

# CRANES & access

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knuckle booms** p32



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scissors** p24



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lifting** p18

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If you don't have our yellow card,  
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**bauma** Visit the IPAF Demo Area by the main South Entrance.



# C&a CONTENTS



## ON THE COVER:

What constitutes a 'heavy-duty' knuckle boom crane? Good question! And one that is not as straight forward in answering as you may think. Categorising this growing sector, in terms of lifting capacity at least, it seems, is something that is very much down to the producer's discretion. Starting on page 32, *C&A* takes a look at just what exactly the various knuckle boom manufacturers call 'heavy'.

For the full story see:

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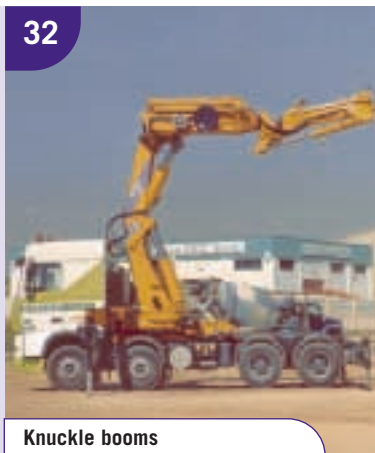
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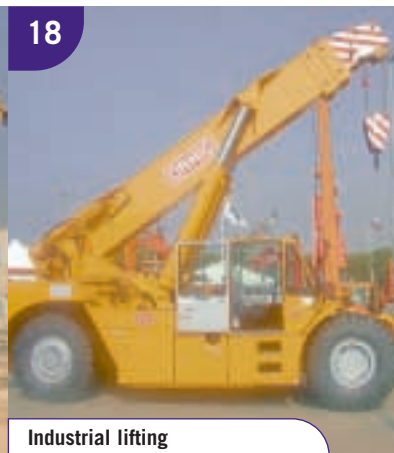
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Electric scissor lifts



Knuckle booms



Industrial lifting

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### Design & Typesetting by:

Dobbie Designs  
Tel/Fax: 01273 670774  
email: info@dobbiedesigns.com

ISSN: 1467-0852


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The Vertikal Press also publishes:



**Vertikal**  
Press

The Vertikal Press Limited

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**IS IT** me? Or did 2003 only have six months in it? The year flashed by and we are already bursting into 2004. Yet when you take a look back at all that has occurred in the past 12 months, it is surprising how much has happened, both in our industry and in the world as a whole. Few in our industry would rate 2003 as a good year, certainly the UK crane hirers began to see an improvement in both activity and rates, largely due to the consolidation that occurred at the start of the year. On the other hand, consolidation does not appear to have helped the crane manufacturers. If anything, competition has become more intense and over capacity still seems to be an issue. I predict that 2004 will in fact see further mergers and joint ventures as the industry struggles to size itself for the current market place.

On the access side, 2003 saw the first major shake up of the hire industry with UK and Ireland companies closing, or being absorbed by others. The result, most certainly in Ireland, is that utilization is up and rates are firming. Our recent hire rates survey suggests that 2004 will be a much better year, and certainly the feeling from the UK is positive.

Aerial platform manufacturers have continued to have a tough time, but have most certainly started to turn the corner. I will put my head on the block and predict that 2004 will be a turning year, shifting from a buyers' market to a sellers' one by 2005!

In a few months, we have the construction industry's biggest show, Bauma, and hopefully it will be a great opportunity for the world's crane and access fraternity to meet and rekindle the family spirit that is an integral part of the industries we serve.

Wishing all our readers a happy and very prosperous New Year.

*Warren Wadsworth*

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