



Adding Value in the UK Construction Sector

International Tower Cranes,
Berlin 2013

Agenda

- Construction Market
- Rental Market
- Regulation
- Adding Value



London Construction

HEADLINE RESULTS

CONSTRUCTION IS UP

80%

72

SCHEMES UNDER CONSTRUCTION

HIGHEST CONSTRUCTION IN

4 YEARS



BIGGEST INCREASE IN KING'S CROSS – UP

68%

AVERAGE SIZE OF SCHEME

CITY
200,000 SQ FT

WEST END
84,000 SQ FT



2013: OFFICE SPACE UNDER CONSTRUCTION IN SQ FT



TOP FIVE LARGEST BUILDINGS UNDER CONSTRUCTION



Rest of UK Construction

HEADLINE RESULTS

NEW
CONSTRUCTION
STARTS ARE UP
80%
ON LAST YEAR

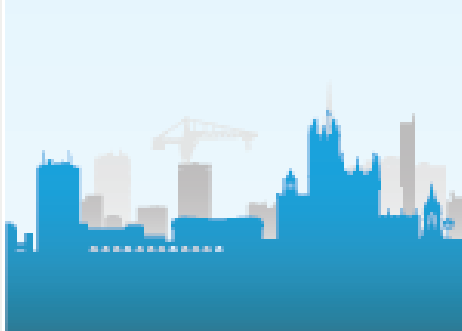


50
