



2018 ANNUAL REVIEW



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Preparing ESTA for the next steps forward

ESTA is growing and changing fast



You will read on the following pages or on our website of the wide range of tasks that we are currently engaged in.

There has been a step-change in our workload and there is a huge amount of effort going into our various campaigns and projects

Of course, top of the list is our planned European Crane Operators Licence. ECOL has been a great success so far with the launch on course for early next year. It has been driven forward with huge professionalism and commitment by

our director Ton Klijn. It simply would not be happening without him.

All of our projects rely to a great extent on volunteers from among our members and the wider industry community. As we grow, those volunteers need more support – and that means we need more resources.

So my focus – and that of the Board – is preparing ESTA for the next stage in its development.

Client involvement key

Involving clients and regulators in our work is key to what we are trying to achieve and will be even more important in future.



A good example of this is our plan for a new best practice guide governing the transport and erection of onshore wind turbines – a subject that had been causing concern in the industry due to the turbines' increasing size and the growing number of accidents and near misses.

As a result, we established contact with VDMA Power Systems, the section of the German engineering federation that include many of the wind turbine manufacturers, and the signs are good that we will publish the new guidelines in the near future.

If we succeed – and at the time of writing, I see no reason why we will not – I don't think it is an exaggeration to say that lives will be saved as a result.

Extending our influence

We are raising our profile and beginning to develop new contacts and gain wider recognition. Membership of the IRU will help and we are actively looking to extend our influence with the relevant European authorities in Brussels.

Also, the market is changing. Cargoes are getting bigger, and this has implications for the state of our infrastructure right across Europe.

Indeed, weak infrastructure is one of the biggest dangers facing this sector at the moment. In some places, we could face the situation where some heavy loads can't be moved.

So we need to be lobbying hard for heavy transport corridors in Europe while at the same time continuing to press for the harmonization of standards and the reduction of unnecessary and protectionist bureaucracy, especially in the issuing of permits.

An appeal for more supporters

I would like to make a direct appeal to all companies in our industry to join us in our work by signing up as an ESTA supporter (assuming you have not done so already, of course).

I appreciate that I am biased, but being active in ESTA is a hugely valuable experience. The rules are simple and we have kept the cost as low as possible.

In short, becoming an ESTA supporter is open to all operating companies in the field of crane rental and abnormal transport, that meet the following preconditions:

- the company is a member of their own national association for abnormal transport or crane rental companies, and this association is a member of ESTA.
- the company endorses ESTA's goals as an association

For companies accepted as ESTA supporters the benefits include:

- the right to be present at their relevant section meetings;
- the right to have access to all technical information made available to members on ESTA's website;
- the right to use the ESTA logo on their company's letterhead.
- a seat at the annual ESTA awards dinner
- your logo on the ESTA website

I am sure that the networking and contacts you make will help you professionally and in your business. And being involved in ESTA gives you a voice on the European issues affecting our industry today – safety, standards, permitting, technology, training, innovation and much more besides.

Go to our website at www.estaeurope.eu for more details or contact the ESTA main office.



Efficiency, profit and safety

Of course, margins remain a major issue – that has been a problem for 40 years and from a UK perspective I have seen little or no change.

One of the problems is that many clients do not really understand what we do.

We know that it is a tough market in a tough industry and trying to improve margins should be right at the top of our agenda.

But at the same time, I do not believe that there is any silver bullet – like the top sports cycling teams, it is all about making marginal gains to steadily improve our performance, bit by bit.

The only thing we can do as an industry and as ESTA is to work to reduce costs, improve service levels and make clients, regulators and politicians understand what we do and its importance to the wider European economy.

And we need to make sure that our clients understand that the lowest cost is often not the best value.

Continued on page 34

New wind turbine guidelines on the way

Work is continuing on new best practice guidelines for the safe transportation and erection of onshore wind turbines

We have agreed the overall scope and content of the document, and we are now drafting the detail. There is still a lot to do but we are optimistic that the new guidelines will be published by the end of this year or early next.

The guidelines will include subjects such as common dimensions and standards for access roads and the methods of calculating the ground bearing pressure for crane pads..

The discussions have been going on for over a year and are being led by ESTA with the support of German association BSK, the crane manufacturers and VDMA Power Systems, the part of the German engineering federation whose members include the major turbine manufacturers.

Safety concerns have been growing with the development of new, bigger turbines with greater hub heights, downward pressure on costs along the supply chain and the increasing use of hard-to-access sites with difficult ground conditions.

ESTA, FEM and VDMA Power Systems plan to produce a core best practice document, backed up by other more detailed technical guidance documents such as the FEM 5.016 Guideline – Safety Issues in Wind Turbine Installation and Transportation (EN – 2017).

- The third experts summit on safety and standards in onshore wind farm construction took place in Hamburg in March. It was organised and supported by ESTA and the Cranes and Lifting Equipment Product Group of FEM (the European Materials Handling Federation). It also had the support of VDMA Power Systems.

Many of the presentations are available on the ESTA website at www.estaeurope.eu. Apart from contributions from ESTA, speakers included:

- **Uwe Sarrazin**, VDMA and GE Renewable Energy
- **Klaus Meissner**, Terex Cranes and FEM
- **Thomas Bruun**, BMS Heavy Cranes
- **Hans Henrik Grøn**, Siemens Gamesa Renewable Energy
- **Lars Schødt**, TII Group
- **Michael O'Grady**, ESB GWM Asset Development



The summit helped us maintain the pressure for change and gave different parts of the industry the opportunity to discuss the issues they face.



The ESTA Board

I would to offer my heartfelt thanks to the ESTA Board members who have stepped down since the last annual review was published.

Sander Splinter was a first-rate Section Cranes President, and Hendrik Sarens, as Treasurer, was a committed and long-standing supporter of ESTA and our work to improve safety and standards.

The current ESTA Board members are as follows:

PRESIDENT
David Collett, Collett Group

SECRETARY
Stijn Sarens, Sarens

TREASURER
Jens Enggaard, BMS

SECTION TRANSPORT
PRESIDENT
André Friderici, Friderici Spécial

SECTION TRANSPORT
VICE PRESIDENT
Iffet Türken, Kässbohrer

SECTION CRANES
PRESIDENT
Wouter van Noort, Mammoet Europe

SECTION CRANES
VICE PRESIDENT
Alexandre-Jacques Vernazza, Mediacco

BOARD MEMBER
Robert Markewitsch, Gebr. Markewitsch

See page 34 for details of the ESTA Administration team



ESTA needs strong finances to keep up momentum

We are making waves, but could do much more

Next year promises to be truly notable for ESTA.

We are steadily expanding our activities, profile, contacts and influence

– and in 2019 several of our major projects will all be coming to fruition.

Let me outline some of our core actions.

Understandably, much of the media coverage and interest in ESTA in the past 12 months has been dominated by our planned European Crane Operators' Licence.

It is a huge project – the biggest ESTA has ever undertaken. It will, we hope, represent a step-change in the performance of the crane sector right across Europe by improving safety and efficiency, as well as potentially increasing job opportunities for the operators themselves.

You can read more about ECOL in detail on pages 12 to 15, but suffice to say that the final pilot projects are taking place this autumn and at the time of writing we are on schedule to launch early next year.

Aside from ECOL, elsewhere in this report you will read about my colleagues' work on establishing common rules and regulations

for marking and lighting on heavy transport.

In addition, we are optimistic that we will soon see the first draft of a new best practice guide for the transport and erection of onshore wind turbines, produced in conjunction with the wind turbine and crane manufacturers.

Our lobbying activity is slowly accelerating as we press the relevant authorities to support the development of heavy transport corridors across Europe and to adopt the measures in the European Best Practice Guidelines for Abnormal Road Transport.

We have joined the IRU – the international road transport industry association – and have established contact with the Scandinavian section of the EU ITS Platform group whose role is to increase the efficiency of key European transport corridors through the employment of intelligent transport systems and uniform technical standards. One of the items under discussion is the cross-border problems faced by abnormal road transports.

