



# RAISING the standard

news from **IPAF** supporting the world of powered access

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www.ipaf.org

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## No shortcuts to success in access rental industry

There are no shortcuts to creating value in the access rental industry, said Kevin Appleton, CEO of the Lavendon Group, the world's largest access-only rental company, speaking at the first Europlatform conference on 11 September in Basel, Switzerland.

"We have found the quality of engineering to be the key driver to create value," said Appleton in his presentation on responsible financial models for access rental. "The long-term future is likely to belong to businesses run on a cautious and consistent basis."

Appleton warned access rental companies against growing too quickly. Companies who build their fleet quickly with high investments may find themselves struggling to maintain debt repayments when market conditions worsen. He said an

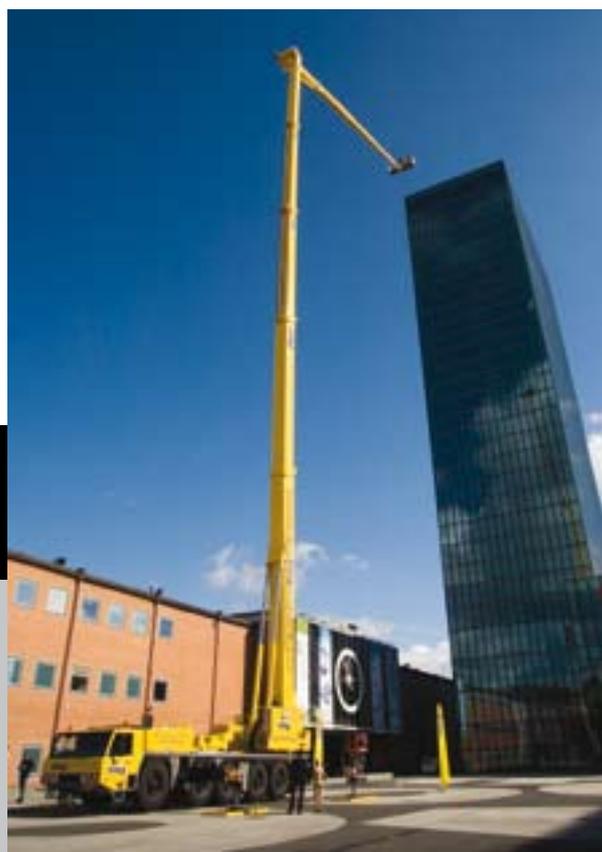
operating model based on extending the lifetime of access equipment, rather than keeping machines for just five or six years – was more likely to build value.

The Europlatform conference, organised by IPAF and *Access International*, attracted more than 100 executives, senior managers and owners of access rental companies across Europe.

"Top access management from all over Europe came to Europlatform and made it a great success," said Tim Whiteman, IPAF managing director. "The speakers, the networking, the world's largest truck mounted platform – all made this a tremendous start to a series of top-quality annual conferences."

The next Europlatform will be held in September 2008. Read more on Europlatform on page 2.

*"Extend equipment life to build value": Kevin Appleton, CEO of the Lavendon Group.*



## World's largest truck mount

The world's largest truck mount, Wumag's 103-metre WT 1000, made its international debut during the Europlatform conference next to the 105-metre hotel tower, the tallest building in Switzerland. The machine,

owned by rental specialist Eisele of Germany, drew spectators to experience this safe and effective way to work at height, with the use of full-body safety harnesses.



Steady growth and safety were the key messages of the first Europlatform conference. Here are some highlights.

## Lourdain: Manufacturers may be forced to rent

*"Manufacturers may be forced to rent":  
Pierrick Lourdain of the Haulotte Group.*

### Market trends

A panel of manufacturers attending Europlatform looked at prospects for the European access market. The panel included Frank Klessens, rental manager, Alimak Hek; Esa Peltola, managing director, Bronto Skylift; and Richard Tindale, sales and marketing director, UpRight Powered Access. Value-based selling is in, according to the manufacturers of mastclimbers/hoists and truck mounted platforms. The focus is on total solutions (offering productivity, safety and efficiency) and not just renting out access equipment. For scissors and booms, weaker demand in overheated, developed markets will be offset by growth in mature markets that have been in recession (Germany, France) and in new markets hungry for new equipment (Central Europe, Baltic states, Russian Federation). Manufacturers able to reach and support smaller and mid-sized rental companies will thrive.

There are likely to be several bankruptcies among European rental companies in the coming years, predicted Pierrick Lourdain, group sales manager of the Haulotte Group. He said this might in the future force manufacturers to become more directly involved in rental in order to protect their investments.

