

SED and Concrete Show to be 'one stop shop'

SED and the Concrete Show have joined forces. The first ever Concrete Show at SED will go ahead in a newly created undercover pavilion between 14-16 May 2002.

SED (Site Equipment Demonstration) is the leading event for construction in the UK, boasting 17,000 visitors at the Fen Farm site in Milton Keynes last year, despite atrocious weather. Exhibition director Mark Bresnahan saw an opportunity to expand the event when the Concrete Show's host, Westrade Group Ltd, was planning a re-positioning of its bi-annual event,

traditionally held at the Birmingham NEC.

Both parties hope that the deal will boost the construction industry by providing a 'one stop shop' for a much wider range of products than either show has previously seen. SED is visited for its plant equipment, whilst the concrete show focuses on materials, methods and new technology. When visitor statistics were analysed it was found that there was very little overlap. This means that exhibitors can expect a much wider spectrum of customer in the years to come.

Importantly, it also helps to address the increasing need for crane and access manufacturers and dealers to make direct contact with the 'blue collar' contingent, as well as the traditional visitors to their stands.

Westrade's Daniel West said of the deal, "In this competitive climate, we saw numerous advantages in joining forces that we believe will strengthen both events." Bresnahan added "If you can purchase all your construction requirements in one place it offers an honest and sound proposition to buyers and

exhibitors alike."

Other news from the event organisers is the launch of Hire It @ SED. A covered area will be dedicated to the hiring industry next year, in response to figures showing that tool hire is increasing steadily, as well as statistics suggesting the most of the show's visitors are likely to hire equipment, or are in that business.

Cranes and Access continues as the official sponsor of the Cranes and Access Village at SED next May and looks forward to a busy, buoyant and, hopefully, dry exhibition.

New appointments at Genie

Leading lifting equipment manufacturer Genie has appointed a new European Operations Manager.

Jim Otley was previously Operations Manager for Genie UK and Genie Germany. Vice President Jacques Catinot said "Jim's appointment will unite and consolidate the operational strengths between our European distribution centres in France, Spain, Germany and the UK."

Meanwhile, Genie has re-aligned its sales team to form two groups. The first, dealing with Europe, UK, Africa and the Middle East, is to be controlled by newly promoted vice president and managing director Jacques Catinot. The second group, for Asia Pacific, Latin America and Mexico will be managed by Steve Matuschak, also recently promoted to managing director.

Y-Guy allows 50 percent extra lift

Liebherr has responded to market demand with the introduction of its new 'Y-Guy'. The Liebherr LTM 1500 will from now on

only be delivered with the new equipment as standard. The system allows an increased lifting capacity of up to 50 percent with a fixed or

luffing jib, due to the lateral spread of the Y-Guy's bracing arms. In transportation, the crane is still within the 3 metre width and 4.2 metre height limits.

Normally, for jobs such as the erection of a wind turbine, an 800 tonne mobile crane would have been employed. Now the less expensive LTM 1500 with Y-Guy equipment will meet the requirements, said Liebherr.



Late entry for C&A Top 10

Apologies to Bronzeshield Lifting Ltd, who we somehow missed out of the C&A Top 10, published in the July/September issue.

Bronzeshield has 94 employees at its four depots and has sunk an impressive £4.25 million into its crane fleet in the last 12 months, bringing the company to sixth place on our scale.

With 59 mobile cranes, Bronzeshield comes in ninth on the top ten crane fleets survey, and wins eighth place in 'Biggest capacity cranes', with a Liebherr LTM 1300/1, capacity 300 tonnes.



Mast Climbing safety code

The mast climbing work platform industry is to step up safety with a British Standard code of practice.

The code, BS7981, has been developed with the help of many interested parties from the industry. Originally based on a 1984 HSE guidance note, then updated by the International Powered Access Federation, it has been a long time coming. Once established in Britain, it will go on to be a European Standard and then, ultimately, an international standard or ISO.

Now that BS7981 is about to be put into force, it is hoped that mountains of paperwork will be eliminated. Andrew Reid of Mastclimbers Ltd, who chaired the Bsi select committee with the HSE on redrafting the document, said 'It clarifies the criteria of training, methods and procedures for the people involved in carrying out the tasks. It will also clarify the distinct health and safety criteria. In the future it will significantly enhance site safety by eliminating procedural confusion.'

Commuters get a lift

Beck & Pollitzer has won a six figure contract to install the track for a new shuttle link between Birmingham International Airport and the railway station.

