

## Wanted: Crane builder

US-based Manitowoc Cranes is looking at possible acquisitions in Europe. Ron Schad, executive vice president and general manager of the company, told C&A: "I see us making an acquisition that will increase our role in Europe – this will certainly include manufacturing facilities".

Mr Schad said that logical areas for expansion included the AT and tower crane manufacturing sectors – "We would like to have a broader product range than currently. Long term we need to focus on international operations".

"We are trying to find the right acquisition candidate –

there are at least three or four candidates that would make good acquisitions for Manitowoc" said Mr Schad.

Manitowoc's product range is currently focussed on lattice boom crawler cranes where it has achieved considerable successes with its M-250 and 888 cranes. The company has made sub-

stantial profits in recent years and is "looking at similar acquisition strategies in Asia". Mr Schad predicts that Manitowoc is likely to buy a company within the next 18 to 24 months – "but it could be sooner!"

● Manitowoc has appointed Paul Burali-Forti as its regional manager in Europe.

## New Cranes

A new range of telescopic boom crawler cranes is due to become available in the UK and Ireland later this year. The Favelle Favco range has been designed "to use as many standard Caterpillar components as possible". Favelle Favco US is based in Texas, but is a subsidiary of Malaysia's Muhibbah which also owns Scandinavian tower crane manufacturer Kroll and the Favco range of tower cranes.

Three cranes will initially be available from the company and certification under CE marking rules was due to be completed as Cranes & Access went to press. The cranes will be on show at Intermat after which they will be available through an as yet un-named distributor. Favelle Favco has a policy of working with Caterpillar dealers wherever possible.



**The new AC30** system from Cranesafe is designed to ensure that tower cranes do not collide. The electronic, networked system can monitor up to 20 luffing and saddle jib cranes on one site and is currently in use at Brentford.

## Van Seumeren buys big

Dutch heavy lift specialist Van Seumeren has expanded into tower cranes. The world famous company, which owns some of the world's largest heavy lift cranes, has now bought the world's largest tower crane.

The Kroll K 10000 has a 143 metre main boom and a lift capacity of 240 tonnes at 43 metres radius or 120 tonnes at 82 metres.

The company said the purchase would allow it to respond better to customer requests.

## Two Great Names



Under the title "Two Great Names" Grove and Skyjack have announced agreement to work together in marketing, selling and providing product support to large rental companies in North America. The deal is expected to be extended to Europe.

Under the agreement Grove will add Skyjack scissor lifts to the range of products it markets while Skyjack will add Grove booms to its product range. Grove is planning to stop building scissor lifts while Skyjack will stop building boom lifts. The arrangement does not affect the ownership structure of either companies.

"We will have final negotiations complete by April" said Jeff Bust, chairman of Grove Worldwide in an interview with C&A. He added that the effect of the deal in Germany was still unclear but stressed that both companies were working toward "a single point of contact" for large rental customers.

● Reorganisation at Grove in the UK has seen the appointment of Mike Lamb to run the Bicester operation following the surprise departure of Bill Green after more than 25 years with Grove. Mike Lamb will now combine running the Bicester operation with his existing duties in Germany.

# NEWS

## R-B sells to Weldex

Weldex has bought its first R-B crawler cranes and is "very satisfied" with them. The two R-B CH135 crawler cranes have been working in the London area since they were delivered at the end of last year and have met all expectations.

"Our clients are very impressed with the lifting capacities and the reliability – we have had absolutely no teething problems with them" Iain McGilvray told C&A.

Lifting capacity of the fully hydraulic machines is 135 tonnes and both "have been really superb".

concluded Mr McGilvray.

● Paul Ross, R-B's marketing director, hit the national news recently when the Mail on Saturday reported his call for the Government to take action against the import of cranes and other construction equipment that does not carry a "CE" mark of compliance. "The Government should do what they do in the US and turn ships full of con-compliant machinery around; until then only a terrible accident involving one of these illegally imported machines will make politicians sit up and take notice".



**GWS took on** a valuable load when it was called in to launch Pete Goss's famous Catamaran at Totnes in Devon. The vessel is now involved in a round the world race.

Picture: Peter Sturgess.

## Crawler revival



The cranes and access village at SED looks set to feature a host of crawler crane booms. For the first time in years, the British crane buying public will be treated to a real choice of crawler cranes at the show. Both British manufacturers, NCK and R-B, will have cranes at the show and will be joined by Sennebogen (on EH Hassell's stand), Kobelco, Liebherr and Hitachi (on the HM Group stand).

