## Vp acquires **Higher Access**

UK rental company Vp, owner of UK Forks, has acquired spider lift rental specialist Higher Access for £4.1 million in an all share purchase deal.

Higher Access - which probably runs the largest spider lift fleet in the UK operates from two depots in Burnley and Luton and was established around 10 years ago by Peter Ashburner. His daughter, Lucy Reynolds, a director of Higher Access, has been appointed managing director. Going forward it will operate alongside the UK Forks business which is managed by Shane Wright who joined the company from Haulotte UK and knows the access

Vp chairman Jeremy Pilkington said: "We are very pleased to welcome the Higher Access team to the Vp group. The acquisition will be an excellent complement to our strong UK Forks business and fits the Vp model of developing specialist rental businesses with strong market positions."



#### **New Grove GMK 4100L**

Grove has announced a new four axle, 100 tonne All Terrain taxi crane, the GMK4100L-1 with higher capacities and more compact dimensions. The new crane's load chart is said to be 6.9 percent better than the previous model when equipped with its 26.2 tonnes maximum counterweight, or 9.3 percent better when rigged with the 6.7 tonnes of counterweight that it can carry on board within 12 tonne axle loading limits.

In the UK the crane will be able to carry up to 19.9 tonnes of counterweight, while in the USA travelling without counterweight, it will have the lowest Gross Vehicle Weight of any four axle 100 tonne/60 metre boom crane.

Overall length is half a metre shorter, while the width is now 2.55 metres compared to 2.75 metres before. Power comes from a single Tier IV Final/ EUROMOT 4 Mercedes.

The 60 metre main boom can be extended with an 18 metre telescopic swingaway extension with up to 45 degrees of offset, an eight metre section takes the extension to 26 metres. The cabs have been improved and now include Manitowoc group's Crane Control System (CCS) with a new Boom Configurator Mode.





#### Falcon pleads guilty and faces £850,000 penalty

In late February UK-based Falcon Crane Hire pleaded guilty to charges relating to the Battersea tower crane collapse in 2006, after charges against managing director Doug Genge were dropped just before the trial opened.

Crane operator Jonathan Cloke, 37, and bystander Michael Alexa, 21, died when the 28 year old crane's slew ring parted company with the tower. An investigation found the crane had been fitted with the heavier 12 tonne counterweight but longer back mast which only required eight tonnes. The company had also neglected to investigate why four bolts on the slew ring had failed two months earlier. In mid-March the court handed the company a £750,000 fine plus £100,000 in costs.

#### Aldercote/APS van mounts ready for market

APS/IAPS has completed the redesign of the Aldercote van mounted lift range and released specifications of a three product line range. These include the premium specification Performance line, a specific Utility contractors line and a keenly priced Contractor's line.

All three feature a new tripod pedestal design located behind the van bulkhead to provide more storage or working space in the back of the van. Two of the tripod's legs incorporate independent rotating stabilisers, allowing the platform loadings to transfer through the column directly to the stabiliser legs, reducing stress on the vehicle's chassis. The hydraulic tank and emergency lowering controls are now housed in the rear of the van, eliminating the need for climbing onto the roof.

The Performance series offers working heights from 13 to 18.4 metres, with what the company describes as an innovative boom design, allowing even the largest model in the series to be installed on a 5.2 tonne lveco van.

Features include automatic outreach optimisation based on the load in the platform, 250kg platform capacity and the option of remote fault diagnosis and access control/monitoring via modem.

The Utility line is targeted at the competitively priced street lighting market with telescopic booms topped by articulated jibs with 110 degrees of articulation, helping provide good outreach at low levels. The light weight boom design allows a 13 metre platform to be mounted on a 3.5 tonne van with 300kg of payload remaining in the van. The Contractor Series is said to be an extremely competitively priced marketentry product with direct hydraulic controls and a simple steel boom design.



#### Tracked platform from Ascendant

UK vehicle mounted lift manufacturer Ascendant Access has launched an 18 metre tracked All Terrain work platform, the A18-13TJ. The unit features a high mount telescopic boom topped by a 120 degree articulating jib and is mounted on a Takeuchi TCR50 tracked carrier.

The superstructure is based on the Ascendant A18 truck mounted lift, but adapted for off road duties. Outreach is 13 metres and maximum capacity 230kg. It can level itself on a 20 degree transverse slope with its hydraulic outriggers.

