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ANNUAL REPORT

2012



PROMOTING THE SAFE AND EFFECTIVE USE OF POWERED ACCESS WORLDWIDE

www.ipaf.org



**TECHNICAL ADVICE
AND INFORMATION**



**SAFETY PROMOTION
AND DEVELOPMENT**



**PROMOTING THE POWERED
ACCESS INDUSTRY**



**INFLUENCING AND INTERPRETING
LEGISLATION AND STANDARDS**

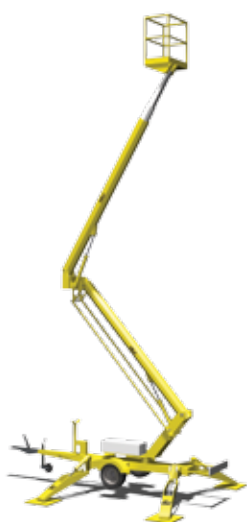


**MANAGEMENT AND OPERATOR
TRAINING PROGRAMMES**



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Wayne Lawson
President, IPAF

PRESIDENT'S REPORT

Precisely 30 years ago as a result of the imperative need to “promote the safe and effective use of powered access worldwide”, the International Powered Access Federation was born. Credit to the founders of our Federation – their imagination and foresight in recognising the potential growth and global spread of the powered access industry was nothing less than a remarkable vision. Powered access remains the safest method of conducting temporary work at height and IPAF’s mission continues to grow in relevance across the globe.

That growth can be measured in the familiar key metrics: membership and country representation, PAL Cards (numbers issued and total valid), training centres, all of which have reached record numbers as highlighted in this 2012 Annual Report.

At the commencement of my two-year term as President, I set out to help focus on the efforts to expand the global footprint of the Federation while consolidating the core activities and geographic base. Establishing training centres in Turkey and the establishment of the UK Country Council are examples of progress made in both directions. It is evident that there are real opportunities to further enhance the content and delivery of training – the PAL+ initiative being one example – and at the time of circulation of this report, you can expect some exciting news on the application of eLearning, which will doubtless impact on both mature and emerging markets.

The annual report offers the opportunity to thank the IPAF staff, country and regional representatives for their customary hard work and dedication, which ensures the successful completion of both the routine tasks and the growing number of initiatives and programmes undertaken by the Federation. I’ll also take the opportunity to thank the membership, especially those Council and Board members who offer up so much of their time and energy in supporting IPAF, its goals and objectives. A special thanks to all who have generously provided me with guidance and support over the past 24 months.

Here’s to the next 30 years! My guess is the IPAF Diamond Jubilee will be celebrated in some far-flung corners of the world!



Tim Whiteman
CEO & Managing Director, IPAF

CEO'S REPORT



What is the point of IPAF? We need look no further than our original constitution for a clear definition of the aims and objectives set by our founding members.

"The objects of the Federation shall be:

- a) To promote and extend the use of Members' products on a world-wide basis and, where necessary, take action on all matters of interest to the powered access equipment industry (thereafter referred to as 'The Industry').*
- b) To encourage the highest standards of safety and good trading by Members.*
- c) To represent the Industry in discussions at Government level in user countries and to liaise with other trade associations as necessary, particularly on the use of powered access equipment and international trade.*
- d) To encourage technical efficiency in the industry by co-operation in the establishment of Standards.*
- e) To provide for co-operation between all Members in the discussion of common problems and to do all such other lawful things as are incidental or conducive to the achievement of the above objects."*

How well has IPAF done at meeting those objectives in the past year? It has prominently promoted the use of powered access equipment at exhibitions around the world, whether at ARA's Rental Show, Vertikal Days, InterMat Middle East or bauma China. It has also created its own events, including the IPAF Summit and IAPAs, TABS, Europlatform, the IPAF Asia Conference and the IPAF US Convention. All this is backed by a growing suite of IPAF magazines, publications and films.

IPAF has encouraged the highest standards of safety through its Code of Practice, through the IPAF Rental+ quality mark and through the IPAF training programmes. In addition, safety initiatives such as the accident reporting project and campaigns like 'Clunk Click' and 'Spread the load' are all real ways of meeting this important aim.

