

The following letter concerned - we believe - the report covering the administration of Allan Access and Phil Allan's purchase of the assets through Allan Access Hire.

Dear Leigh

If someone takes something and doesn't pay for it - isn't it theft? At the least wouldn't it be fraud?

When I started my working career it was a big deal if someone went bankrupt, the fact was that the country's laws said you couldn't run another business for x number of years because you weren't skilled enough and needed to have more training/education so you didn't repeat such mistakes.

The social stigma was such that people rarely made mention of it and the unfortunate business owner was worried that people would find out. People did everything possible to avoid bankruptcy because it usually meant that they lost everything - both in business and personal assets.

My how it has changed -

Let's look at a fictitious example, Mr. Smith, as nice as he is, who over the years has had multiple business failures, has taken hundreds of people for hundreds of thousands of pounds. How can he come up with £350,000 to buy his failed companies assets? Don't the assets really belong to his creditors.

What about all those people he has 'stolen' from? What about all the small companies who are dependent on the cash from the invoices he is not paying, how do they feel when tomorrow he is still in business at the same location making the same mistakes and they have to go home and tell the family that Christmas is cancelled..... No money for little Katy's shoes.... No more advertising.....

Time and time again, we have seen people like 'Mr. Smith' re-invent and re-appear, using the money they owed their creditors from their last 'venture'.

Surely Leigh it is your magazine's job, and the job of the industry press in general, to highlight these people for who they really are! Shouldn't your magazine, and others, protect your good customers from potentially harmful predators, and additionally deny them the opportunity to advertise in your publications.

I am not saying that everyone that has a business failure is a bad person, but bad business practice and negligence has the same outcome as dishonest business practice, and the proponents shouldn't be encouraged back into our industry with open arms. We need to empower those businesses that are working in a fair and honest way, those that give back to the industry they are in, and encourage best practice and an ethical approach.

In the next 12-18 months we will unfortunately see a higher number of business failures, can you write something that will bring back the old values of ethics, honesty and responsibility, and which would discourage this distasteful practice of 'stealing'.

I would certainly be happy to endorse and support such a move.

Best regards



Dear Sir,

I have just finished reading your 'take the money' article in the November issue of Cranes and Access and quite frankly I am appalled that there are still people in the industry that believe that there is such a thing as a simple lift.

Let me remind you that at no point in BS7121 does it mention a simple lift. There are basic, standard and complex lifts and bearing in mind that the majority of accidents with cranes involve the basic or simple lift, as you call it, then your comments are surely misplaced or damn right stupid.

A basic or simple lift may include a hot tub in Mrs Jones back garden, well bearing in mind that there were three cranes that fell over doing such lifts over the last two years that I know about, then this just proves that discussions over such matters should be left to the professionals and not to editors of magazines.

If you would like to do a correct article of why lifts have to be planned by trained and competent people then I would be only too pleased to provide you with the facts And yes you can definitely print this

Lee Rowe

PSS Lifting

We admired and welcomed Mr Rowes passion although we could not help disagreeing with some of his points. Our use of the word simple rather than basic was perhaps a flaw, although it does not alter the opinion. Our point was that the current Contract lift or crane hire is not working, particularly for basic lifts. We have since spoke with Rowe and in fact found we agree on more than we disagree. As such he has been invited to submit an article. If we believe that it has merit and will be of interest to our readers we will publish it. Ed

Correspondents name available on request at his request.

This whole area is fraught with challenges, however as a publisher we have frequently put our necks out - criticising both serial bankrupts within our industry, the ridiculous bankruptcy laws in the UK and the profligate tough feeding of some 'insolvency practitioners'. Not all company directors that go into administration are bad or fraudulent, some indeed might be pushed over the edge through bad debts to others, or by the crass treatment by their banks, and when faced with an option of saving some jobs and a business, not to mention an opportunity to pay back their debt. Let he who would never consider the opportunity cast the first stone. We do though agree with our correspondent and hopefully do play our part, although feel he overestimates our influence. However we do think that this is a subject we should come back to, let us know what you think.

LWS

Letters to the editor:

Please send letters to the editor: Cranes&Access: PO Box 6998, Brackley NN13 5WY, UK. We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertikal Press Ltd or its staff.

Dear Sir,

As a creditor of Allan Access Ltd., I would be grateful if you would advise me of exactly what Phil Allan purchased from the ashes of his former company, given the fact that he is now offering for sale equipment on eBay. Something does not add up here.

I look forward to receiving your reply.

Regards

Bill Green

This was one of several letters we received covering this subject, including one from Phil Allan himself expressing concern at the negative coverage of the administration of Allan Access and his subsequent purchase of the assets of that business. He points out that for legal reasons he is unable to discuss the background to the company's failure but that it has been detrimental to himself as well as others. He also takes us to task for continuing to cover the subject which makes it more difficult for him to rebuild a legitimate new business.

We have agreed to meet Allan in the new year in order to provide his side of the story and what he plans to do with the new business going forward. It is never our aim to be negative for the sake of being negative, it is unhelpful and often unfair. We do though have a duty to cover the facts and based on our letters and emails this is all our readers want.

Hi

In today's news stories you include a comment on your own coverage of cutbacks in the aerial access field. I would like to see some manufacturers and hirers thinking outside the box with regard to where they advertise. Some might find it advantageous to divert some of their advertising spend away from the obvious construction related journals (some will be halving the frequency of their ads there anyway I guess) and into journals specific to other industries - such as sport and entertainment.

We do see the occasional example of access platforms being used for camera crews at sporting events, or assisting with scenery construction in movies and television shows. But those tend to get regarded as novelty news items within access industry newsletters. Maybe there is scope to push harder in those areas.

Customers in those fields will quite often have sought advice on what machine to hire or buy for a particular function - but will often be totally unaware of what else is available.

Regards,

John Latusek

Carmarthenshire, UK



HAPPY

Christmas

This is the last issue of Cranes & Access for 2008, the team at the Vertikal Press would like to take the opportunity to thank all of you who have supported us this year, whether it be with your subscriptions to the magazine, editorial input and contributions, or constructive comments that continue to help us improve our publications and on-line news service. We would particularly like to thank those who advertised or exhibited with us, you make everything we do possible. So from all of us we wish you a very happy and safe Christmas and holiday period and a healthy and prosperous year in 2009.



Many thanks and best wishes
from all of us at **Vertikal**