


# Lift solutions for tower cranes 11 may 2017



# Overview of Matebat



- French leader of tower cranes solutions rental / sales / services
- First french dealer of **POTAIN**  Group for more than 20 years.

**80 M€**

TURN-OVER

**+20%**

GROWTH RATE  
PER YEAR

**1 000**

CRANES

**235**

EMPLOYEES

**160**

TECHNICIANS

**n°1**

FRENCH CRANES  
RENTAL COMPANY



Loury site (near Paris)

Our business

BUILDING



# CIVIL ENGINEERING



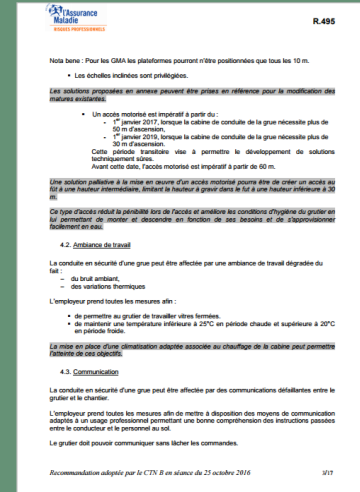
## Chapter 4.1 of CARSAT R495 recommendation of 2016 (replacing R459 of 2011)

Lifts are now mandatory:

➤ All cranes mounted over **60 meters high** (since 2011)

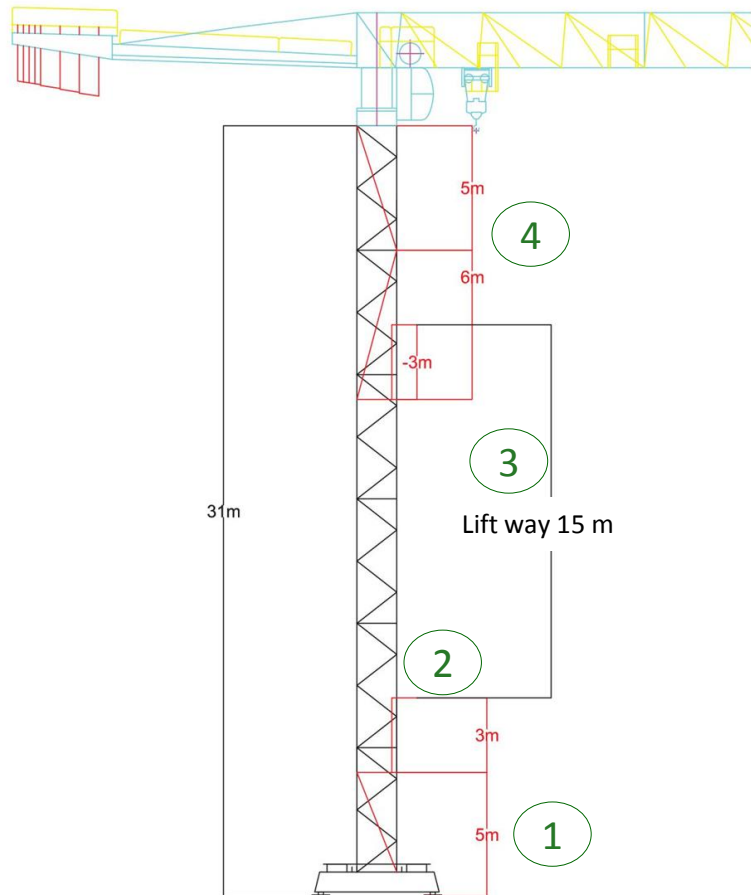
➤ All cranes mounted over **50 meters high** (since the 1st of January 2017)

➤ 01/01/2019: same measure for cranes mounted over **30 meters high** (the largest market)