As the saying goes, we are rattling some chains.

And all of this is achieved with an annual ESTA budget of little more than 200,000 euros.

Of course, like any organization ESTA is far from perfect, although I believe we are efficient and increasingly effective. Crucially we are able to draw on support from a core of experienced and knowledgeable industry colleagues.

But having said that, there is much more we could be doing – if we can find ways to increase the available resources.

We need to raise more money to enable us to take on more projects; and we need to persuade our existing members to get involved as much as possible.

We need to be proactive both with the European powers in Brussels and also with national authorities and regulators, so they understand our industry and its issues and we are not just reacting to problems when they arise.

And we need to be an active and vociferous part of the Europe-wide campaigns to persuade our national governments to invest more in infrastructure.

My appeal to anyone reading this that cares about our industry is simple – get involved and support our valuable work.

We look forward to hearing from you.

Expanding standards work

ESTA is planning to increase its involvement in the on-going work of developing European standards for mobile cranes.

I have been appointed to the lifting appliances committee NEN 345002 "Hijswerktuigen" of the Dutch standards institute (NEN). Through this role, I will be able to sit on behalf of ESTA on the European standards committee CEN/TC 147, alongside the major crane manufacturers and regulatory authorities.

The CEN/TC 147 committee works on the development and maintenance of safety standards affecting the design, manufacture and information relating to cranes.

Ton Klijn is ESTA Director, a position he took over in September 2017. Previously ESTA Secretary, he has been active in the heavy lift and transport Industry since 1977. From 2003 to 2017 when he stepped down, Klijn was managing director of Wagenborg Nedlift, a Dutch heavy lift and transport company. He is also chair of the supervisory board of Aboma, a Dutch company active in safety, certification and crane inspections.



Safety and sustainability driving ESTA's agenda

Networking and debate at core of section's work

took over from Sander Splinter earlier this year and will be looking to build on his excellent work during his time in this position as President of ESTA's Section Cranes.

In general terms, I think the Section Cranes has four priorities.

Clearly, safety is top. That means combining the expertise and effort of all of ESTA's members to make a safer industry for ourselves and our clients. There is not a magic bullet – safety improvements are on-going and never stop.

Alongside safety, how our industry can become more sustainable is another important subject.

For example, we are still running our engines on diesel fuel and maybe the type of fuel will have to change; and there is the issue of renovating

equipment and exchanging parts. Can we work with the manufacturers to do more to maintain our existing fleets rather than buying new equipment?

Third on my list of priorities is training the next generation of crane operators and future industry managers.

The European Crane Operators License is extremely important. In some countries finding operators is a huge problem and I believe that ECOL will really help in this regard by increasing our flexibility and allowing operators to work more easily across borders.

However, ECOL on its own is not enough, important as it is. We need to promote ourselves to young people showing them that they can build a successful career in this industry. We are really not communicating well enough to the next generation at the moment. *Continued on page 34*

Crane rental sector "cautiously optimistic" on workload

ESTA is "cautiously optimistic" about workload prospects in the European crane rental sector as public finances continue to improve after the 2008 crash.

Recent European economic forecasts for the construction and civil engineering markets have been positive and that bodes well for our workload in the short and medium terms.

The day rental sector is very busy throughout Europe and there is good demand for mobile cranes, especially at the smaller end of the market.

The market in bigger projects is really challenging at the moment – but it is beginning to come back and I am optimistic that by the second half of 2019 and into 2020 the European market will be stronger.

ESTA's Section Cranes – join us

ESTA's Section Cranes meetings are free to attend and are open to all of ESTA's member associations – and their members – plus our special members, supporter companies and affiliated companies.

The meetings are an excellent chance to network, make new contacts and to learn about the latest developments in the industry. They are held twice a year.

ESTA receives excellent cooperation from the crane manufacturers, through the FEM's Cranes and Lifting Equipment Product Group, as well as other crane industry stakeholders.

Subject discussed at recent Section Cranes meeting include:

- Mobile crane on floating barges
- Inspection regimes for under carriers of mobile cranes
- Expanding the Crane Capacity Index
- New fibre solutions for lifting and lashing
- Incidents with outrigger pads and the need for standardized, improved and safer designs.

The meetings are always lively and well-attended. If you are interested in being involved, or have a subject you would like to see discussed, contact us at officemanager@estaeurope.eu

Wouter van Noort is President of ESTA's Section Cranes and Managing Director of Mammoet Europe. He first joined Mammoet in 1995 as an SPMT operator and crane planner. Wouter van Noort joined the ESTA Board in 2018 as the new representative of the Dutch crane association VVT. He succeeded Sander Splinter as Mammoet Europe Managing Director at the end of last year after Splinter resigned to become Managing Director of ERIKS Nederland, the mechanical engineering and technical services firm.

Battling bureaucracy and crumbling infrastructure

New projects making progress

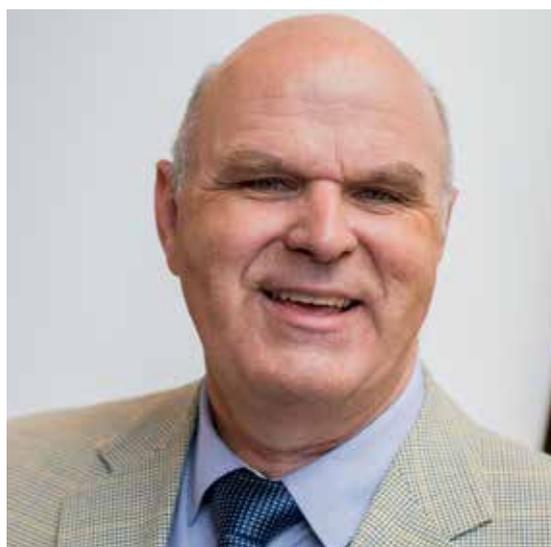
ESTA's Section Transport continues to make great progress. Our meetings are better attended, we are taking on more projects and our voice is increasingly being heard by regulators, clients and the wider industry.

Having said that, despite our hard work, most of the issues that concern our members remain unresolved.

These include:

- rising protectionism
- complex and unnecessary bureaucracy especially concerning permits and other local regulations
- dangerously low levels of infrastructure investment (and the loss of engineering expertise in local transport authorities)
- the need for heavy transport corridors

Many of these issues could be dealt with through improved pan-European harmonized standards but – unfortunately – it often seems that such cooperation is becoming more difficult, not less.



Nonetheless, we keep pressing for change and working to achieve progress whenever and wherever we can.

My colleagues, Iffet Türken, and Łukasz Chwalczuk deserve great thanks for the work they have put in.

Iffet is the ESTA Section Transport Vice-President, a board member for trailer manufacturer Kässbohrer and a member of BSK, the German heavy transport and crane association, while Łukasz is ESTA's Transport Executive and President of OSPTN, the Polish heavy transport association.

Details of Iffet's hard work to create common standards for marking and lighting for heavy transport throughout Europe are covered elsewhere in this annual report.

She was instrumental in setting up the technical working group that is driving this project – and it is making excellent progress so far.

Likewise, Łukasz has been working to extend ESTA's influence and membership in Eastern Europe and also researching the different rules and regulations governing heavy transport across Europe.

Many of our members' key issues are, however, outside our direct control. Recent events have underlined the need to ensure that as a society we invest properly in our infrastructure – now, not in ten years' time.

IRU membership - boosting influence in Brussels

ESTA has joined the IRU – the international road transport industry association – as an affiliate member in a move to increase the organisation's profile and influence with the European Commission and international road transport authorities.

Along with ESTA and Dutch association TLN, the IRU was instrumental in obtaining European Commission support to resolve the dispute with Spain last year after the country tried to enforce new regulations that discriminated against international hauliers.

Our clear goal is to get exceptional transport much higher up the agenda of the relevant authorities, and the IRU can help us do that. It is a highly professional lobbying organization and by joining them, ESTA will have much more clout than we could have on our own.

