

Readers Letters



Dear Sir,

I appreciated your latest cover great photograph and looks like a great job too, but I couldn't help wondering if this was the one that Lomma sent to the attorneys for the families that recently lost the law suit against him? If so this was in bad taste.

Name not provided

This photograph was in fact one of many we received involving the changeover of space shuttles both from the New York and Washington ends. Some we were not certain if we could use them or not and others were simply not good enough. This one was one of several supplied to us by Terex and was chosen by our designer from a range of photographs of different subjects. We have no idea if it was involved with the affair that our writer is referring to or not and do not feel that it is our place to try and second guess or judge this issue. We have received numerous positive comments on it and are happy to have used it.

Ed

To the Crane Show Organiser - Haydock Park

Dear Reader,

I would be pleased if you will send me any crane promotion material and leaflets as I am a disabled model maker and very interested in cranes. But I am not very mobile.

Yours faithfully

Kindest Regards,

Mr William John Hulse

87 Burton Road,
Ashby -de-la Zouch
Leicestershire
LE65 2LG

We received this during Vertikal Days and wondered if any equipment manufacturers out there would be interested in sending Mr Hulse some material. It may well result in a model of your product appearing in these pages? We will also add him to our mailing list.

Ed

Good Morning Leigh

Thank you to you and Pam and all your colleagues for all your support and help at Vertikal Days. It was a great exhibition for us as always and we are already looking forward to next year! I expect you are all still hard at it! Our news from Vertikal Days, apart from it being hugely successful is that we offered our customers attending our Technology Seminars to be entered into a draw to win an iPad. Andy Pearson from Prolift Access won it. The draw was witnessed by Jamie Baddeley from Shawhire Ltd, we just wanted to make sure that it was all above board!

Hope to see you soon.

My Best Wishes

Katy

Higher Concept Software
Reading, Berkshire, UK

Dear Leigh or Mark,

I read with interest the letter in the current issue of your magazine from Allan Shanks at Balfour Beatty, the attitude he shows in his letter is fine but is not always matched by what we see on site. We are a smaller supplier which is finding it harder to compete with the big boys like Nationwide and AFI on some of these big contractor sites as they increasingly try and lock out the competition through 'national agreements'. The service we offer is appreciated by our customers many of which are subcontractors to the big contractors and who are not happy with the impersonal service from the larger companies.

The first we heard about this controller fiasco was when our driver arrived on site to deliver a machine, only to be told that its control box did not match the photo on a safety alert he had - one that we had never seen before.

Reading his letter it looks like AFI and Nationwide got a copy of the alert fast enough - so they could react to it - we never received anything and still haven't as far as I am aware and we supply Balfour sites, explain that! We did finally get a copy of the alert but only by asking for a copy when our completely safe machine was turned away - since then the same make and model has been accepted on the same site so things seem to have 'settled down' we were told it was OK now?- explain that one!

If they are serious about safety why can't they either make sure that everyone gets a copy of stuff like this, or better yet send a copy to Vertikal and ask them to post it on the web? All our people check it regularly - some of them too many times a day in some cases! Or through IPAF - we are all members. If I had seen this before our machine was turned away we would have probably reacted the same as Nationwide - we care just as much as they do about safety! There are too many people in the industry at the moment trying to use safety as a weapon to exclude competition and that's bad for us all.

If you do use this please keep my name out of it, business is tough enough as it is! Cheers...

This was one of several communications we had over this issue, most of them along similar lines, although most were in the form of short emails or verbal. None were extensive as this. Publisher Leigh Sparrow spoke personally with Alan Shanks and said he had no doubts whatsoever about his genuine intentions and sincerity, and felt that if this happened today it would be communicated more widely, however this fell short of passing it to the press. The problem as is often the case is communication. The lifting industry and more critically major contractors need to be far more open than they are. Secrecy and subterfuge is costing lives.

Ed

Dear Sir,

I was very interested to read the information on page 67 of your June magazine about the PACHOM personal anti-collision device and was wondering what sort of feedback you have received from people? I don't believe in a big Swiss watch like that as the base point for the system, but I like the idea of the system and how it works. I hope that you will follow up with this as the trials continue.

I look forward to reading how it goes.

Best Regards,
Bengt Lindberg
Malmö, Sweden

We actually had no feedback or comment at all from anybody on this item, not one, so we are not even sure if anyone apart from Mr Lindberg read it or not? We will follow it up though in a few months to see how it went.
Ed

Dear Sir,

I enclose a short overview and a disc of photographs from the show, the next one will be held on October 21st at the Mercure Duneshaigh Hotel, Blackburn Road, Clayton Le Moors, Accrington, Lancashire BB5 5JP. The show is open from 10 am until 4pm.

David W. Weston

The second heavy equipment model show was held at Mercure Duneshaigh Hotel, Clayton Le Moors and is a model show for anyone interested in heavy haulage, cranes and construction equipment. It is not a show intended for general haulage fans of the likes of BRS or Eddie Stobart.