Mini crawlers will also be on show with SMC displaying its successful Starlifter and Kato showing the Maeda mini crawler crane.

The Cranes and Access Village is held in association with *Cranes & Access* magazine and we will, of course, be exhibiting.

● SED is slightly later than usual this year and runs from June 6-8th at the usual location just outside Milton Keynes. Tel: 020 8652 4810. Fax: 020 8652 4804.

# NEWS

## Mega Manitou

Manitou and MEC have signed a long term agreement covering distribution and manufacturing of each other's products. The deal means that Manitou will build and sell MEC scissor lifts under the Manitou name throughout Europe. MEC is allowed to build and sell Manitou boom lifts under the MEC name in North America.

Speaking to C&A at the European launch of the new alliance, Marcel Braud, Chairman of the Manitou Group said the deal enabled Manitou to complete its range of access platforms and would make it a European leader "within the near future".

Mr Braud estimated that the world market for access platforms in 1999 was 90 000 of which about 20 000 were sold in Europe. Of these about 70 per cent were



**Marcel Braud (left), chairman of Manitou and Rick Torn (right) of MEC**

scissor lifts and 20 per cent were boom lifts. Last year MEC sold 3000 scissiors in North America and 500 in Europe and has about 8 per cent of the world market for scissor lifts. The total European market for scissor

lifts is put at about 12000. Manitou and MEC aim to sell a staggering 2200 scissiors in Europe by 2003! Manitou's also aims to have 10 per cent of the total European access market by 2003.

## Moving Counter weights for access

Grove Manlift has introduced two new telescopic booms – the T80 and the T86J. Both will be available in early March. According to Grove, these machines offer a combination of a narrow, easily transportable unit and low gross vehicle weight that was not available previously.

One of the key innovations of the new machines is the moveable counterweight system. Mark Mohn, manager for product planning at Grove Manlift, said: "The counterweight maintains the optimum weight placement based on the position of the boom. This eliminates the need for extendable axles and also significantly reduces machine weight."

The new booms also feature a multiplex control system that expands machine control and simplifies troubleshooting with LEDs and an optional handheld optimiser. The solid-state design increases reliability.

Individual functions can be easily set up and customised to customer preferences.

An optional oscillating axle with patented locking wedge is also available. This design transforms the chassis into a fixed frame when lifting and allows the unit to be driven at full height. The oscillating axle is also more responsive to changes in terrain conditions than traditional oscillating axle designs and should give a smoother ride.

The new T80 and T86J boast a standard four-wheel drive and steer with fast drive speeds at 4.0 mph, up to 50 per cent gradeabilities, rough terrain capability, tight turning circle and crab steering.



**Nelson's Column** is 170 feet and 2 inches (51.86 metres) high, so Nationwide's 55 metre Bronto 550X was perfectly proportioned when freelance cameraman Chris Openshaw needed to shoot the view from Whitehall to Big Ben for a new BBC documentary about Nelson's Navy.

## New Name

A new scissor lift manufacturer made its debut at California's ARA show last month. US-based Zefer builds a range of scissor platforms that are especially environmentally friendly as they are entirely mechanical and do not use any hydraulics. The company built its first platform in 1996, but chose this year to exhibit for the first time at an international show. John L Grove is a board member of the company which was founded by Enoch Newlin, a former JLG engineer.

The company expected to gain TÜV approval for its products at the beginning of this month and will then commence exports to Europe.

# NEWS

## HM Buy Out

Law firm Addleshaw Booth & Co has completed the £18.5 million secondary management buyout out of the UK equipment dealer HM Group. Joint lead adviser alongside Addleshaw Booth was Arthur Andersen Corporate Finance. Equity providers Alchemy and the management team have provided financing totalling £10 million. Bank of Scotland Structured Finance Glasgow provided facilities of £14.5 million.

Addleshaw Booth advised the original MBO team in 1993, led by the then chairman Graham Hall and funded by Close Investment. Hall has left the company and John Jones, part of the original buyout team, becomes chairman and chief executive. Other members of the new management team are Stephen Howard who becomes managing director, Steven Hanney, financial director while Andrew Baker, David Hopkins and David Hearne become operation directors.

