

# IN THE NEXT ISSUE OF C&A



Place your products in front of 17,000 crane, telehandler and access buyers & users who will be reading the February/March issue of **Cranes & Access**...

The issue will include features on:

## Van and small truck mounted platforms

Last year saw significant growth and changes taking place within the sector including changes in ownership, capital injections, acquisitions and a trend towards bringing distribution in-house. Moving into 2022, manufacturers are having to balance growing demand with vehicle shortages and increased component lead times. We take a look at the latest new product launches and key developments.



## Alternative Lifting Equipment

We take a look at the wide array of alternative equipment available for lifting loads in comparison to mobile or tower cranes, including jacking and skidding, customer crane solutions and the latest techniques in rigging.

## Battery Developments

With many manufacturers spending an increasing amount of their development budgets and time on battery power, this year's annual feature will take a look at the latest battery technology and Lithium options as well as developments in AGM batteries and other alternative technologies. If you have any news, views or good photography please make contact.



## Vertikal Days preview

With its core centred firmly around access platforms, cranes, telehandlers and associated lifting equipment, Vertikal Days is a specialist two day event providing a chance to meet up with all the major suppliers and see their latest products in a single day without travelling thousands of miles. Following a successful and sunny 2021 event, Vertikal Days will be returning to The East of England Showground, Peterborough on 11th & 12th May.

Every issue of **C&A** is also packed with our **regular columns, news plus reader's letters, books, models, training**, along with the latest news from the **CPA, ALLMI, IPAF and PASMA**.

Send any information, news, photographs or ideas on these subjects to [editor@vertikal.net](mailto:editor@vertikal.net)

Ask us about our **Special Advertising Packages** [advertising@vertikal.net](mailto:advertising@vertikal.net) or call us on UK **+44(0)8448 155900** or mobile **+44(0)7989 970862**

# Readers Letters



## Brokers not all bad

I have just read the letter from Jim Longstaff in your August issue. I understand that things might have changed a bit since then, but I firmly applaud his taking a stand, and doing something rather than just talking about it!

I used to be in crane hire game but am now on the other side of the transaction and you could say benefit from companies quickness to give an extra discount. I don't particularly buy-in to blaming brokers though, but I do get what he says, and I am sure that there are plenty of 'brokers' that add nothing to the transaction but just know how to screw hire companies and have the gift of the gab to get good prices from contractors. I have had a few call me over the past year or two, BUT some so called brokers really do add value and can take often some of the pressure off, especially on a complex job just like a good architect or insurance broker you can leave them to sort that aspect of the job and depend on them. They add real value and can charge for their service and at the end of the day they only get the crane hire prices that rental companies decide to give them. You can't blame someone for haggling. I can almost see a version of the Monty Python sketch where someone calls up a hire company and asks for a price for a crane, and then simply accepts the quote. Would the hire desk clerk say "well aren't you going to haggle? .....". If you don't know the scene, I am talking about you have to google it. I think it's in the Life of Brian.

Despite this I respect the man for putting his money where his mouth is. Sustainable crane companies need to have more respect for the fantastic service that they provide and demand a fair price for it!

Keep up the good work, while I cannot always read the mags when they arrive, I enjoy reading yours and always take something away from it.

Geoff Brisbby

*This letter is in response to one we carried in the July/August issue of the magazine, if you no longer have it, you can access it without registration or charge at link[<https://vertikal.net/en/cranes-and-access/issue/393>] (<https://vertikal.net/en/cranes-and-access/issue/393>)*

## Where do all the plastic mats go?

Your article on outrigger pads and ground protection jolted my attention to something that might well have a positive explanation. With some form of plastic being used in most mats these days what happens to them when they are condemned and worn out? Are they easy to recycle or do they end up in the landfill?

Wood mats we all get... but like real Christmas trees they do not last. Could it be that if plastic mats last for twice or three times that of wood and can be reformatted, they are a greener alternative? These days you also ought to ask where the wood comes from and is it from sustainable forests etc... and on and on it goes. And what about aluminium mats that you focused on? Can they still be easily recycled with all that yellow paint and grit or whatever is on it?

