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"My mother used to tell us in the mornings, 'Carl put on your shoes, Oscar put on your prosthetic legs' . . . So I grew up not really thinking I had a disability. I grew up thinking I had different shoes."

South African runner Oscar Pistorius, who ran in the regular Olympics this year.

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Why mobile access towers are good for business

In an economic climate that looks uncertain at best, with little prospect of immediate growth, PASMA is inviting rental companies in the work at height sector – aerial lift stockists in particular - to consider capitalising on their experience and expertise by adding mobile access towers to their product line up.

“By adding a complementary product, not only will they introduce a potential new income stream, but crucially they will be adding scope and flexibility to their product range,” says PASMA.



Chris Blantern of Hi-Point Scaffolding

Both towers and aerial work platforms are recognised as proven, safe and effective pieces of work at height equipment. Both offer distinct features and benefits when deciding upon the safest means of access and selecting the most suitable piece of equipment as required by the Work at Height Regulations. Significantly, both are backed by an industry standard training scheme and a trade association recognised and respected nationally and internationally.

Chris Blantern, managing director of Sheffield, UK, based Hi-Point Scaffolding said: “The most compelling reason for stocking, supplying and hiring towers, alongside other work at height solutions, is choice. To survive and prosper in this marketplace, you need to be able to offer a complete range of equipment. Turning a customer away because you haven’t got the most suitable option, means you may never see that customer again. No one can afford to do that in this or any other trading environment.”

PASMA makes the point that mobile access towers introduce a number

of clear-cut benefits into any companies product portfolio:

1. They are easy to stock, deliver and transport - and safe to use - they can be used for a great many different applications and, because of their modular design, can be built to a variety of heights and configurations.
2. They can be used in restricted and confined spaces where access and floor loadings are a particular issue. This is especially true of two and three storey buildings when, for example, access is required for suspended ceiling work. Towers have a typical point loading of just 75kg per castor.
3. Their non-marking nylon castors are a distinct benefit when working on highly polished floors such as gymnasiums.
4. They require little or no regular maintenance and are not subject to statutory inspections under the Lifting Operations and Lifting Equipment Regulations (LOLER).
5. Robust and reliable, towers consist of just six basic components, each of which can be exchanged or replaced quickly and easily. Whole-of-life costs are extremely competitive.
6. Towers have no impact on the environment. They require no power and produce no emissions.

With a typical amortisation period of just 12 months for a standard six metre tower costing £2,500, towers not only hold out the promise of high utilisation and with it profitable income, but also the prospect of additional income from training. Through its approved training centres, PASMA trains more than 50,000 delegates each year, making it one of the leading training providers in the work at height sector.

The association currently offers five



Tower components are easy to transport



Tower components can be easily stored

training courses: Towers for Users; Work at Height Essentials; Low Level Access; AGRs for Towers for Users; Combined Low Level Access and Towers for Users. Membership of the Association is the first step in being approved as a PASMA training centre.

In summary, the safety and operational benefits of mobile access towers are increasingly being recognised and the range of diverse applications in which towers are being used is continuing to grow. They offer important cost benefits and improved levels of customer satisfaction at a time when demonstrating value for money to customers is a key priority.

If you’re in the work at height industry, now is the time to think seriously about integrating mobile access towers into your product

portfolio. Don’t miss out on a natural and logical extension of your business.



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