## Weldex buys big

Weldex will take delivery of a new Manitowoc 2250 in May this year. The crane is being supplied with a suspended Max-er 2000 capacity enhancement unit and will be delivered after the Intermat show in Paris. Just delivered is the first 100 tonne capacity Manitowoc 222 to arrive in Europe.

The new 222 has been supplied with a luffing jib. In transport mode the crane strips down to four or five truck loads including the Series-B counterweight, full boom and full luffing jib. The second 222 to arrive in Europe will also be shown at Intermat and will be delivered to Weldex after the show.



**Pictured with his financial advisers is John Jones (right) who has replaced Graham Hall as chairman and chief executive of the HM Group following the secondary MBO.**

HM Group chairman John Jones said: "The opportunity to be involved in this latest buy-out is a very exciting prospect for us all. Demand for capital equipment is set to rise in the new millennium and we intend to use our combined skills to meet that expansion and further strengthen our position in the UK and European markets."

## Haulotte grows

Production of a new range of small scissor lifts by France's Haulotte is set to grow dramatically this year following the purchase of the company's third factory in France.

"We need this new factory to allow us to increase the production of small scissoids by 50 per cent" said Pierre Saubot, president of Pinguely-Haulotte in an interview with C&A.

The new factory is close to the Franco-Belgian border and was bought from Alcatel. Production of the "Compact" range, with working heights of between 8 metres and 12 metres, will start at the factory in April. Full production is scheduled for September.

## PASMA expands

The Prefabricated Aluminium Scaffolding Manufacturers Association (PASMA) has renamed itself the Prefabricated Access Suppliers' and Manufacturers' Association as part of a move to broaden its membership base. Hirers, dealers and training members can now enjoy the benefits of full membership status. Previously, they were limited to associate membership status.

Members in these categories will now be able to apply for registration as Approved PASMA Training Centres, until recently, the sole preserve of manufacturers.

PASMA chairman, Peter Bennett, general manager of Glasgow-based Turner Access, said:



**Peter Bennett PASMA chairman and general manager of Glasgow-based Turner Access**

"We have been inward looking for too long and we now recognise that. By opening up the membership we aim to give PASMA an even stronger voice and make it the natural focus for all issues affecting the industry."

## Intermat growth

Intermat 2000 is declared a success as it expands into an additional hall. The new hall, No 4, will feature scaffolding.

The gross surface area of exhibition space at Intermat is now 290,000 square metres and encompasses halls 4, 5, 6 and 7, an outdoor exhibition area plus a demonstration area. This year Intermat is increasing the demonstration

area to 25,000 square metres compared to 18,000 square metres in 1997. The area is divided into two sections, one of which is reserved for earth-moving, handling and lifting equipment.

● Remember to enter our free Intermat competition – the lucky winner goes to Paris for free and there are a host of other prizes to be won.

## News highlights

● **Loadtite** has opened a new depot at Southampton. It is Loadtite's sixth depot. The company currently has depots in the South West, London and Cardiff. Mike Hughes, Loadtite managing director said: "Our new Southampton depot will be able to offer a full service not only to new but also existing customers."

● **UpRight** has entered the tele-handler market with a series of new machines that were launched at the ARA show in California. The company said the units will be available in Europe "in about a year's time".

● **Fantuzzi-Reggiane** of Italy has bought the Noell Stahl und Maschinenbau harbour and container crane business of Germany's Babcock Borsig.

● **Initial GWS** Crane Hire has bought two 90 tonne capacity crawler cranes from NCK. The Astra HC-90s are due for delivery by the end of April.

● We wish to point out that the **Arbil Slings & Cranes Aids Brochure 2000** has been available since the beginning of this year. Our last issue inadvertently featured a picture of last year's catalogue. Call 01384 424007 for a copy.

## Articulated boom

A new articulated boom designed with finer positioning control to conquer hard to get at building niches and recessed areas has been launched by Upright UK. The 20.9 metres Boom62Rt combines aerial agility with rough terrain strength. Its aerial prowess comes from 10.7 metres horizontal outreach at a 9.1 metres pivot height, plus 1.9 metre jib pivoting above and below the upper boom – with 140-degree arc. Positioning versatility is augmented by 180-degree platform rotation and 360 degree continuous turret rotation with zero tailswing.