I am not your typical 'tree hugger, but while reading what was an interesting article, I began to wonder about these things, probably because my daughter and I got into a heated debate about the merits - or not - of our artificial Christmas tree. And it turns out is not as clear cut as you might think - forget Plastic Bad - Wood Good... it is much more complex than that and as we are all supposed to be using HVO fuel or battery power I thought what about recycling crane mats?

Maybe one for the future?

Phil Smith

*A good point and one that to be honest we had not really considered before. But it is on our list now and will start looking into what the industry has to say. It promises to be an interesting one.*

## Jean-Louis Raymond Olivier

1952-2022

**Jean-Louis Olivier, founder and former chief executive of French tower crane anti-collision system designer and manufacturer SMIE has died. He passed away on 8th January at the age of 69.**

Olivier established SMIE in 1975 to build anti-collision warning devices for tower cranes, well before the market had really begun to consider the concept. For many years SMIE was the 'only show in town'. The initial market was limited to France but gradually spread to other markets, particularly where there were job sites with limited space. This included setting up a business in the UK in 1982 with Tim Rowley called CraneSafe. In 2002 CraneSafe became a wholly owned subsidiary and was later rebranded as SMIE UK.

In 2016 he launched a new business alongside SMIE called AMG (Ascenseur Monte-Grutier) a crane operator elevator. The following year he handed over the day to day management of SMIE to Fabrice Bonassera and then in 2018, Jean-Charles Delplace, who took a majority stake in the business. The following year SMIE merged with French connected lifting



device, racking and planning products developer Smart Jobsite and in 2020 Olivier focused on his ATM business.

Jean-Louis Olivier was a first-class individual. Not only was he a talented pioneer and entrepreneur but also a thoroughly decent, kind, gentle and charming human being. A relatively quiet person he preferred to listen and understand rather than talk first. He had a wonderful yet quiet sense of humour, enjoyed a funny story and he always had time for people, both suppliers and customers. The industry has lost one of its finest.

A statement from SMIE said: "Words may not suffice to express the heartfelt sorrow that we feel for the passing of Jean-Louis Olivier, founder of SMIE. On behalf of the entire team, we would like to express to Jean-Louis's family our deepest condolences." All of us at Vertikal would totally and fully agree with the feelings expressed in that message.

Rest In Peace Jean-Louis - you will be truly missed.



Jean-Louis  
Raymond Olivier

**Hermann Paus 1932-2022**

**Hermann Paus, the founder of crane, construction and furniture hoist and aerial lift manufacturer Paus, has died. He passed away on December 27th just a month before his 90th birthday.**

Paus was one of eight children. At the age three he lost his father in a work accident and had to help his mother in her small business as a milliner, which gave him a taste of business. Tragically his mother died from a lung disease when he was only nine years old. He was separated from his siblings and went to live with an aunt and uncle who ran a small farm near Munster. His uncle was also the village blacksmith. While the couple had eight children of their own, they were called up, one by one to fight in the war, so Hermann had to assume an increasing amount of the farm work.

At the age of 14 he began working with his uncle shoeing horses and fixing everything from bicycles, reapers and binders and even soldering pots. At 15 he started attending a local vocational school once a week, where he was inspired to become an engineer. In 1950 he got his first job as a mechanic and moved back into the old family home. He also enrolled in a preparatory class for technical college, attending night classes four days a week and on Saturdays alongside his day job. He almost came unstuck when he suffered a work accident which inflicted serious head injuries, triggering a temporary paralysis on his right side.

However, in 1953 he managed to convince the director of the State Engineering College to let him fill a vacancy on one of the engineering courses, obtaining his engineering degree three years later. In his first job as a designer of farm equipment he registered his first patent for a tractor throttle. In 1961 he took a job with farm equipment manufacturer Krone, the owner - Bernard Krone - would prove to be an inspiration and mentor to him that lasted for most of his career. 1961 was also the year that he married his wife Agnes who would also be instrumental his future business ventures.

In spite of his positive experience at Krone, he and Agnes decided to set up their own company in 1968. Their first products were dump trucks, followed by articulated wheel loaders. In 1974 the product range was extended to include underground mining vehicles, inclined material and furniture hoists came two years later, and cranes and aerial lifts later still.

