

Baldwins calls it a day

Administrators from Pricewaterhouse Coopers have been appointed at Baldwins Industrial Services, one of the UK's largest crane rental businesses. The announcement follows months of speculation about the parent company following the decision that its US subsidiary should file for Chapter 11 protection. Trading in the company's shares was suspended at its own request at 3.31pm on October 28th and later in the afternoon came the news that administrative receivers had been appointed.

Baldwins said that Michael Gercke and Robert Birchall of Pricewaterhouse Coopers have been appointed joint

administrative receivers of the company. They have announced that they plan to continue trading the business in the hope of selling it and its assets as a going concern.

Michael Gercke, one of the joint administrative receivers, said: "Baldwins' problems stem from an unsuccessful expansion into the US. Receivership provides the opportunity for a sale of the UK business with its modern crane fleet and nationwide depot coverage."

Baldwins employs about 700 people and has recently had an annual turnover of more than £50 million.

Read more at Vertikal.net/en/stories



UpRight to exit Chapter 11 – “Go sell lifts,” says Judge

UpRight has announced that it will be exiting Chapter 11 on November 5 this year. The announcement follows a court hearing held in Fresno, California, US, where Judge Whitney Rimel gave UpRight the go ahead and confirmed its Plan of Reorganisation for the November date.

Commenting on the event, Ian Menzies, president of UpRight said that Judge Rimel congratulated the UpRight team, its lawyers, and the financial professionals who have represented the company over the past sixteen months. “Now it’s our turn to say “thank you” for working with us, for supporting us, and for helping to bring about this significant event in the history of Upright,” said Menzies. “Today we are a different shape and a different size and it is our intent to grow the

business and to make it prosperous once again.”

UpRight filed for Chapter 11 back in June 2001, which ultimately lead to the loss of more than 300 members of its US-based workforce, along with its U-Drive Personnel Mast Climber model, which was axed from the company’s product range due to poor sales performance. Arguably the most dramatic effect of the filing was the consolidation of production at the

company’s Madera facility, following the closure of its original manufacturing facility at Selma, US.

The company said that despite its recent problems, however, it has managed to continue the development and launch of its new X26 Ultra-N narrow electric scissor lift introduced earlier in the year, while customers can look forward to the launch of a brand new trailer boom by the end of 2002.



Manitowoc’s European team

Jean-Yves Bouffault, Executive Vice President of Manitowoc Crane Group has appointed mostly Potain executives to his “leadership team for EMEA (Europe, Middle East and Africa)”. The company is, however, recruiting for a vice president sales and marketing. During the interim period Jean-Yves Bouffault will be acting in this capacity.

Under the new appointments Marc Frustie becomes managing director of Potain. In addition to this role, he will be in charge of the implementation of agreed transition plans for the EMEA region.

Lothar Hahn becomes senior vice president for manufacturing and engineering mobile cranes and manager of the Wilhelmshaven Grove facility while Eric Devautour becomes vice president for manufacturing and engineering for tower cranes. Read more at Vertikal.net/en/stories

Ainscough cements relationship Changes at Demag

Bison Concrete Products has contracted with Ainscough Crane Hire for the provision of

crane services nationwide for the next five years. The £15 million contract follows on

from a previous arrangement between the two companies.

Bison is the UK's largest supplier and installer of pre-cast concrete products and needs as many as thirty cranes per day throughout the country. Under the terms of the contract Ainscough's National Hire Centre will take all orders from Bison and pass them to the relevant depot.

Terry Treanor, chief executive of Bison Concrete Products Limited said, "We are pleased that we have reached a satisfactory agreement with Ainscough Crane Hire. Quality, service, health & safety and training are key issues to both of our businesses".

Martin Ainscough, chairman of Ainscough said: "Bison is one of our largest, most valued customers and we have established a good working relationship over the years. Safety is paramount to both our companies and, as market leaders, it is our duty to ensure that all Health & Safety regulations are adhered to on all sites and therefore our Health & Safety teams are in regular communication".

Terex and Demag's UK operations are to be merged to give a sales operation based around the previous Demag team and a service and PDI operation based on the previous Terex team.

"The current management of both crane companies have done a great job and we now look forward to providing customers the best of both worlds in making them money. Terex Cranes is the Number 1 supplier of Mobile Cranes in the UK and Ireland and we intend to keep it that way by offering the best back up to our customers" said Fil Filipov. He added that: "The Bicester service centre will expand its spare parts business to ensure quick availability and will provide testing, training, repair and PDI facilities. Additionally the main support colleagues that customers have become accustomed to in Germany are still there working hard to provide for customers business needs".