There is no restriction either on what the models are made from - plastic, die cast or Meccan - nor is there any restriction on the scale. The sizes varied from the smallest on display at just 300mm long to the largest full size haulage trucks that were located outside in the hotel car park. The show was well attended with 12 real trucks outside and 84 tables of models inside, divided between displays and traders.

Visitors came from as far afield as the North of Scotland and the South coast of England. Steven Downes from Miniature construction world attracted a lot of attention with his display of the newest models available.

Gordon Sharpes has a very impressive display of model cranes, most of which had been purchased as damaged models on ebay. They had been stripped right down and all the paint removed, before being restored into well-known crane liveries, both past and present with 32 completed so far.

Howard Nunnick spent his working life at Rolls Royce as an engineer so it comes as no surprise to find his collection of models have been created from bits of scrap metal that had been consigned to the bin.

Also worthy of note is the 1/12th scale radio controlled models by Roy Scott, with such classics as the AEC, Diamond T and Pacific model trucks being amongst his fleet.

There were also several dioramas on display as these are becoming increasingly popular, but by far the best had to be the workshop scene by Damian Hampson, as the stone building is made from just that. He cut stone into very small pieces then cemented them together. It also has a slate roof and is fully lit. The building along with the equipment in its accompanying yard is a credit to him.

Outside was also a very impressive display of heavy haulage trucks with Collett heavy transport sending its latest fleet additions in the shape of a DAF XF eight wheeler tractor unit. GMH brought along its FTF and drawbar low-loader, as well as a Scania T cab and a Mack B series fire truck.

Thanks must be made to Premium Collectable Models, Collett Heavy Transport and Nootboom trailers or their support with the show. For more information about the next show should you wish to display your models or enquire about trade tables, please ring 01282 693477 or email heavyequipmentmodelshow.infos@yahoo.co.uk



Hi Leigh

I read your editorial regarding poor credit control and agree with you 100%. I am semi-retired and now do safety training on various pieces of lift equipment. Previously I was general manager of a heavy equipment dealership responsible for the four Eastern provinces in Canada covering an area equal to three quarters of the total land area of France.

Your comments are very accurate. I know of several companies, one who had been in business since the early 1900's, that are no longer around due to the very thing you commented on. They saw an opportunity to get a new client and kick one of their competitors out and soon they found out the hard way why the "great opportunity" had presented itself.

Comments regarding "loose credit" I well remember from long-time well established and prudent customers, that are still in business after many decades including economic upturns and downturns.

"I would rather be an idle fool than a busy one"

"When one company goes belly up there are several standing in line to take their place"

Another incident, due to NSF cheque problems, a customer of ours in the building supply and lumber business stopped taking cheques and went to credit card or debit only for walk in customers. One person became very irate demanding he take a cheque. He told him use your credit or debit card. The reply "I don't have a credit card. What about debit?"

"I have no money in the bank that's why I want to give you a cheque. I think I will have enough to cover the cheque by the time it clears."

Many years ago when I was first starting out, an elderly successful businessman who had immigrated to Canada from Eastern Europe during the early part of the 20th century took time to provide me many excellent business lessons. One I still remember goes as follows:

C&a

letters

There are two horse dealers in the town. One sells 100 horses a year, one sells 10. Which one is the better businessman? Answer: Look under the beds in the boxes each keeps his money in. The one who sold 100 lost a \$1 on every horse. The one who sold 10 made \$10 on every horse.

I found over the years, if a prospective customer does not want to be forthcoming with credit information or gets upset because we asked for it – they were an excellent prospect for my competitors.

Enjoy reading your comments

Best regards

Larry Farquhar

All Lift Truck Training

Saint John, New Brunswick, Canada

This letter dates back to the end of January and follows a comment we wrote on the all too frequent occurrence of one rental company collecting a machine following lack of payment only to pass a competitor delivering a replacement.

We responded: "Many thanks for your letter Larry, Would you mind if we use it in the next magazine? Ideally with your name, but if not then as an anonymous contribution."

He said: "No problem. You can use my name and company name also. I feel that if a person says something they should be 'man enough' - if in the age of political correctness we are still allowed to say that - to identify themselves."

Best regards, Larry

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Timbermat Limited is proud to announce their new supply partnership with one of Europe's largest distributors of hardwood timber. Established for over 70 years and operating a truly global network, our new agreement ensures continuity of our product portfolio for the long term.

This new venture has enabled Timbermat to secure production solely for our own distribution across the UK & Europe. Our new strategy will ensure we have access to a huge stockholding of all sizes, ready to ship at a moment's notice.

Timbermat is also proud to announce the launch of the new Emtex High Performance Mat. The world's first timber mat to be manufactured to specific loadings.

This new engineered system is built with steel edge protection, and copper treated timber to prevent decay and guaranteeing no rot.

Standard sizes start at 89mm x 1.75m x 4.9m. Please call for further details.



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