Lourdain explained the circumstances under which manufacturers will find it viable to buy up overstretched rental companies or even start their own. He concluded that the ideal situation is one in which manufacturers design and build machines, rental companies provide global services covering the needs of end users, and investors took up the financial risk on equipment. In other words, each player in the industry should concentrate on doing what it does best.



### Safety, a management issue

Safety is a vital management issue, said Markus Schnyder, safety engineer with the Swiss safety authority Suva, citing ethical principles, commercial motivation and legal duties. Studies show that there are on average 400 accidents per year involving MEWPs in Germany and about 140 per year in Switzerland. Most accidents are due to operator error and/or faulty procedures rather than technical failure. Rental companies have a primary duty to hand over a properly working and tested MEWP and to ensure that maintenance is regularly done. They have a secondary duty to provide a proper manual, safety and warning references, and personal safety equipment. They should offer information on training and, where appropriate, instruct the user, said Schnyder.

### Anatomy of an accident

Hubert Gardemann, marketing manager of Gardemann Germany, gave a clear run-down of what rental companies can expect in the event of an accident. Investigations focus on three main aspects: machine, operator and process. The platform involved in the accident will be confiscated and all documents (e.g. relating to repairs, maintenance, qualifications of service staff) will be scrutinised. The operator's experience, training and qualification will be examined. About 85% of access platforms accidents are caused by operator error and carelessness, said Gardemann. The rental procedure (quality of advice, results of site inspection) is also scrutinised. Rental companies should prepare themselves by establishing clear responsibilities and procedures, ensuring complete documentation, and backing up records over long periods.

*Hubert Gardemann of Gardemann Germany analyses the consequences of an accident.*



### A quarter million PAL Cards

There are now 250,000 people around the world who hold a valid PAL Card (Powered Access Licence), which proves that they have been trained to use access platforms safely. IPAF managing director Tim Whiteman announced this during his presentation on the Clunk Click campaign for the use of harnesses on boom type platforms. IPAF is on target to issue more than 70,000 cards this year, a new record.



# Transport platform group fills standards gap

The newly formed Transport Platform Working Group of the IPAF Mast Climbing Work Platform (International) Committee aims to create an international standard to promote safety in the use of transport platforms.

"This will fill a gap in the industry," said Ernst van Hek, managing director of Hek Manufacturing BV and chairman of the working group. "There are existing standards and guidelines for the use of mastclimbers and hoists, but not for this important new technology, transport platforms."

The group is also reviewing the draft ANSI standard A92.10. Manufacturers who wish to become involved in this project are invited to contact the chairman or the convenor, Romina Vanzi, via [espana@ipaf.org](mailto:espana@ipaf.org). The next meeting of the Transport Platform Working Group is on 8 November in Munich.



## The US perspective

Steve Shaughnessy, director of A-Plant, looked at what Europe's rental companies can learn from the US. In 30 years, the US access industry has moved from a small sector competing with scaffolding to the most important product group in the rental market. Growth has been driven mainly by productivity rather than legislation. Some US best practices are: delivery and service guarantees, longer standard service hours, comprehensive in-house training, on-site stores for mega projects, and product modifications to meet unique applications (e.g. tunnel, film, auto manufacturing, ship repair).

[www.ipaf.org](http://www.ipaf.org)

## NES Rentals backs Click It!



NES Rentals is placing "Click It!" stickers on all booms: (from left to right) Brent Mumford, Mike Disser, IPAF MD Tim Whiteman, Chris Peterson and Chris Bowers.

NES Rentals Holdings, Inc., one of the largest aerial equipment rental providers in the United States, is supporting the Click It! campaign for harnesses on boom type platforms.

NES is placing "Click It!" stickers on all boom lifts in its rental fleet, with the aim of increasing jobsite safety.

"We are committed to doing everything we can to create a safer work environment for our customers and employees," said Chris Bowers, senior VP of NES Rentals. "If placing 'Click It!' stickers on our boom lifts can prevent even one injury, our efforts will have been worth it."

NES provides annual training to its employees to emphasise the importance of using a suitable harness and restraint system while operating aerial platforms.

■ Visit [www.ipaf.org/clunkclick](http://www.ipaf.org/clunkclick) for more information about how your company can support the campaign.

## New machine categories

IPAF has revised the machine categories in its MEWP training programme and is moving to align with international design standards. The new categories apply to all training as of 1 January 2008. The category changes do not affect the training received and existing PAL Cards (Powered Access Licences) remain valid as specified. The PAL Card is recognised by the UK's Major Contractors Group (MCG) and by similar organisations in many countries.

