



Fly me to Las Vegas!

There is still a chance to win a fantastic trip to Conexpo, Las Vegas in March. Turn to page 36 to find the competition details.

Upright's parent in Chapter 11

Upright's parent company, WR Carpenter North America, Inc, has filed a voluntary Chapter 11 petition.

WR Carpenter's entry into Chapter 11 protection from creditors came simultaneously to the filing of a joint plan of reorganisation from Upright and WR Carpenter to the US Bankruptcy Court.

Upright has itself been in Chapter 11 since June 2001. It quickly recommenced production and has continued to offer its usual service since then, including spare parts availability, warranty and customer service. It is hoped that it will leave Chapter 11 during the summer.

Ian Menzies, President and CEO of Upright revealed that under the terms of the reorganisation plan the two companies

would become one: "We believe that the Plan, when implemented, will create a sound capital structure with the merger of Upright and WR Carpenter. The ongoing enterprise will preserve hundreds of jobs, maintain relationships with vendors and make distributions to creditors substantially in excess of that which could be made under any alternatives."

"The Joint Plan of Reorganisation filed today is the result of extensive negotiations with the Committee of Unsecured Creditors appointed in the UpRight case (the "Committee"). This Plan has the full support of the Committee and the equity holders of the companies, and will result in very substantial distributions to our creditors" added Menzies.

Lalesse joins SCX

After winning the contract to design, manufacture and install access systems for the new Swiss Re building, access equipment specialist Lalesse has joined Street CraneXpress (SCX).

SCX will act as the UK representative for Lalesse,

which is Holland based. Operating out of Sheffield, SCX is hoping that the new union will mean more high profile projects like Norman Foster's Swiss Re building. It has so far worked on specialised projects including a battery powered telescope and rotating gantries for the glass house at the Beijing Botanical Gardens, as well as a cleaning access system for Newcastle football ground.

Vibration row looks set for compromise

February 24 is the deadline for a decision about the new European Council directives on daily vibration limits to be decided.

UK Members of the European Parliament have told the Construction Products Association (CPA) at a meeting in Strasbourg that they intend to make concessions on the proposed EC directives on daily vibration limits for operators.

The MEPs had previously called for a daily limit of 0.8/s/s, but said that they would be prepared to reconsider if the EC made other concessions, such as reduc-

ing the 'action value', which is the level at which vibrations start to be recorded. The offer of compromise is a relief to most in the industry, as a limit of 0.8/s/s would have meant that operators could drive for less than three hours per day.

The Construction Equipment Associations (CEA) stressed that it must be made clear to all involved in the decision how drastically it would affect the time and cost of projects if the directives were not reassessed. It hopes to have the original common position of 1.15m/s/s restored.

Terex purchasing Atlas Weyhausen and Schaeff

Terex has purchased Atlas Weyhausen, as well as the Schaeff Group.

The deal follows a complex arrangement in which Terex's Fil Filipov has for the last few months been "advising" the current owners of Atlas Weyhausen, one of Germany's largest articulated boom crane manufacturers and one of the UK's largest suppliers of articulated boom cranes.

At the same time, Terex has announced that it is buying the Schaeff, Group, owner of Fuchs which formerly produced a range of small crawler cranes but has in recent years focussed on scrap handling equipment.

Speaking to investment analysts and journalists

during a live Webcast, Ron DeFeo, chairman of Terex, said that a major advantage of the deal was the network of 60 dealers in Germany that Terex and Schaeff brought with them. He noted that Germany is Europe's largest construction market with a total turnover of about \$2.6 billion but that only \$75 million of Terex's \$1.8 billion sales is in Germany. Terex's turnover in Germany will immediately jump to \$325 million boosted by an additional \$250 million of German turnover from the two acquisitions. Total turnover at Atlas is predicted to be \$180 million this year and \$220 million at Schaeff.

Find the full story on www.vertikal.net

Cranes UK steps in for Tadano Faun

Newly established Cranes UK Ltd is Tadano Faun's sole distributor in the UK. The Barnsley-based outfit is headed by MD Joe Lyon, who has recently left his post of Sales Director of MMS, the South African distributor of Tadano cranes.