Full height is achieved in a quick 75 seconds and drive speed is 6.8km/hr. Multi-function proportional controls provide (via a rheostat) smooth manipulation of all boom movements and functions. Four wheel drive and oscillating axle are standard providing 40 per cent grade-



**The new Upright Boom62RT articulating boom gives users finer positioning control to conquer hard to get at building niches and recessed areas.**

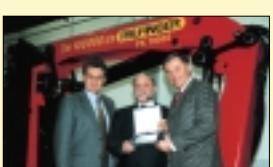
ability. The 62RT's stowed dimensions are a transport-friendly 2.5 metres high by 8.2 metres long and 2.3 metres wide. Its gross weight is a light 10,614kg.

The boom's 1 metre by 1.8

metre platform with 227kg capacity provides workspace for two operatives plus materials and equipment. The Perkins 704-30 diesel engine is housed in a swing-out module for ease of access.

## Biggest Scissor

The biggest scissor lift in the world has just been delivered to German hire company Straub. The LiftLux SL 320-30D has a 32 metre platform height which can be increased to 38 metres with the use of an optional "mini" 6 metre scissor lift that bolts onto the main platform.



**The 100,000th Palfinger** loader crane recently rolled off the production line at the Salzburg Kasern assembly plant. Pictured are Hubert Palfinger (right) and Franz Obermair (Palfinger Germany) presenting the PK19000 to its new owner, Hermann Messerer of Wormser Forwarding in Germany. Palfinger is represented by TH White Ltd in England and Wales.

## Lampson appeals

Three firms working on Milwaukee's \$400 million baseball stadium are appealing against a \$539,000 fine proposed by the US Occupational Safety and Health Administration for a fatal crane accident which killed three workers.

A 567 ft tall Lampson Translift crane came crashing down while lifting a 400 USton roof section into position. OSHA named wind, errant crane load ratings and unsafe working conditions as contributing factors. The three ironworkers killed were in a nearby crane basket that came down in the crash. Crane manufacturer and hirer Lampson International was cited for exceeding the crane's load capacity and failing to factor in wind, as well as for improperly determining the crane's load.

OSHA claims that the

Lampson Transi-Lift crane should have been rated at 75 per cent of its total capacity instead of the 85 per cent that was used. OSHA regulations based on American National Standards Institute codes, specify 75 per cent be used for cranes without outriggers. Cranes with outriggers can be rated at 85 per cent of their capacity.

William Lampson, Lampson's president, said OSHA misinterpreted the code. "We have used 85 per cent on that crane for years", he said, adding that "the crane had two load platforms that act as outriggers." Lampson believes that wind, not a crane malfunction, led to the collapse. Contractors HCH and Mitsubishi have meanwhile replaced the Lampson crane with Van Seumeren's Demag CC12600.

## What's On

### CONSTRUCTION EXPO 2000

New Construction exhibition and conference.  
March 30 – 31, York Racecourse.  
Tel: 01344 630824.  
Fax: 01344 630888.

### OFFSHORE CRANE CONFERENCE

Organised by the Norwegian Society of Lift Technology.  
April 26 – 28, Aberdeen.  
Tel: 0047 2294 7650.  
Fax: 0047 2294 7660.

### SAFETY & HEALTH AT WORK 2000

Europe's major event for a safer working environment.  
May 8-11, NEC, Birmingham.  
£15 on the door or free to pre-registered delegates.  
Tel: 0870 7511 480.

### SED

The biggest UK construction event of the year, featuring the Cranes & Access village in association with Cranes & Access magazine. A great event to catch up with people and new equipment.  
June 6-8, Milton Keynes.  
Tel: 020 8652 4810.  
Fax: 020 8652 4804.

### OVERSEAS

**PLATFORMERS' DAYS**  
Informal gathering of Germany's access industry.  
May 11-13, Hohenroda, Hessen, Germany.  
Fax: 0049 5031 97 2838

### INTERMAT

The largest construction equipment exhibition this year and its in Paris during the Spring! Most international platform and crane manufacturers will be there. May 16-21, Paris, France.  
Tel: 0033 1 4968 5190.  
Fax: 0033 1 4968 5475.

### IVT EXPO

A new event targeted at manufacturers: The international exhibition and conference for Industrial Vehicle Technology. The latest products and more than 60 expert presentations on every aspect of industrial vehicle technology.  
June 14-16, Hamburg, Germany.  
Tel: 01306 743 744.  
Fax: 01306 742 525.

