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On the cover:

Two of the world's largest truck mounted platforms - the 103 metre Palfinger WT1000 - were used to inspect and repair HMS Victory, the flagship of the commander-in-chief Naval Home Command as well as a living museum to the Georgian navy, in Portsmouth's Historic Dockyards.



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Shaughnessy heads Skyjack, Manitex acquires Load King, Terex quits mining, SED cancels 2010 show, management changes at Hewden, Spierings launches City Boy, Italy delays EN12999-2009, Cypriot takes Ukrainian crane company, Haulotte pulls out of Bauma, HGV exemptions to go, HSS adds Liftpod, GTK1100 arrives in China, IPAF adds fire fighting course,



Versalift launches all electric lifts in Copenhagen, New Altec crawler crane, Geda pulls out of Sweden, Sumitomo buys into Sunstate, RB cranes relocated, New UK Access Alliance, Law firm files suit against Terex, IPS-Snorkel JV in Australia, ACM launches new Panda 20.

Truck mounted lifts 16



With truck mounted platforms currently performing better than most other sectors, we highlight the essential questions you need to ask when buying a truck mounted platform. We also interview Mark Carrington, managing director of King Vehicle Engineering, distributor of Palfinger Wumag and GSR and travel to Italy to find out more about Europe's highest volume truck mounted manufacturer Multitel Pagliero.

Crawler cranes 29

We take a brief look at the rise of the telescopic crawler crane; feature the first fully rigged pictures of Manitowoc's largest crawler crane, the Model 31000; talk to the owner of the first 70 tonne Zoomlion crawler crane in the UK and look at several interesting crawler crane applications.



Rental rate guide 37

It's that time of year again to report on crane, access and telehandler rental rates in the UK and Ireland. The current economic situation is reflected in the general poor state of most rental rates. But is there light at the end of the tunnel this year? We reveal all in our eight page survey.

2009 Review 46

We take an extensive look at one of the most unforgettable years in living memory - the ups, the downs and the downright weird - mixed in with the varying fortunes of the crane, access and telehandler businesses.



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In the next C&A February 2010 issue we take a look at:

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cranes & access

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c & a comment



Hang on in there!

Unusually for the Comment I have included a picture which helps illustrate two things - the fact that everything is not always as it appears and that simple actions can have dire consequences.

The wise-guy in the States who put up this 'Christmas Decoration' of a man supposedly hanging from the gutter because his ladder had fallen away while erecting Christmas lights, had to take it down after just two days because of the risk of causing car crashes in the street as drivers rubber-necked and of real accidents as 'rescuers' - some in their mid 70s - tried to right and climb the ladder to help the hanging 'man'.



I am sure that you will agree, this is a classic ruse and we are all smiling now. However, this simple, innocuous wheeze illustrates a far more serious issue - people jumping to the wrong conclusion and rushing into something without thinking it through.

A bit like the rental rates in the UK at the moment then.....

2010. A new year, a new decade - yet still the same madness. One of the hardest years for a long time, was made significantly worse by rental companies fighting each other to put equipment out way below sensible levels.

And it is not just the cowboys that are guilty - oh no. Many of the national hirers also appear to have lost sight of the financial basics that ensure the long-term future of a company - such as a company cross hiring a machine and putting it out for less than it is paying for the hire...

This issue of Cranes & Access features our annual rental rate survey which, as you might have guessed, does not make good reading. The comments received with the survey forms show an over-riding anger at the lack of strategy from many companies that ought to know better.

Perhaps the company in Scotland has got it right (see letter on page 38) offering a retail type price-match guarantee in an attempt to take rates out of the equation and force the competition to do something different.

The industry all too often follows like a flock of nervous sheep, down the easy path of price cutting, over reacting to anecdotal rate gossip and dismissing their ability to lead or stand apart. The problem is that this not only results in the heavily indebted and inefficient companies going to the wall, but also drags everyone else down as well, taking years to recover.

Like the dummy in the Christmas decoration, we all need to hang in there, but why not try to stop and think before following the jittery sheep down the path to destruction?

Happy 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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