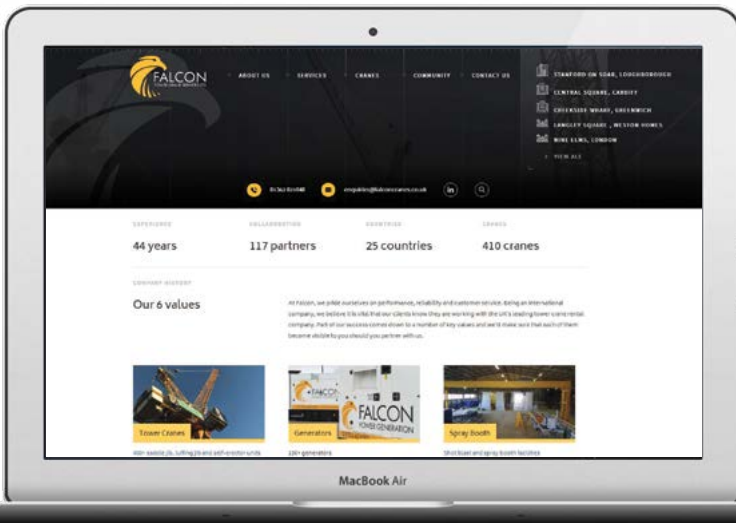


NEW WEBSITE!



WE ARE EXCITED TO ANNOUNCE THAT OUR NEW FALCON WEBSITE IS NOW LIVE!

The updated site includes changes to navigation, with drop down menus accessible on both mobile and desktop. We've also improved the structure of our content. There's a whole host of smaller but dynamic changes, all to make your experience of the Falcon site so much better for you.

We have also created a host of new graphics, published a gallery of images, and included a few updates that have made the site easier to use.

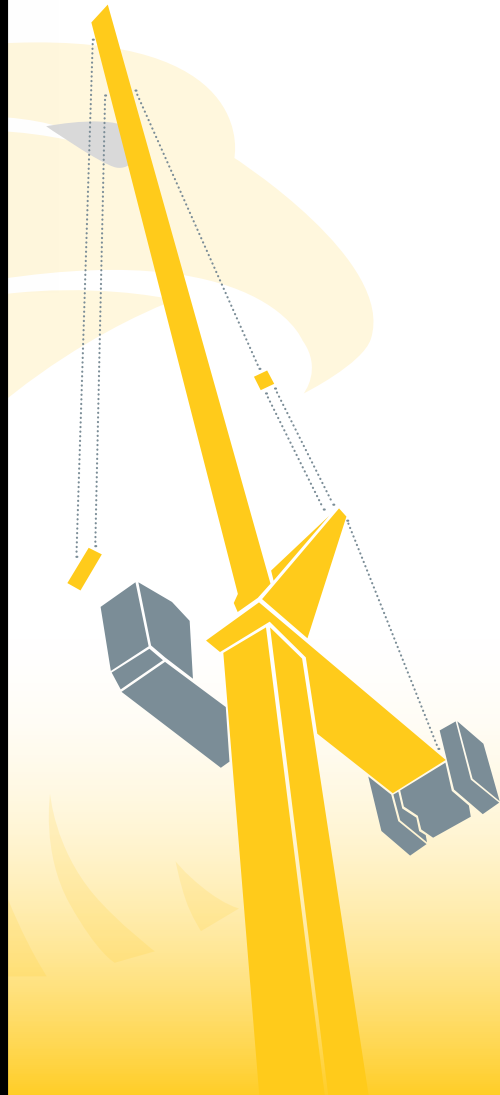
Tower Cranes

Type of Tower	Job Length	Capacity at Job
Please select	Please select	Please select
3850 J180PA	Luffing Jib	Jib Length: 40m
3850 J128HFA	Luffing Jib	Jib Length: 40m
3850 J128PA	Luffing Jib	Jib Length: 40m
3850 J128PA.A	Luffing Jib	Jib Length: 45m
3850 J148HFA	Luffing Jib	Jib Length: 50m
3850 J180PA	Luffing Jib	Jib Length: 55m
3850 J180PA	Luffing Jib	Jib Length: 55m
3850 J288PA	Luffing Jib	Jib Length: 60m

COMING SOON...
a generator specific website
www.falconpowergeneration.co.uk
and a mobile app.
WATCH THIS SPACE...

FALCONINSIDER

- A WORD FROM...
- UK'S LARGEST
- ECO FALCON
- WHO'S NEW AT FALCON?
- CHARITY 2018
- NEW WORKSHOP SOON!



