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on the cover:

The organisers of this year's Conexpo show, being held at its traditional Las Vegas venue, have promised well-over 2,000 exhibitors and in excess of 100,000 visitors to the 2005 event. And, with an improving market and the low dollar, it looks more Europeans than ever will be making the trip out to the Nevada sunshine.

Turn to page 20 for our full Conexpo 2005 preview with information on all of the important lifting equipment expected at the show.



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Manitou and Russon team up; Demag delivers UK's first AC55 City; Loxam on the move; JLG-Liflux confirms Conexpo launch.

2004 review 16

C&A takes a trip down memory lane to review all the hot topics of 2004 in our yearly 12 month review.

Conexpo 2005 20

With just a couple of weeks to go until the US' biggest construction equipment event in its calendar, C&A looks forward to what promises to be a most memorable stay in Las Vegas.



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In the first part of a two-part feature, C&A caught up with Tjerko Jurgens of HydrospeX to talk about this growing firm's alternative lifting activities, while in part-two we review the pick-and-carry crane market.



little and large 31

Here we look at some of the very largest and the very smallest scissor and vertical self-propelled lifts to find out why they are yet to make an impression on most UK and Ireland rental companies.

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Harry Waters, sales and marketing director at Nationwide Access, discusses the implications that the Health and Safety Executive's (HSE) new Work at Height Regulations are likely to have for the access industry and those who work at height.

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Battery technology for powered access equipment has hardly changed in the last 60 years. C&A asks the question - Are they still up to scratch?



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If you don't have our yellow card, watch out for the red

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Do your homework for the Work at Height Regulations. Tickets from Jean Harrison at above address.

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c & a comment



Change is in the air

Why does each year seem to pass faster than the previous one? No one knows why. It just does. Will 2005 be any different? I can guarantee that it certainly won't be any slower, and

that some profound industry changes are sure to take place.

The world's economy is growing, but more specifically, emerging markets are growing and changing the traditional north-south, east-west balances. Demand for cranes, telehandlers and access equipment is outstripping production. At times like this, manufacturers add production capacity and go all out to gain market share.

Today, though, a shortage of raw materials such as steel and rubber for tyres is preventing this, but it is more than that. Many manufacturers seem hesitant to expand existing facilities. New plants are being announced in China, but these are intended to supply the burgeoning local markets.

So in the west we can, it seems, look forward to longer lead times for new equipment, and higher prices as producers look to pass on past material increases and restore margins. As we go to press, however, stories of new crane price cuts are on the rise. Longer lead times and higher prices mean that a greater degree of planning is called for, with more thought of replacement policies and long term market demand.

Many rental companies are not as negative to price increases as might be expected, as long as it in turn leads to better, and more, consistent rental rates. On the other hand, the UK treasury's aims to end the use of rebated red diesel in road cranes and lifts, which is sure to lead to HGV-type road worthiness inspections, will send shivers down most crane and truck-mounted lift owners' spines. Yet perhaps this too might kick-start a profound change in how we manage, and charge, the provision of such equipment.

The upcoming work at height rules will also have a significant effect on both the crane and access industries, requiring new ways of carrying out many jobs, while equipment designs are adapted to reduce risks.

One thing's for sure. As short as 2005 may be, we will see more changes than usual. And, while many of them may appear daunting, change always offers the most opportunities for those who are most ready to adapt and provide benefits to their customers.

Talking of change, I have decided to make a significant one myself, so this is my last issue of Cranes & Access as editor. The last two years have been a real eye-opener, and the reminders will always be around me. Many thanks to all that have helped and supported me. It's been a pleasure.

Warren Wadsworth

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