Terex has meanwhile appointed Fil, and son Steve, Filipov to the senior management team of Demag Mobile Cranes. The members of the Demag management team are now Fil Filipov, Steve Filipov and Alexander Knecht. Bernd Düser and Wilfried Hubert, who became members of the team in December last year, following the departure of managing director Eberhard Kuhn, have left Demag as has marketing director Roland Schug.

Terex's PPM factory in Montceau, France will shortly be re-organised with the workforce being reduced from about 250 to around 125. Montceau previously made the PPM range of mobile cranes, but Terex has decided to cease production of all units except the ATT 400 which is now known as the Demag AC 35. The PPM Superstacker will also continue to be built in Montceau.



Ainscough's flagship 800 tonne Demag AC2000 rigged with 160 tonnes of counterweight was recently used to lift and hold a bridge in position across the River Trent whilst a 250 tonne Demag AC755 put a 32 metre tie bar in place using a 25 metre strong back lifting beam. A 140 tonne Demag AC140 then raised the man basket enabling the bridge to be connected.

School for success

One year since demerging from the crane hire business Ainscough Training Services is celebrating three outstanding achievements.

The first is the growth of the business from seven staff in September 2001 to 12 in September while the second major milestone is the 200th registered NVQ level 2 achiever for Specialist Plant and Machinery Operations - Cranes/Lifting.

The third and most rewarding achievement is the organic growth of new CTA instructors for the business said Ian Fisher, Director of Training and Development - ATSL. ATSL originally faced a desperate shortage of CTA crane instructors which threatened to hamper progress until it embarked on an

ambitious process of 'fast tracking' selected people to become instructors".

The gamble has paid off with the UK's newest CTA crane instructor completing

the CITB 10 day instructor course on Monday 16th September 2002. Stephen Turner, formerly a crane operator with Ainscough Crane Hire and from Standish, is now fully available to deliver training and assessment to CTA/CITB standards.



A Ferrari 722A4 SC bought by H J Greenbank & Sons of Brighouse W. Yorks is proving a success with its new owner which particularly values the "short boom configuration [which] has made it even more versatile than the standard units." The crane was supplied by Hawkscloough Vehicle Bodies.

Profits down at Lavendon

Lavendon Group, Europe's largest player in the powered access market, has seen its operating profit fall from £4.9 million for the first half of 2001 to £3.6 million for the first half of this year according to 2002 Interim Results. At the same time, group turnover has, however, risen from £39.7 million in the first half of last year to £47.6 million in the first half of this year. Profit before tax is down from £2.5 million to £0.6 million. This compares with total turnover last year of £90.1 million and total operating profit of £14.3 million.

Kevin Appleton, CEO of the Lavendon Group, told *Cranes & Access* that although the results were down, "they are in-line with analysts expectations". He added that the substantial investment the company had made in new equipment during 2001 was taking some time to come through as additional revenue

and noted that the company was also substantially exposed to the effects of the economic slowdown that had taken place in mainland Europe.

The UK is Lavendon's most successful operational area and the active customer base has expanded by 10 per cent to 9920 while "average customer spends [are] up a healthy 7 per cent. Hire rates in the UK are described as "stable". UK turnover for the first six months of the year reached £28.6 million (2001: £24.9 million) and operating profit was up 6 per cent to £5.4 million. This derives from the Nationwide fleet of approximately 6100 units.

The total Lavendon Group fleet at 30 June 2002 was 11,500 units says the report which adds that the platforms had an average age of 3.2 years although in Germany the figure drops to less than 2 years. Read more at Vertikal.net/en/stories

LETTERS

Dear Sirs

I found your article "Money, money, money" in *Cranes & Access* Sept/Oct 2002 very interesting.

I wonder would it be possible as a follow up to that article, to do an article providing guidelines for the small operator on how best to calculate the economic hire-out rates for his couple of units, so that he is getting a fair return for his investment?

I might also complement you on your articles on safety and training, which are most practical and relevant.

Thank you
Kevin Cribbin, Aughinish Alumina Ltd, Limerick.

Note from The Editor.

Many thanks for your feedback. We are working on just such an article for the coming year and would welcome contributions from readers.

Please send your letters to:
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Palfinger launching access platforms

Final preparations are under way for the unveiling of a new range of truck mounted platforms that are being developed by loader-crane giant Palfinger. The company is keeping details under wraps until the official launch in Spring next year, but dealers have been told to expect a range of truck mounted platforms under the name Palfinger Access.

