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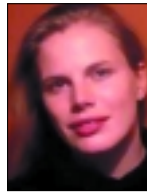
**Vertikal
Press**

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COMMENT



Yet again, here we are in the wake of a huge takeover, bound to create major waves through the industry. Terex has now bought Genie – only last issue we were reporting on its acquisition of Demag. Both are blue chip companies and their purchase really symbolises the transition that is taking place at Terex.

Tim Whiteman talks to the brains behind the operation, Ron DeFeo, on page 12, for an insight into the latest swoop and a look back at less affluent times.

Inside this issue is the special APEX preview. THE powered access show has come around again, and anybody who spends money on access equipment should think about going to Maastricht. Under one roof you have nearly every manufacturer of powered access equipment in the world. Not only do many of them have new models at the show, they also have their top sales people there, hungry to make deals – this must be the nearest thing the industry has to a huge hyper market..

If tower, mobile or loader cranes are more your line of business, then consider a trip to SAIE in Bologna. This is a show where you will not only view new products and equipment from major manufacturers, but get to look at equipment from companies you have never heard of. You might just stumble across something that will give you the competitive edge in the UK – there's nothing like being the first to parade some Italian style. Plenty here too for the access industry, with the growing powered access section and many European innovations on show.

And, if you are off to APEX or SAIE with big ambitions and empty pockets, you will find the finance feature on page 30 gives some valuable advice.

For a bit of fun, don't miss 'Crane People', Dylan Winter's story on page 33 about the characters he met whilst researching recent Radio 4 series 'The Life of Cranes'. You are sure to recognise the traits of these 'crane spotters', if not their faces!

Enjoy the September/ October issue; enjoy APEX and SAIE – we will see you there!

Rosie Gordon
Editor

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