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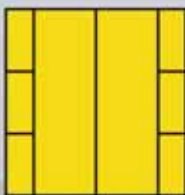
Unique Purpose Designed Modular Interlocking Outrigger Load Spread System

# ALIMATS

Mobile / Self Erect Cranes \* Access Platforms \* Lorry Loaders \* Concrete Pumps

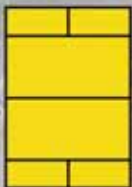


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3.0 m<sup>2</sup> Rig

5 No. Standard Modules  
1740 x 1740 x 120 mm



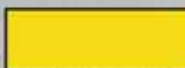
2.0 m<sup>2</sup> Rig

2 No. Standard Modules  
2 No. Short Modules  
1740 x 1160 x 120 mm

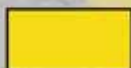


1.34 m<sup>2</sup> Rig

3 No. Short Modules  
1160 x 1160 x 120 mm



Alimats Standard Module  
1.0 m<sup>2</sup> (38kg)  
1740 x 580 x 60 mm



Alimats Short Module  
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1160 x 580 x 60 mm

- The most practical and cost-effective method of spreading outrigger stabiliser and wheel loads to ensure both static and mobile stability
- Easy to transport in a standard pickup or van... four 3m<sup>2</sup> mats = 760kg
- Easy to set up and move around site... comfortable 2 man lift set up
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Alimats Big Foot Module  
0.33 m<sup>2</sup> (22kg)  
580 x 580 x 60 mm



# In expansion mode?

c&a

LTC

As probably the worst performing lifting equipment sector during the recent economic crash, tower cranes are now showing some signs of life and may even be in recovery mode.

One manufacturer that is in the process of changing its direction and product line-up is German-based Jost Cranes. A few months ago it sold its flat-top designs to Chinese manufacturer Zoomlion and will now be concentrating on its luffers and perhaps a new crane design. Mark Darwin reviews its latest flat top luffer - the JTL208.12 - and takes a closer look at its newly appointed UK and Ireland dealer, London Tower Crane Hire & Sales (LTC).



Martin Harvey (L) managing director of LTC with Alexander Jost.

In our recent UK & Ireland Top 30 Rental Company survey (August/September 2011 Issue 13.6) LTC was the fourth largest tower crane rental company with a fleet of 160 cranes. Taking the dominant market leader Select Plant out of the equation, LTC is one of a group of four companies with similar sized fleets (between 155 and 195 units). Below this, fleet numbers drop to less than 100 units. However the UK tower crane sector is perhaps peculiar in that the major rental companies are also the distributors for most of the major crane manufacturers. Comedil, Peiner, Wolffkran, Benazzato, Jaso, Yongmao, Saez, Arcomet and Potain are all represented by the top five rental companies. This list has now been extended with the addition of Jost luffers to the London Tower Crane stable.

"LTC has been appointed as UK and Ireland distributor for Jost tower

cranes - now just luffing jib tower cranes following the sale of our flat top designs to Zoomlion," says Alexander Jost. "The agreement allows LTC to sell both the JTL and JL luffing ranges on an exclusive basis and is effective immediately."

Jost was in London recently, not only to finalise the distributorship agreement, but also to see the installation of the first new Jost JTL208.12 in the world which has been added to LTC's fleet of 60 Jost luffers.

The 12 tonne capacity JTL208.12 is the largest luffer in the Jost hydraulic topless range which includes the four tonne 68.4, six tonne 108.6 and 158.6. The new crane replaces the more traditional Jost JL216.16 as it can fill the capacity gap up to the JL256.16. It has a maximum length jib of 55 metres and at this radius can lift 2.6 tonnes. With a 30 metre jib its tip capacity is 7.7 tonnes.

Using the 1.74 x 1.74 metre mast section the maximum installation load is 7.1 tonnes which is the section that includes the turntable, slewing and hoist unit. The mast/counter jib is 9.7 metre long and out of service radius can be as small as 10 metres.