Lyon is joined by UK sales manager Brian Crisp and product support manager Terry Philpott, as well as David Grayson to handle

after sales service. All three come from MKL, Tadano Faun's previous UK distributor.

After the considerable delay in appointing its new UK dealer, Tadano Faun has emphasised that it considers the UK an important and evolving market, and stressed that existing customers will enjoy the same high level of service that they have had in the past.

Cranes UK Ltd is certainly confident of success, having already taken three orders by the middle of January. Any cranes ordered now can be delivered as early as March, with the longest wait time expected to be until August. Cranes UK Ltd is presently drawing from German and Dutch supplies, but will concentrate on building up its own stock for a swift UK service.

Kato Cranes (UK) Ltd up for sale

Kato Cranes (UK) Ltd is up for sale and all options will be re-considered if a buyer cannot be found.

The Bristol-based company is now owned by Finnish conglomerate Metso, which acquired construction equipment manufacturer Svedala earlier this year. Svedala owned Kranlyft, the Swedish company that owns Kato Cranes (UK) Ltd, which distributes Riggers, Shuttlelift, Spierings, Marchetti and Maeda.

Paul Rosevere, sales director of Kato Cranes (UK), told *Cranes & Access* that Christer Dijnér and John Hornby were no longer directors of the company and that he and Terry Marnock would be reporting directly to a representative of Metso, which now has more than 32000 employees worldwide.

Kato Cranes (UK) Ltd has a large stock of used cranes which Mr Rosevere is continuing to sell. Until a further decision is reached on the future of the company, business, including sales of new cranes, will continue as usual with all warranty work and spares orders unaffected.

Kato cranes are built by the Kato Works Co of Japan which is unaffected by the takeover.

Consolidation period for Baldwins

Baldwins saw a bad start to the new year with the announcement that results for 2001 had been unsatisfactory, with net assets on 30 September less than half of the company's net debts, which came in at £86.6 million.

Chairman Richard Baldwin released a detailed statement, in which he talked about plans to overhaul the group's strategy following under-performance in the US market and the collapse of London's Independent Insurance last

year, which lost Baldwins £0.8 million.

He went on to say that, because trading after October had continued in a similarly disappointing vein, the group has breached one of its banking covenants and will therefore be renegotiating its borrowing and debt repayment schedules.

Mr Baldwin stressed that trading conditions in the UK crane hire market had been difficult, in particular for the Heavy Cranes division. Although UK opera-

tions' turnover went up 5% by 30 September, he said that increased pay for operators and higher maintenance, fuel and insurance costs had all contributed to the company's troubles. Baldwins plans to keep its firm hold on the core of UK business but is to enter a period of consolidation following five years of rapid growth that cannot be sustained.

Find the whole text in the Baldwins interim report at www.baldwinsplc.co.uk/plc/i_report.htm

Megalift takes the rough smoothly



LGH Megalift has recently been enlisted to help with the installation of a huge paper drying cylinder for Brambles Heavy Contracting of Teesside.

The job entailed moving the 100 tonne, 6 metre by 8 metre cylinder 40 metres over rough ground – but the lack of headroom meant that using a crane was impossible. Eventually, skids were laid out over the rough ground, also spanning a 5 metre long, 5 metre deep service pit. The cylinder was moved along the skids, with a Megalift jacking system ensuring that no deflection took place. Megalift was then used to lift the cylinder clear of its supports and into position.

Konecranes on track for Chunnel

Konecranes UK has been awarded a Channel Tunnel Rail Link contract following its initial involvement in the building of the tunnel.

It will supply eight 15 tonne overhead cranes to Malling JV in Essex. Four of these will be double girder, 20 metre span, for use in the concrete segment casting area. The others will be single girder Goliaths, each with a 40 metre span.

Upright telehandler rights sold to Volvo

Upright has sold the rights to its telehandler products to Volvo Construction Equipment, which will manufacture and develop the popular machines, globally launching them under the Volvo brand in 2003.