Palfinger's decision to join the crowded truck-mount market will be a surprise to established manufacturers, some of whom are currently having trouble filling their order books. However, the Austrian giant's decision

follows months of intensive market research and reflects its desire to diversify into what it sees as a growth market.

No details are being released, but Palfinger is understood to have developed a completely new boom for the product which will initially focus on the 3.5 tonne range. It is unclear whether the platform range will be launched worldwide or where it will be built and Palfinger declined to comment.

However the company has a strong strategic and sales advantage in its ability to use its extensive network of worldwide dealers.



R.S. French of Faversham in Kent has recently taken delivery of this PM 75026 SP with 16 metres of horizontal outreach at which it can lift 3500Kg. Features of the crane include Continuous slew via two reduction gearbox/motor, radio remote control, Danfoss valve block, Twin linkage and 8780mm stabiliser spread. Approximate cost of the crane is £150,000 – PM has already sold eight of them this year.

Record breaking SED

SED 2002 was officially the biggest show ever in the show's 36-year history. A total of 437 exhibitors, of which 163 were brand new, exhibited and were visited by over 19,000 people from every sector of the construction industry.

SED 2003 (29th April – 1st May 2003 at its established Fen Farm Milton Keynes venue) is on target to become another record year

said the show organisers who report that more than 50,000m² of exhibition space has been secured, by almost 200 individual leading construction and related companies.

● *Cranes & Access* is partner magazine to the SED Cranes & Access village. We will release our guide to SED lifting equipment from our stand on the first morning of the show.

That little bit extra

Donyal Engineering is the proud owner of one of the first 135RA van mounted access platforms from SkyKing. Based on SkyKing's existing 12.5 metre working height 125RA reverse articulated van mount, the 135RA offers an extra 1 metre working height and an extra 1 metre outreach compared to 7.2 metres on the 125RA.

The 200 kilogram platform capacity unit will be used to assist in the mainte-

nance and installation of the cantilevered steel gantry for message signs on the UK's various motorway's.

Michael Downs, director at Donyal said that before purchasing the new unit, the company was using a 12.5 metre platform. "The 135RA gives us that extra bit of height and outreach", he said. "We have three operators trained to use the equipment, and so far all have been very pleased with it".



Haulotte astounds Apex visitors

A remotely controlled 3 tonne capacity crane and a 3.5 tonne capacity telescopic handler were the highlights of the first day of the Apex show. Pierre Saubot, president of Haulotte, proudly revealed his latest products to *Cranes & Access* with the observation that "more and more often I see platforms incorrectly used to lift loads, now we offer two solutions".

The telescopic handler is made in partnership with another European company, but Saubot would not reveal who, adding only that the partner company had not previously made telescopic handlers and is better known for agricultural products.

The design of the telescopic handler has been produced in partnership with Haulotte. The TL 14-35 and TL 14-30 are rated at 3.5 tonnes/14 metres and 3 tonnes/17 metres radius respectively.

Haulotte's Easy Crane is in principle an AWP undercarriage and boom converted for use as a crane. It is a radio controlled unit and Saubot believes that it will be used by operators working in a basket at height. The Easy Crane gives 12 metres height under hook and can lift 3 metres. It is also available with forks instead of a hook and offers 360 degrees slewing.

Double-act

Pinguely-Haulotte has launched two new articulating booms to cater for the 16 and 18 metre working height markets. Dubbed the HA 16PX (see pic) and HA 18PX, the new units feature simultaneous 4-wheel drive and steer, a 40 centimetre ground clearance and a hydraulic differential lock system for all-terrain perfor-

mance with a 50 per cent gradeability.

Maximum outreach of the HA 16PX is 9.2 metres, while the bigger HA 18PX offers and slighter longer outreach of 10.60 metres. Both machines also feature continuous 360 degree turntable rotation, zero tailswing, fly jib motion and 180 degree platform rotation.



Hewden quits tower cranes

One of the UK's largest tower crane businesses, Hewden Tower Cranes has been sold to PC Harrington for an undisclosed sum.

Hewden said that P C Harrington will relocate the tower cranes business from Castleford to Sheffield with all employees retained. PC Harrington will now be MAN Wolffkran's sole dealer in the UK and Ireland.