The IRU's global headquarters are in Geneva, Switzerland, and it has offices worldwide, including in Brussels, Beijing, Moscow and Istanbul.



The simple truth is that following the financial crash in 2008 and subsequent cuts in government spending across Europe, many local government departments have lost a lot of their in-house infrastructure and engineering expertise.

This has meant that some authorities are forced to “play safe” and delay – or in some cases even refuse – permits for abnormal loads because they do not have the expertise to take an informed decision about the safety of structures such as bridges.

Even before the tragic events in Genoa, the dangers of weak infrastructure were starkly illustrated by a fatal accident near Milan in Italy in October 2016. A driver was killed when a bridge collapsed onto his car as a 108 tonne heavy transport was crossing it.

Ten others were injured in the resulting crashes and police said it was remarkable the rush hour accident had not caused more fatalities.

Perhaps – just perhaps – this situation is beginning to improve. Across Europe, countries are beginning to realize that this is a growing problem and recent economic forecasts predicted that investment in roads and bridges is due to increase as public finances finally recover after the 2008 crash.

And as for our ongoing battles with unnecessary bureaucracy, I was delighted that ESTA has decided to have another attempt to persuade more authorities to adopt the European Best Practice Guidelines for Abnormal Road Transport, first published in a European Commission Transport Directive back in 2005.

The directive contains SERT, the Special European Registration for Trucks and Trailers, intended to reduce the paperwork and bureaucracy faced by the industry.

Like much of our work, this is not a battle that will be won overnight. But we are on the move. Watch this space!

Heavy transport corridors needed more than ever

Pressure is growing on the European Union and national transport authorities to agree heavy transport corridors throughout Europe.

The issue – and the related problem of obtaining permits from local regulators - dominated discussions at the Section Transport meeting in Paris in April.

The meeting heard presentations from Switzerland, France, Germany, Italy and Poland, all of whom made the same key points – that the present systems are over-complex, expensive, reduce safety and put up costs for the industry’s clients and ultimately their customers.

The subject has been given extra impetus following the last NATO military exercises in Europe.

In January, it was reported that a convoy of US howitzer guns travelling from Poland to southern Germany was held up when German Police stopped the Polish company transporting them for violating local transport regulations.

As a result of this and other similar incidents, NATO is looking at ways of streamlining its operations in Europe to stop them being hindered by different rules and regulations between member states, and worsening infrastructure.

In addition, sources in Brussels have said that the EU will be looking at a new plan to help military equipment to move quickly and avoid border delays and weak roads and bridges.

ESTA hopes that this work will lead to a network of routes being developed that can also be used for heavy transport as well as for military purposes.

At this stage, we do not know what is possible, but we will be raising this with our contacts in Brussels.

André Friderici, from Swiss specialized transport contractor *Friderici Special*, is President of ESTA's Section Transport. He has worked in the industry since 1975, and is active in ASTAG, the Swiss transport and crane organisation. He has represented ASTAG at ESTA since 2007 and became President of the Section Transport in 2013

Role of ESTA's Section Transport

The Section Transport meetings are an excellent opportunity to network and hear about some of the most pressing issue facing the heavy transport sector.

They are open to all of ESTA's member associations – and their members – plus our special members, supporter companies and affiliated companies.

If you are interested in attending, just contact us at: officemanager@estaeurope.eu

Information regarding the dates and times of ESTA meetings can be found on: www.estaeurope.eu/meetings

The role of ESTA's Transport Section is to:

- promote safety, quality and professionalism
- support member states in matters where national issues require international intervention or advice.
- wherever possible, harmonise working practices and operational regulations to create an environment conducive to cross-border heavy transport projects.
- provide the basis for minimum standards, where current regulations are ambiguous, ineffective or do not currently exist.

Moves to harmonize European marking and lighting regulations gather pace

Earlier this year, ESTA launched a new initiative to persuade European authorities to harmonize standards and regulations governing lighting and marking on heavy transport. The work is being coordinated by an eleven-strong expert group co-chaired by ESTA's Section Transport President André Friderici, technical director of Friderici Special, and Vice-President Iffet Türken, Executive Board Member of Kässbohrer.

The group is currently well through through the first phase of the programme - collecting and analysing information about the various rules currently in force in different European states. This includes the methods of cargo and vehicle marking, rotating beacons, side marker lighting and conspicuity marking.

ESTA's members and the European heavy transport industry are becoming increasingly frustrated by what they see as a plethora of petty and unnecessary regulations that can sometimes be used as a kind of protectionism by local authorities.

"Minor infringements of local regulations can be extremely expensive and time-consuming," Türken said. "And the situation is not improving – indeed, many of our members believe it is actually getting worse.

"You can easily lose half a day or more because a sign is in the wrong language, for example. Surely it can't be beyond our industry and our regulators to agree accepted common standards.

"Every country having their own rules and regulations makes the industry less safe, less efficient and creates real bureaucratic difficulties for the transport operators."

She continued: "We have assigned work to different parties. The first job was to collect and collate information from various countries and regions about the rules and regulations.

"That is still on going, but in parallel to that we have started drafted the first version of what a common ESTA position might look like.

"At some stage we will come with a proposal and say "this is our proposal" and then we start lobbying national association and their governments."

She recognises that such standardization and



ESTA Marking and Lighting Working Group

Standing the left: **Timo Feuerbach**, BSK | **Harold Vorsteveld**, Broshuis International | **Wolfgang Draaf**, BSK | **Lars Schodt**, Tii / **André Friderici**, ESTA | **Tahsin Doğan**, Kässbohrer, Sitting from the left: **Juan Gatnau**, Hipertrans | **Carlos Alvarez** Hipertrans | **Iffet Türken**, ESTA | **Ambro Smit**, TLN | **Oswald Thelen**, Faymonville Distribution |

harmonisation will not come about quickly, but believes strongly that logic is on the side of change and that it will – eventually – happen.

ESTA's work in this area has received strong support from its members associations, especially BSK from Germany and TLN from the Netherlands. Other group members include Tii Group, Hipertrans, Broshuis, Kässbohrer and Faymonville.

Türken also believes that the working group provides a good model for dealing with other issues in the transport sector.

"We are working to find the common ground between the various sectors of the industry and the different national perspectives. That is how we will make progress.

"The working group itself is a good mix of people and companies from different parts of the industry. It's representative of the wider ESTA community and all of them are volunteers, doing this in addition to their regular jobs.

"We have had three meetings so far – in Germany at BSK's offices for the launch meeting, and then in Paris in the spring and one online in July. The next one is planned



Continued on page 34

Developing ESTA in central and eastern Europe

Research into permit regulations
nearing completion



The core of the Transport Executive's work is to raise ESTA's profile, membership and involvement in the markets of Eastern Europe. Recently, I have been to Romania, Bulgaria, Slovenia and Lithuania and was delighted that earlier this year NSPIT from Bulgaria decided to join us (see below).

Permits are a problem in every country – the paperwork, the delays and inefficiencies. So the ongoing work to harmonize standards across Europe remains top priority – and also to stop local authorities using unnecessary local regulations to discriminate against foreign companies and drivers.

One example of that has been the rule enforced by the police in Germany that the driver of a heavy load must be fluent in German.

This can cause delays of one or two days, or even longer, and what happens all depends on the individual police officer. On occasions this has led to an overseas driver or the truck itself being replaced by a local German driver or company. This does not seem to be an issue in other countries, only in Germany.

To support our work and provide a better service to our members, we are preparing a major report on the heavy transport permit rules and regulations in 26 countries across Europe.

This will serve two purposes.

Firstly, it will help our member heavy transport companies understand their obligations in different countries and help them if they need to find out more information. Of course, they will still have to check with the local authorities before embarking on a contract.

Although our work will be as up to date as possible, the rules and regulations often change - sometimes at short notice.