The machine is aimed at those who need to work at height in difficult to reach locations such as overhead line maintenance and installation work. It weighs just 5.5 tonnes and benefits from a wide tracked base and a total

ground contact area of 2.25 metres providing low ground bearing pressures making it ideal for soft ground conditions. The chassis has a maximum travel speed of 9km/h with 35 percent gradeability. The first two units have been delivered with a further three in production.



## **Zoomlion offers** more for Terex

Chinese crane and equipment manufacturer Zoomlion has increased its offer to acquire Terex. The move follows the Terex decision to suspend merger integration planning with Finland's Konecrane and a demand

for a higher price from Zoomlion. The initial offer was worth around \$3.3 billion or \$30 a share. Zoomlion has increased this to \$31 a share valuing

the business at around \$3.4 billion. We understand that Terex has indicated that a price closer to \$33 would be required.



#### A new Tadano Mantis tele crawler goes global

Tadano Mantis has announced a new 80 tonne CE marked, telescopic crawler crane - the GTC-800 - which will be available globally later this year. The new crane, only the second Tadano telescopic crawler, joins the 120 tonne GTC-1200 designed for global distribution. It features a full power five section 43 metre heavy duty main boom, plus a 10.1 to 17.7 metre bi-fold swingaway extension with offsets of 3.5, 25, and 45 degrees. An optional 2.5 metre heavy lift jib with a maximum capacity of 21.4 tonnes that offsets at 3.5 and 30 degrees is also available.

The GTC-800 can work on slopes up to four degrees with automatic out of

level load chart switching when the Mantis' 1.5 degree normal out of level allowance is exceeded. The crane also automatically senses which of the three working track widths ranging from 3.59 to 5.42 metres - is selected. Power is provided by a 211kW Cummins Euromot stage IV, Tier 4f, driving a two-speed track drive transmission with a maximum speed of 3.6 km/h and a maximum unladen gradeability of 78 percent.





## **Genie launches** 60ft electric ...

Genie has launched a new 60ft battery powered articulated boom lift, the Z60/37DC. Based on the current diesel powered Z62/40 it has a modified lift mechanism, four wheel direct electric AC wheel motor drive with oscillating axle. It has similar performance to its diesel powered cousin with slightly less outreach at 11.3 metres, while up and over reach is 7.4 metres but it is 2.2 tonnes lighter.

The company later announced the launch of a hybrid version, the Z60/37FE at Bauma. Essentially the same machine but with a diesel engine that can both top-up/recharge the batteries and/or push additional power into the wheel motors to boost the power available from the batteries alone.

#### ... And adds new option packs

Genie has also announced several new options and features for its



62ft Z62/40, including a Trax crawler version using four rubber tracked units. The Trax package includes a new, more powerful Tier 4F Deutz TD 2.9 diesel.

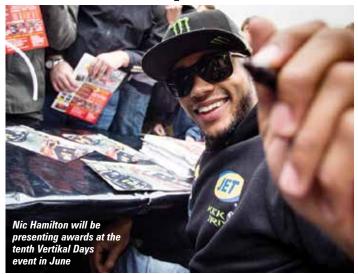
The supercharged engine can also be supplied on the standard Z62/40. The other option for the Z62/40 is four wheel, four mode steering. The company has also launched a new dual entry 6ft/1.8m platform and triple entry 8ft/2.4m basket. The new platforms include a single side mounted, walk-in swing gate and front and side mounted

drop bars and will be available on all Genie booms that take this size of platform whether new or for retrofit.

A new triple entry platform is also available for retrofit.



### Nic Hamilton to host Vertikal Days awards



Racing driver Nic Hamilton will host the fourth annual Stars of the Future Plant Mechanic Apprentice Awards at Vertikal Days in June. Hamilton, drives in the BTCC (British Touring Car Championship) and is the brother of reigning Formula One world champion Lewis Hamilton. Hamilton has cerebral palsy and until the age of 16 relied on the use

However he was absolutely determined to pursue a career in motor racing and is currently competing in an Audi S3 in the BTCC and has proved himself to be a fantastic driver in his own right.

He said: "Whilst I am aiming to improve as a driver, I am also hoping to inspire others to strive for their own personal goals, whatever their situation in life. Anyone can 'exceed expectations' in one way or another."

The Stars of the Future competition is an annual award scheme that recognises talented youngsters on apprentice schemes in 11 colleges across the UK. There are separate prizes for Level 2 and Level 3 apprentices and colleges will monitor their construction students and identify their two 'star' apprentices.

#### Nishio acquires Skyreach

Japanese rental company Nishio Rental All has acquired 15.74 million shares - an 80 percent stake - in Skyreach, one of Australia's largest privately-owned powered access rental companies for around A\$21.2 million (\$16 million).