The project, which is scheduled for completion in spring 2002, was won because of Beck & Pollitzer's heavy lifting expertise. It has constructed a purpose-built gantry system which, alongside up to 250 tonnes of lifting capacity, will lift the tracks and new drive system into place.

The existing rail link has been out of operation since 1995, having lasted 11 years. The new shuttle is to run



along the same route, but use cable driven machinery. Up to 1490 passengers each hour will be able to journey the 585 metres in just 90 seconds.

Hewden's war effort

Leading rental company Hewden has pledged that it will support the nation's war effort by signing to the National Employers Liaison Committee (NELC).

It means that any Hewden employees in the reserve forces will be given full company support if they get called up.

Key Accounts Director Erik Broderstad said,

"I understand today that the army relies upon the support of the Territorial Army and we are delighted to be recognised as an employer which supports the fact that some of it's staff might be members. We recognise the benefits of having our staff trained in the reserve forces and the skills that come with that – particularly to a company which is very technically orientated."

Hewden moves into the low end of access

Responding to a gap in the market for a safe alternative to ladders and trestles for standard maintenance work, Hewden Hire Centres have introduced the 'Sigmadeck 250', a low-level mobile access platform.

The platform is suitable for working at heights up to 3.6m and offers a guard rail and safe working area. It is narrow enough, at 0.74 metres, to be manoeuvred from room to room whilst still erected. Assembly takes a few seconds, so the advantages of using a ladder are fully matched, whilst safety is far superior.

The Sigmadeck 250 has been designed and manufac-



tured by Turner Access and is available throughout Hewden's hire depots, with sixty units in the North West of England. Peter Bennett of Turner Access expressed his hope that Hewden would capitalise on this new "outstanding hire and sales potential."

Plant hire survey shows downturn

The Prospect Shop has released its findings following a business ratio report on 145 leading UK plant hire firms. Total debt to net worth from 1997 - 2000 has deteriorated from 198.5 per cent to 234.4 per cent.

Most employees have had an increase of 4.1 per cent in their pay packet, although sales per employee were down 2.4 per cent to £81,000 in 1999-2000.

Average profits before tax

rose during 1998-99, but then fell to a three year low of 7.3 per cent.

B&T Plant Hire came in at number one of a 'top ten' listing, with a profit before tax of 27.3 per cent, a full 3.1 per cent more than its closest runner up.

Overall, the survey showed that in the latter half of the period between 1997-2000, there has been a drop in sales and profits instead of the usual slow but steady growth.

Senior Management changes at Grove Europe

Grove Worldwide has announced changes to its top level management in Europe.

Mike Lamb is appointed senior vice president of crane sales and marketing for Grove's EAME area (Europe, Africa and Middle East). He continues as managing director of Deutsche Grove and Grove UK. Michael McManus, previously vice president finance at Grove's Langenfeld facility in Germany, is promoted to

senior vice president of finance, EAME.

Wayne Lawson, formerly senior vice-president of crane sales and marketing, EAME, and Greg Davis, formerly vice president customer support, EAME and Asia Pacific are leaving Grove.

Paul Rogers, previously general manager of Manlift sales is now customer support director for EAME and the Asia Pacific regions.



Until a couple of months ago the Willow Man was a familiar landmark to any regular traveller of the M5. When it was destroyed by fire, its creator, Serena de la Hey, pledged to rebuild it.

AMP Access was able to assist the artist when it volunteered to lend her a Genie GS 3268RT which, with 11.7 metres maximum working height, a roll out platform of 1.5 metres and rough terrain ability, was the ideal solution to access the sculpture's more fiddly areas in the wet field site.

De la Hey said "I am grateful to AMP Access for lending me the scissor lift. Without (their) sponsorship, I would not even have considered powered access. It really has been a team effort."

Demag launches 1250 tonne capacity CC 8800

Hundreds of heavy lift specialists from around the world travelled to Zweibrücken in Germany to see Demag's new 1250 tonne capacity CC 8800 crawler crane. The crane was rigged for the first time ever on November 8 on the Bierbach test ground and officially handed over to its new owner, Carl Marino of Marino cranes

at midday on November 9.

Five of the cranes have been ordered. The first will be delivered to Marino in the US early next year. The company has placed a second order for the crane and orders have also been received by GH Heavy Lift of Riyadh in Saudi Arabia, Sterling Crane in Canada and Al Jaber of UAE.