"Hewden and P C Harrington have worked well together for several years. Both Hewden and MAN Wolffkran have been impressed with P C Harrington's plans to grow and develop the Tower

Cranes business. Hewden Management is convinced that the acquisition by P C Harrington is the best option for the future of the Tower Cranes business" said a spokesperson for Hewden Stuart.

Hewden Stuart added its thanks to "the loyal, hard-working employees of the Tower Cranes business for their contribution and support during these negotiations" and predicted that "the transferring employees' prospects are positively exciting".

● Hewden's mobile crane business remains unaffected by the deal.

Kobelco to NI

O'Kane Brothers Ltd, located in Dungiven, Northern Ireland, has bought a Kobelco CKE2500 with 57.9 metres of main boom and 18.3 metres of fixed jib. This brings the company's total crawler fleet to nine units.

Most of the cranes in the

O'Kane fleet are Kobelco units in the 60 tonne to 80 tonne range. The 250 tonne capacity CKE2500 will be the heaviest crane in their fleet.

The new crane's first project will be a marine application on the West coast of Ireland.

News highlights

- A joint venture of Lift Systems and Rigging Gear Sales has acquired the assets of rival producer **Riggers Manufacturing Company** of Franksville, Wisconsin.
- **Certex UK Ltd.** – one of the country's largest distributors of lifting products and services and part of the international FKI Group – has opened a purpose-built lifting centre on the Valley Road Trading Estate on the outskirts of Plymouth. In line with the company's proposed 50 UK lifting centres, the new outlet will handle lifting gear sales, product hire, and repair and maintenance as well as product inspection and testing.
- Aberdeen-based crane and lifting specialist **Offshore Crane Engineering** has opened a new office in Brazil to roll out its full portfolio of services in this developing marketplace.
- We are happy to report that **Gordon Sparrow** is now back home and in considerably improved condition to that reported in our last issue. Get well soon!

NEWS

AMP takes six from Maniaccess

AMP Access has taken delivery of six Maniaccess 165 ATJ articulated boom platforms. Commenting on the order, Paul Onslow of AMP Access said the 4-wheel drive capability plus the crab steer and all wheel steer facility ensure the 165 ATJ is a highly manoeuvrable platform ideal for operation on difficult ground conditions and restricted areas.

According to Manitou, the 165 ATJ is very popular with steel erectors, cladders, netters, maintenance crews and pest control which consider the unit's 10.4 metre outreach to be more important than working height. Onslow said that the unit has similar outreach performance as higher lift competitive makes. Also, "a total weight of 8450 kilograms is ideally suited to our transport vehicles".



Win a trip to Paris!!

We are delighted to announce that a lucky reader, and the partner of his or her choice, will be taking a free trip to Paris in May next year. The trip includes two nights accommodation and is being offered as first prize in a competition sponsored by the organisers of Intermat.

Intermat will be the largest construction equipment exhibition in the world next year and takes place from May 13-17 in Paris, France. The show looks set to be a sell out success and the organisers have just increased the total area from 300,000 to 320,000 square metres. More than 1500 exhibitors are expected.

Watch out for details of how to enter the contest which appear in the next issue of *Cranes & Access*. For more information about Intermat, visit our on-line events listing at vertikal.net/en/events

Offshore access

Allimak, part of the Intervect Group, has been awarded the contract to replace the elevators on the Actinia semi-submersible drilling rig, owned by Transocean-SedcoForex (TSF). Allimak will replace over 30 metres of existing rack and pinion lifts, which were installed on the rig more than 20 years ago. The elevators, which feature Allimak's latest control system and bi-folding doors, will be used to transport personnel from the drilling deck down to the pump rooms at, or below water level.

JCB develops new telehandler

UK Forks has invested over £250,000 in a new fleet of JCB 10.5 metre 533-105 telehandlers from JCB.

The new machines were developed following requests passed from house builders to UK Forks for a telehandler between 7 and 11 metres with stabilisers. JCB worked with

customers to develop the machines specifically to house building requirements. They feature a three stage boom, 3,300 kg lift capacity and low profile tyres for extra stability. The telehandlers are suitable for three storey construction. Read more at Vertikal.net/en/stories

Double celebration

Oil & Steel UK has celebrated the opening of its new Henley-on-Thames depot by handing over the first 2714 Octopussy to be sold in the UK.

Graham Butler of GA Butler and Sons, a tree surgery company in Newbury, took the machine which, because it is on tracks, will allow the company to access hard-to-reach areas that his truck mounted platforms cannot.