The standard JL range has maximum capacities ranging from the 16 tonne

JL256.16 to its currently largest luffer, the 32 tonne JL616.32. Larger models from 900 to 1500 tonne metres capacity can be 'built to order' says Jost.

"Apart from its 12 tonne capacity, the new JTL208.12 has an excellent out of service radius and can be erected in just a day," says Martin Harvey, LTC managing director. "Its increased performance also allows us to compete in a different client sector in the UK, particularly those looking for larger capacity topless luffers. No other manufacturer in the world has this type of crane."



## JTL208.12 - a world first



The JTL208.12 cab

The world's first JTL208.12 has just been erected on a 23 storey, residential housing association development in Bethnal Green, London. The 24 month long contract will use three topless Jost luffers - the JTL208 and two JTL158.6 - on the site which is complicated by being situated adjacent to the main Bethnal Green Road and also about 40 metres away from part of the new Network Rail London Crossrail link.

Jib height of the crane is 72.25 metres (total height 80 metres) and it is fitted with a 40 metre jib with capacity of 3.9 tonnes at 40 metres (de-rated by 25 percent) and an out of service radius of 11 metres.

LTC decided that for overall ease, speed and safety it was best to erect the crane to its full height during installation. Difficulty in gaining permissions and road width restrictions meant that the mobile crane used to erect the tower crane could only be part rigged allowing one lane of the road to remain open during erection.

Given its height and component weight, a 500 tonne capacity Liebherr LTM 1500 from crane rental company Bronzeshield was

chosen. To reduce the crane's outrigger loadings three, five by one metre mats were used under each outrigger on the pavement/sidewalk side to reduce the distributed load to 4.6 tonnes per square metre. On the road, three metre by 2.5 metre pads were used resulting in a loading of 9.2 tonnes per square metre. This gave the crane a capacity of 12.1 tonnes at 22 metres - more than enough to erect the crane at a radius of 20.7 metres.

The LTM 1500 was rigged with 84 metres of main boom, 40 metres of luffing jib and 45 tonnes of counterweight. The Jost arrived on 10 trucks and the jib was built on the closed section of road alongside the site to the rear of the mobile crane. "We decided to erect the luffer to its full height at the beginning of the contract mainly because of the difficulty of road closures etc for the 500 tonner. This meant that the next time it will be needed will be to dismantle the tower crane when the job is finished in 24 months' time, while also avoiding the need to climb the crane," says Harvey.



The JTL208.12 fully erected



### The JRL Group

LTC is part of the JRL Group of companies which was set up in 1996 by John Reddington and has grown from a company specialising in sub and superstructure packages to a business that offers a full range of solutions for the built environment. The company now encompasses seven divisions –

LTC, London Concrete Pumping (LTP), Millar Piling (MP), J Reddington RC frame and groundwork, Midguard main contracting, Thames Reinforcements and Stair Master prefabricated steel staircases and boast revenues of more than £100 million.

*10 new cranes have already been added to LTC's fleet this year*



LTC was formed in 2003 with Harvey joining as operations manager primarily to supply cranes to its own group company businesses. When it first started LTC had 10 cranes but this has now grown to 170. It purchased its first Jost crane in 2005 and now has a total of 60. Despite the general lack of investment in tower cranes over the past three years, LTC has continued to invest and has purchased 10 new cranes already this year. It claims that around 70 percent of its tower crane fleet is now less than five years old.

"About 80 percent of our business is hiring outside of the JRL Group companies," says Harvey.

"We have a very high proportion of repeat business, probably because we have a small group of

knowledgeable 'hands-on people in our top management team which are available 24/7. We also have a good fleet mix which includes Comedil, Yongmao, Liebherr, Saez and Jost."

