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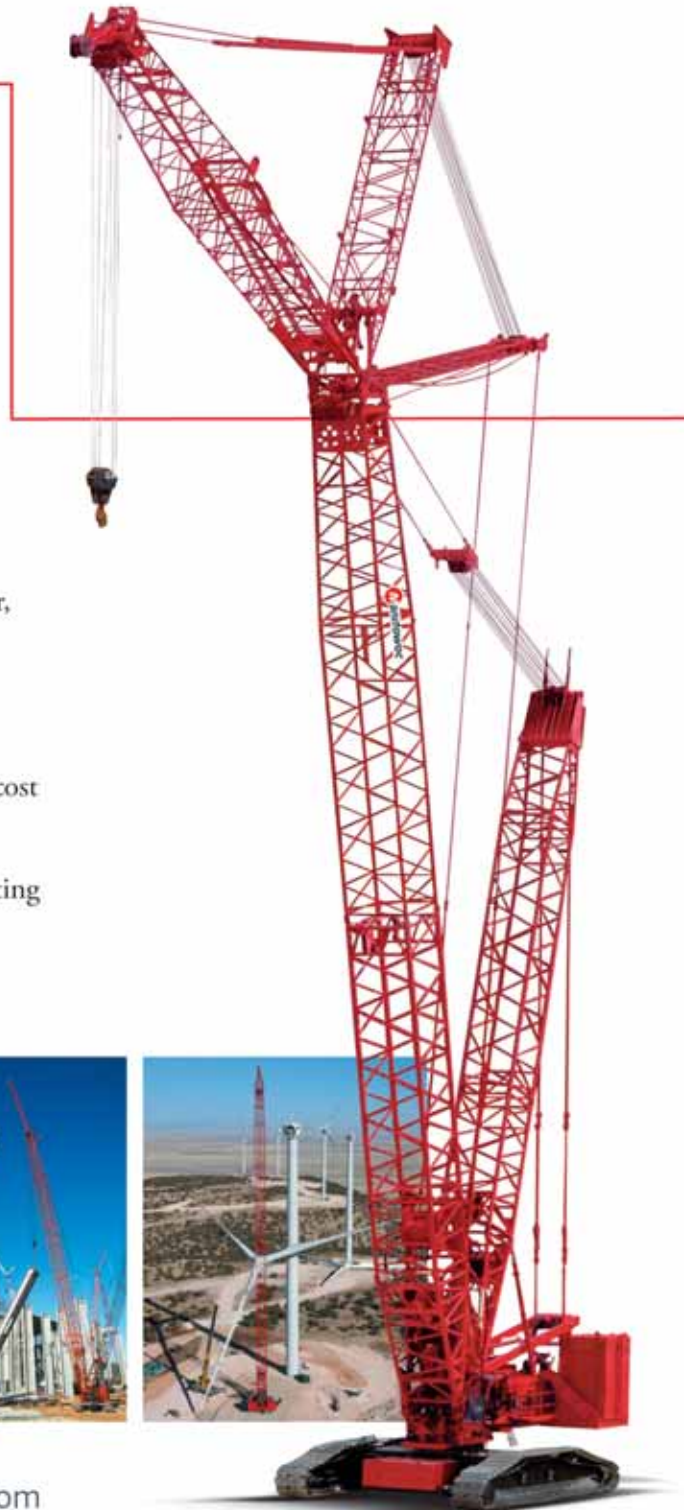
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On the cover:

The new 8ft/2.5m platform height Pop-Up Push 8 in a classic low level access application.



