The aim is to re introduce certain Liftlux models under the JLG-Liftlux brand along the lines for the JLG-Toucan branding. Full story on Vertikal.net

Manitowoc has announced that Eric Devautour will take over from Lothar Hahn as the new managing director for Deutsche Grove GmbH in Wilhelmshaven. The appointment is effective this month. Mr Hahn will move to a new position within the Manitowoc group.

The deadline for the fitting of STGO plates in the UK has now passed, although most rental companies have not yet fitted plates to all of their fleet. Confusion has also come back into the equation thanks to a 'clarification' or legal interpretation from tyre producer Michelin. Full report on Vertikal.net

JLG expects to relaunch the first Liftlux unit under the JLG-Liftlux brand in April 2005. Further models will follow later in the year. Only Liftlux units that have no corresponding JLG model equivalents will be introduced.