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## On the cover:

The 72 tonne/metre Thor is the largest loader crane produced by HMF and benefits from the EVS stability system. It is pictured lifting parts for a food processing plant in the port of Aarhus, Denmark.



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range, Crane Best Practice Guide out for comment, Andy Pearson to leave Lavendon, Hi Reach adds Liftlux scissors, Two new Multitel truck mounts, UpRight unveils more new models, Liebherr opens in Turkey and Azerbaijan, Raptor articulated tower crane ready to go, MSD Lifting in liquidation, First Leo 40 GTX goes to Belgium, Isoli unveils new 21metre truck mount, Third quarter financials roundup, New web design for Vertikal.Net.

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Whether you are a manufacturer, supplier, installer or user, the latest changes to loader crane legislation will affect you. Cranes & Access attempts to put the complicated new rules into plain English. We also take a look at some of the latest models and developments in the loader crane market.

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Are trailer lifts much more useful than the major rental companies would have us believe? We talk to John Keely of Niftylift about the many benefits of trailer lifts and ask why they are not more readily available for hire?



## Outriggers and mats 35

We all understand the load/sinking principal when we walk on snow so why do so many choose to ignore the obvious - ie using outrigger mats - when setting up lifting equipment? We look at what happens when it goes wrong and how to do it right.



## SAIE Review 41

Once again, the SAIE show in Bologna, Italy lived up to its reputation as one of the best equipment shows in Europe. The sheer number of Italian equipment manufacturers eager to unveil new products for their home show meant we have another sizeable show review.

## 10 years on 50



Cranes & Access celebrated its 10th anniversary this summer and we thought it a good idea to revisit the cover story of our first issue, an interview between two of the industry goliaths at the time, Martin Ainscough and David Barrass.

Tim Whiteman, the original editor and publisher, meets up with the two men to take a look back at how their projections panned out over the last 10 years.

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# cranes & access

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**c&a**  
comment

The only way is up!

Doesn't time fly when you are having a good time? Not only is this the last issue of 2009, but earlier this year Cranes & Access celebrated its 10th anniversary. What a year and what a roller coaster decade it has been.

Founded in 1999, Cranes & Access was a corner stone of the fledgling Vertikal Press that incorporated Cranes UK, later joined by the German language crane and access magazine, Kran & Bühne. From its earliest days, the young upstart publisher pushed the media boundaries, leading the way in launching an on-line news service (Vertikal.net) in 2001 and publishing its magazines on line.

The first issue of Cranes & Access featured the heads of the UK's two largest crane and access rental companies, Martin Ainscough and David Barrass. The two debated their different strategies for running crane hire and access rental within the same group. One thought they should be integrated, the other managed as two separate entities within a group structure. 10 years on and it is still hard to say who was right. We brought them together again to discuss the same subject with the benefit of hindsight. (See page 50)

Whilst times are currently hard for those of us in the equipment industry as we end one of the hardest economic years in living memory, we should remember that the last decade started in a recessionary climate but included the highest 'highs' just a few years later. This industry is cyclical and almost everyone now agrees we are, at worst, at the bottom of the cycle.

This is my fourth recession and each time the classic 'It will never go back to what it was' comment is trotted out. And yet it always does. The latest long term projections for construction equipment suggests that by 2020 worldwide demand will be almost double 2008 levels. This recession is far from over and I am sure there will still be some casualties with 2010 the main 'shake out' period for the next cycle.

One thing that crane and access companies have in common, is that they are people businesses. It is the people and the freedom they are given to operate to the best of their abilities, that separates the weak, the good and the great companies. The trouble, as Barrass points out, is that 'people fall in love with the metal, not the balance sheet'. Some things will never change.

Wishing you a great Christmas and a prosperous New Year.

Mark Darwin

Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.

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