A WORD FROM **JAMES (SEAMUS) MURPHY** ASSOCIATE CUSTOMER LIAISON DIRECTOR

I first became involved in the crane industry as a slinger/signaller on a Taylor Woodrow site in 1973. Since then, I have been involved in many aspects of tower crane operations, firstly as an operator and, in later years, helping with the erection of cranes. In 1992, I began working for Falcon and, to this day, I'm not sure how it happened (not that I am complaining) but one week I was operating a HB50 crane for Lee Lifting and, the next thing I knew, I was driving the same crane for Falcon at Green Park.

Over the years, I have undertaken many roles within the company, from supervising cranes on multi-crane sites to training and assessing our tower crane operators. In the late 1990s, I became the first co-ordinator to be employed by Falcon. I am also involved in the inspection of all lifting accessories and harness equipment, and it's my responsibility to ensure that correct up-to-date records are kept.

In 2003, I was appointed as Customer Liaison Manager. In this role, I was involved, on a regular basis, in dealing with disputes or difficulties on sites. I also visit sites to ensure our clients are happy with the service we provide or if they feel there is any way that we can improve our service.

In recent years, I have been mentoring Gary Abraham and Keith Mountford to ensure that they are aware of their responsibilities and that they understand the criteria laid down by the construction industry's legal requirements. We speak on the phone on a regular basis and, at other times, we meet face to face to review and update paperwork.

I have also been instrumental in directing company policy and I am happy to give advice when called upon by clients or by anyone in our internal departments. In recent times, I visited our crane manufacturers in Spain to advise on changes or modifications needed for future development. Even though I have over 40 years' experience in the industry, I am always willing to seek and learn more to keep abreast of new innovations and developments.

In 2016, I was offered the position of Associate Customer Liaison Director which I was pleased to accept, as I have always enjoyed working for Falcon. I have, and always will, strive to do my job to the best of my ability. In October 2017, I reached the milestone of 25 years with the company, which I am proud of, and I am grateful to the company for the presentation made to me recently, in recognition of that service.



Cheers, Seamus

UK's LARGEST!

To truly reflect our status within the crane and lifting industry, we have been recognised by the magazine, 'Cranes & Access', in its August/September 2017 edition, as the UK's largest tower crane company.

TOP 10 TOWER CRANE COMPANIES				
Company	Total	Hammerhead/flat tops	Luffers	Normal self erectors
Falcon Tower Crane Services	355	114	185	56
HTC Wolffkran	217	76	141	0
Select Plant	217	47	170	0
London Tower Crane	210	70	140	10
City Lifting	130	58	49	23
Bennetts Cranes	95	24	71	0
Ladybird	89	36	0	53
Mantis Cranes	85	20	0	65
Skyline Arcomet	64	14	50	0
Sparrow Crane	36	0	0	36
Irish Crane & Lifting	35	32	0	3

In addition to this, in the September 2017 issue of the magazine, 'International Cranes', Falcon is listed as the 17th largest tower crane rental company in the world in relation to combined capacity of tower cranes, and 13th in the world, in relation to number of cranes within the fleet.

2017 RANK	2016 RANK	COMPANY	COUNTRY	NO. OF DEPOSITS	NUMBER OF EMPLOYEES	SCOPE OF OPERATION	NO. OF TOWERS	LARGEST TOWER (MAKE AND MODEL)	LARGEST TOWER (TONNES)	IC TOWER INDEX 2017
1	1	NFT	UAE	20	1,602	Worldwide	2,000	Potain MD 3200	80	765,780
2	n/a	Liebherr-Werk Biberach	Germany	4	170	Worldwide	1,680	Liebherr 1000 EC-H 40 Litronic	50	454,200
3	2	Shanghai Panyuan Machinery Rental	China	2,428	3,915	National	2,131	Zoomlion D2500-120	120	447,624
4	3	Morrow Equipment	USA	24	437	Worldwide	658	Liebherr 1800 C	60	227,659
5	4	Tat Hong Equipment Service	China	16	3,000	National	930	STT3330	160	200,495
6	5	Wolffkran	Switzerland	18	800	Worldwide	714	Wolff 900 B	45	179,529
7	n/a	Matebat	France	12	210	National	990	Potain MD560	40	172,000
8	16	Maxim Crane Works (includes AmQuip)	USA	55	3,300	Worldwide	317	Wolff 1250 B	60	134,449
9	6	Arcomet Group	Belgium	11	270	Worldwide	947	Terex Comedil CTT561-32	32	129,345
10	8	Neremat	Belgium	15	200	Local	512	Potain MD610	40	114,000
11	10	Van der Spek	Belgium	7	200	Continental	440	Liebherr 1000 EC-H20/40 Litronic	40	107,000
12	7	Select Tower Cranes	UK	6	1,200	Worldwide	450	Comedil CTL 630	32	100,905
13	11	Bigge Crane and Rigging	USA	17	932	National	183	Comedil CTT 721	40	93,649
14	9	Wilbert	Germany	3	185	Worldwide	335	Wilbert WT 2705L e.tronic	128	85,100
15	12	Marr Contracting	Australia	4	35	Worldwide	58	Favelle Favco M2480D	330	75,417
16	13	Wasel	Germany	15	505	Continental	350	Liebherr 630 EC-H 40	40	71,200
17	n/a	Falcon Tower Crane Services	United Kingdom	3	420	Worldwide	355	Jaso J700	24	66,403
18	14	BKL Baukran Logistics	Germany	4	200	Continental	405	Linden Comansa 21 LC 750	48	57,900
19	17	Tiong Woon	Singapore	1	60	Worldwide	110	Yongmao STT 553	24	38,048

