

6 NEWS

DIARY DATES

2017

**EXECUTIVE HIRE SHOW**  
February 8-9, Coventry, UK  
www.executivehireshow.co.uk

**SAMOTER 2017**  
February 22-25, Verona, Italy  
www.samoter.com

**THE RENTAL SHOW (ARA)**  
Feb 26 - March 1, Orlando, USA  
www.therentalshow.com

**CONEXPO-CON/AGG 2017**  
March 7-11, Las Vegas, USA  
www.conexpoconagg.com

**INTERNATIONAL AWARDS FOR POWERED ACCESS (IAPAS)**  
April 4, London, UK  
www.iapa-summit.info

**APEX (ACCESS EQUIPMENT SHOW)**  
May 2-4, Amsterdam, Netherlands  
www.apexshow.com

**INTERNATIONAL RENTAL EXHIBITION (IRE)**  
May 2-4, Amsterdam, Netherlands  
www.IREshow.com

**ERA CONVENTION**  
May 2-4, Amsterdam, Netherlands  
www.erarental.org

**EUROPEAN RENTAL AWARDS**  
May 3, Amsterdam, Netherlands  
www.khl.com/rentalawards

HIGHLIGHTS

■ UK rental company Vp plc has acquired TechRentals NZ in New Zealand for NZ\$ 2.592 million (€1.7 million). TechRentals rents specialist test and measurement equipment and offers equipment calibration services, and has been operating for more than 30 years. It has a single location in Auckland, New Zealand.

■ India's access sales and rental company Mtandt Group has reported an estimated 60% increase in revenue for its 2015/2016 financial year. The company said it had plans to invest US\$ 100 million over the next two years on a new manufacturing facility for scaffolding and other equipment and to increase its rental fleet. Mtandt distributes XCMG's hydraulic fire trucks up to 102m reach height and is Indian dealer for Ruthmann's Steiger truck mounts.

## Loxam and TVH pursue Lavendon

Loxam and TVH are separately pursuing the acquisition of UK-based powered access renter Lavendon Group.

Belgian parts and rental business TVH made a 205 p per share bid for Lavendon on 22 November, but that bid was rejected by Lavendon, who said it had consulted with some of the shareholders approached by TVH and that "the level of support anticipated was not forthcoming."

Less than a week later Loxam announced it was discussing a possible cash offer with Lavendon, adding that there was no certainty that any offer will be made. Loxam urged Lavendon shareholders not to support the TVH offer.

In its initial bid, TVH said it would not increase its offer price unless a third party made an offer for Lavendon. TVH, which already has major aerial platform rental operations in the Netherlands (Gunco) and Germany (Mateco), offered 205 pence per share, valuing Lavendon at £348 million, a 47.5% premium on the price at close of trading the day before the offer. The share price had risen to 218 p by 30 November.

In rejecting TVH's initial offer,



Nationwide Platforms is Lavendon's largest business.

Lavendon said it was "in robust health, well positioned across diverse geographic markets, with strong revenue growth, profits, cash flow and ROCE and a clear strategic direction to deliver substantial shareholder value over the medium term."

It is the second time that TVH has approached Lavendon regarding an acquisition, with Lavendon rejecting a TVH offer in 2010.

HIGHLIGHTS



■ See page 19 for details of how to enter the 2017 European Rental Awards. There are eight award categories including new awards for Digital Innovation and Employer Innovation, both targeted at rental companies. The deadline for entries is Wednesday 25 January, 2017. www.khl.com/rentalawards

■ Loxam has begun exclusive negotiations with shareholders of Spanish rental company Hune to acquire the business. Hune is Spain's second largest rental company, with annual revenues of €67 million and 43 branches, of which 35 are in Spain. In addition to Spain, the deal would include Hune's businesses in Portugal and France, and its joint ventures in Saudi Arabia and Colombia.

## New Editor starts at IRN

The new Editor of *International Rental News (IRN)* magazine will be Joe Malone, who takes up his post at the start of December.

Joe has been working as a journalist at KHL Group for the past 14 months as Deputy Editor of *Construction Europe* and *International Construction* magazines, and brings knowledge of the global construction market to his new role.

With a degree in quantity surveying and construction commercial management from Nottingham Trent University and subsequent training in journalism, Joe has the skills and experience to be a very successful editor of *IRN*.

"We are delighted that Joe is joining the *IRN* team", said Murray Pollok, Managing Editor of *IRN*, "In his relatively short time at KHL he has shown himself to be an excellent, hard-working journalist, and I wish him the best of luck in his new position."

Joe said: "I have enjoyed gaining an understanding of the global construction industry over the past year and a half, and really look forward to getting to grips with the rental market. I also look forward to meeting as many of the magazine's



Joe Malone

readers as possible at upcoming industry events."

Joe's contact details are: E-mail: joe.malone@khl.com Tel: +44 1892 786211.

Bill Whitehouse, Chief Operating Officer of Kennards Group in Australia, revealed in his keynote speech at the International Rental Conference (IRC) in Shanghai that the firm's new online hire system had generated revenues of A\$0.8 million in its first three months of operation, with 50% of that from new customers. IRC attracted more than 400 delegates, a record for the event – see page 31 for more.

