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On the cover:

As part of London Fashion Week and the run-up to the 2012 Olympics, Universal Platforms and Facelift used their truck mounted platforms to help dress many of the capitals famous statues in haute couture hats adding to the party atmosphere.











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businesses, Haulotte launches new scissors in USA, Palfinger adds five new loader cranes, Longton Crane Hire closes, Riwal orders 900 new lifts, new Elliot rear mount 36127R, New Performance range from

Hinowa, New Boom Raise system for Manitowoc 16000 and Financials roundup

Top 30 UK and Ireland rental companies

For many companies the 12 months since our last rental company survey has been something of a roller coaster ride. Although telehandlers have made a strong recovery the overall summary would be 'generally better but still a struggle'. All is revealed in our 2012 survey of the UK and Ireland's largest crane, access and telehandler rental companies.



Taxi cranes 31

Over the past 30 years the notion of what constitutes a taxi crane has constantly shifted. Crane

rental companies appear to be moving back towards the fully self-contained, carry everything on board - without special permits mode. Cranes & Access looks for the ultimate taxi crane and talks with NMT Crane Hire's Tim Ambridge.

Small truck mounted lifts 41



We take a look at the ever-changing small truck mounted lift sector, profile Affordable Access

the Co.Me.t distributor in the UK, as well as interview Palfinger Platform's Stefan Kulawik.

Why visit SAIE 2012? 51

After last year when most crane and access companies stayed away, this year's SAIE show in Bologna, should be back to its Italian best with a full range of cranes, access and telehandlers.

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In the next C&A

In the next bumper issue of Cranes & Access out in October we feature Crawler cranes, Outrigger mats and pads and Underbridge inspection platforms as well as a round-up of the regional shows including Verticaaldagen and Platformers' Days.

"The world is divided into people who do things and people who get the credit. Try if you can to belong to the first class as there is far less competition"

Dwight Morrow in a letter to his son





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manes

For users & buyers of lifting equipment August/September 2012 Vol. 14 issue 6

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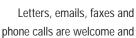
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The bank of you and me.....

Famous English economist John Maynard Keynes famously said: "When the facts change, I change my mind - do you?"

Well regarding bankruptcies it would

appear that many of us ignore the lessons provided by experience and continue to deal with serial bankrupts or those who continually delay payment.

We all know about the 'crooks' that use the bankruptcy system to scam suppliers and the public finances, keeping all the revenue they generate for themselves. What is surprising is how many suppliers get caught by the same people time and time again.

But what of those that ignore the terms of a deal and delay payments from 60 to 90 and 120 days or more - do you stop dealing with them? In many cases the answer is no and the potential loss in case of bankruptcy balloons.

Almost as bad are the large contractors that run tight businesses with good credit ratings, but intentionally slow agreed payments to subcontractors and suppliers to unbelievable levels - possibly in the hope they go bust, saving payment altogether. While this is not illegal it is morally wrong - just as much so as those who use questionable offshore tax shelters to minimise their tax bills.

No - withholding payment well beyond agreed terms is wrong. Not only does it put companies in serious danger of going under, but it uses suppliers as cheap finance - the bank of you and me.

The current crop of business failures are a mixed bag. There are some unfortunate examples of several pieces of bad luck arriving at the same time, others are companies run by managers who should never be in control of a business and then there are the out-and-out crooks.

Now there is nothing wrong with seeking protection from creditors. Not everything works out as hoped or planned, and some creditors can be totally unreasonable - the banks for example. However some bankruptcy systems, the UK being one, are wide open to abuse by company owners and the cozy deals between administrators and secured creditors.

The solution? Those responsible for more than two bankruptcies where creditors are unpaid should be banned from any senior role or ownership position in a business for say 10 years and perhaps be personally liable for compensating creditors? When a company goes bust the existing management or owners should not automatically be given preference in buying the failed business assets. Administrators should be charged with getting the best deal for all creditors so they do not end up paying for the bankrupts' 'misfortune', only to see them spring up a week later with lower debts giving them an unfair competitive advantage......

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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