Upright will continue to support its customers with parts technical and training services and warranties, as well as offering the Volvo manufactured telehandlers under Upright's name. However, the company hopes to focus on its scissor and boom products in 2002.

Until now, the range of six 2.7 to 3.6 tonne Upright telehandler products have been seen in the US and Australia only. Volvo will offer them through its worldwide dealers and plans to exploit markets in Europe and the rest of the world.

As part of the agreement, Upright is to be sole supplier to the recently launched global rental initiative set up by Volvo. Klas Magnusson, the Senior Vice President of Communications at Volvo CE told *Cranes & Access* "The acquisition of the Upright telehandler designs and manufacture rights is very important to our group strategy. It will

expand what we can offer to our dealers and customers and will be an important product in our rental initiative."

The rental business itself is still at planning stage, he continued, but Volvo hopes to launch it within the first quarter of 2002. "It is likely to provide the company with a route to previously un-exploited territory all over the world, especially in Europe."

Volvo has also acquired the rights to manufacture the ScatTrak skid steer and will launch its own backhoe loader in March, for the US market. By this time next year the company will produce six telehandlers, four backhoes and eight skid steer models.



Instant hotel – just add Hewden



Hewden Crane Hire was recently called in to stack ready made rooms, forming a new London hotel.

The Custom House hotel is a five storey development of 167 concrete bedrooms, prefabricated in France and fitted, right down to the bed bolted to the floor.

Hewden stacked the pods into place at a rate of seven per day, to complete yet another Docklands landmark.

NEWS

Lawson heads up JLG in UK

JLG has revealed that Wayne Lawson has been named to the position of General Manager for the UK/Developing Markets and European Marketing and Customer Support, reporting to Israel Celli, Vice President of International Sales.

Lawson previously held positions with Grove Worldwide where he most recently served as Senior Vice President of Sales and Marketing. "Wayne will be directly responsible for sales in the UK and will also lead our efforts to expand sales into the developing markets in Eastern Europe, the Middle East and Africa," explained



Celli. "In addition, he will have responsibilities for marketing and customer support in these same regions."

At the same time, Andrew Fishburn has been promoted to the position of Director of UK Sales and European Marketing, reporting to Lawson. Fishburn joined JLG in February 1995 as a Regional Sales Representative.

"In his new position, Andrew will have the opportunity to leverage his experience in developing a common approach to the marketplace throughout Europe. Exciting opportunities remain in these markets as aerial work platform applications continue to grow", said Celli.

Merger for Kobe, Kobelco & CNH

Japanese companies Kobe Steel Ltd and Kobelco Construction Machinery Co Ltd have announced their global alliance with CNH Global NV. Together, the companies will develop and

produce crawler excavators on a worldwide basis, becoming the third largest construction manufacturer in the world.

Find more on www.vertikal.net

New era for Demag?

Demag Mobile Cranes has a new management structure. When its 2000 workers returned from their holidays on 1 January, it was without the leadership of Eberhard Kuhn, their president and CEO of 36 years, whose contract terminated on 31 December.

Three executive officers have taken over control of Demag, namely Wilfred Hubert, managing director of finance and Alexander Knecht, a Demag employee for 23 years, who takes responsibility for engineering and becomes the spokesman for the board. In charge of

sales and after-sales service is Bernhard Duser, who has held that role since 1996 and been at Demag for 22 years.

The management structure is said to be in line with Kuhn's wishes. Under his leadership Demag has become a world front runner in mobile crane manufacture, with annual sales of over €240 million. Kuhn, who will continue as an advisor, wishes to see the company gain the top in both large lattice-boom crawler cranes and all-terrain cranes. The new management structure will, it is hoped, guarantee future stable growth.

Snorkel Europe GmbH closes

Snorkel's facilities at Butzbach in Germany closed at the end of 2001 and director Hassan Houmani took up alternative employment at the start of the new year.

In the UK, Rod Lean, until now Snorkel's general manager in Europe, moved to Australia. APS continues to act as Snorkel's UK dealer.