More details on the new categories are at the Training section of [www.ipaf.org](http://www.ipaf.org)



# UK construction sector acts to cut site deaths

An action plan to cut workplace deaths and improve health and safety standards was agreed by representatives from the UK construction industry at the Construction Forum held on 17 September in London.

The Forum was convened by the British secretary of state for work and pensions, Peter Hain, following a 28% increase in construction fatalities reported for 2006/7.

IPAF was represented by its managing director Tim Whiteman, who in a letter published in *Construction News* on 6 September, highlighted the need for more inspectors to keep sites safe.

"A safety blitz in South Yorkshire in August resulted in a third of sites being

shut," said Whiteman. "Those sites were not asked to improve matters; they were shut. This is an appalling statistic, and once again shows we need more, not less, inspectors to keep our construction sites safe."

Key areas for action agreed at the Forum included sharing best practice in house-building and domestic repair/refurbishment projects, and extending training requirements in the house-building sector.

## PDS

More than 150 instructors attended the UK Professional Development Seminar (PDS) on 19 September at the Haydock Racecourse. Sessions focused on the new instructor criteria, management of thorough examinations, and the new demonstrator course. IPAF staff were on hand to promote training and the Clunk Click campaign for harnesses at Vertical Days at the same venue.



## IPAF Diary 2007

### 24-28 October

SAIE  
Bologna, Italy  
Hall 29, Stand F55

### 24 October

5th IPAF Convention of the Italian MEWP and MCWP Industry  
Bologna, Italy  
14.30, Pavilion 36, Armonia Room

### 25 October

IPAF MCWP (International) Committee Meeting  
Bologna, Italy  
10.00, Pavilion 36, Quintetto Room

### 25 October

IPAF Manufacturers' Technical Committee Meeting  
Bologna, Italy  
14.00, Pavilion 36, Quintetto Room (Members only)

### 26 October

IPAF Telehandler Committee Meeting  
Bologna, Italy  
10.00, Pavilion 36, Quintetto Room (Members only)

### 8 November

International Transport Platform Working Group Meeting  
Munich, Germany  
(Members only)

### 12 November

Italian Professional Development Seminar  
Anzola dell'Emilia, Italy

### 28 November -

1 December  
Expoedilizia  
Rome, Italy

### 30 November

Nolexpo  
Rome Airport, Italy

### 15 April 2008

IPAF AGM and Access Summit  
Whittlebury Hall,  
Northamptonshire, UK

### 17-19 September 2008

APEX  
MECC, Maastricht, Netherlands

Did you know? Details on IPAF meetings and events can be found at [www.ipaf.org/events](http://www.ipaf.org/events)

## New Members

IPAF welcomes the following new members. Full contact details can be found in the Membership Directory at [www.ipaf.org](http://www.ipaf.org).

### DEALERS/DISTRIBUTORS

Eurosupply Hoogwerk Systemen BV,  
Netherlands  
KTS Kraan-en Truck Service. BV,  
Netherlands

### HIRER/RENTAL

Felbermayr GmbH,  
Austria  
Galmon (S) Pte Ltd,  
Singapore  
Hampshire Plant Hire,  
UK

### HIRER/RENTAL (GROUP MEMBER)

Bienhold Arbeitsbühnen GmbH,  
Germany  
Fox GmbH,  
Germany

### INSTRUCTORS

Mr K A Brooks, UK  
Mr K D Fowler, UK  
Mr R Graham, UK  
Mr G P Phillipson, UK  
Tanja Sachs, Germany

### MANUFACTURERS

Beijing Jingcheng Heavy Industry Co Ltd, China  
Electroelsa Srl, Italy

### PUBLIC UTILITY

EDF Energy, UK

### TRAINING CENTRES

ABKS Partnerlift GmbH,  
Germany  
Hert Arbeitsbühnen Vermietung GmbH, Germany  
Light Hire Ltd, UK

Aerial platforms + IPAF trained operators = Safe effective work at height + Plataforma  
sicuro ed efficace + Hubarbeitsbühnen + IPAF geschulte Bediener = sicheres und effektiv  
Piattaforme aeree di lavoro + Operatori formati da IPAF = lavoro in altezza sicuro ed efficace



The world authority  
in powered access

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The world authority in powered access • Die weltweiten Experten für den sicheren Betrieb von Arbeitsbühnen  
La référence mondiale des Plates-formes et Nacelles élévatrices • L'Autorità mondiale nell'accesso aereo  
Autoridad mundial en técnicas de altura • De wereldwijde autoriteit in hoogwerker toegangstechniek