Owner Rod Leech - who started Skyreach in 1994 will retain the residual stake



in the business and continue in his role as chief executive. The company is based in Caboolture, Brisbane, Queensland, and has 10 branches spread along the East Coast of Australia employing around 100.

Skyreach revenues in the year to June 2015 were A\$32.9 million (\$17.3 million), while Nishio is one of the five largest equipment rental companies in Japan with locations in Vietnam, Malaysia, Thailand, Singapore, Indonesia and China. The company was established over 50 years ago and employs more than 3,000 across 368 branches. Revenues last year were 123.4 billion yen - roughly \$1 billion.



#### **More 60 tonners for Marsh**

UK crane and telehandler rental company Marsh Plant Hire has added a further two 60 tonne, 48 metre boom three axle Liebherr LTM 1060-3.1 All Terrain cranes to its fleet, following a similar order for last year.

#### Maeda launches new mini crane



Maeda has unveiled its new six tonne CC1485S-1 mini crawler crane. The crane replaces the LC1385 and features a 16.7 metre boom and a new swingaway extension which is said to be more user-friendly and easier to use.

Maeda has unveiled its new six tonne CC1485S-1 mini crawler crane

Standard equipment includes a rear view camera and seven inch monitor, while power is supplied by an EU Stage 3B compliant engine, which Maeda claims is 40 percent more fuel efficient. The first units have been sold and the new CC1485S-1 can be seen at Vertikal Days at Haydock Park in the UK this June.

#### **New Polish** aerial lift manufacturer

A new Polish aerial lift manufacturer **Beckmann Volmer Technology has** introduced a new 19 metre truck mounted lift, the BVT STJ-19. One

of the first units was delivered to municipal services company



SuPeKom. The machine will be mainly used for tree pruning in the Western Polish city of Sulechów.

Mounted on a Nissan Cabstar 35.12 chassis, the lift features a three section boom and articulated jib providing an outreach of more than 12.5 metres and a platform capacity of 200kg. The unit has a standard 1,000kV insulated platform and is produced at the company's plant in Zukowo, near Gdansk, in Northern Poland.

Beckmann Volmer was originally part of the German-based Beckmann Volmer group which produces wind turbine fabrications. The Polish company became a separate, locally-owned business a couple of years ago and in addition to fabricating wind turbine tower sections, produces agricultural equipment such as harrows and rollers and has now added truck and tractor mounted aerial lifts to its product range. The truck mounted line currently extends to three principal models a 16 metre BVT ST-16, the 19 metre STJ19 and 22 metre ST22. Two 16 metre tractor models - the SR16/3 and SRJ18 - are also available.

#### **New MEC** scissor lifts

MEC has launched a new 13ft micro scissor lift the 3130SE - aimed at the market currently dominated by 12ft mast type lifts and the Custom Equipment HB1230 scissor lift. It has an overall length of 1.45 metres with ladder installed -1.3 metres when removed.





The extended platform length is 1.9 metres with an overall weight of 860kg for the CE model. The new machine has rear wheel direct electric drive and a relatively low pressure hydraulic system allowing it to run on just two 12 volt sealed batteries.

MEC also launched a new 45ft slab electric scissor lift with front axle direct electric drive. With an overall width of 1.4 metres/55 inches, the 4555SE is 2.85 metres long and weighs 3,260kg. With a 16 metre working height, platform capacity is 227kg and drive at full height is unrestricted.

#### TVH acquires DanTruck parts business

TVH has acquired the parts related assets of the Danish lift truck manufacturer DanTruck, becoming the exclusive replacement parts distributor for both DanTruck and Heden fork lift trucks.

The move follows the recent acquisition of the DanTruck sales and service operations by Toyota which completes in April at which time DanTruck will cease to exist. The deal includes the parts inventory, along with supplier and customer databases.

#### Ahern Deutschland expands

Ahern Deutschland - the Snorkel aerial lift and Xtreme telehandler distributor for Germany - opened its new €1.1 million headquarters in mid-March. The 18,000 square metre facility is located in the Westerwald-Rhein/Sieg area between Cologne and Frankfurt and will stock around 200 new machines with 15,000 line items of spare parts.