The second purpose is that the work exposes the ridiculous number and variety of rules being faced by ESTA's members and their clients – and hopefully will help us increase the political pressure for change.

The first edition of this document

should be published soon.

In Poland itself, my association OSPTN is continuing to work with Poland's Ministry of Development on regulations for a new digital permit system – similar to that which operates in the Netherlands or Sweden - automating route reconciliation, bridge calculations and the permit issuing process for heavy transport operators.

Continued on page 34

Łukasz Chwalczuk is Transport Executive for ESTA, a new post created in 2015. He is President of the Board of the Polish Heavy Transport Association, OSPTN, a position he has held since March 2014. A fluent English speaker, he is a well-known expert in the field of transport, forwarding and compensation.

Bulgaria's NSPIT joins ESTA

Bulgaria's heavy transport association has joined ESTA. NSPIT – the Bulgarian Association for the Transportation of Oversized Cargoes – was formed three years ago as part of the industry's attempts to update the country's regulations governing heavy transport.

NSPIT hopes that joining will increase ESTA's influence in the Balkans and also make ESTA itself stronger.

"The more countries that are represented in ESTA, the better our concerns will be heard, both in Brussels and by our national governments," said Mladen Ganchev, chairman of NSPIT's board and manager of Bulgarian heavy transport company Holleman.

He added: "Our goal at NSPIT is to change many aspects in the law and regulations in Bulgaria, as they are over 20 years old and do not correspond to the modern rules and equipment.

"In addition, we want to see the introduction of annual permits as they do not exist at the moment at all in Bulgaria, and we also need to create clear rules for escort services. At the moment everybody can perform an escort with any kind of car and equipment."

Ganchev said: "We need ESTA's international support and expertise and we will provide our local knowledge and know-how to support their activity in the Balkans.

"I am sure that only by working together – local organizations like ours on one side and ESTA from a European perspective on the other - will we improve the rules in Europe as a whole."





Ground-breaking European Crane Operators' Licence project set for 2019 launch

ESTA's ground-breaking and ambitious European Crane Operators Licence (ECOL) project is on track to be launched in early 2019.



The ECOL licence has already received strong backing from transport and lifting companies and several major clients who see it as an important attempt to raise standards, ease skill shortages and improve safety across the continent.

The first trial of the new scheme took place at Mammoet's training centre in Rotterdam, the Netherlands, at the end of April and the second was successfully completed in Denmark in September.

The ECOL organisers now intend to run two more pilot projects this autumn - one more in the Netherlands plus one in Italy - before the system goes fully live.

ECOL will not replace national card schemes but sit alongside them.

A operator holding a national card who wants to acquire an ECOL licence might be required to take additional training, depending on the level of the national scheme.

Likewise, an ECOL card holder who wants to acquire a particular national operator card, might be required to take some further training to do so to meet local requirements.

But if the ECOL standards and the national training scheme are fully "aligned" - as it is hoped many will be - then no further training will be required.

In such a case, an operator holding a fully "aligned" national card will be eligible to receive an ECOL licence - provided he or she registers with ECOL and the organisation's SkillRecord system that logs his or her experience.

Both ESTA and the crane manufacturers have long been concerned that crane operators' skills and standards in some countries need to be updated, and ESTA Director Ton Klijn strongly believes that the ECOL scheme will have huge benefits for the entire industry - from clients, contractors and rental companies to the operators themselves.

"The growing sophistication of the equipment and rapid technological change needs to be reflected in training schemes across Europe, some of which are based on structures that were set up many years ago.

"In addition, the issue of an ageing workforce means the existing skills shortages are going to get worse, specifically in Western Europe."

He explained: "Under our proposed scheme, an employer will have the ability to ensure that any crane operator they take on, wherever they come from within the EU, will have an accepted level of competence if they are ECOL-qualified.

"It is clear that using ECOL as a way of training everyone to the same benchmark will raise standards, improve site safety and boost employment opportunities for qualified operators."

"ECOL can only help the industry meet demand and raise standards of safety."

Klijn has been keen to correct a common misunderstanding about the ECOL scheme.

"We are not proposing to retrain all of Europe's crane operators - that is simply not the case. ECOL does not mean experienced and qualified operators, with the necessary documentation, will need to retrain to obtain an ECOL certificate.

"Any operator that has the necessary initial education and experience and can prove it, will not have to start from scratch, but will find it straightforward to obtain an ECOL certificate."

He said that ECOL was beginning to attract great attention from big industrial clients.

"We are beginning to see interest in ECOL from major clients in some sectors - every big company that turns to us for support in their international ventures we try to get in the ECOL camp."

In the April pilot project, four crane operators were processed through the ECOL system which involved 240 hours of training split evenly between theory and practice.



The operators themselves strongly backed the ECOL project, saying that they could see great value in being able to work throughout Europe without having to be retested by local regulators in every country.

Klijn said: "Overall I was very satisfied with the smooth way this first trial went.

As for the trainers themselves, they said it was good solid training, with a lot of "common sense" in it. The structure leaves room for trainers to adapt the syllabus as they see fit to accommodate better training results with individual pupils, based on their background."

ESTA has applied to have the ECOL operator certificate registered and recognised at European Qualifications Framework (EQF) Level 2 across Europe. A decision is expected shortly.

Klijn is also calling on European training organisations to send in their training schemes so that they can be validated against ECOL standards. "The idea is to compare all of the national training schemes and to identify what is needed – if anything – for them to comply with ECOL standards," he explained.

WHY ECOL IS NECESSARY – A REMINDER

1. THE STORY SO FAR

In 2013, ESTA decided to investigate whether a European craft proficiency certificate for crane

operators could be established.

Currently each member state has its own rules covering professional competence and certification of crane operators.

These rules differ from country to country and range from compulsory to optional - and even to no rules at all.

These differences can lead to confusion which has a negative impact on safety and also prevents operators being able to move around Europe for work.

As a result, ESTA committed itself to developing a qualification system to support the delivery of safe and qualified crane operators across Europe in the near future.

It is ESTA's intention to enable every crane operator in Europe to demonstrate that he or she meets the minimum requirements of the industry.

Similar initiatives have been established in the United States, through the National Commission for the Certification of Crane Operators (NCCCO), in Australia by the Crane Industry Council of Australia (CICA) and in Canada by the National Occupational Council of Canada (NATOC).

The work of both NCCCO and CICA serve as examples for what can be achieved in Europe. The Canadian authorities have decided to align their national training scheme with ECOL and have joined the ECOL workgroup.

2. THE SIZE OF THE PRIZE - THE BENEFITS ARE CLEAR

ECOL is a major and ambitious undertaking. However, ESTA can build on the work already carried out in the USA and Australia and firmly believes that ECOL will both improve safety and lead to a stronger and more efficient industry.

The key benefits are as follows:

■ Safety

Formulating the minimum skill requirements of a crane operator, and making it demonstrably clear who meets these requirements, will improve safety.

AT THE TIME OF WRITING: AN ECOL UPDATE

* The first two ECOL participants' certificates have been issued, to the Mammoet Academy as certified trainer and XY Masterclass as certified examination institute. The certificates were handed over at the VVT annual meeting.

* The first pilot run at Mammoet training center and the subsequent re-examinations have been finished.

This means we have the first four ECOL licensed operators after a certification decision was taken to this effect by the ECOL Examination Board. Three operators took the examination in Dutch, one was examined in English.

* To date, a total of nine trainers/ examiners have taken the ECOL theory and language test to become certified as ECOL trainers and/or examiners.

* Liebherr Ebingen has decided to align its in-house training with the ECOL scheme, following a meeting between the company's management and COL in August. They aim to do so by the beginning of 2019, after the completion of the remaining pilot projects. This is an important gesture of support from a major player in the industry.



■ Mobility of qualified personnel within Europe
ECOL will enable companies to take their own personnel abroad and will help in the process of obtaining personnel from other countries. In addition, ECOL will make it easier to verify whether a foreign contractor meets the specific national requirements in force.