# Regulation TC < 40 meters improvement or constraints?

**EXAMPLE: POTAIN MDT 178,  
31 m under hoist, 6 masts of 5 m**



4- Lift needs to stop before last mast to avoid altering operator's visibility

3- Finally, for a TC 31 m under hoist, only 15 m will be operated by the lift

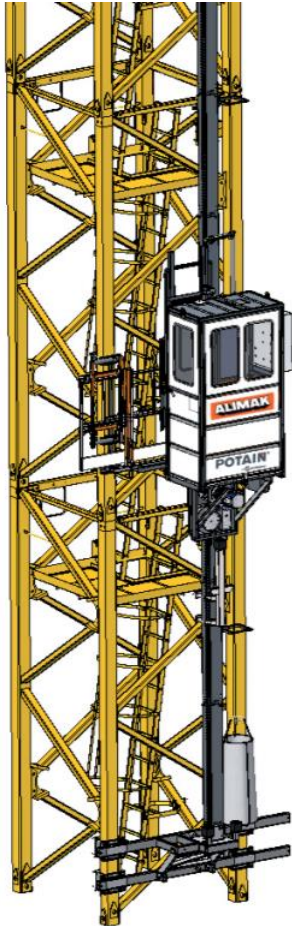
2- Lift's entry / exit point can only be positionned at half mast level

1- Lift can't start from ground

# What technical solutions?



## I. External lifting motorized access



## II. Integrated cab into mast





# External lifting motorized access solutions



TODAY'S MATEBAT lift solution



- Potain TCL external lift is independent fitted of tower crane on standard mast
- Lift cost: about 25 K€
- ROI: less than 2 years



ALIMAK TCL

# External lifting motorized access solutions

Other external lifts substantially similar to TCL



The advertisement for GEDA features a blue and white motorized external lift on the left and a red tower crane with a white cabin on the right. The GEDA logo and a German flag are positioned at the top left of the crane image. A list of product types is provided in a white box at the bottom left.

**GEDA** 

- Rope hoists
- Rack and pinion hoists
- Industrial elevators
- Suspended working platforms
- Building maintenance units
- Rubbish chutes
- Accessories



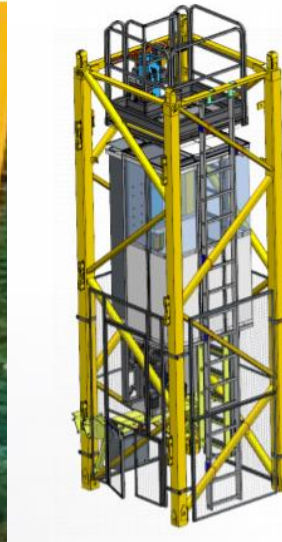
The advertisement for XL shows a tall tower crane with a red and white jib against a blue sky. The XL logo and a French flag are at the top right.

**XL** 

- Elevators
- Platforms
- Material hoists

# Integrated cab into mast

**CabLIFT™**



Potain internal Cablift takes up all the space of steps and ladders into the masts

- **Benefits**

- Mounted at the same time as the crane
- Improvement of working conditions for technicians

- **Drawbacks**

- Use specific mast
- Expensive, about: 60 K€
- ROI: 4 to 6 years
- Limited third party business

<https://www.youtube.com/watch?v=oaHHBST8Ls4>

# Cab integrated into mast

## Liebherr LiUP



- Cab integrated into mast ( $\geq 2$  meters)
- The small size of the lift lets the possibility to have more space for standard scales
- Suitable only with Liebherr masts

# Regulation → business opportunity

Today's potential for MATEBAT: 559 cranes technically suitable for lifts used

## Breakdown:

Meters high	Number of cranes	%
< 30 m	222	40%
Between 30 and 40 m	222	40%
Between 40 and 50 m	88	15%
Between 50 and 60 m	20	4%
> 60 m	7	1%

Matebat could buy **340 lifts** in order to equip all **the cranes > 30 meters high**

## Customers choices:

- Use Matebat lift
- Fit their own lift
- Rent lift elsewhere



# Regulation → business opportunity



Lifts become a requirement of big contractors.  
This regulation raises the general expectations and standards of the crane market

## Benefits for leaders like Matebat:

- More safety
- More productivity
- Corporate Social Responsibility process (selection of CSR players)
- Professionalism of crane business
- Rationalization with « premium » firms
- Source of additional business**

# Lift rental markets - 2019



## Estimated number of lifts

- ✓ 3 350 tower cranes > 30 meters
- ✓ 2 010 lifts

Lift rental market: 20 million €

Lift services (assembling / dismantling)

Service market: 22 million €

**TOTAL: 42 million € per year**



## Estimated number of lifts

- ✓ 11 430 tower cranes > 30 meters
- ✓ 4 460 lifts

Lift rental market: 45 million €

Lift services (assembling / dismantling)

Service market: 50 million €

**TOTAL: 95 million € per year**

# What next?



- Tower cranes are already equipped with lifts in Northern Europe (for example Sweden)
- This measure should be extended to Europe within 5 years
- To meet this challenge, THE SOLUTION would be...



