



Vertikal
Press

Thank you for your support

We would like to thank all of our readers, sponsors and contributors, for the fantastic support that you have given us this year, all of which helps to make this and our other publications and events what they are.

Wishing you all a very happy Holiday season and a happy, healthy and prosperous year in 2016.

From all of us at the Vertikal Press

How you can prevent a third of all incidents

Recent data collected by IPAF from UK rental company members has highlighted the risks to delivery drivers. Since January 2013, all UK rental members are required to report all aerial lift related incidents involving their own staff to the IPAF accident reporting database (www.ipaf.org/accident). Analysis of the 2014 data confirms some trends identified from the previous year and highlights specific situations that involve a significant proportion of drivers.

A total of 428 incidents were reported in 2014. Of these, 35.5 percent (152) involved delivery drivers and 24.5 percent (105) involved service engineers. Operators, including contractors, truck-mount operators and employed operators, were involved in 28.7 percent (123) of the incidents reported. A majority of the incidents - 44.2 percent or 189 - took place on site, with another 25.7 percent (110) occurring in the depot/yard, 13.6 percent (58) occurring in the workshop and 11.2 percent (48) occurred on the public roadway. The most common types of injuries were cuts and bruising of the upper limb, lower limb and head.

Most of the incidents involving delivery drivers occurred during loading and unloading - 48.7 percent or 74 of 152). The main causes of driver-related incidents

were identified as insecure load (18) and the machine falling between ramps (14). Closer analysis of the incidents caused by insecure load revealed that these were mainly due to the canopy becoming detached from the machine during transport (9 of 18 cases). Almost all the machines that fell off between ramps (11 of 14 cases) were small electric machines (mobile verticals, 3a).

IPAF working groups are currently drafting several Good Practice Guides relating to drivers and the management of safe loading and unloading of aerial work platforms:

- Guidance to identify the responsibilities of contractors, rental companies, transporters and drivers when planning and carrying out loading/unloading activities
- Guidance for loading and unloading lifts on the public highway
- Guidance on operating lifts on public highways

These documents will help clarify exactly what is expected of different parties in the delivery/load/unload process.



Strong Europlatform in Copenhagen

The Europlatform access rental conference on 7th October 2015 in Copenhagen, Denmark, was well attended, with a strong line-up of speakers providing valuable advice for access rental companies under the theme "Securing the Future".

Xavier du Boÿs of Kiloutou, set the tone on creating value in the aerial lift rental business. One key strategy he highlighted was to increase the economic life of equipment. "We create more value in renting than in selling equipment," he said, adding that his company kept machines for as long as possible. "You can avoid refurbishment if you do maintenance during the life of the machine."

He also advised rental managers to correctly size their fleets, to find the best compromise between growth and profitability, and sell quality of service. "Propose the usual services such as transportation, cleaning and repairs, but dare to invoice for them."

Karel Huijser of JLG, delivered an interesting and entertaining afternoon talk that looked at competition and collaboration in the access industry and which included

a tongue twister to illustrate the tangled web of access equipment manufacturing, distribution and rental. He encouraged the industry to "become ambidextrous" in the sense of collaborating with diverse suppliers who might at the same time be competitors. He gave an example of how JLG sells platforms manufactured by Hinowa under the JLG brand in North America, but competes directly with the company for market share in Italy.

He also gave insights into JLG's recent purchase of low-level access specialist Power Towers explaining how he manages the "suffocation index" i.e. balancing the operational and entrepreneurial streaks of its highly innovative partner so that it continues to develop within a large group.

More about the conference at www.europlatform.info



IPAF Rental+ update

Steven Gerrard from Lifterz is the new chairman of the IPAF Rental+ committee. His nomination was unopposed and unanimously agreed by the committee:

- Barry Brady, Elavation
- Melanie Emmington, Riwal
- Keith John, 2 Cousins
- Gordon Leicester, Facelift
- Chris Nightingale, Nationwide Platforms
- Brian Parker, AFI
- Andy Pearson, Prolift
- Gary Whittaker, Horizon

consider how it can be of more value to Rental+ members and contractors.

IPAF Rental+ is an independent quality mark, awarded to members that have been audited against defined standards in customer service, safety, staff training, contract terms and machine inspection.

The committee has set up a working group to review the current IPAF Rental+ audit criteria and

