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Point of
Rental
Software



POINT OF RENTAL
FOUNDED

1983

INDUSTRY FIRST
WINDOWS-BASED
HIRE SOFTWARE

2001

INTEGRATED
WEBSITES

2004

DISPATCH CENTER
RELEASED

2008

INDUSTRY FIRST
DEVELOPED
WIRELESS ALERTS

2010

GPS INTEGRATION
RELEASED

2011

RENTAL ESSENTIALS
RELEASED

2014

CONTRACT
FULFILMENT
RELEASED

2015

NEW PRODUCTS
RENTAL ELITE
SYRINX

2016

INSPECTION APP
RELEASED

2017

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Investment pays dividends

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mobile mini

UK-based company Mobile Mini has been providing secure portable site accommodation units and storage containers throughout the UK for over 40 years. Today it operates a fleet of around 40,000 units which it supplies to more than 17,300 customers including construction companies, retailers, manufacturers, hospitals, schools and utility companies.

To deliver and install these units the company has a fleet of 60 truck mounted loader cranes, recently adding two 82 tonne/metre Fassi F820 cranes mounted on 32 tonne, four axle Scania trucks. Mark Darwin visited its new Thames Valley branch near Aylesbury and spoke to Nick Sesevic, lift operations manager for the Midlands and South - one of four regional managers in the company.



Nick Sesevic

Mobile Mini supplies a full range of steel portable accommodation and secure storage, from single units right up to the more complex stacked and linked site offices. The American-owned group continues to grow, reporting record results for its UK business. Group revenues last year were almost £67 million - up 11.3 percent on the previous year - driven in part by a significant investment in new units as well as its truck-mounted loader cranes.

It has also increased and improved its branch network adding new locations and relocating several

others to increase capacity and improve product quality. Its 15 sites now include newly opened flagship branches in the Thames Valley and Gravesend, serving London and the South East, as well as expanded branches in West Yorkshire, South Wales and the East Midlands. Last year also saw the company, which employs close to 450 people, open its dedicated National Training Centre in Liverpool.

The growth in revenue has been boosted by the double acquisition of rival container companies Containers 2000 and Mr Box at the



Mobile Mini operates a fleet of about 40,000 units

end of 2016, which strengthened its existing container sales and rental business, as well as extending its presence in key non-construction markets such as retail, hospitality and education. Investment in branch infrastructure has been a priority over the last 12 months helping to maintain or grow its market-leading position.

100 percent Fassi

Sesevic started with the company last July - moving from Leigh-based integrated logistics and lifting service provider Commhoist. He is a member of the Mobile Mini health & safety team reporting to the health & safety director for Europe Chris Watcham who is also a member of the ALLMI board. Sesevic is responsible for

producing risk assessments and health assessments and method statements (RAMS), lifting plans and delivering working at height training.

Mobile Mini has invested 100 per cent in Fassi loader cranes with a fleet ranging from the Fassi F315 on four wheelers up to the F820s on eight wheelers with additional stabiliser legs under the cab.

"We can do everything from a 20ft storage container to full bespoke site accommodation," says Sesevic. "For the larger installations, and therefore more difficult lifting operations, we sometimes have to use mobile cranes but in the planning we try and reduce or eliminate working at height as much as possible. When required



A fleet of 60 truck mounted loader cranes deliver and install the units





The ventilated and heated Thames Valley spray shop



All units are jet washed, shot blasted, repaired and painted before leaving the yard

we have several preferred mobile crane suppliers to supply or source the correct crane for the work everywhere else around the UK."

However, for the regular day-to-day lifting operations the truck-mounted loader cranes carry out the majority of the work and have always been an integral part of the company. The two new Fassi 820s top out the fleet, with more units on order.

"Until the latest F820s arrived, the 64 tonne/metre Fassi F660s were the largest cranes in the fleet. But because it can only lift the five tonne accommodation units to around eight metres radius, it meant constantly moving the truck's position to complete the larger and more complex jobs. The new F820s have a similar maximum lift radius of more than 30 metres but the extra capacity means they can lift in three units wide by three high, side by side from one position all by remote control. They can also lift four tonnes at a 16 metre radius."

"The new F820s are fitted with a tremendous array of features including IMC (Integral Machine Control) and FSC (Fassi Stability Control) that continuously monitor and ensure the ideal crane working conditions versus the vehicle/crane stability based on the position of the outriggers. Information on the crane status is shown both on the radio control display and on the crane's

user panel, letting the operator know exactly what the crane is lifting and the percentage of its maximum capabilities. The F820 - capable of lifting through 360 degrees - is so versatile and we are doing so much with it that we do not need a larger crane for the majority of the work we do."

Why Fassi?

"Historically the company has always used Fassi loader cranes. They are very reliable but when we do have a problem, Fassi UK is excellent and has an engineer with the machine almost immediately and always the same day, even in the most remote areas," said Sesevic.

Utilisation is running at historically high levels, but all units are jet washed, shot blasted, painted and repaired etc before going out again. Each of the 15 branches has the facilities to carry out this and more major work such as full refurbishment, with electricians and fitters on site.

"The Thames Valley branch near Aylesbury was opened about six months ago, with branches in Bridgend, Sunderland, Nottingham and Gravesend having all moved into larger premises, with fully concreted yards, and brand new state-of-the-art workshops including spray shops with full extraction and heating systems."

Health & safety culture

"When I joined I was impressed with the H&S culture within the company. Mobile Mini was the first to introduce bottom lifting, with lifting points more easily accessible at the bottom corners of the containers negating the need to climb onto the top of the units, eliminating working at height where possible.

"All trucks are equipped with auto descend and inertia reel safety devices should the drivers be working at height. We also have cable safe systems with inertia reels in the paint shops when spraying on top of the containers.

"We take working at height and safety very seriously. New truck drivers - even if they are very experienced - are put through our three to four week induction process which is a very intensive training programme involving health & safety, transport and operation inductions. We value experienced drivers, but they still have to go through our own full training and induction procedure. Mobile Mini is also happy to promote internally and has a bespoke driver development programme for employees who wish to train to become a HGV driver and operate the loader cranes."

Scania's telematics system is used extensively to improve each drivers' performance. As well as having 100

per cent Fassi loader cranes, the company only uses Scania trucks.

"The programme evaluates and scores the drivers on a scale from A to D on their use of speed, idling, coasting, cruise control, anticipation and hill driving," says Sesevic.

"By improving these areas, it can make a huge difference resulting in improved safety and better fuel economy. It is good to sit down with drivers to make improvements which can make a big difference."

"Next year we plan to keep our truck fleet under constant review, with long-term plans to further grow the number of vehicles."



The Fassi FAC (Fassi Stability Control) screen



Mobile Mini recently added two 82 tonne/metre Fassi F820 cranes mounted on 32 tonne Scania trucks

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