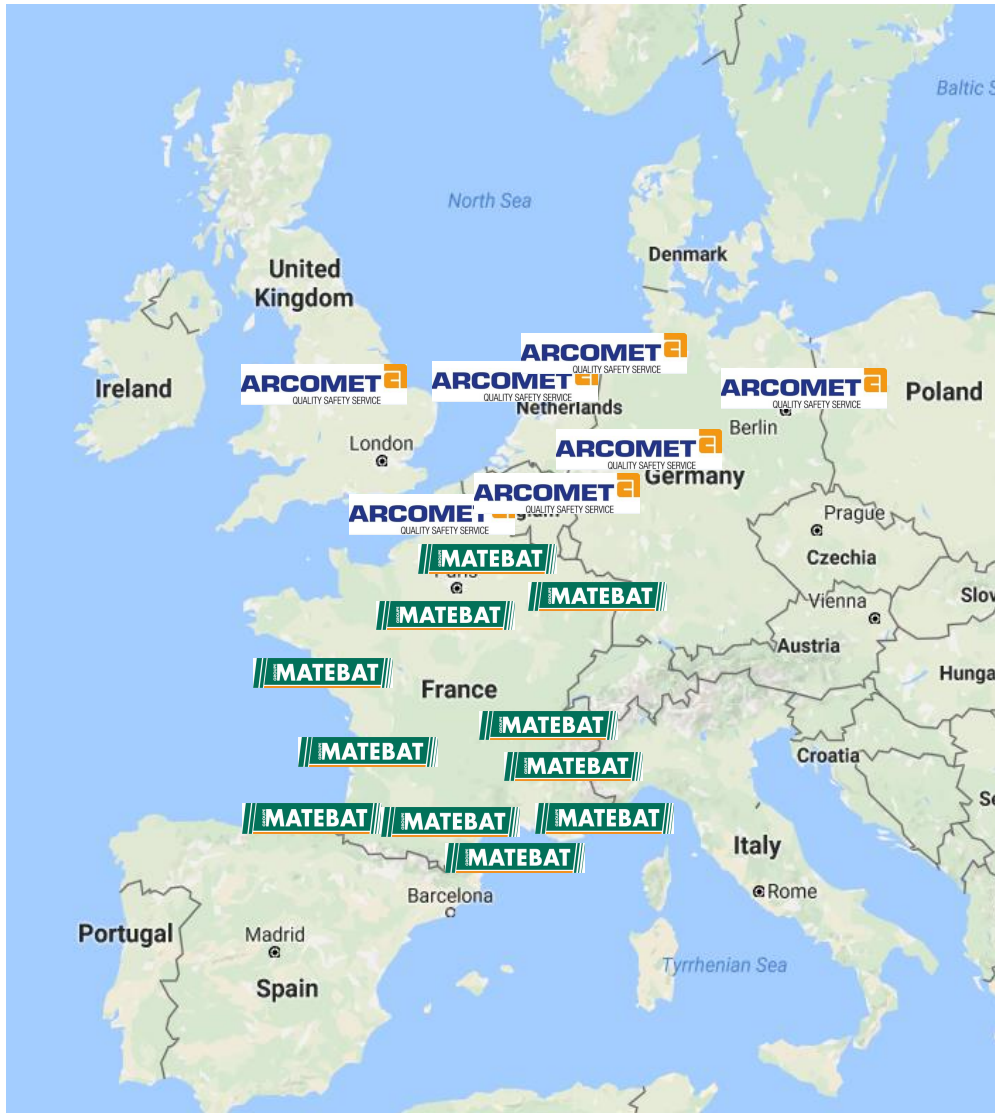
+



**= 2000 cranes in Europe**



# THE solution



**ARCOMET**  
QUALITY SAFETY SERVICE

= 2000 cranes in Europe

**ARCOMET** UNITED STATES  
QUALITY SAFETY SERVICE

Thanks for your attention