Acquired in May last year the facility has been modified to include a showroom,

offices and training space, along with a fully-equipped workshop, a spare parts warehouse and a yard for stock machines. The company has also hired Erik Forkel and Tommy Härtig to join Snorkel veteran Roman Heindl as regional sales representatives for Germany and Austria.









cover Northwest,

Mid and Southwest



Roman Heindl handles Southern Germany and Austria

<u>V</u>anıtowoc

#### **Manitowoc splits**

Manitowoc has completed the spin-off of Manitowoc Foodservice as an independent public company with

shares listed on the New York Stock Exchange. The split was initiated by an attack from activist shareholder Carl Icahn launched in December 2014. Manitowoc Crane - on its own for the first time in its history - joins Tadano as one of the few stand-alone publicly quoted crane companies.





#### New York to revert to original crane rules

New York City looks set to drop its plans for tougher new rules for crawler cranes following the overturn of a large crawler crane in Manhattan on 5th February. Shortly after the incident the Department of Buildings announced that all crawler cranes must be safely stowed whenever winds of 20 mph (8.9 m/s) are reached. However contractors said that the rule was impractical.

A 'technical working group' was quickly formed by the City to investigate the incident with the aim of introducing new rules for large crawler cranes operating in the city. This group has now suggested reverting back to the former rules, but with cranes having to stop work when winds reached 30 miles an hour or according to the manufacturer's specification. Contractors and crane operators complained that the temporary rules were not making things safer and that the constant stopping was hurting business.

#### **Niftylift** telescopic

Niftylift revealed an all-new telescopic trailer lift concept - the 40ft TM40 - designed for the North American market at the Rental Show last month. The unit has a chunky two section boom and end mounted platform giving 10 metres of



outreach. It is said to be simple and easy to operate with hydraulic fold-down outriggers and the boom stowed over the draw-bar.

Niftylift says it has yet to decide whether it moves forward to prototype and production stages, but has designed the unit with tree care work in mind, with heavy all-steel covers and protected hoses and wires etc.

#### 65ft Haulotte trailer lift

Also at the Rental Show Haulotte unveiled the prototype of a new 22 metre articulated, telescopic trailer lift, with aluminium boom and more than 13 metres of outreach. The machine will weigh 2.7 tonnes and have an overall length of just over seven metres. The new machine has been built along the same lines as the Bil-Jax trailer lifts with the smaller North American rental stores in mind.



#### All new JLG electric scissor lift

JLG has launched an all-new 19ft mini scissor lift to replace the current RS model. The 32 inch wide short chassis 1932R features hydraulic front wheel drive, active pothole protection, heavy duty steel machinery trays, and simple access for service. The unit will run alongside the company's ES premium range and be built in both Mexico and China.



The Peco goes Eco stateside

In addition to launching the new scissor lift JLG used the Rental Show last month to launch its Power Towers pecolift range in North America. Dubbed the JLG ecolift 50 and ecolift 70 the two model manually operated product range offers five and seven foot platform heights respectively.

JLG acquired Power Towers in June last year but continues to market its products as Power Towers wherever the brand is already established. In other markets such as the Americas it will be distributed via the JLG distribution network with JLG branding.



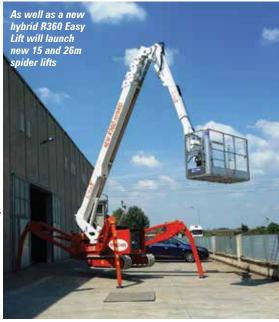
#### Skyjack industrial boom

As we announced in last month's issue, Skyjack unveiled its all-new battery electric articulated boom lift at the Rental Show. The new 30ft SJ30 ARJE continues the Canadian manufacturer's philosophy of building simple reliable machines that are easy to maintain and repair. As with most other models of this type it features a rotating articulated jib. See Mast booms and boom lift on page 27 for more details on how this new machine stacks up against the current competitors. At the same time the company rolled out its new Accessoryzers attachments and accessories. These range from special tyre options to pipe racks, tool trays, sheet and glass handling racks and cladding packs, to name but a few.

#### **New platforms from Easy Lift**

Italian aerial lift manufacturer Easy Lift will launch new 15 and 26 metre spider lifts. The 15 metre spider features a dual sigma type riser and telescopic boom, 360 degree slew and 6.8 metres of outreach with 230kg platform capacity. Up and over reach is 6.4 metres. Features include extending tracks, 180 degree platform rotation and petrol, diesel or lithium ion battery power options.

The 26 metre spider will have dual telescopic booms and an articulating jib with 140 degrees of articulation. Maximum outreach is 14.5 metres, maximum capacity 230kg and over height 11 metres. The 36 metre R360 spider will also now be available as a hybrid with diesel and lithium ion battery power. The company is also planning to launch a new 15 metre van mounted platform - the EV150 - on a 3.5 tonne Ford Transit chassis.