SCHEMES UNDER
CONSTRUCTION

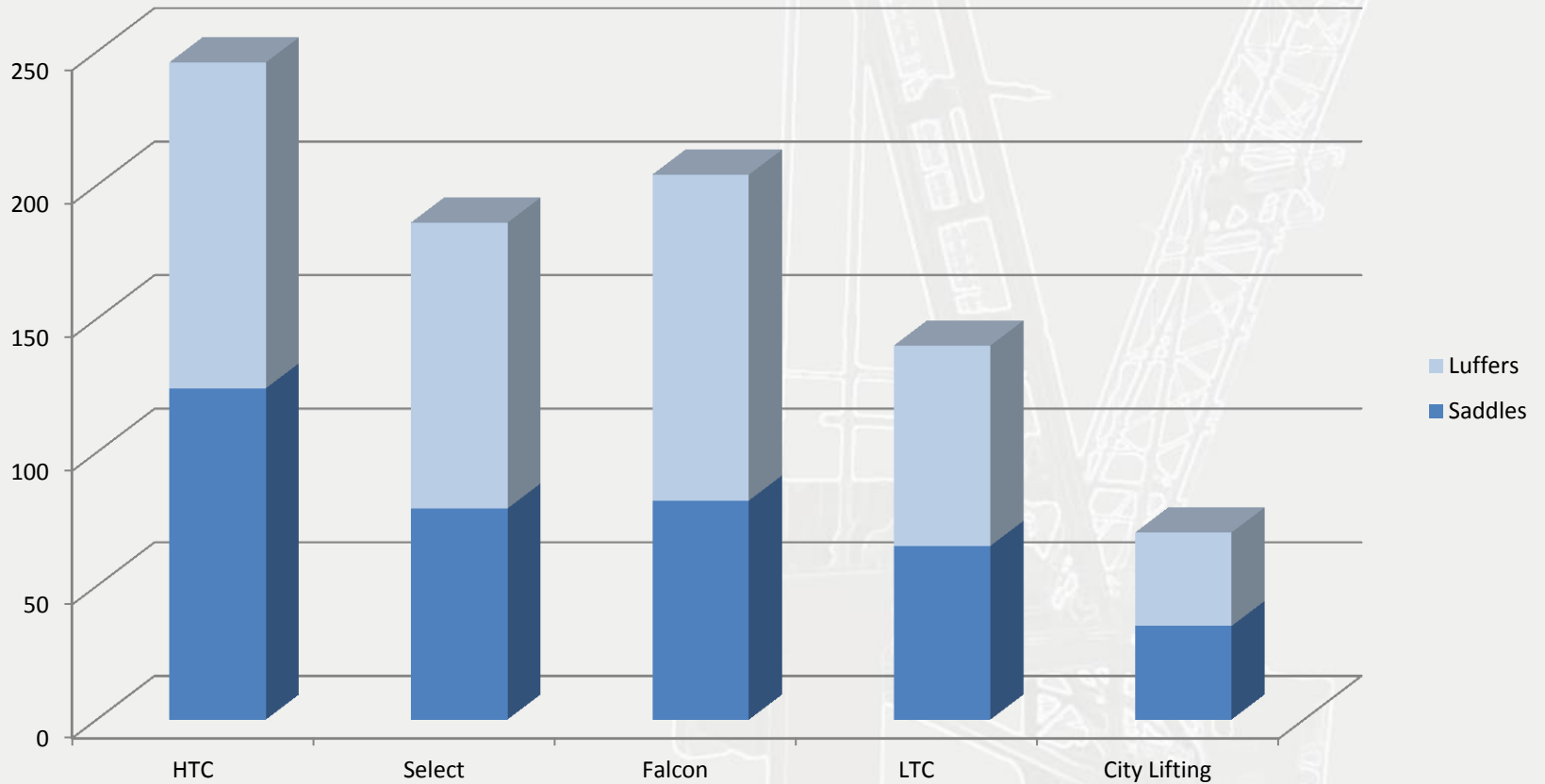
SCHEMES
COMPLETED
38



837k
SQFT OF OFFICES
UNDER
CONSTRUCTION



UK TSTC Capacity



Who Owns The Airspace?

- Airspace Restrictions
- At least 50% Luffing Jib Cranes
- Calling for reduced OOS Radii
- Was it worth it?



Major Contractors



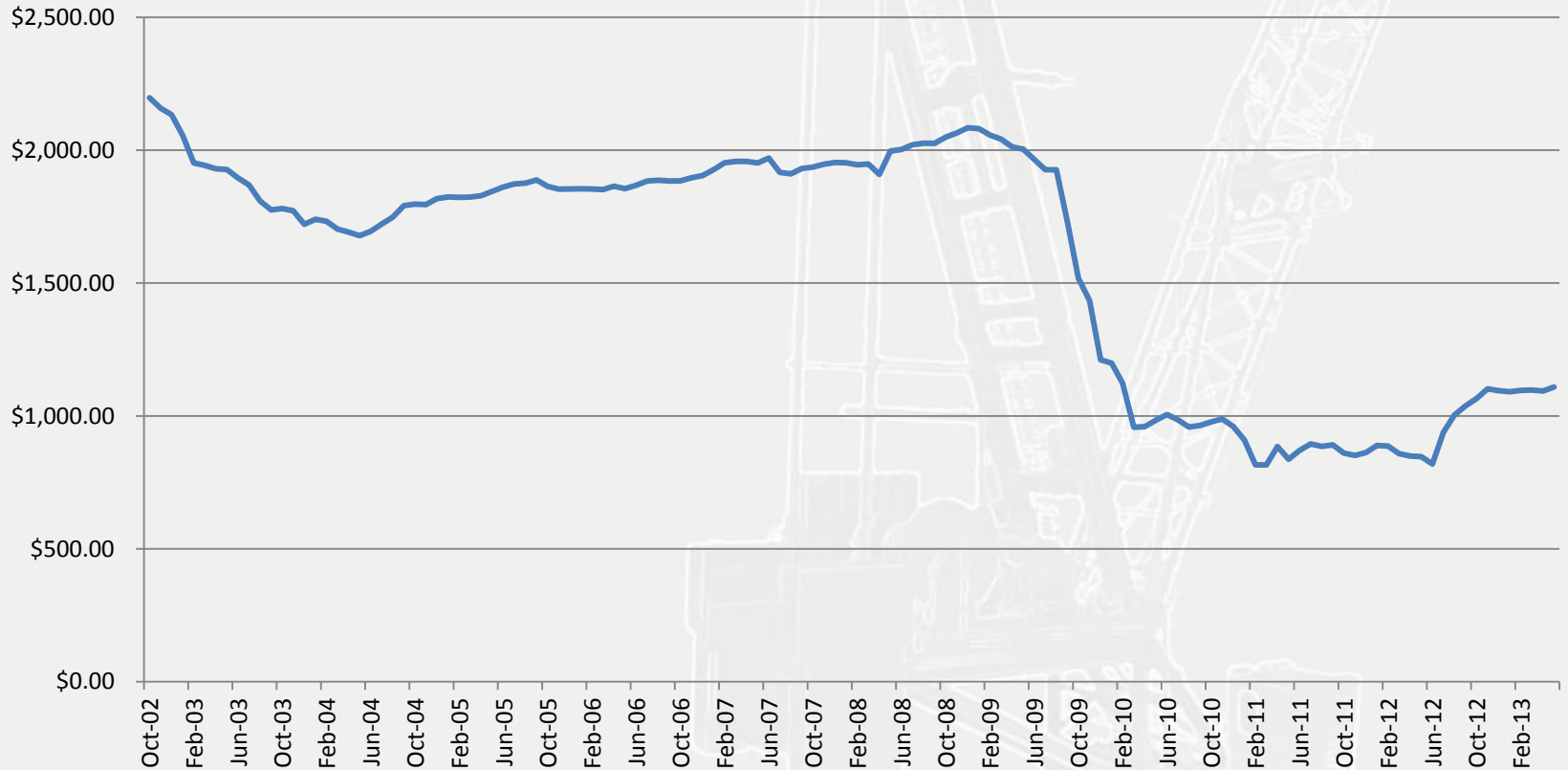
Rank by turnover	Rank by profit	Company	Latest turnover (£m)
1	1	Balfour Beatty	11,035.0
2	2	Carillion	5,051.2
3	19	Laing O'Rourke	3,544.6
4	8	Interserve	2,319.6
5	14	Morgan Sindall	2,226.6
6	9	Kier	2,178.8
7	5	Mitie	2,002.5
8	12	Galliford Try	1,284.2
9	40	ISG	1,195.6
10	10	Skanska	1,166