In spite of all his early setbacks, Herman Paus never gave up or lost his drive and optimism and always managed to find a solution to the new challenges he faced, which often spurred on new product introductions and innovations.

For his services to the Russian mining industry, he received a mining honour medal and in 2002 was appointed an honorary member of the faculty of the Belarus Mining Academy in Minsk.

More recently he was inducted into the International Mining Hall of Fame in Denver, USA.

Paus also played his part in industry associations and for many years was a member of the municipal council in his home town of Emsbüren leading to the award of the Federal Cross of Merit. He also had a reputation for looking out for his employees and taking responsibility for any issues. "My name is on the product, so I stand by it," was one of his mottos.

He leaves behind wife Agnes, two sons - Franz-Josef and Wolfgang - who run the company - and daughter Elisabeth 'Lisa' Paus, a Green Party member of the German Bundestag, as well as a number of grandchildren who are following in their grandfather's engineering footsteps.



Hermann Paus



**Geoffrey 'Geoff' Peter Marshall 1934-2021**

**Powered access training veteran Geoff Marshall passed away on Saturday, December 12th. He was 87.**

He began his access career in the 1980s as a trainer with UpRight's UK distribution subsidiary, Instant Zip-Up, based in Newport, Shropshire and in 1992 worked with IPAF on the drafting of the original training manual and quality system that formed the basis for the current PAL card. The programme was initially used by the very first IPAF training centres - 10 member companies that had applied to become training centres in 1991. While his original work provided the foundation for the global training programme we have today, the fact that most critical elements of that first programme remain in use 30 years later says a great deal about his thoroughness.

In 1995, Marshall wrote the manual and laid out the quality control procedures and systems for Powered Access Certification (PAC), the notified body that IPAF set up to CE certify aerial work platforms. In order to be certified as an EU notified body the organisation had to be verified and approved by the Department of Trade, achieving this substantial hurdle was very much contingent on the quality of the organisation's manual and operating procedures.

Marshall was also instrumental in getting the IPAF Training Centre audit process rolling and served as the organisation's first auditor and was lead auditor for many years after, training many of the people that have followed on in this role. One colleague said: "Geoff was IPAF's original and at the time, only auditor and was very well respected with his relaxed, but firm approach."

He was also instrumental in implementing the Continual Professional Development requirements for IPAF instructors. As one ex-colleague put it: "The success of IPAF's PAL Card training is largely down to some of the quality control systems Geoff put in place."

He liked to keep fit and swam 50 lengths of the pool every Friday, while enjoying a regular round of golf. He retired a few years ago, and sadly his wife Thelma passed away in September.

A seemingly quiet man, he was a professional, consistent, reliable, well liked and always a gentleman. He also had a great sense of humour. The industry has lost one of its training pioneers.

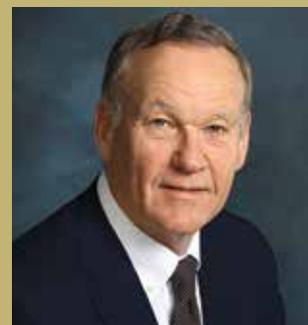


Geoff Marshall

**Fredrick Blake 'Fred' Taylor 1951 - 2021**

**Fred Taylor, founder of aerial lift and off-road wheel and tyre manufacturer OTR, passed away peacefully on Monday December 13th at the age of 70.**

An entrepreneur and innovator, Taylor was born in Pontiac, Michigan, and grew up in the north western Michigan town of Ellsworth, he graduated with a degree in mechanical engineering. And returned home to worked in his family's business. But in 1982, he and his wife moved to Rome, Georgia, to start his own business. While he was responsible for several start-ups, he is best known for founding OTR Wheel Engineering in 1987. He managed the company as chief executive until earlier this year when he handed over to Tom Rizzi, remaining as chairman. Taylor was the driving force behind the creation of several innovative tyre and wheel assemblies, securing numerous patents along the way, including the outrigger tyre.



**Frank Hasenfratz 1935-2022**

**Frank Hasenfratz, founder and chairman of Skyjack's parent company Linamar, passed away on January 8th following a battle with cancer. He was 86.**

He was born in 1935 in the town of Szár - to the west of Budapest, Hungary and given the name Ferenc. In his teens he began earning extra money fixing bikes, while attending technical school before starting an apprenticeship with engine manufacturer Csonka Janos Gepgyar.