## First Liebherr for Crowland

UK rental company, Crowland Cranes has purchased its first Liebherr, a new 50 tonne LTC 1050-3.1 City type All Terrain crane.

The three axle crane features a 36 metre, six section main boom plus a 13 metre bifold swing away extension with 1.5 metre integrated assembly jib. The crane will be based at the company's new depot in Norwich.





#### **Dingli safety alert**

Dingli Australia has warned of a potential stability related issue with some of the slab electric scissor lifts it has sold. The units affected are machines designed to Australian standards and manufactured prior to 2014.

A retrofit solution is currently being developed and tested and will be installed by Dingli Australia. In the meantime, the units affected should only be used indoors and with one person in the platform. Owners are advised to contact Dingli Australia for further information.

## Time terminates French contract

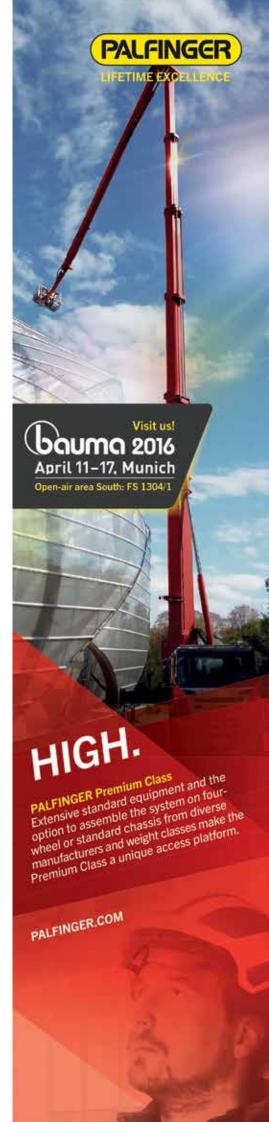
Time Export/Versalift is terminating its distribution contract with Time France for France, Spain, Portugal and Northern Africa.

Time France will no longer sell or distribute Versalift vehicle mounted aerial work platforms and all cooperation between the two companies will end. The name Time France will also cease to exist and the



company has already changed its name to Klubb as it moves forward with its own range of van and truck mounted platforms.

Time says that it will announce a new distribution and service strategy for the affected geographical regions in the near future. Time France was the exclusive Versalift distributor for 15 years in France and for six years in Spain.



## Financials round-up

2015 revenues at **Manitex** increased 56 percent to \$386.7 million thanks to a \$93 million contribution from PM Group and \$116.9 million



from ASV. The lifting division - which comprises Manitex boom trucks, Valla cranes, Ferrari marine equipment and PM - saw revenues increase by more than 14 percent to \$261.2 million. The company made a pre-tax loss of \$4.5 million compared to a profit of \$12.5 million in 2014.

US rental company **NEFF** has reported full year revenues of \$383.9 million, 3.2 percent higher than in 2014. Pre-tax profits more than quadrupled to \$43.8 million.

The Rental division of Brazilian construction group **Mills**, posted revenues of R293 million (\$79.4 million) for the year, down 21.5 percent. Operating profit fell 32.5 percent to 132.6 million (\$35.8 million). Group revenues dropped 28 percent to R576 million (\$156 million) with a loss of R128.7 million (\$34.9 million). The



company also plans to recapitalise through the issue of 47.5 million new shares with the aim of raising R125 million (\$34 million).

**Skyjack** revenues increased 23 percent to C\$852 million (\$642 million) in 2015, a new record. Operating profit jumped 42 percent to C\$156.2 million (\$118 million).



Haulotte had total revenues for 2015 of €445.3 million, eight percent up on 2014, with improvements across all sectors. The company says due to a buoyant start to the year - mainly in Europe - it expects 2016 revenues to rise by five percent.



Hertz Equipment Rental had revenues of \$1.52 billion in 2015, three percent lower than in 2014, partly due to the sale of its Spanish and French operations. Pre-tax profits for the year dropped almost 30 percent to \$120 million.

Manitou's Material Handling and Access Division achieved full year revenues of €827 million, three percent up on the year, while operating income more than doubled to €40.9 million. Revenues at the Compact Equipment division/Gehl



were flat at €240 million but 14 percent lower in local currency. Operating profits dropped from €17 million in 2014 to just €4.3 million in 2015.