This has recently increased to over 400 cranes!

Eco Falcon



The past four months have seen Falcon really focus on the environment. We are keen to concentrate our efforts on educating both our own employees and clients.

Going Green

Vital for many sectors but none more so than the construction industry. Statistics show that 10% of all carbon dioxide emissions are associated with the industry. This includes the manufacture and transportation of materials, as well as the emissions created by the actual construction. Reducing our carbon footprint requires several changes and approaches to be made, covering a number of different issues.

Going Solar

Falcon has recently signed the contract for phases 2 and 3 of our solar panel installations. A 22968.36 KWh system has been installed on our fabrication workshop and a 41681.52 KWh system on our spray shop. These are in addition to the 50179.66 kWh systems installed on our main workshop in 2016. Once the three phases are installed and operational, the energy produced will count for 20% of our total usage at Shipdham.

Waste Management

Our recycling company, Pips Skips, do a wonderful job of keeping the waste from our yard to a minimum. They ensure that everything they collect from us goes through their own recycling centre. From all the waste collected from Shipdham, 99% is recycled.

ISO14001 Environmental Accreditation



ISO 14001:2015 specifies the requirements for an environmental management system which the company can use to enhance its environmental performance. This can be done in a systematic manner which contributes to the sustainability of the business. The accreditation is overseen by QMS which audits the company annually to ensure that we continue to meet the criteria of the management system. This helps us to improve Falcon's reputation with our customers.

What can we do?

We are keen to ensure that recycling and 'eco-thinking' do not stop in the yard. We want to encourage our office and field staff to do their bit in reducing our carbon footprint.

With this in mind, we are introducing a regular feature to recognise the work that members of staff are doing to help the environment. We would like to ask you to send in your pictures, stories or advice on how you have tried to reduce your carbon footprint. This can mean anything from simply turning off plug sockets, car sharing or putting a small plant on your desk - let us know what you are doing, and we'll feature the best in our next newsletter!



Onsite hybrid vehicle charger

WHO'S NEW AT FALCON

Twenty new faces joined us over the winter. October saw the arrival of Andrew Walker (welder



fabricator), **Liam Young** (assistant storeman, pictured top left), **Kevin Swales** (electrician, pictured bottom



left), **James Quinn**, **Daniel Lyon** and **Nicholas Heywood** (trainee erectors), **Mark Parkins** (service

engineer), **Edward Sharkey** and **Jacob McGhee** (erectors) and **Matthew Hale** (electrician).



At the beginning of 2018, new personnel joining Falcon included **Robert Scarll** (electrician,

pictured left), **Neil Richardson** (generator engineer), **Robert Limburn** (self-erecting crane technician), **Philip Hedges** (electrician), **Richard Watson** (transport manager), **Andrew Teanby** (generator manager), **David Johns** (sales manager), **Joanne Waddilove** (receptionist), **Lee Craig** (trainee erector) and **Marc Swan** (method statement manager).

COMMUNITY PAGE

Charity 2018

As we celebrate the start of the New Year, we want to thank last year's charity of the year, Nelson's Journey, for all the wonderful work they have done in helping bereaved children.