In 1955 his apprenticeship and his life were both disrupted by compulsory military service. When the 1956 Hungarian uprisings began, which rejecting the Soviet occupation, Hasenfratz sided with the 'rebels' and, when the Soviet Union finally stepped in and crushed the revolution in 1957, he decided it was time to leave crossing the border into Austria. He worked his way north to the French coast and took a ship to Canada, where he knew he had an uncle.

Arriving penniless in Quebec City in May 1957, Hasenfratz was handed a visa and a \$5 note by the Canadian immigration officials. Over the next few weeks, he survived by washing cars and sleeping on a bench on the station platform. He eventually made his way to Guelph and the house of his uncle whom he had never met. He quickly found work as a toolmaker and machinist with Sinterings Ltd and before long was promoted to supervisor.

In 1960, he married another Hungarian immigrant, Margaret Ferter, and using his modest savings, along with money Margaret had saved while working on a tobacco farm, they purchased their first family home north of Guelph, Ontario. In 1964 he purchased a lathe and set up a small machine shop in the basement of his home, even modifying the kitchen oven to heat treat copper aircraft components.

In 1966, although a 'one man band', Hasenfratz incorporated his fledgling business using the names of his two daughters, Linda and Nancy, and his late wife Margaret to create Linamar. In 1986 the company was listed on the Toronto Stock Exchange. His determination and entrepreneurial zeal enabled him to build the business into a global automotive parts and component supplier with 26,000 employees.

The company acquired Skyjack in a friendly takeover bid in June 2002, having previously acquired a 49

percent stake from founder Wolf Haessler a few years earlier, setting up a joint venture to build Skyjack scissor lifts in Hungary in 2001.

During his lifetime, Hasenfratz received many awards and accolades, including an induction into Canada's Manufacturing Hall of Fame and the Canadian Business Hall of Fame. When accepting his award, he said: "A quart of milk was 17 cents at that time, and a loaf of bread 17 cents. With a quart of milk and one loaf of bread, you can live comfortably for a day."

Hasenfratz was also appointed to the Order of Canada, which recognises the achievement of outstanding merit or distinguished service by Canadians who have made a major difference to Canada through lifelong contributions in every field of endeavour.

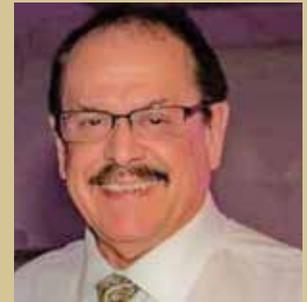
Frank Hasenfratz was also a philanthropist and generous contributor to the greater Guelph community, supporting institutions such as Guelph General Hospital, Western University, St. Joseph's Foundation and the local performing arts.

A statement from the company said: "It is with profound sadness that we announce the passing of the company's founder, beloved leader and long-time executive chairman, Frank Hasenfratz, who passed away peacefully at home on January 8th, 2022, surrounded by his family after a courageous battle with cancer."

"Frank will most fondly be remembered in the halls and on the production shop floor at Linamar where he mentored a generation of manufacturing and business leaders. At Linamar, we will continue to live by Frank's words to strive to continuously improve, act quickly and decisively, set goals and track progress and always 'Do What We Do Best, Better'." He leaves behind his daughters Linda and Nancy and four grandchildren.



Frank Hasenfratz

**Ricky 'Rick' Eugene Robinson 1954 - 2021**

**Rick Robinson, a former Grove crane employee in Shady Grove, Pennsylvania, passed away at the Meritus Medical Center in Hagerstown, Maryland on Thursday, December 9th at the age of 67.**

Born in Chambersburg, Pennsylvania, he joined Grove Manufacturing in the 1970s as a clerk in the traffic department, where he was involved with organising crane shipments to customers all over the world, using the company's own truck fleet and third-party carriers.

He later moved into the sales administration group, as a district sales administrator which involved greater contact with customers and distributors. He was always professional, consistent, smart and helpful and well thought of by all who worked with him. He remained with Grove for more than 27 years, followed by a career in insurance, becoming an agent for Aflac.