Simone Scalabrini of Oil & Steel said, "We were very pleased to fly Mr Butler to Italy to check the new product and we will be similarly pleased to take any interested parties to see products that are not in stock in the UK. Now that we have established a firm base in the UK, all of our customers can be assured of prompt service and back-up whenever they need it."

Extra cranes for Lamb

Re-organisation at Manitowoc/Grove/Potain sees Mike Lamb named sales manager of Potain's Central European Region (Germany, Austria, Slovakia, Poland, Czech Republic, Hungary), and managing director of Potain's German operation, Potain GmbH. This follows the departure of Norbet Pick earlier this year.

Lamb is now responsible for sales strategy for tower cranes and crawlers in this region. This is in addition to his existing responsibilities for mobile cranes where he continues to be senior vice president for Grove sales in Europe, Africa and Middle East, and managing director of Germany's Deutsche Grove GmbH.

Appleton predicts growth of mega fleets

Lavendon's European fleet will rise to somewhere between 35,000 and 40,000 units in the next ten years said Kevin Appleton, chief executive of Lavendon plc, the company that owns Nationwide Access in the UK and Zoom in Germany and other European locations. This compares to the current fleet size of about 11,500.

Speaking at the APEX conference, Appleton predicted that although "there will always be small companies that will meet the limited needs of local customers... the volume end of the business is demanding consistently high standards of product availability and service across international boundaries". As a result he expects consolidation to occur rapidly among access rental companies.

He estimated that there are currently 25,000 units of powered access in the UK while the figure is about 18,000 each in Germany and France. Looking to the future Appleton predicted that the powered access industry would need about €18,000 million of investment by the year 2010 if it was to keep pace with growing demand but said that it first had to break a cycle of ever lower rates if it was to achieve this.

● The Apex exhibition and conference was held in Maastricht, the Netherlands in September and attracted more than 4000 visitors and 100 exhibitors.

Ainscough heavyweight

Birse Civils Limited recently called for the assistance of Ainscough's Heavy Crane Division for the erection of nine concrete beams as part of the construction of a railway bridge off the A6 Rothwell-Desborough Bypass. Ainscough employed its 500 tonne capacity Liebherr LTM 1500YS with 165 tonnes of counterweight and 42.1 metres of main boom complete with

'Y'guyed system. A modular lifting beam was also used to place the beams, each weighing a maximum of 69.8 tonnes, at a 19 metre radius.

An Ainscough spokesperson said that the contract was completed within the allocated rail possession despite the sheer amount of work entailed and that the whole operation ran smoothly due to the excellent planning and teamwork of both companies.



Air power

Gateshead-based SEV Aerial has found a niche market for its E12 powered access platforms by adapting the power source to compressed air for use in hazardous locations. The latest sales success has been to the TotalFinaElf consortium for maintenance work on an oil exploration site in Angola where the use of electrical power sources which represent potential hazards are forbidden.

Jan Coulter, SEV Product Development Manager, commented, "The E12 platform is particularly suitable to convert to pneumatic power due to the simplicity of the

controls and we have adapted over 20 of them in recent years. It's basically a very cost-effective alternative to flame proofing with the platform's hydraulic controls now being pneumatically powered rather than electrically powered. In many locations, such as oil and gas production sites, shipyards and chemical complexes, electrical cables cannot be used, but pneumatic hoses are a safe alternative to power the platform. The E12 is easily manoeuvred and quickly set up and, with a remote pneumatic power source, allows operators to comply with all Health and Safety regulations in the highest rated zones."

SkyJack reorganised

Linamar Corporation has announced plans to reorganise its corporate structure, following its acquisition of SkyJack earlier in the year. The company will 'align its manufacturing business into five groups that will be managed by various group presidents. SkyJack has been placed in the industrial division, which will be headed by Lloyd Spalding.

Spalding said: "with Linamar's strong financial base and their enthusiastic support to help SkyJack expand, we are putting in place a very aggressive Sales and Marketing Plan for 2003 and beyond. The support of Linamar will provide the capital necessary to build on their reputation by offering key support plans that will include a wider product range and comprehensive financial programs."

cranes & access

We are pleased to announce that Warren Wadsworth has been appointed Deputy Editor of *Cranes & Access*. He takes over from Rosie Gordon who has moved to take up a position in the tourism industry.

Wadsworth has previously worked for *International Cranes and Access International* magazines and has a degree in science journalism. His job with The Vertical Press includes acting as UK and US correspondent for *Kran & Bühne* and *Vertikal.net*.

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