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**Dear Mark,**

Your most recent C&A editorial comment, "A load of BS" prompted me to write to BS and ask them to justify the seemingly disproportionate expense to obtain BS publications.

The comprehensive response from BS is outlined below and which you may find of some interest. I totally agree with your C&A comment. I am quite happy that you publish the BS response to my query.

Regards,

**Mick Norton BEM**

**Dear Mr Norton,**

Thank you for your email regarding pricing for standards.

BSI is charged under its Royal Charter with developing and publishing a wide range of technical standards (presently about 1,800 a year). These standards are developed on the basis of public and industry need, and are important for ensuring safety, interoperability and fitness for purpose of components, goods and services.

The average cost of preparing a standard is approximately £15k and this is largely recovered by the sale of the standards themselves. With the growth in international and European standards activities this figure is rapidly escalating. As a non-profit-distributing body, BSI ploughs back all available surpluses from sales into the standards development programme.

The costs to BSI of developing and publishing different standards are broadly comparable, but the revenue they generate varies widely because the importance of a standard is entirely unrelated to the number of people who actually use it. For example, a particular standard may be crucial for establishing safety in a product used by children (baby's dummies, for example).

Its drafting will require a number of meetings and the input of a large number of different experts, and the standard itself will need to be edited and published. However, the number of companies actually manufacturing the product may be very small, so the sales of the standard will be very low. In fact only about 2% of standards generate enough income to cover the cost of their preparation. As a consequence, standards cannot be priced like normal commercial publications.

In common with most standards bodies, BSI prices on the basis of a simple page count and there is a substantial degree of cross-subsidisation. For example, sales of ISO 9000, which has a very wide, range of applications, by itself funds a considerable part of the standards programme each year.

In comparison with other commercially produced publications, a standard may seem to be very expensive, but

is actually not at all expensive in terms of the value of the information it contains.

In most cases the actual number of copies sold is so small that it would be more appropriate to compare a standard with a privately commissioned report.

BSI introduced its print on demand process in 1995 to avoid the costs and waste levels of bulk print and stock control. The savings made from this process has enabled us to reduce costs and to fund the increasing level of international committee participation.

Prior to introducing our print on demand process and the new loose leaf format BSI conducted market research amongst its customer base resulting in the majority of our customers agreeing that the revised presentation would bring benefits to the management and amendment of their standards collection.

It may interest you to know that BSI operates a Membership scheme which has a number of benefits that includes a 50% discount off the List Price of British Standards together with free postage & packing.

The cost of membership subscription varies dependant on company turnover and number of employees (a business with less than 30 employees and a turnover of less than £1m pa would pay an annual subscription of £200 + VAT).

Many organisations become BSI Subscribing Members as they find that the package of benefits including the 50% discount outweighs the cost of membership. More details of BSI Membership can be found at [www.bsigroup.com/membership](http://www.bsigroup.com/membership).

Should you have any queries or require further assistance please do not hesitate to contact us.

Kind Regards,

Diana Wiafe

Subscriptions Service Advisor

*This response ignores the fact that in recent years standards have been developed at the European level and that a large portion of the expenses involved with all the committee work is born by the associations and companies participating in the vertical committees. In the case we were referring to virtually all of the work was carried out by the associations and these days there is no need for any printing or mailing. For those who do want a hard copy then fair enough the charge is warranted. But surely it could make downloads available free of charge. Alternatively a token charge could be made for downloads, that would in all likelihood generate higher revenues than the prices currently levied. As to profits? According to the latest accounts filed with Companies House the BSI generated £40 million of pre-tax profit!*

**So what crane is this?**

Last month we published a letter asking us if we could identify and date a crane on a Kaebler chassis in G.W. Sparrow Crane Hire livery. We managed to confirm it as a Liebherr AUK 120 self-erecting mobile tower crane from 1965 as we had initially suspected. We also managed to find the original sales brochure and specification sheet. A couple of photos from the brochure can be seen below. The articulated unit was almost 25 metres long on the road. It could lift 12.7 tonnes to a height of 53 metres and a radius of 10 metres. Alternatively, it could handle 8.4 tonnes on the horizontal jib at a radius of 15 metres and a height of 31 metres. Maximum radius was 26 metres at which it could handle 5.8 tonnes.



*The Liebherr AUK 120 at work with luffing jib*



*The crane was almost 25 metres long on the road.*



**David Jacobi 1960-2017**

**David Jacobi, manager special projects Heavy Cranes division at Ainscough Crane Hire has passed away peacefully at home after a very short illness. He leaves his wife and two grown up children.**

Jacobi spent his entire working life in the crane business, joining Ainscough in 2000 having worked as a divisional director for Baldwins Industrial Services from 1990 and as a contracts manager for Grayston White & Sparrow from 1982. He began his crane career straight out of school, joining British Crane Hire Corporation in 1978 - which had been created following the merger of Richards & Wallington Crane Hire with Mobile Lifting Services. He never looked back and took to lift planning like a duck to water.

At Ainscough he was promoted to lead the company's special projects team working on some of the most complex and challenging projects in the heavy crane sector. A statement from Ainscough said: "Those of you who knew and worked with David will have known a man with exceptional knowledge and experience of working in the lifting industry. He was cranes through and through and possessed a rare blend of technical knowhow with a commercially astute outlook."

"With a dry sense of humour and infectious passion for the job, David took great pride in each and every project he delivered. He would share his knowledge freely with peers and youngsters embarking on their careers alike communicating with both warmth and the gravitas derived from his years of experience. Outside of work David was most comfortable on two wheels indulging his passion for motorbikes. He was a regular at track day meetings and had ridden for many years with a local club of which he was a senior member. He will be sorely missed and our thoughts are with his family and friends at this difficult time."

He was given a good send off in a celebration to his life held on Wednesday 20th December at Easthampstead Park Crematorium.



**Tributes**

*We received numerous tributes demonstrating just how widely appreciated and respected he was in the UK crane industry. Here are just a couple of those received.*

"I was so sorry to hear the sad news. I brought David into the Crane Rental Industry with British Crane Hire Corporation when he was 18 years of age. That was in 1978 at Wood Street, Walthamstow. David started on the Hire Desk but with an A level in Technical Drawing and a keen interest in the engineering side, it was no surprise when David, over the following years, became a very successful heavy lift engineer and contracts manager. I worked with David with several other crane companies over the years. He was a really nice man who was liked and respected by all who knew him.

My condolences to Karen and family.

**Colin Wood - CPA**

I shed a tear last night when I heard the news of David's premature death. I knew Dave at Grayston White and at Baldwins. He was a massive help to me in my early career, we used to sample a Burger from many a site burger van, that is probably why I am nearly as big as he was. I just wish I had a heart as big as his, my thoughts are with his family.

RIP 'OB 1' and God Bless

**ANO**

MRI London would like to send our deepest condolences to David's family. He became such a good friend through our interest and work in cranes. The knowledge he had in the crane industry outshone all the other companies and his drawings were second to none. An extremely helpful man who quite often would work at home just to help us achieve a deadline. I know that we will miss him dearly and he can never be replaced.

Rest in Peace David

**Mark Collier M.D.**

I worked with David at Baldwins for many years, it is a sad loss to so many people who knew the man, a very experienced person in all matters and especially heavy lifting. Did a fair few projects with him, of course it was always my turn to get lunch. A big lad with a big heart

Thoughts are with your family and friends  
RIP OB one

**John Spillings**