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On the cover:

A spider crane in a classic application installing glass panels in concert with a Rough Terrain scissor lift.



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Spider cranes



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Intermat preview II



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Denka Lift files for bankruptcy, CPA moves towards MoTs for cranes, Palfinger and Sany team up, Compact 25 metre spider lift from Omme, Battersea crane verdict, Dingli adds new production facility, CTE to launch new ZED 21J, Leach Lewis and Snorkel end agreement, JCHI acquires Nagano, New fixed jib option for Manitowoc 16000, First Movex for UK, Final tests for Manitowoc 31000, New spiders from Platform Basket, JMG launches MC60, Haulotte to close Spanish plant, Mains Crane acquired, Financial results round-up, Caterpillar launches new telehandlers, New six tonne crane from Galizia.



Spider cranes 17

We ask the question: Is lack of awareness holding back the uptake of spider and mini cranes? We also look at the highest spider crane in the UK and interview Philip Hird of mini crane and access rental and training company Peter Hird & Sons.



RT scissors 27

Rough Terrain scissor lifts have been around since the earliest days of the self-propelled aerial work platform. We review its development over the past 40 years and look at the latest trends.



Interview -
Hendrik Sarens 39

Hendrik Sarens, group and heavy lift division director of Sarens and president of the Belgian crane association recently gave Cranes & Access an exclusive interview, during which he talked about the company and its cranes....

In the next C&A

In the next issue of Cranes & Access we will have our major Intermat review, take a look at the developments in the push-around lifts/low level access sector, have further coverage of the Wind Conference in Hamburg as well as looking at cranes and access for wind power. Also featured is the IPAF Summit album and the first Vertikal Days preview.

Wind
conference 44

Following a spate of serious accidents, almost 200 crane and wind industry people met up in Hamburg to discuss crane and lifting safety strategies in the wind turbine industry at the first ESTA wind safety summit. We report on the meeting and the key points and subjects discussed.

Intermat
preview II 47

Since our last issue many more companies have confirmed their exhibits at the Intermat show in Paris. A few companies have booked last minute booths while others have joined the IPAF demonstration area. We preview the latest show products.

INTERMAT

Alfred Sparrow
1921-2012 68

Alf Sparrow, founder of the Sparrows Crane hire business which became one of the world's largest crane rental companies died in late February following a short illness. His nephew Leigh Sparrow, publisher of Cranes & Access, takes a look back over his life.

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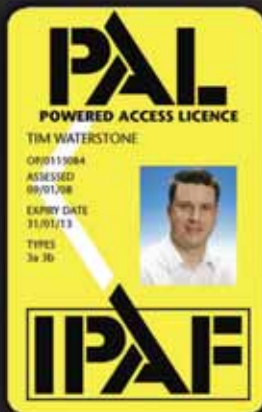
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c&a
comment



Blowin' in the wind.....

Not only was singer-songwriter Bob Dylan a 1960's figurehead of US social unrest but he might also have been a prophet of the lifting industry - particularly wind turbine erection.

The line to one of his early hits 'the answer my friend is blowin' in the wind.' would have been so appropriate at the first, well attended ESTA wind conference held in Hamburg a few weeks ago.

Conference delegates heard how the industry is growing each year with the warning that turbines are likely to get bigger with rotor diameters of 150 metres and nacelle weights of 400 to 500 tonnes lifted to 150 metres or higher. Turbine manufacturer Siemens stated its 'Zero Harm' policy with safety before all else but many crane rental delegates were still convinced that most turbine manufacturers still put cost before safety.

Criticisms raised included the short lead times leaving little time to plan highly complex lifts, access roads being built too narrow and to a low standard. "We find ourselves offering a fully planned contract lift in competition with a taxi crane quote," said one delegate. Others claimed that pricing pressures resulted in the smallest possible crane being used for the job, effectively eliminating additional safety margins that most agreed were required to cope with the effects of wind. The Turbine manufacturers defended themselves saying they expect the crane contractors to operate safely and efficiently within the tender price.....and here is the crux of the problem.

As highlighted in the RT scissor feature on page 27, the importance of a product is not all about technology and not even performance ... although this is of course important. The critical point has to be a product's ability to return a consistent profit for the rental company as well as be effective and efficient for the job at hand.

Financial pressures will always be a factor, whatever the economic climate. Perhaps equipment manufacturers need to re-focus their attention not on technology for technologies sake, but to offer products that do the job safely and efficiently but at a price that provides a better return? Or perhaps if more rental companies said "No I am not doing it for that" the constant price erosion would stop?

Cue another famous Bob Dylan song: "The times they are a changin'..."

Mark Darwin

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