"A few years ago saddle jib cranes were more popular primarily because of the additional cost of a luffing crane. However, the last recession has meant that the luffing crane hire rates have fallen to the level where most customers now go for the similarly-priced luffers. We have also seen a resurgence in the second-hand tower crane market – particularly to Russia but also Ghana, Nigeria, Brazil, Barbados and Israel – to the tune of about two to three units a month. Rental rates have been improving slowly but they are still 60 percent down on 2008. The recession meant that a lot of good operators left the industry and there is now a shortage. We currently have 120 operators on our books and only use agency operators for holiday cover."

Business is quite good at the moment with utilisation running at about 80 percent with about 125 cranes currently erected and working. "With finance more difficult to obtain, many companies are looking to rent rather than buy cranes."

LTC is based at the JRL head office in Borehamwood, Hertfordshire. It also has a crane yard in nearby Elstree to service London and two other depots including its main eight acre storage, maintenance and repair facility in Peterborough and now a depot in Lanark with 10 cranes that is the base for its northern division.

"We are the only company that carries out eight weekly service intervals after the initial four week service for the duration of the hire period," says Harvey. "This is carried out by our 12-strong fleet of service vans and results in reduced breakdowns. All cranes also undergo a third party independent Thorough Examination every six months while erected in service."

Another group company – Euro TCS which began trading in 2008 – is the European master distributor for the TAC 3000 Tower Crane anti-collision, boundary and zoning protection system (Norway, Sweden and Denmark are not included) and has installed about 70



*LTC has a fleet of 60 Jost luffers*

systems over the past two years.

In May this year, LTC formed an agreement with Dutch crane rental company Neremat, allowing LTC to draw on additional cranes when necessary – particularly big saddle jib units up to 600 tonne/metres. "We are delighted to have agreed a deal Neremat. It will help us supply large capacity cranes for big power station construction and refurbishment projects throughout Europe," says Harvey.

However at the moment, around three quarters of its work is London-based, although there is a growing amount of work in Scotland with the some contracts being let for the Commonwealth games in Edinburgh (there is even a Jost luffer on the 18th tee at St Andrews gold course.)

*Two Jost hydraulic luffers*





**Jost sells its designs to Zoomlion**

In July this year, Munich-based Jost Cranes sold the designs of its flat-top tower cranes – designed by founder and prolific engineer Franc Jost - to Chinese manufacturer Zoomlion. Jost will use the funds to develop its luffing tower cranes as well as looking at a new, larger port crane design.



*The JRL Group has seven divisions including LTC and London Concrete Pumping (LCP)*

The purchase came at a very good time for Jost as in recent years, luffers have represented up to 90 percent of its output. The deal allows it to continue to produce and sell its flat top cranes until the end of this year, after which all 12 Jost-designed models



*LTC has a wide range of tower cranes*

between 70 and 600 tonne/metres will only be available from Zoomlion.

“There are more than 300 factories in China alone making flat-top cranes and most use old technology and designs dating back to the 1970s,” said Franc Jost. “We did not see any long-term future for us with this type of crane so it was an easy decision to sell to Zoomlion which allows us to invest and concentrate on expanding the range of luffers and on new designs. The timing was perfect for us.”

“At the moment Zoomlion only has limited access to the world markets for tower cranes,” says Jost. “It does not have a sales network large enough and the reputation of Chinese cranes is still not the best. We believe our association will help them access a wider market. We will introduce them to our dealers and will train Zoomlion staff over a period of two years.”

Franc Jost will not look to replace any cranes in the flat top range up to 600 tonne metres. However he said that JOST is looking at a new type of crane that was introduced at Bauma 2010 as a concept study. The JUL68.4 is a combination of luffer and flat top. The larger versions will have a different jib structure, specifically aimed at shipyards with capacities currently up to 2,500 tonne/metres which will be manufactured in Germany.

“The first part of the jib would be luffing and the second section would be a trolley jib,” says Jost.

“It was tried about 20 years ago but was not a big success. We already have the load chart data and specifications but need an order to build one. The main markets will be South East Asia, Malaysia, India and Korea, anywhere there are big shipyards.”

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