### APEX

The only conference and exhibition dedicated to the world's access industry. A must for anybody buying powered access.  
September 21-23, Maastricht, The Netherlands.  
Tel: 0031 547 271 566.  
Fax: 0031 547 261 238.

# NEWS

## Hurry, Hurry, Hurry! Paris for free

Just a few days to go until our great Intermat competition closes. Don't delay, send us your business card today and you could win a free trip to Paris for you and a

partner. And, as if that wasn't enough, Haulotte, Mannesmann Dematic and Hek have stepped in with some great models as prizes for the runners up.

**Mannesmann Dematic will show its new AC 100 and has donated some models of the new crane as prizes.**



Everyone's a winner in our great Intermat 2000 contest! *Cranes & Access*, in co-operation with Intermat 2000 and Air France, is offering its readers the chance to win a free trip to Intermat 2000. The lucky winner, with partner, will travel at our expense to Paris, where they will be our guests at the show. One night's hotel accommodation with breakfast is included in the prize.

For the runners up there is a growing number of access and crane models to choose from and, for all other entries (up to a maximum of 1000), a free one year subscription to *Cranes & Access* – even if you don't get to the show you'll be

## A l'Intermat!

able to read all about it before, during and afterwards!

### How to enter

Entering this competition couldn't be simpler. You will need: A business card with your name and address printed on it; a pen; a stamped envelope and the answer to these two questions:

**A** What date does Intermat 2000 start?

**B** What is the name of the new *Cranes & Access* website?

Write the answers on the back of your business card, put it in the envelope and post it to: "Take me to Intermat!", *Cranes & Access*, PO Box 3227, Brighton BN1 4UR.

All entries must be received by 12 noon on April 10, 2000. Winners will be notified by April 14th and must be willing to travel to Paris between 16th and 21st May.

**A** What date does Intermat 2000 start?

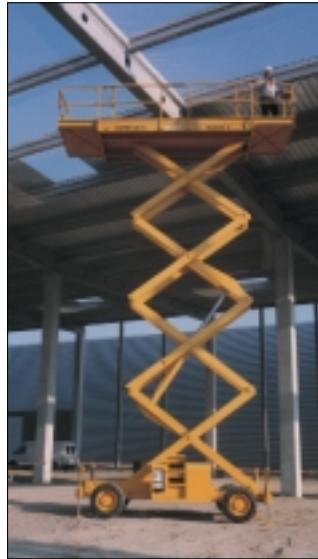
**B** What is the name of the new *Cranes & Access* website?

**The small print:** The winner of the trip to Paris will be the first correct entry to be drawn at random from all entries at 12 noon on April 10 by The Editor of *Cranes & Access*. The first runner up will be the next correct entry drawn at random from all remaining entries and will be able to choose between a model crane or model access platform. The second runner up will be the third correct entry drawn at random from all remaining entries and will win the remaining model crane or platform. The first 1000 correct entries will win a free one year subscription to *Cranes & Access*. All entries must be on business cards. Only one entry per person. No employees of Vertical Press Limited or their families may enter. No cash alternatives will be offered. The Editor's decision is final in any dispute.

Intermat will be the biggest construction equipment exhibition in the world this year and will feature some notable equipment making its world debut. Haulotte, for example, will launch the HA 16 PX articulated boom. Mannesmann has the new 500 tonne capacity AC 500-1 and Wumag will be showing its new 84 metre truck mounted platform – the highest in the world.

So, make a date for Intermat in the Spring AND, be sure to enter our competition before it's too late – the winners will fly with Air France from the UK or Ireland, so don't miss your chance,

- Intermat takes place from 16-21 May in Paris.



**Haulotte is exhibiting at the show and has donated a range of scissor and boom models as prizes.**

### Intermat 2000

#### When?

16 – 21 May, 2000.

#### Where?

Paris-Nord Villepinte, France.

#### What?

The biggest construction equipment show in the world this year.

#### Who?

1300 exhibitors, including *Cranes & Access*, and more than 170,000 visitors.

#### Why?

Because the latest in cranes, platforms and associated kit will be on show.

**Web:** [www.intermat.fr](http://www.intermat.fr)

**Tel:** 020 8216 3100

**Fax:** 020 8447 1146

**e-mail:** [intermat@intermat.fr](mailto:intermat@intermat.fr)

**Competition sponsored by:**

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