■ Quality assurance of personnel (licensed personnel only)
Currently in Europe there are widely differing requirements for crane operating. When a company carries out a project abroad and has to make use of local personnel, it is important both for safety and liability that the value of the diploma an employee holds is clear.

■ Higher safety standards in operations through Europe
By determining the minimum safety requirements for crane operating, the joint safety level within European countries will increase. Countries with high safety levels will not make concessions in the area of safety; ECOL will act as the highest common denominator, raising the minimum safety standards across the board.

■ Reduced training and education costs
Currently, some personnel need to be trained when a project is carried out in another country rather than their own. ECOL will reduce the need for this.

■ Increased effectiveness of industry
Transparency and interchangeability of diplomas and certificates will simplify the process of hiring and deploying personnel. With a European register of ECOL-licensed crane operators it is easily and quickly verified who meets the requirements and can be safely deployed.

■ Making the European crane industry more competitive
ECOL will enable medium-sized companies in Europe to operate more efficiently and better able to compete with the few global players, helping strengthen the European economy.

3. MAPPING STANDARDS
To establish an ECOL training system in Europe means that the minimum requirements for safely operating a crane had to be mapped - not only technical knowledge and skills, but also the operator's personal skills, attitudes, behaviours and experience on various machines.

Worldwide, most cranes are the same and 80% of the workplace conditions are identical.

The challenge is finding the right balance between the minimum required standards and the

specific national requirements that can vary between countries.

It is important for a crane operator to know what the differences are and where he or she can go to learn how to cope with these variations.

A European craft proficiency certificate will also contribute to the harmonization of laws and regulations by explaining what is covered by the craft proficiency certificate and what is nationally regulated.

4. LEARNING OUTCOMES AND TRAINING PLANS

An ESTA working group with wide representation has visited and analysed the competence schemes and training materials of a number of different member countries - including Germany, Poland, Norway and the Netherlands.

The meetings with national experts focused on the scheme's learning outcomes - that is to say, what the operator needs to know - and the training plan, a framework which sets out how those outcomes will be delivered.

There will also be a "generic training design" needed to allow training institutes to develop training programmes that matches the requirements of the ECOL licence

The European licence will supplement, rather than supersede, existing national qualifications and is likely to be set at a higher qualification level than currently exists in many member states - so countering the fear amongst some in the industry that ECOL could become a "lowest common denominator" qualification.

In the full project plan, the route to developing a European proficiency certificate for crane operators is set out.

5. STRUCTURE - HOW ECOL WILL WORK

The ECOL system has basically three actors - the industry, ESTA and the market.

1. The industry is all the companies that employ crane operators, their clients and crane and lifting materials suppliers. Together they determine the job requirements of a crane operator.

2. ESTA is the organisation responsible for formulating the standards for crane operators and within the new ECOL Foundation (see below), the conditions for education, validation and examination are established.

3. The market is those organisations that take care of education, examination and validation.



EUROPEAN CRANE OPERATORS LICENCE

Based on the professional standard for crane operators and the conditions for good education and good examination, they can qualify the crane operators.

When crane operators pass their exams, they receive their ECOL licence and will be included in the ECOL register. However, they will have to keep up to date with changes in the industry and collect (learning) credit points to maintain their registration.

6. THE ECOL FOUNDATION

Establishing ECOL means developing a system that organises and administers the process of issuing certificates. As an industry association, ESTA will have a strategic supervisory role, but will not take part in carrying out training and examination

An ECOL Foundation has been established to supervise and monitor the system of education, examination and maintenance.

The ECOL Workgroup has set the criteria for being a licensed crane operator and what the key performance indicators are for staying a licensed crane operator.

The ECOL Foundation will set the criteria for becoming an ECOL-educator and for becoming an ECOL-examination institution in this field. Only when you are 'ECOL-approved' can you train and test operators for the ECOL-license and have use of the ECOL-logo.

Other tasks that will be assigned to the ECOL

Funding and Erasmus+



ESTA has been awarded funding for ECOL under Erasmus+, the new European programme for education, youth and sport (2014-2020). Its basic premise is that investing in education, training and non-formal and lifelong learning is important, both for individuals and because it makes the European economy stronger.

Foundation are issuing certificates, recognizing diplomas, managing the register and organizing continuing education, and providing the knowledge bank with new high level content. This system will require good relationships between the industry and the education sector.

7. INDUSTRY PARTNERSHIPS

ECOL will only be a real success if organisations, governments, labour unions, and industry associations all recognize and acknowledge it. Cooperative agreements and partnerships with different kind of stakeholders will have to be forged to make it work, with groups such as Governments and national bodies; the crane-using industries; Labour unions

8. FUNDING AND ERASMUS+

On behalf of the ECOL project, ESTA has been awarded funding under Erasmus+, the new European funding programme for education, youth and sport (2014-2020). Its basic premise is that investing in education, training and non-formal and lifelong learning is hugely important, both for the individuals concerned and because it makes the European economy stronger.

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and Rigging Safety
Council

For more information, go to
www.ecol-esta.eu or www.estaeurope.eu

Celebrating the winners and finalists at ESTA's awards evening

The ESTA Users' Night and Awards 2018 took place on April 26, at the Hilton Charles De Gaulle Paris, France, organised with *International Cranes and Specialized Transport* magazine.

Awards introduction

The ESTA Users' Night and Awards of Excellence takes place in the Spring of every year and has become a hugely popular event.

The awards are open to companies that are members of ESTA national associations, ESTA special members and ESTA affiliates.

In 2018, there were ten categories.

- Cranes telescopic lifting capacity ≤ 120 t*
- Cranes telescopic lifting capacity > 120 t
- Cranes Lattice Boom
- Transport - trailer and load under 120t GCW [Gross weight]
- Transport- trailer and load over 120t GCW [Gross weight]
- Combined Techniques
- Safety
- Innovation End User
- Innovation Manufacturer
- SPMT

The crane and transport jobs of the year are awarded to an individual company for an innovative, complicated or otherwise unusual job, completed safely, professionally and to the client's satisfaction.

Smaller companies are especially encouraged to enter.

The judging is carried out by an independent jury of experienced professionals, according to a strict points system drawn up by ESTA.

The finalists are published in advance of the awards evening, with the winners being announced on the night.

- The Crane Job of the Year category for telescopic cranes lifting capacity under 120t has been expanded to also include knuckle boom cranes of any type and capacity.

For further details go to the ESTA website at www.estaeurope.eu

ESTA AWARDS OF EXCELLENCE

26 April 2018

Paris, France



The awards, attended this year by a capacity audience of over 400 guests, have a well-deserved reputation as the best networking event in Europe and annually celebrate the greatest achievements in the crane and specialized transport industry. Here are the 2018 winners and finalists.

AWARD ONE: COMBINED TECHNIQUES

WINNER

Sarens B.V. for lifting a 1,550 tonne pylon for a steel bridge over the river Wear in the UK, using barges, SPMT, jacking systems, winches and a ballasting system.

FINALISTS

ALE for using barge, SPMT, jacking and skidding equipment for a 24 hour operation to place a bridge over the Manchester Ship Canal in the UK.

1



ESTA AWARDS



BMS, who used jacking, skidding and innovative steel supports to relocate a 600 year old building in Odense, Denmark.

Fagioli for dismantling, shipping, erecting and commissioning a 2,500 tonne goliath crane, a job the required a combination of SPMT, strand jacks, towers and a crawler crane.

AWARD TWO: TRANSPORT JOB OF THE YEAR (UNDER 120t CGW)

WINNER

2

OL-Trans transported a delicate spruce tree 2,650 km from Poland to the Vatican in Italy for Christmas, a 16-day journey.

FINALISTS

Friderici Special overcame snow, steep slopes and tight curves to move a 27 tonne engine near the foot of the Matterhorn mountain in Switzerland.

1

**AWARD ONE:
COMBINED
TECHNIQUES
WINNER
Sarens B.V.**



ESTA Awards - judging procedure

The ESTA Awards are overseen by 12 independent jurors who judge different categories in line with their area of expertise.