HTC TOP 6	
MACE LIMITED	
LEND LEASE LIMITED	
VINCI CONSTRUCTION UK LTD	
CANARY WHARF CONTRACTORS (BP4)	
BAM CONSTRUCTION LTD	
COSTAIN CONSTRUCTION LTD	

Divested
Their Interest
in Tower
Cranes

Rental Rate Erosion



UK Minimum Standards

- The crane hire company (owner) will;
 - Develop the crane scheme
 - Issue the base loads
 - Paint the crane and tower in the preferred colour of the hiring company
 - Supply a crane that is under 10years of age (no heed paid to the age of the section!?)
 - Provide a trained, competent, uniformed and drug and alcohol free operator
 - Service the crane out of hours to suit the hirer
 - Co-ordinate the installation of anti-collision systems.
- The hirer is responsible for operator rescue and selecting the lifting appliance most suited to the task.

Regulation

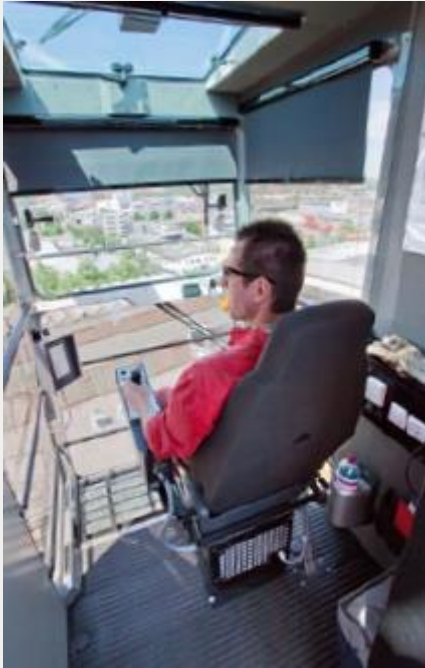
- Health & Safety at Work Act
- Lifting Operations & Lifting Equipment Regulations (LOLER)
- Provision & Use of Work Equipment Regulations (PUWER)
- Work at Height Regulations
- BS 7121:5
- ISO 9001, OHSAS 18001
- Indifferent approach by all stakeholders – not a level playing field.



BS 7121 Requirements



- Planning Of Operations
 - Appointed Person, Risk Assessment, Method Statements, Competence & Training
- Selection & Duties Of Personnel
 - Appointed Person, Operator, Slingers, Supervisors & Co-ordinator.
- Safety
 - The Organisation having overall control of the place of work has the responsibility for safety during lifting operations.
- Selection Of Cranes
 - The responsibility for ensuring the crane is of a suitable size, type and capacity rests with the hirer.