Omniquip Textron continues to have an office at Wootton Bassett in the UK, but is considering selling the spare parts and service business. Several companies have expressed an interest in taking on the Snorkel dealership.

In Scandinavia the Snorkel brand faces a difficult time as its Swedish dealer, Kranlyft, has been put up for sale by its new owner Metso of Finland. Metso has confirmed that the previous owner, Svedala, has been trying to sell Kranlyft for some time. Metso has told Kranlyft staff that it will consider all options if a buyer cannot be found soon.

One of Snorkel's longest established European dealers is Belgian-based Heli. Peter Lippenson told *Cranes & Access* that his company had a large supply of Snorkel spare parts that he would continue to offer

throughout Europe. He added that the supply of spare parts from the US had improved considerably since it was consolidated in Port Washington. He said that he also expected to continue selling new Snorkel platforms but was awaiting further news from the US.

Dave O'Dell Vice President Sales/Brand Management for OmniQuip Textron told *Cranes & Access* in an e-mailed statement that "Business will be as usual" and that "Parts and service will be available provided by our authorized Snorkel dealers".

IPAF AGM & Luncheon

Manchester United Football Club is again to be the venue for this year's IPAF AGM and Luncheon, which is to be held on Tuesday 16th April in Salford Suites 1 and 2.

Prior to the AGM itself, there is to be a two-hour Safety Forum, open to IPAF members and their guests. A key aim is to bring to the attention of safety authorities throughout Europe the dangers of the misuse of fork lift trucks and telescopic loaders to lift people, unless they have been specifically designed for the purpose.

Nick Startling, the HSE's Head of Safety Policy is to talk at the forum and, at the lunch, TV writer Michael Dobbs will be guest speaker.

This year's charity is the New York Fire Department, for which a fund is already open. Donations may be made at the AGM and Luncheon or to the dedicated bank account "IPAF/New York Fire Department" at HSBC plc, 64 Highgate, Kendal, Cumbria LA9 4TQ, UK. The sort code is 40-26-02 and account number 81397176.

Tickets are available at £39.95 (plus VAT where applicable) from Jean Harrison at IPAF, PO Box 16, Carnforth, Lancashire, LA6 1LB. Tel: 01524 781393, Fax: 01524 781301. email: mewp@ipaf.org.

Construction downturn

Chartered surveyors have reported that they had a decline in their workloads for the first time since 1986 in the fourth quarter of 2001, according to a new survey by RICS. One percent more surveyors reported a fall than a

rise, compared to the third quarter when 16% more reported a rise.

The lull is due to the uncertainty over the economic outlook following the events of September 11. However, the survey has

found that confidence is still higher than it was in 1998 and that there is a widely held belief that, unlike the situation before the early 1990s slump, the country's economy is strong enough to cope with a downturn.

More support for IPAF members

Giles Councill starts work as the new Membership Support Administrator for IPAF on January 22.

Councill's appointment sets the scene for a significant expansion of services for members. Nicholas Davin included this as one of his objectives upon his election as President of the organisation last March.

A key initial task will be the detailed assessment of members' needs, priorities and problems. These will then be addressed through the development of a comprehensive package of membership support services, to complement and extend the already well used members' advice line.

Nifty delivery

Geoff Till Access has just taken delivery of two of the new Niftylift Height Rider 15 4x4 models.

John Till, company MD, put one of the machines through its paces at the Bromsgrove head office. Geoff Till Access has also just opened new depots in

Gloucester and Rugby.

Niftylift has confirmed that Hewden Access has also taken delivery of the HR15 4x4, which has a 15.75 metre working height and outreach of 9.6 metre outreach from a 5.5 tonne chassis. The 17 metre version is now available.



OCE launches hire service

Scotland's Offshore Crane Engineering Limited (OCE) has set up a rental service for knuckleboom marine and deck cranes.

The company had found that it could offer a service which was in high demand, from customers needing deck handling equipment periodically. It now offers 20 cranes to rent, from six to 65 tonnes, as well as service back up and training or an operator.

OCE's clients will be support, survey and fishing boats.