Falcon is delighted to announce that, last year, we

managed to raise a fantastic £4,692.75 for Nelson's Journey so many congratulations to all who contributed. We wish the charity all the best for the future and, if you wish to continue donating, please visit their website,

www.nelsonsjourney.org.uk

For 2018, we would like to introduce our new charity of the year – Norfolk and Norwich Mind. Mind is a national charity with numerous local sub charities relating to a geographical area. We always like to support local charities which is the reason why we have chosen the Norfolk and Norwich division.

Mind is a charity that provides advice and support to "empower anyone experiencing a mental health problem". They actively campaign to improve services, raise awareness and promote understanding of what is often a very complex issue. Statistics show that one in every four of us will experience a mental health problem and Mind is there to support and advise those people to ensure they do not face the battle alone.

To find out more information and to contact support services, visit the website www.norwichmind.org.uk or call on **0300 123 3393**.

To donate to this worthy cause please visit the Falcon website and click the link in the new article **FTCS 2018 Charity Fundraising** or type the following link into your search bar (<http://uk.virginmoneygiving.com/team/FalconTowerCraneServices>)



Your images

Once again, a big thank you to everyone who has sent pictures over the past couple of months.

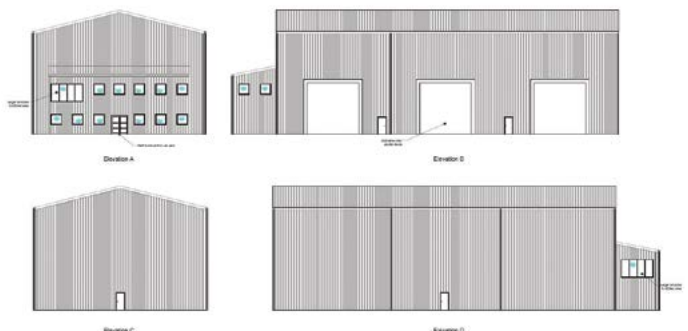
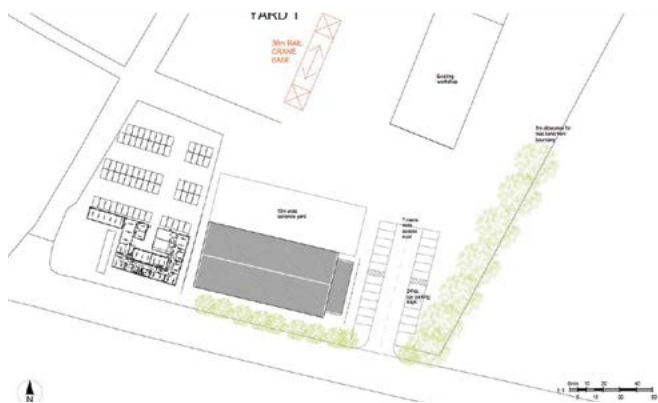
Below are a couple that have caught our eye. Remember, each picture used in any of the company's marketing will earn the taker £50, so please get snapping.

Please forward all images to marketing@falconcranes.co.uk, with your name and the location.



New Workshop

We have officially started the process to open a new workshop which will also house welfare and office facilities. The new workshop will be used by our mechanical engineering staff and will include two 10 tonne overhead gantry cranes. We are currently out to tender and, subject to planning, work should start towards the end of the Summer.



Falcon Stories **Danny Davies**



For those who do not know me, my name is Danny Davies and I worked for Falcon for over 20 years, as a crane operator.

For those who do know me it's a pleasure to be able to say hello again and to thank those of you who have kept in touch, since I retired.

I first became involved with tower cranes back in the 1970s when the company I was working for asked if I could operate a crane as they needed a relief operator. I said I was happy to give it a try if it meant extra pay. The crane was a Babcock G75 which had no seat and you had to stand all day to operate it.

In the 1990s, I began working for Twickenham Tower Cranes which then became part of Falcon for a brief period. When the job I was on came to an end, I was offered a job, by Mr Doug Genge, to work for Falcon and the rest is history, as they say. I have operated many types of cranes over the years including BPRs, HB50, Richiers, Potains and the new Jaso cranes, when they arrived.

I enjoyed my time working with Falcon and would like to say thanks to all those I knew in the office, and especially to Ben, as he was my immediate manager. Shortly after I retired, I was taken to the yard to meet the staff and had a tour of the working yards which greatly impressed me. I also appreciate the gesture of the gift, made by the company, to remind me of my time working for Falcon and it now takes pride of place in our sitting room.

All the very best, Danny

Have your say!

If you wish to be in the next edition of the Falcon Newsletter, **then send you stories to marketing@falconcranes.co.uk**

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