Ashtead - owner of Sunbelt in the USA and A-Plant in the UK - has reported revenues of £1.88 billion for the nine months to December more than 25 percent higher than last year, while pre-tax profits improved 26 percent to £465 million. Sunbelt saw revenues increase 21 percent to \$2.47 billion, mostly through organic growth. Operating income increased 20 percent to \$771 million. A-Plant reported revenues of £263.9 million, nine percent higher than last year, mostly due to a larger fleet. Operating profit for the period increased 25 percent to £47 million.

**H&E Equipment** has reported a 4.5 percent fall in 2015 revenues to \$1.04 billion due mostly to lower sales of new equipment. Pre-tax profit declined 18.5 percent to \$75.7 million.



**Lavendon** - owner of **Nationwide Platforms** in the UK, **Gardemann** in Germany, **DK Rental** in Belgium and **Rapid Access** in the Middle East - saw revenues rise one percent to £248.6 million for 2015, while pre-tax profits fell 22 percent to £16.2 million.



**Terex Cranes** saw 2015 revenues fall five percent to \$1.7 billion, while operating profits dropped 33 percent to \$57.5 million.



Genie has reported revenues 6.5 percent lower at €2.21 billion for 2015, while operating profits fell 11 percent to €269.3 million.



Singapore-based crane rental company **Tat Hong** has reported nine month revenues of \$401.5 million, 15 percent down on last year. Crane rental declined 25 percent, tower cranes five percent, general equipment rental 23 percent and distribution revenues five percent. Pre-tax profit for the nine months was less than a sixth of last years \$36.7 million at \$5.9 million.



**Cramo** has reported full year revenues of €667.9 million, 2.5 percent up on 2014, thanks mostly to strong improvements in Sweden and Finland. Pre-tax profit for the period was three times that of the year before at €63.8 million.



Full year revenues at **Hiab** increased 10 percent to €928 million, operating profit more than doubled, rising 135 percent to €99.6 million. **Kalmar** had full year revenues of €1.66 billion, 12 percent higher than in 2014. Operating profit more than doubled rising 130 percent to €127.3 million.



Ramirent posted full year revenues of €635.6 million, 3.6 percent higher than in 2014, while pre-tax profits improved 10.4 percent to €46.9 million.



**Tadano** reported nine month revenues of ¥299.1 billion (\$2.6 billion) eight percent higher than last year, while net profits were ¥29.7 billion (\$262.4 million) an improvement of 8.5 percent.

Japanese rental company **Nishio Rental** All has acquired an 80 percent stake in Australian rental



company **Skyreach** for around A\$21.2 million (\$16 million).

For the full reports on all these stories check out Vertikal.net

# Full set of Katos for Reeds

The new 20 tonne Kato CR200Ri

UK rental company Reeds (Bray) Cranes has become the first

company to purchase all three models in the current Kato CityRange. Based in Gateshead, the company has taken the 13 tonne CR130Ri, the 35 tonne CR350Ri and most recently the 20 tonne CR200Ri.

The CR-200Ri, replaces the Kato CR250 and boasts a 28 metre six section main boom, plus four to 5.8 metre hydraulic luffing jib with up to 60 degrees of offset. The outriggers have five width settings with beam length sensors automatically feeding the set-up configuration to a colour touch screen Safe Load Indicator system equipped with working range-limiting functions. The fuel efficient Cummins Tier 4 Interim/Euro Stage IIIB compliant engine includes an Eco mode for greater fuel efficiency.

The Kato CityRange will be on display at Vertikal Days, 15th and 16th June.

# Bravi Leonardo platforms recall

A number of Bravisol Leonardo platforms built between 2007 and 2009 that have been retrofitted with a replacement PG Trionic control unit, have been found to malfunction at low battery levels and must be checked and where applicable the control board changed.

The affected machines were manufactured between 1st July 2007 and 31st December 2009 AND the original Microel panel replaced with a PG Trionic panel that dates from 2011 onwards. This warning and recall only applies to machines that comply with BOTH of these conditions. Machines that do should be immediately taken out of service. Bravi will supply a replacement contactor and software update free of charge.