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SUBSCRIPTIONS: Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertical Press Ltd to: Subscriptions, The Vertical Press, PO Box 6998, Brackley, Northants NN13 5WV. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

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Kran & Bühne: The Vertical Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

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Tadano and Link-Belt end agreement, JLG adds 150ft Ultra Boom, Tadano expands in Central/South America, TVH takes a run at Lavendon, Youngman goes self-propelled, Nichols and Riordan leave Terex, New president Terex Cranes, ALE mega crane completes Thai project, Sanghvi Movers to spend \$44 million, Platformers Days to skip 2011, New 30 metre Merlo Roto, Onsite acquires Statewide, JLG to fit Firestone tyres to telehandlers, HSE warns on RT scissors, Liebherr LR13000 to lift 3,750



tonnes, New Genie parts depot opens, Platform Baskets for Hydrex, Isoli and HDW team up, Snorkel and Leach Lewis sign agreement, Terex Utilities sells fleet, Lavendon appoints new CEO in the UK.



Low level access 17

Over the past five years, the push-around scissor market has grown from concept to an established and blossoming sector. In its short history it has developed from a niche to mainstream product satisfying the increasing demand for a simple, low level access product. We take a look at its short history, the increasing number of players in the market, along with the advantages and benefits that this type of product can bring.



Cranes in the city 25

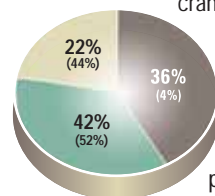
Lifting in confined city locations often requires more planning, greater care and is certainly easier using equipment specifically designed for the job. We take a look at the latest and increasing number of products that make city



lifts not only easier and less costly, but often enable lifts that are impossible with standard cranes.

Rental rate survey 33

It's that time of year when we report on the crane, access and telehandler rental rates in the UK and Ireland. Despite a rate bloodbath in the first half of last year, rates have levelled out or even picked up. Does this mean 2011 will be a good year? Find out what you all think as we reveal all in the C&A eight page rental rate survey.



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We take an extensive look at 2010 - the year that many would rather forget. At least there is always the weather to talk about....



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In the next C&A

In the next Cranes & Access issue we have the main Conexpo preview and features on self propelled boom lifts, batteries and All Terrain cranes.



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Design & Artwork by:

bp design Ltd.

Tel: 01707 642141

email: studio@bpdesign.info

ISSN: 1467-0852

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c&a comment



A new year a new resolution?

Happy New Year!

Did you make a new year's resolution?
Have you broken it already?

It is easy to have good intentions at the beginning of a New Year - but how often do we slip back into our familiar 'bad' habits. This issue includes our annual rental rate survey and if respondents are to be believed, rates last year in some sectors - telehandlers in particular - showed reasonable signs of improvement. Some might say that's not difficult given the ridiculous levels to which they had plunged.

But does this rate rise indicate that the industry has a matured and learnt the lessons from the numerous boom and bust years or more particularly the economic melt-down of two years ago? Probably not.

It is more likely that companies cannot absorb any more increases in overhead costs - fuel, heating/lighting, tax, wages etc etc etc - and have literally been forced to increase their rates.

The telehandler rates may well rise again this year but they are still below the highs of three or four years ago. In times of over-capacity this may well be acceptable, however during the last few years a large number of telehandlers have been sold overseas so there are certain types and sizes of machines that are now in short supply. But do the rates reflect this? The crane rates certainly do not, by rights crane rental companies should sell their equipment and put their money into something else - perhaps a fleet of taxis? They would certainly get better rates on a much lower investment!

As David Shipman of AFI-Uplift said during the IPAF Summit last year, low rental rates and poor returns put huge pressure on the provision of proper equipment maintenance and inspection, not to mention hand-overs for non-operated equipment. It's a vicious circle that affects the image and safety of the industry.

If the rental industry could only break the habit of a lifetime and focus on offering well-maintained equipment with top notch support at a commercially realistic price, construction sites would be safer and more efficient workplaces. This would of course also require contractors to change their habits of wasting an inordinate amount of management time trying to squeeze an extra penny out of the rental cost, risking safety and massive knock-on costs when the corner cutting goes wrong.

If only we could all start the new decade by keeping our resolutions and taking a fresh approach it would make for a truly happy and 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.

For users & buyers of lifting equipment
December/January 2011 Vol. 12 issue 9

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Press**

The Vertikal Press Ltd.
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