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COMMENT

Decision time



Is it worth visiting SED if you've just come back from bauma? Yes, it is. Why? Because this is the UK's premier construction show and you will be able to meet the people that make this country's industry work.

You will also have a better chance to really look at the equipment in peace and get the attention of the senior management – as our bauma report makes clear some people felt bauma was just too much! On show at SED will be a full range of access equipment and it will be a sight well worth seeing. Sumitomo's new crawler crane will also be there as will Potain's Igo and there is a good selection of loader cranes.

Missing this year are the mobile crane manufacturers who generally only attend in even-numbered years. Nonetheless, a large number of suppliers to the crane industry are present and a visit would not be a wasted day.

Talk of mobile cranes brings us to Marubeni-Komatsu Ltd's surprise decision to leave the UK crane industry. In contrast to crane manufacturers it seems to have concluded that the British market is not big enough for it. This is in stark contrast to Tadano Faun itself, (MKL acted as British dealer for TF), which is determined that the UK will continue to be an important part of its activities. A new dealer will be appointed shortly and we wish them the best of luck with their new product!

In the meantime be sure to follow the latest news on this and all other aspects of the lifting industry by visiting www.vertikal.net and registering for our free on-line newsletter. If you are at SED, visit our stand and see the wide range of on-line services that we are demonstrating. You could win a free one year subscription to an on-line used equipment valuation service or one of a host of other prizes. See you at SED!

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