IPAF members and staff are now represented on ISO, US, European, Asian and Latin American standard making bodies. Your technical officer and other staff members monitor proposals, consult with members and lobby, where necessary, for better standards. IPAF members participating in Country Councils are also regularly involved in drafting best practice guidelines which are frequently adopted by governments and end users. A recent example is the US guidance on risk assessment, which involved four other national associations – a clear instance of IPAF working with other organisations for the benefit of the industry.

IPAF members meet regularly to discuss common safety and technical issues and work together on solutions. This happens in meetings held by the IPAF Manufacturers' Technical Committee, the IPAF Country Councils, specialist committees and of course the IPAF Council itself.

IPAF's original aims are just as relevant today as they were 30 years ago. I look forward to seeing you at our AGM where you will hear a proposal to reinstate the original aims into the rules that were created when IPAF changed its legal status in 2010. This will send a clear message that our fundamental objectives have remained unchanged for 30 years!

IPAF AND ITS COUNCIL



The International Powered Access Federation (IPAF) promotes the safe and effective use of powered access equipment worldwide in the widest sense – through providing technical advice and information; through influencing and interpreting legislation and standards; and through its safety initiatives and training programmes.

IPAF is a not-for-profit organisation owned by its members, which include manufacturers, rental companies, distributors, contractors and users. IPAF members operate a majority of the MEWP rental fleet worldwide and manufacture about 85% of platforms on the market.

Members enjoy access to practical information and a growing portfolio of member services. They also have the chance to influence the legislation and regulations that govern platform use.

A benefit of membership is the ability to deliver the IPAF training programme for platform operators, which is certified by TÜV as conforming to ISO 18878. More than 100,000 operators are trained each year through a worldwide network of over 550 IPAF-approved training centres. Successful trainees are awarded the PAL Card (Powered Access Licence), the most widely held and recognised proof of quality-assured training for platform operators.

The Federation's governing body is the IPAF Council, which is composed of the IPAF Board members, Committee chairmen and Country Council chairmen. Council members are elected for a two-year period by the members.

BOARD MEMBERS DURING 2012

President

Wayne Lawson, JLG

Deputy President

Steve Couling, Versalift Distributors

Vice-President

Andy Wright, Lavendon Group

Managing Director & CEO

Tim Whiteman, IPAF

Director

Austin Baker, AFI-Uplift

Director

John Ball, Height for Hire Ireland

Director

Andy Studdert, NES Rentals

COUNCIL MEMBERS DURING 2012

Jan Denks Bronto Skylift

Jeff Eisenberg Riwal

Sandra Franco Alo Group

Enrique Garcia Delgado Snorkel

Phil Graysmark Genie

Robert Hinton SpanSet

Peter Jones Peter Jones Consulting

Teresa Kee NES Rentals

Andrew McCusker Active Rentals

Karin Nars Dinolift

Alexandre Saubot Haulotte

Andrew Spencer A-Plant

Brian Stead Loxam Access

Mark Winfield HSS

COMMITTEE CHAIRMEN DURING 2012

Chairman, Manufacturers' Technical Committee

Brad Boehler, Skyjack

Chairman, Mast Climbing Work Platforms (International) Committee

Kevin O'Shea, Mastclimbers

Chairman, Mast Climbing Work Platforms (UK&Ireland) Committee

Cameron Reid, Harsco Infrastructure

Chairman, Telescopic Handlers Committee

Peter Grant, Merlo

Chairman, Training Committee

Carl Evans, HSS

Chairman, IPAF Rental+ Committee

Gordon Leicester, Facelift Access Hire

Chairman, UK Hire Committee

Austin Baker, AFI-Uplift

Chairman, Brazilian Country Council

Marcelo Yamane, Mills Rental

Chairman, Irish Council

Julie Smyth, Highway Plant

Chairman, Italian Country Council

Roberto Marangoni, JLG Industries Italy

Chairman, Netherlands Country Council

Martijn Kamphuis, Kamphuis Hoogwerkers

Chairman, North American Regional Council

Kevin O'Shea, Mastclimbers

Chairman, Spanish Country Council

Florencio Alonso, AP Aerial Platforms

Chairman, Swiss Country Council

Eric Hunziker, Maltech

Chairman, UK Country Council

Peter Douglas, Nationwide Platforms



WORK OF THE COMMITTEES



IPAF's key areas of work are led by specialist committees of volunteers that meet regularly during the year. Committee membership is open to IPAF members in the relevant category, e.g. manufacturer members of IPAF are entitled to take part in the meetings of the Manufacturers' Technical Committee.