There are two chairs – one crane- and one transport-related. The whole operation is overseen by the Jurors' Coordinator.

Entries are submitted to ESTA's office manager who passes them all to the Jurors' Coordinator. The Juror's Coordinator will then decide whether the entry should be accepted, refused or whether more information should be requested.

All accepted entries are converted into pdfs _ as most of the files sizes are very large –and put on a special secure website, accessible only to jury members from the day the judging process starts.

The jury members score the entries, adding any comments of their own, according to the four criteria set out in the rules and regulations. These are:

- Quality of the entry
- Complexity
- Problem solving
- Execution of the operation

The quality of the entry is of great importance. A clear description of the job/process is vital for the jury to get a clear picture of the work involved.

On the basis of the scores submitted, a committee consisting of the two chairs and the Juror Coordinator agrees a maximum of 4 finalists in each category, one of which will be the winner.

The decisions of the jurors and the jury committee are final.

2

**AWARD TWO:
TRANSPORT
JOB OF THE
YEAR (UNDER
120t CGW)
WINNER
OL-Trans**



Mammoet Europe for transporting 548 wind turbine components and 125 shipping containers from Glasgow in the UK to a remote site 75 kilometres away using 8 by 4 and 8 by 8 heavy haul tractors.

Scandinavian Express Poland was shortlisted for moving steel bridge elements up to 42 metres long and weighing 74 tonnes from Poland to Stockholm, Sweden.



ESTA Awards Jury

Membership of the 2018 Jury was as follows:
Overall juror coordinator: Wim Richie.

- Peter van Dam [Chair for the following categories: Transport|Safety|Innovation|SPMT]
 - John Dyne
 - Wolfgang Draaf
 - Wim Kattouw
 - Wim Richie
 - Ambro Smit

- Willem Spek [Chair for the following categories: Cranes|Combined Techniques|Safety|Innovation]
 - Andreas Gurtner
 - Peter Libert
 - Nils Lundgren
 - Fabio Potestà
 - Cor van Unen

The Jury for the 2019 awards will be announced shortly.

AWARD THREE: CRANE JOB OF THE YEAR (TELESCOPIC), lifting capacity more than 120 tonnes

WINNER

3

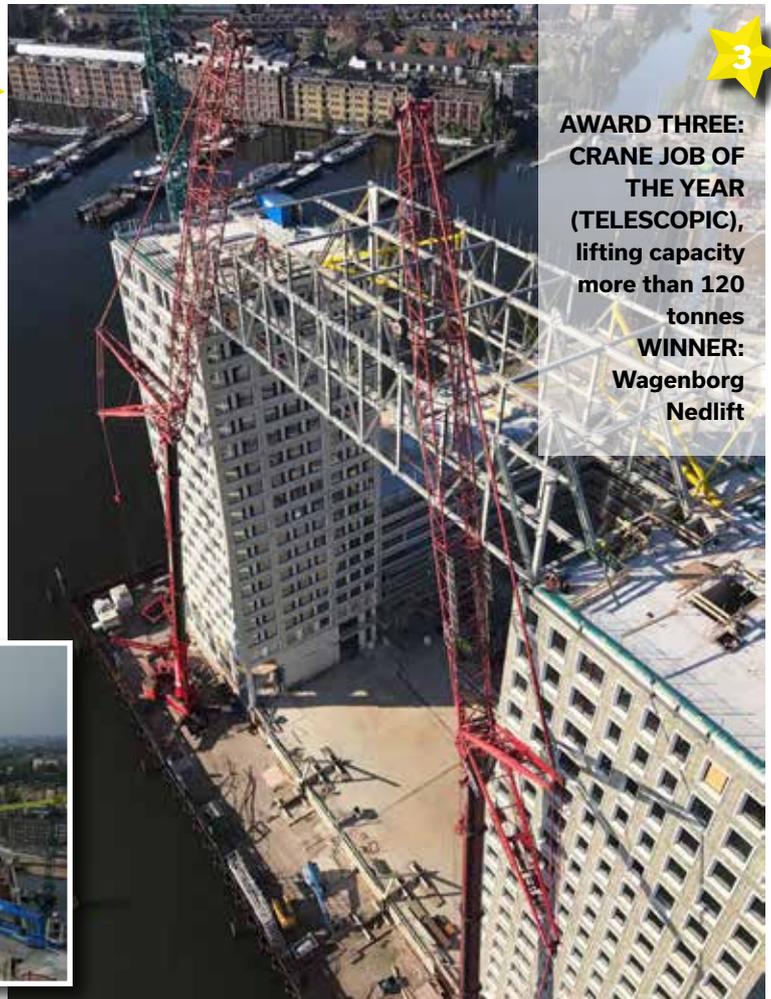
Wagenborg Nedlift, for a tandem lift using 500 tonne wheeled mobile cranes to place four beams weighing 78 tonnes for a Dutch housing project.

FINALISTS

Mammoet Europe, which used multiple wheeled mobile cranes in different combinations to install bridge sections nearly 50 metres long.

Michielsens for lifting and placing 89 concrete beams in Antwerp city centre using a 700 tonne mobile crane.

Sarens NV used seven cranes to install steel and concrete elements over live plant in a restricted industrial space.



3

**AWARD THREE:
CRANE JOB OF
THE YEAR
(TELESCOPIC),
lifting capacity
more than 120
tonnes
WINNER:
Wagenborg
Nedlift**



**AWARD FOUR:
SAFETY AWARD
WINNER: ALE**



**AWARD FOUR:
SAFETY AWARD**

WINNER

ALE for its safer, more accurate and reliable route survey tool, which is also a quicker alternative to traditional methods. Pictured above.

FINALISTS

Enerpac who developed a safer and standardised multi-point heavy lifting solution to replace one-off jack-up technology

Fagioli for the safety anchoring system it developed for transporting 3.5 tonne silos at a manufacturing site.

Mammoet Europe for its Dynamic Stability Calculation tool, allowing a trailer to be used safely to its maximum capability.



**AWARD FIVE:
INNOVATION: END USER**

WINNER

Fagioli for its innovative gantry launching system used to install 19 gates, each weighing 450 tonnes, in Venice.

FINALISTS

ALE for its Telescopic Lifting Gantry, the TLG1000, designed and built in-house.

Mammoet Europe which has developed bamboo stacking beams to support heavy loads, an alternative to unsustainable hardwood supports.

Wagenborg Nedlift for its new lifting device for delicate concrete elements weighing 40 tonnes, used on a sustainable housing project.



**AWARD FIVE:
INNOVATION: END
USER - WINNER
Fagioli**





AWARD SIX: CRANE JOB OF THE YEAR (TELESCOPIC), lifting capacity under 120 tonnes and knuckle boom of any capacity
WINNER: Schot Verticaal Transport

AWARD SIX: CRANE JOB OF THE YEAR (TELESCOPIC), lifting capacity under 120 tonnes and knuckle boom of any capacity

WINNER



Schot Verticaal Transport for its project to remove and replace cooling towers, eight floors up, at an airport, using a wheeled mobile folding crane.

FINALISTS

Mammoet Europe which used five wheeled mobile cranes to install machinery in a very congested recycling plant.

Skaks Special Transport for using two knuckle boom cranes to install a 25 tonne oil tank in a confined space.

Wagenborg Nedlift a project involving 12 wheeled mobile cranes to lift and hold a 370 metre long pipeline.



AWARD SEVEN: TRANSPORT, TRAILER AND LOAD OVER 120 tonnes gross weight
WINNER: Kahl & Jansen

AWARD SEVEN: TRANSPORT, TRAILER AND LOAD OVER 120 TONNES GROSS WEIGHT



WINNER

Kahl & Jansen for moving a transformer 82 kilometres in Germany using a high girder bridge in a 93.5 metre long total combination weighing 592 tonnes.