He is survived by his wife of 44 years, Kathy and three daughters, Andrea, Whitney and Victoria and five grandchildren.

**David Keith Sargent 1938-2021**

**David Sargent, the former chief executive of aerial lift manufacturer UpRight passed away at home in the early hours of December 31st having succumbed to his battle with cancer. He was 83 in October.**



David Sargent

David Sargent began his working life in the Merchant Navy, moving to London in 1965 to join Trident Equipment which provided electrical controls and distribution units and other items to the construction and shipping industries, his first role involved selling flares to boat owners, essentially an industrial version of the classic door-to-door salesman. In the 1970s he joined Wyse plant/WysePower selling temporary generating equipment for cranes and other purposes to sites across the UK and Middle East and began to build a solid reputation for commercial management.

In 1983 he was recruited by UpRight, initially to head up the company's alloy scaffold and scissor lift distribution and rental business in the UK - John Rusling Ltd.



The company founder and former owner John Rusling was due to retire, and Sargent was hired as managing director designate. However, in June 1983, shortly after he joined, UpRight acquired Hemel Hempstead based Access Equipment, after its parent company - William Moss - had gone into administration. Sargent was parachuted in to manage the acquired business, which had been an UpRight licensee for its original Zip-Up welded joint scaffold towers. John Rusling agreed to delay his retirement a little, while the new acquisition was digested.

Sargent oversaw the transfer of Access Equipment's scaffold tower production from its plant in Sheffield to the UpRight facility in Dun Laoghaire, Ireland. A couple of years later he planned and organised the merger of Access Equipment sales and rental operations with John Ruslings to create Instant Zip-Up, using the brand names of the tower systems that the two companies sold, both of which were UpRight designed products and compatible, at least in terms of dimensions.

In 1987 Upright was acquired by Rick Stowe's Griffin Group in a leveraged buyout. Stowe promoted sales and marketing director Hugo Kapelke to president, but the two men clearly had different ideas on how the business should be run and the relationship was short lived. Sargent's work with the two UK businesses caught Stowe's attention, his interest was reinforced at a group planning meeting in San Francisco, where Sargent presented his vision for UpRight in the UK as well as the rest of Europe. As a result, in 1988 Stowe appointed him as president/chief executive of UpRight, which required him to move to company headquarters in Oakland, California.

He quickly began to transform and expend the business, and then as a global economic slowdown took hold in the early 1990s, it became evident that Stowe and the Griffin group faced problems with the relatively short-term financing that they had taken on to acquire Upright. Sargent played a key role, even critical role, in keeping UpRight out of Chapter 11 when all had looked lost. The company bounced back strongly in the 1990s and became the market leading scissor lift manufacturer. He reluctantly handed over the president's role to Jim Dillon in 1999 to work more closely with Stowe as an advisor and director of the Griffin Group. When Upright faced another financial challenge in 2001, Sargent was no longer in a position to prevent the US part of the business from into Chapter 11 insolvency, from which it later emerged.

He continued to work as an advisor to Stowe for several years. But after he retired, he helped out as a tour guide at Salisbury Cathedral - the town where he was born had grew up. He loved meeting new people and showing them part of his heritage. He also enjoyed a game of golf and captain of his local golf club for several years. He was also a keen country sports enthusiast, but you apparently had to watch out if you were standing too close to him when he was shooting. In the 1990s he spent a great deal of time working from the UpRight plant in Dun Laoghaire and grew to love the country, its traditions and its people. In fact, one of his Irish colleagues said: "He become an honorary Irishman".

David Sargent was a very special person, a people person, who was comfortable in his own skin and as such was not afraid to hire people who would challenge and question him. He would always listen and take soundings on major decisions and strategies, was open to persuasion, but was never afraid to take the final decision. Once he did, he expected everyone to go along with the decision and make it work. And invariably they did. He was the only person who was ever capable of managing a challenging owner, in the form of Rick Stowe, well.

He enjoyed people, travelling and life in general and got the very best out of it, but most of all he was family man. His passing will be felt and mourned by the many people who knew him all over the world.

He leaves behind wife Jackie, son Robert, two daughters Rebecca and Katie along with seven grandchildren.