Encouraging work from the European OEM's around;

- Operator training and competence
- Improved working conditions for the operator – great on new cabs...but why do you sit him up the crane?

“The hirer is responsible for operator rescue”

If only...



Delivering Compliance



Safe System of Work



Audit operations to prove competence



Audit operators



Thorough Examination

The UK Way



ITC INTERNATIONAL
**TOWER
CRANES**
www.khl.com/itc Berlin, Germany, 4-5 November
CONFERENCE & RECEPTION 2013

RAMS - Added Value or Adding Work?

Adding Work

- Doing something that we have always done because we have always done that – increasing the burden and diminishing the role.

Added Value

- Spending sufficient time on site identifying the optimum way of carrying out the operation.
- Accurate appraisal of the project / activity, recognising the risks and managing the same.

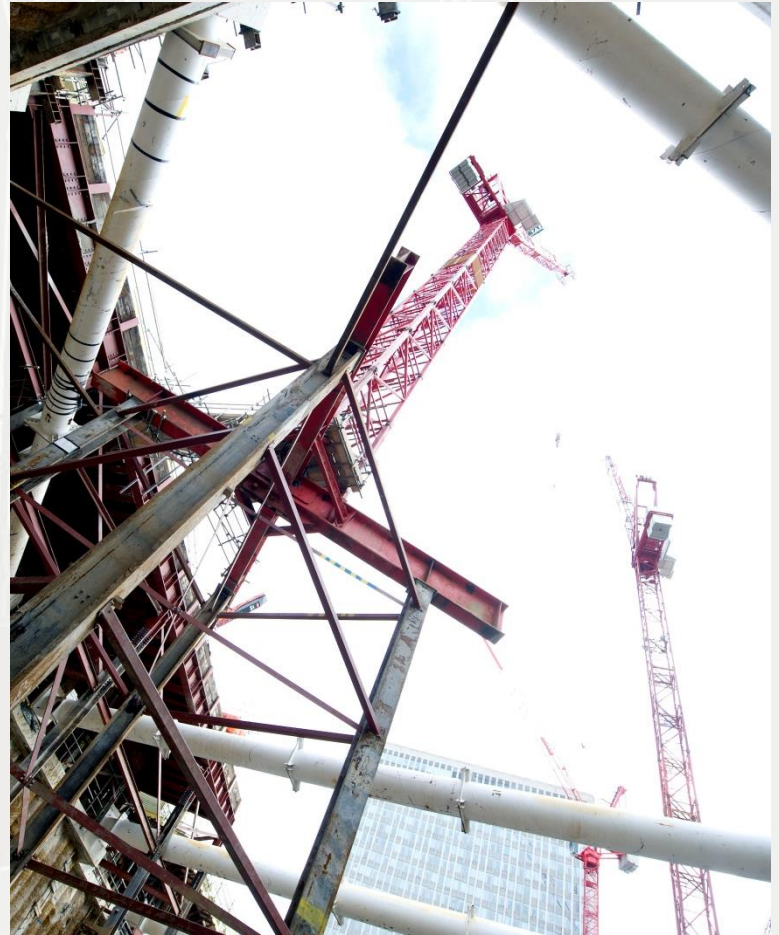
Real Benefit



- Front End Engineering Study
- Knowledge Based Guidance (case study)
- Management of the Lifting

Front End Engineering Study

- Understanding the project constraints
- Collaborating with the client and the OEM
- Plan the work for a seamless implementation.



Correct Use of Cranes?

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- a
- F
- W
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- C
- O



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5%

Better Use of Experience

A faint, light-colored background image of a crane is visible behind the text. The crane is a tower crane with a long jib extending upwards and outwards. The image is semi-transparent and serves as a decorative element for the slide.

- No engagement with the owner of the crane – engagement with an OEM but not the one who supplied the crane.
- BS7121 clearly states who should be involved in the correct selection of lifting appliances and this is a customer obligation.

To Conclude

- UK is highly regulated but inconsistently enforced, or addressed.
- The industry body (CPA) produces some excellent documentation to assist in the safe use of cranes.
- <http://www.cpa.uk.net/tower-crane-interest-group-tcig-publications/>
- To add real value we need to become intrinsically linked to construction, synonymous with Best Practice – delivering against promises and driving up tower crane safety and not just recording common-sense blurb.