FINALISTS

Collett and Sons who faced a tight timescale to move a massive transformer from a port in the UK using SPMT, a girder bridge and a 300 tonne loaded vehicle

Fagioli for transporting a 318 tonne generator and 310 tonne gas turbine in Italy using SPMT, heavy modular heavy trailers, cranes, a gantry lifting system and 19 overbridges.

Silvast, for transporting a 110 tonne transformer from Finland to a mountain-top location in Norway.





ESTA AWARDS

AWARD EIGHT: LATTICE BOOM CRANE JOB OF THE YEAR

WINNER

8

Mammoet Europe used a 250 tonne harbour crane and its twin ring super heavy lifter, working in tandem, to remove components weighing up to 345 tonnes from a floating vessel.

FINALISTS

ALE for a major railway project in London where it used a single crane to lift 61 beams including one weighing 1,500 tonnes, claimed to be the largest single lift in the UK

Autovictor which replaced a 220 tonne reactor at long radius using several cranes and requiring a 90 degree rotation of the load.

AWARD NINE: INNOVATION: MANUFACTURER

WINNER

9

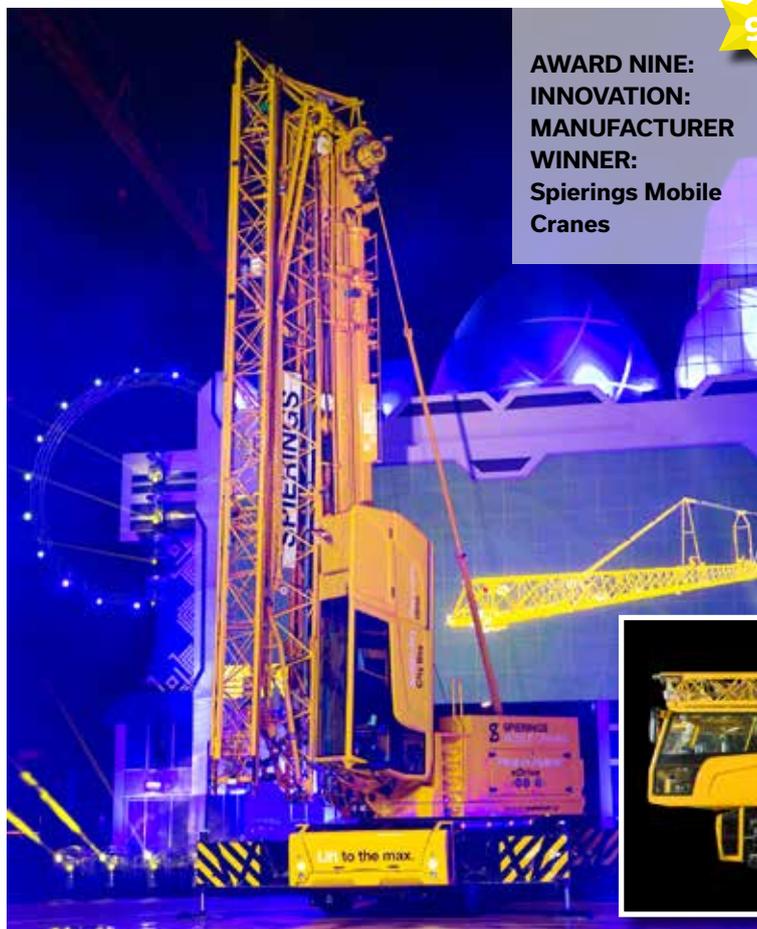
Spierings Mobile Cranes and its SK487-AT3 City Boy, the first crane with hybrid drive for diesel-electric operation or fully battery-powered in urban areas.

AWARD EIGHT:
LATTICE BOOM
CRANE JOB OF
THE YEAR
WINNER
Mammoet
Europe

8

9

AWARD NINE:
INNOVATION:
MANUFACTURER
WINNER:
Spierings Mobile
Cranes



FINALISTS

Liebherr-Werk Ehingen for the LTM 1450-8.1, a 450 tonne capacity wheeled mobile crane designed for easy transport, flexibility in application, quick set-up and long reach.

Tadano Faun for its Triple Boom system using three parallel steel tubes, allowing high loads to be handled without the use of a boom guying system.

Terex Cranes and the PC 3800-1, a pedestal mounted version of the CC 3800-1 crawler crane designed for wind farm applications.





**AWARD
TEN:
SPMT JOB
OF THE
YEAR
WINNER**
**Wagenborg
Nedlift**



**AWARD TEN:
SPMT JOB OF THE YEAR**

WINNER



Wagenborg Nedlift for the transport of the 120 metre Bokfjord bridge from Germany to Norway, including roll-on, roll-off operations, rotation of the bridge, and installation.

FINALISTS

ALE which used more than 3,000 lines of SPMT to move 29 modules weighing up to 7,000 tonnes at Zeebrugge port in Belgium, destined for the Yamal project in Russia.

Fagioli for installing 500 tonne bridge sections in Italy using 24 axle lines of SPMT, climbing jacks, a gantry lifting system and other equipment.

Mammoet Europe, also for the Yamal project in Russia, for the load-in, transport and installation of 170 modules weighing up to 7,500 tonnes, using more than 1,700 axle lines of SPMT.

**GINO KOSTER PERSONALITY
OF THE YEAR AWARD -
BENNY SARENS**

The Gino Koster Award for 2018 was awarded posthumously to **Benny Sarens**, who died suddenly in December 2017. A pioneer in the crane and heavy lifting business, Benny Sarens started working at Sarens, now a leading international specialist in heavy lifting and engineered transport, in 1972. In the intervening years he built up the technical solutions department of the Belgium-based family-owned business. Benny was instrumental in developing a world class technical team of experienced problem solvers, capable of designing and executing the most challenging engineered lifting projects. His lifetime achievement, in addition to the design of alternative lifting systems, was his leading involvement in pushing the development of the family of Sarens cranes known as "Big Benny" (the SGC 120) and Big Benny XL, the recently-launched SGC 140.



Thanks, sponsors

ESTA would like to thank the sponsors of the 2018 Awards for their tremendous support.

GOLD:

Demag Terex, Tii Group (Scheuerle, Nicolas, Kamag and Tiiger)

SILVER SPONSORS:

Goldhofer, Grove, Liebherr, Spierings Mobile Cranes

TABLE WINE SPONSOR:

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Faymonville/Cometto, GIS, Hareket, Köhler, Kässbohrer, Schafteleasing, Sennebogen.

ESTA Awards –
how to enter

Entry forms are published on the ESTA website in the early autumn and eligible companies will then be invited to submit their entries. The closing date for completed entries will be in mid-January, with judging due to take place in February and March.

The finalists will be notified by mid-March.

The winners of the next awards competition will be announced at the gala dinner held during the Bauma exhibition in Munich, Germany, on April 11, 2019.



Paris in the springtime

On this and the following eight pages is a photo montage of ESTA's successful meetings and awards dinner in Paris in April. It was a great event – if you were not there, make sure you join us in Munich in 2019.