The CC 8800 has a maximum boom length of 216 metres and can be operated in a working range of from 9 metres to 154 metres. Examples from its capacity chart given by Demag include the ability to upright columns weighing 400 tonnes and measuring over 100 metres in length. See p 12 for full story.

Crane operator crushed

On November 12 a crane operator was crushed to death by a falling four tonne steel container.

The 67 year old was working at Ferndown industrial estate in Dorset, on the extension of a factory unit when a strap holding the 40 foot long container broke as it was being lifted from the back of a lorry. The HSE has launched an investigation and taken several items from the scene for analysis. The tragedy is being classed as a transport accident.

EPL joins Select

The O'Rourke Group has taken ownership of industry stalwart Laing Construction plc. After almost a year of negotiation the sale was agreed for a symbolic £1.

The take-over allows Laing's plant operation, EPL, to merge with O'Rourke's Select Plant Hire, creating the largest tower crane fleet in the UK, with 160 towers and about 30 crawlers.

For the full story, visit www.Vertikal.net

£3 million opportunity

On November 1, Energy Minister Brian Wilson invited bids from developers for a share of a £3 million project to build 12-15 public sector buildings throughout the UK.

The scheme to turn Britain green compliments the government's solar housing trial, which has given £5.4 million to 540 homes.

Speedy safety

Speedy Hire has shown its commitment to safety in purchasing £2.5 million worth of the new BoSS Zone 1 GRP access tower from SGB Rental and Sales.

The tower has been developed to cope with hazardous situations, where corrosion, electrocution or explosion risks are present.

CIMA and EMI merger

America's CIMA (Construction Industry and Manufacturers Association) and EMI (Equipment Manufacturers Institute) have merged to form the AEM, or Association of Equipment Manufacturers.

Officially, the consolidated association will start operating

on January 1, 2002. Its members, which include more than 700 companies representing more than 200 types of product, voted overwhelmingly for the merger on September 12.

AEM will exhibit at CONEXPO in Las Vegas, between March 19-23.

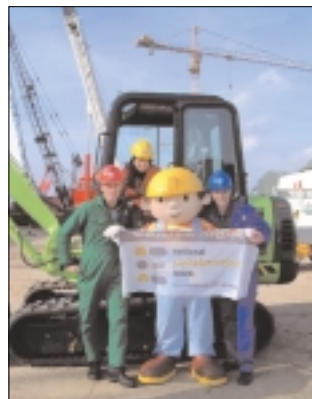
Success for National Construction Week

In a boost to Britain's construction industry, the CITB has announced that this year's National Construction Week, from 15-21 October, was by far the biggest and best yet.

A record 415 events took place, involving over 500 companies and organisations. Some 30,000 school students took part, and the Blue Peter special from the National Construction College (pictured, with Bob the Builder) was watched by over six million youngsters. The School Works Tool Kit was distributed to every secondary school and LEA in England.

The CITB hoped that, by advertising National Construction Week in mainstream national and youth press, they could convince more young people to consider bringing their talents to

the industry. Alistair Darling MP, Tessa Jowell MP, Stephen Timms MP, Alisdair Morrison MSP and Jane Davidson AM all endorsed events targeted at the young audience. Construction Minister Brian Wilson announced the launch of the new construction recruitment website, designajob.com.



What's On

VERTIKAL.NET/EN/EVENTS

SAMOTER 2002

25th International Earthmoving and Building Machinery Exhibition
February 13-17, 2002
Verona, Italy
Tel: +39 045 8298 111
Fax: +39 045 8298 288

CONEXPO-CON/AGG

The leading US construction show.
March 19-23, 2002
Las Vegas, Nevada, USA
Tel: +1 414-298-4133

CEMAT

Messe für Materialflusstechnik, Automation, Transportsysteme und Logistik
April 15-20, 2002
Hannover, Deutschland
Tel: +49 511 89 0
Fax: +49 511 89 32626

SC&RA ANNUAL CONFERENCE

Conference organised by the Specialized Carriers & Rigging Association.
April 25-29, 2002
Tucson, Arizona, USA
Tel: +1 703 698 0291
Fax: +1 703 698 0297

SED

Site Equipment Demonstration. Featuring the Cranes & Access village held in association with "Cranes & Access" magazine.
May 14-16, 2002
Near Milton Keynes, UK
Tel: +44 (0)20 8562 4810
Fax: +44 (0)20 8652 4804