Contact Marco Rivellini - email: parts@braviisol.com or Telephone +39 071 7819090

# **Quality Contract Lifting in administration**

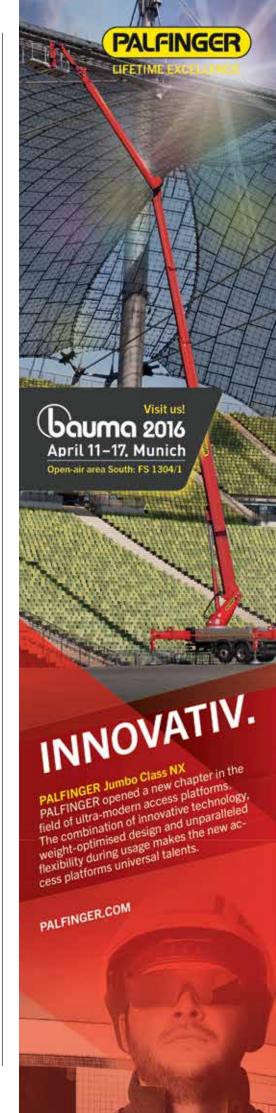
UK-based crane rental company Quality Contract Lifting went into administration last month. The Manchester-based company - owned by Shaun Quigley - was established in 2006 originally as Quigley Training Services, just before Quigley United Kingdom was placed in administration. Shaun and brother Gary formed another company - Quigley UK Lifting Services - which purchased some of the assets of Quigley United Kingdom and was declared bankrupt in 2013 following a series of bad debts. Shaun then began trading with Quality Contract Lifting.

#### TVH to handle Isoli in Benelux

Italian truck mounted platform manufacturer Isoli has appointed TVH Equipment as its exclusive distributor for Belgium and Luxemburg. The agreement sees TVH taking over from sales and rental company Hermans Heftrucks, distributor for Belgium since June 2010.

Following the official agreement, TVH placed an order for 16 Isoli truck mounted lifts, some of which will go into its rental fleet, while others are destined for sales inventory. TVH subsidiary HDW has been the Netherlands distributor for Isoli since December 2010.









April 11-17 Booth No. Fs 902/2



3 Revolutionary Updates



Front Wheel Steering







Active Pothole Protection







#### ZHEJIANG DINGLI MACHINERY CO.,LTD.

Dingli, the Chinese leading AWP manufacturer, the FIRST and ONLY public AWP manufacturer in Shanghai Stock Exchange Main Board. The new facility which covers an area of 160,000 m2 is the best in AWP industry.

There are plenty of leading equipments which including Germany Laser Cutting machines, Germany Automatic Bending machines, Japan Robot Welders. There are plenty of the advanced production lines which including Automatic Coating pretreatment lines, Automatic Painting lines, and Fully Automatic Assembly lines. Welcome to visit Dingli.

Rasey

Christophe Cantou

Tapio Kolunsarka

Kevin Chalmers

## **EWS HIGHLIGH**

- Eric Etchart has formally retired from Manitowoc in order to pursue a number of other business interests.
- Jason Stennes CEO of 360 Crane **Services** in Vancouver hit the headlines by offering jobs to two homeless men bussed from Saskatchewan.



UK-based O Crane & Plant Hire has taken delivery its fourth Kobelco crawler crane in 12 months.

Gary Kennedy sales office manager at RaycoWylie in the UK has died, he was 61.

UK rental company Star Platforms has ordered 220 new Skyjacks including masts, boom lifts and scissors.



ALC Vehicles has taken delivery of five 16 metre Dinolift 160XTII trailer mounted lifts for the UK Armv.

German access and telehandler rental company Möller Manlift has opened a new depot in Fulda,

South Korean food company CJ Cheiljedang has taken delivery of a 35 metre Easylift R360WBA spider lift.

Mammoet has devised a safer and more rapid solution for unloading bulk bags from ships.

Danish spider lift manufacturer TCA Lift has delivered a new 52 metre Falcon spider lift to Shanghai MixC Mall in China.

Australian rental company Camden Hire has installed Point of Rental Software rental management system.

Spierings has delivered new six axle SK1265-AT6 mobile self-erecting tower cranes to Bryn Thomas and Ainscough in the UK.

Mike Stevenson has retired after 11 years as a regional sales manager for **Snorkel**.

The Crane Industry Council of Australia Mike has partnered with the Piling & Stevenson Foundation Specialists Federation to introduce a Green sticker for foundation cranes.

Dutch international Oil and gas contractor Seaway Heavy Lifting has purchased two Sennebogen crawler cranes.

Snorkel has confirmed the appointment of **Andrew Fishburn** as divisional managing director of Snorkel UK.

Middlesborough.



Andrew Fishburn **UK rental company Ardent Hire** Solutions has opened a new depot in

A new component supplier - Integrated Hydraulics Solutions - has opened in Sheffield, UK.

Hydco - the Israeli dealer for Effer - has opened its brand new 5,500 square metre facility in Gan-Yanne, central Israel.

German sales and rental company Hebetechnik Wendel has taken over the distribution of Matilsa aerial lifts.