Awards Reception



ESTA'S AWARDS AND MEETINGS – IN PICTURES





Awards Dinner







Awards Winners



ESTA'S AWARDS AND MEETINGS – IN PICTURES



ESTA members

Member	Company name	Country	Speciality	Internet Address
Ordinary Members	Heavy Transport Association	UNITED KINGDOM	Abnormal Road Transport	www.hta.uk.net
Ordinary Members	ČESTAND z.s.	CZECH REPUBLIC	Abnormal Road Transport	www.cestand.cz
Ordinary Members	Polish Heavy Transport Association [OSPTN]	POLAND	Abnormal Road Transport	www.ponadnormatywni.pl
Ordinary Members	International Transport Danmark	DENMARK	Abnormal Road Transport	www.itd.dk
Ordinary Members	Transport Logistiek Nederland (TLN)	NETHERLANDS	Abnormal Road Transport	www.tln.nl
Ordinary Members	A.N.N.A	ITALY	Cranes	www.assoanna.it
Ordinary Members	Anagrual	SPAIN	Cranes	www.anagrual.es
Ordinary Members	INFRA ry	FINLAND	Cranes	www.infra.fi
Ordinary Members	Mobilkranföreningens Service AB	SWEDEN	Cranes	www.mobilkranforeningen.se
Ordinary Members	Vereniging Verticaal Transport	NETHERLANDS	Cranes	www.verticaaltransport.nl
Ordinary Members	Union Francaise du Levage	FRANCE	Cranes	www.UFLevage.fr
Ordinary Members	Kranutleiernes Landsforening	NORWAY	Cranes	www.mobilkraner.no
Ordinary Members	Construction Plant-Hire Association	UNITED KINGDOM	Cranes	www.cpa.uk.net
Ordinary Members	Dansk Kran Forening	DENMARK	Cranes	www.kranforening.dk
Ordinary Members	NSPIT - Bulgarian National Association for Oversized Transp	BULGARIA	Cranes-Abnormal Road Transport	www.nspit.bg
Ordinary Members	Bundesfachgruppe schwertransport und kranarbeiten (BSK)	GERMANY	Cranes-Abnormal Road Transport	www.bsk-ffm.de
Ordinary Members	Vereniging van Belgische Kraanverhuurders	BELGIUM	Cranes-Abnormal Road Transport	www.vbkv.be
Ordinary Members	Schweizerischer Nutzfahrzeugverband ASTAG	SWITZERLAND	Cranes-Abnormal Road Transport	www.astag.ch
Special Members	HERMES S.A.	GREECE	Abnormal Road Transport	hermesgroup.net
Special Members	Hipertrans S.A.	SPAIN	Abnormal Road Transport	www.hipertrans.com
Special Members	Transport Company Ville Silvasti Ltd	FINLAND	Abnormal Road Transport	www.silvasti.com
Special Members	Dan Mc Nally Ltd.	IRELAND	Cranes	www.windhoist.co.uk
Special Members	Anipotiki SA	GREECE	Cranes	www.anipotiki.gr
Special Members	Felbermayr Transport- und Hebetchnik GmbH & Co KG	AUSTRIA	Cranes-Abnormal Road Transport	www.felbermayr.cc
Special Members	Hareket Heavy Lifting and Project Transportation Company	TURKEY	Cranes-Abnormal Road Transport	www.hareket.com.tr

ESTA affiliated companies

Company name	Country	Speciality	Internet Address
SCHEUERLE NICOLAS KAMAG [TII Group]	GERMANY	Abnormal Road Transport	www.tii-group.com
DOLL Fahrzeugbau AG	GERMANY	Abnormal Road Transport	www.doll-oppenau.com
Kässbohrer Fahrzeugwerke GmbH	GERMANY	Abnormal Road Transport	www.kaessbohrer.com
Goldhofer Aktiengesellschaft	GERMANY	Abnormal Road Transport	www.goldhofer.de
Faymonville AG	BELGIUM	Abnormal Road Transport	www.faymonville.com
DAN-CZECH SPECIALTRANSPORT s.r.o.	Czech Republic	Abnormal Road Transport	www.dan-czech.cz
Nooteboom Trailers B.V.	NETHERLANDS	Abnormal Road Transport	www.nooteboom.com
Broshuis International B.V.	NETHERLANDS	Abnormal Road Transport	www.broshuis.com
FNTR- CNS Masses Indivisibles	FRANCE	Abnormal Road Transport	www.fntr.fr
Demarko Special Trailers	POLAND	Abnormal Road Transport	www.demarko-trailers.com
Sennebogen Maschinenfabrik GMBH	GERMANY	Cranes	www.sennebogen.de
Terex Cranes Germany GmbH	GERMANY	Cranes	www.terex-demag.com
BMS A/S	DENMARK	Cranes	www.bms.dk
Hovago Cranes B.V.	NETHERLANDS	Cranes	www.hovago.com

DSM Dyneema B.V.	NETHERLANDS	Cranes	
Enerpac Heavy Lifting Technology B.V.	NETHERLANDS	Cranes	www.enerpac.com
Re-Move Leasing B.V.	NEDERLAND	Cranes	www.re-move.com
Liebherr-Werk Ehingen GMBH	GERMANY	Cranes	www.liebherr.com
Van Schaffen Leasing B.V.	NETHERLANDS	Cranes	www.schaftentrucks.nl
Aboma B.V.	NETHERLANDS	Cranes	www.aboma.nl
Crane Norway Group	NORWAY	Cranes	www.cranenorway.com
XCMG Imp. & Exp. Co., Ltd	CHINA	Cranes	www.xcmg.com
Spierings Mobile Cranes B.V.	NETHERLANDS	Cranes	www.spieringscranes.com
TADANO FAUN GmbH	GERMANY	Cranes	www.tadanofaun.de
KOBELCO CRANES EUROPE LTD.	NETHERLANDS	Cranes	www.kobelco-cranes.com
12hoist4u	NETHERLANDS	Cranes	www.12hoist4u.com
WireCo Crane Center B.V.	NETHERLANDS	Cranes	www.wirecoworldgroup.com
Manitowoc Crane Group Germany GmbH	GERMANY	Cranes	www.manitowoccranegroup.com
Köhler Kran-Service GmbH	GERMANY	Cranes	www.k-kran.de
RUD Ketten Rieger & Dietz GmbH u. Co. KG	GERMANY	Cranes-Abnormal Road Transport	www.rud.com
Havator Group OY	FINLAND	Cranes-Abnormal Road Transport	www.havator.com
Eager.one	NETHERLANDS	Cranes-Abnormal Road Transport	www.eager.one
Siemens AG	GERMANY	Cranes-Abnormal Road Transport	www.siemens.de
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When an accident happens, for example, the fall-out can be monstrous. Of course, there is the issue of personal safety, and that is terrible. But on top of that, a whole project can be threatened and the consequential losses can be huge.

That was one of the reasons why we published the SPMT Best Practice Guide just over a year ago. It is available for free on the ESTA website in six languages – English, Polish, German, French, Italian and Spanish.

Despite our expanding workload, networking remains central to ESTA and our members – through the section meetings in the spring and autumn and the hugely successful annual awards.

As I have said before, they are in my view the best networking events for the whole European mobile crane and heavy transport industries, and – through the awards themselves – a chance to celebrate some of our truly outstanding companies and projects.

If you have not been involved before, I strongly suggest you both enter the awards and make sure you come to the dinner in Munich next next year. Details are on ESTA's website and in this review.

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Finally, and by no means least, there is the subject of innovation.

I am not only talking about innovative technical solutions on a particularly difficult project, but innovative business models and an innovative approach to market opportunities.

Technology and the effective use of data is changing how we work, reducing risk and improving performance. In the foreseeable future, we could be operating cranes by remote control away from site, and we have not even begun to think through the implications of that.

CONTINUED FROM PAGE 10

for October and working with this group has been a wholly positive experience. We are committed to getting this done."

She concludes: "These sort of issue sometime get lost among the big political and economic issues of the day. But an effective logistics industry is by its very nature international, working across borders, and is central to the success or all our economies.

"By making these improvements, the industry will be more efficient and much, much safer. Everyone will benefit. In a protectionist environment everyone loses."

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Our struggles in Poland are reflected in different ways across Europe where the plethora and variety of regulations shows no sign of dissipating, and whatever the reason behind them, they severely restrict cross-border business.

Heavy transport and crane rental companies face similar issues no matter where in Europe they are based. So the more countries and associations we have in ESTA, the more influence we can exert.



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European association for abnormal road transport and mobile cranes
Federation Europeene pour les transport exceptionnels et les grues mobiles

Photography of awards and meetings in Amsterdam:

Joe Mather Photography
www.joemather-photography.co.uk

Newsletter

Edited by Graham Anderson, ABML
Production & design by Gary Brinklow, KHL Group

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