Per Lundquist senior vice president, operations at rental company Cramo has resigned.

Per Lundquist UK-based rental company 1 Up Access has appointed Mark Trueman as operations

Terex Port Solutions is to supply two more Terex ship-to-shore cranes to TICTS Hutchison Port Holdings.

IAPS owned Outriggerpads has expanded its Hi Viz range with two new spreader plates.

A plant in Sabetta, Northern Russia has taken delivery of eight new JLG booms and scissor lifts.

Magna Tyres has appointed Christophe Cantou as sales manager for the South of France.

Emerson Crane Hire in the UK has purchased two Liebherr LTM 1060-3.1 All Terrain cranes.

Danish rental company AH Lift has purchased its fourth TCA Falcon FS330Z spider lift.

UK sales company AJ Access Platforms has ordered 30 diesel 4x4 Holland Lift scissor lifts.

 Ramirent has appointed a new chief executive, Tapio Kolunsarka, who will replace Magnus Rosén.

UK rental company Bryn Thomas Cranes has purchased five new Liebherr All-Terrain cranes.

 Load cell manufacturer Straightpoint has appointed Myron Jones as operations manager.

UK rental company Quinto Crane and Plant has taken delivery of a four axle Spierings SK 597-AT4.

Hertz Equipment will trade as Herc Rentals once it separates from the Hertz car rental

Lufthansa Hungary has taken delivery of a CTE ZED 23.2 JH articulated truck-mounted platform.

 Dragline rental company Kiesabbau Wiedemann has taken delivery of four Liebherr duty cycle

Norwegian crane rental company Nordic Crane has taken delivery of six new Grove All Terrain

UK-based **Hewden** has appointed Edward Carr as operations director cranes, Kevin Chalmers as operations director lifting solutions and Mike

Omond as operations director - plant.

Kalmar has delivered its 1,000th DCG90-180 mid-range forklift to Norwegian company NorSea.

A crane operator in Israel was fired after refusing to work in strong winds.

Ritchie Bros has acquired online equipment listing service Mascus International Holding.

• The **ALL** crane and access rental group has ordered five new Liebherr All Terrain cranes.

• E McAllister has been appointed to handle aftersales support for Manitowoc and Grove cranes in Columbia.

Wacker Neuson has confirmed Johannes Schulze Vohren as its North American regional president.

**US-based Trojan Battery** has appointed Michael Everett as senior vice president of engineering.

German crane rental company Wiesbauer has taken delivery of its new 700 tonne Terex AC700. Continental Tyre has appointed T. Shawn Rasey as global business

development manager for its OTR business.





purchased three Böcker truck mounted cranes. Italian aerial lift manufacturer GSR has delivered is 800th van mounted platform to German distributor Rothlehner.

 Spanish rental company AP Lift has taken delivery of a 63m Ruthmann T 630 and 27m TB 270+.

Ahern Deutschland has appointed Erik Forkel as regional sales representative for North and East Germany and



Tommy Härtig for Northwest, Mid and Southwest Germany.

UK rental company Cannon Access has taken delivery of a 14 metre Airo X14EW 14 compact scissor.

Manitou has appointed Western Pacific Crane and Equipment to distribute its telehandlers.

 South Korean rental company Shinui Petra has taken delivery of the first Manitowoc MLC650 in the country.

• Ex-Terex CEO Ron Defeo has taken up a new full time job as chief executive of Kennametal.

Skyjack has delivered an 86ft SJ86 T telescopic boom lift to Ontario Rental Supply in Ottawa.

 UK access company Rapid Platforms has taken delivery of a new Almac Bibi 850-BL tracked scissor lift.

Oil & gas lifting provider Sparrows Group has extended its operations to Trinidad and Tobago.

Belgian rental company GF Hoogwerkerverhuur has ordered new Ruthmann and Versalift platforms.

H N Construction of Bokaro Steel City, India, has taken delivery of a new Terex Explorer 5800 All Terrain crane.

André Meijer the CEO of Dutch heavy crane manufacturer **Huisman** has left the company.

Tom Bennett, former chief executive of Prime Equipment/RSC has died, age 72.

 Jekko has appointed JT Cranes as its official distributor for the UK.

Isoli has appointed TVH Equipment as its distributor in Belgium and Luxemburg.

Mateco has opened a branch in Bamberg its 30th location in Germany.

Ahern Deutschland has opened its new HQ in

Weyerbusch central Germany. IPAF has appointed Burcu Ünal as country

representative for Turkey and **Johan** Friis for the Nordic and Baltic regions.



Friis



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