Minutes of committee meetings can be accessed by all members at the members-only section of www.ipaf.org

TRAINING COMMITTEE

The IPAF Training Committee spearheads the IPAF training programme and meets every quarter to address issues related to course content, training material and training centre requirements.

Updates agreed in 2012 included:

Complete review and update of the demonstrator course to make it more concise and to bring it in line with the operator course which was completely updated in 2011

Review and update of the MEWPs for Managers course, and the loading/unloading course

Introduction of mentoring in the instructor approval criteria

Launch of the new PAL+ course for optional, additional training to prepare operators for work in challenging environments

Other ongoing projects under discussion include:

eLearning as a means of preparing trainees in the theory course before they take an IPAF practical course. This is a supplement to IPAF's firm principle that it is essential to have both theoretical knowledge and practical skills.

Launch and rollout of the Smart PAL Card

THE NEW PAL+ COURSE WON THE SUPPORT OF THE UK CONTRACTORS GROUP (UKCG), WHICH IS MAKING THE PAL+ QUALIFICATION A REQUIREMENT FOR STEEL ERECTORS, NET RIGGERS AND SPECIFIC TRADES ON UKCG SITES.





INTERNATIONAL TRAINING ADVISORY GROUP

The IPAF International Training Advisory Group meets once a year to discuss issues faced by IPAF's international training centres and to make recommendations to ensure the consistency and unity of policies and systems behind IPAF training and the PAL Card. Issues discussed in 2012 included:

Review of the IPAF matrix specifying the minimum length of training and the maximum number of trainees, and monitoring the trial of proposed changes

Standardisation of the IPAF instructor criteria and professional development requirements

Internationalisation of other IPAF courses

UK HIRE COMMITTEE

The IPAF UK Hire Committee saw the fruition of the accident reporting project (www.ipaf.org/accident) with the launch in January 2012. New functions were added to the accident reporting database, such as a dashboard facility, which allows companies who report monthly to track and monitor accidents related to their staff, and a video which illustrates how companies and individuals can use the database to report accidents.

The committee also focused on environment and sustainability issues and how these affect the powered access industry. Following the discussions, new resources on this subject were added to the members-only area of www.ipaf.org

MANUFACTURERS' TECHNICAL COMMITTEE

The IPAF Manufacturers' Technical Committee continued its work on monitoring standards and directives, and on control standardisation. Member manufacturers were informed about updates to various standards and directives, and the implications discussed. These included: EN 280, the European standard for the design and manufacture of MEWPs; the Machinery Directive 2006/42/EC; the Outdoor Noise Directive 2000/14/EC; the Non-Road Mobile Machinery Directive 2011/88/EC; and the new proposed US ANSI A92 standards on design, safe use and training.

A new IPAF guidance document on the selection of anti-entrapment devices for MEWPs was produced in June 2012 and distributed widely in eight languages.

The research by IPAF on the layout and functionality of MEWP controls, including a survey of manufacturers, was completed. A report on MEWP control functionality was drafted, which examines the relationship between control input movements and corresponding function responses. This report will be finalised in 2013 and the findings will be used to inform manufacturer proposals for the standardisation of controls.

A document comparing the requirements for a 10-yearly inspection of MEWPs/AWPs in Australia, Canada and Finland was prepared as a basis for discussion. Following that, a technical guidance document on the 10-yearly inspection of MEWPs/AWPs is being drafted.

Guidance on the selection of anti-entrapment devices was prepared and issued. This is available at the Publications section of www.ipaf.org



MAST CLIMBING WORK PLATFORM (INTERNATIONAL) COMMITTEE

The IPAF Mast Climbing Work Platform (International) Committee reviewed the results of the pilot MCWP operator course. About 300 MCWP operators have been trained in the US and the uptake is encouraging. Committee members were informed of updates on various international standards, including ANSI A92.9, which was released in the last quarter of 2011; and the work of ISO TC214 on the draft standard for transport platforms and the code of practice for the installation, maintenance, examination and safe use of mast climbing work platforms.

MAST CLIMBING WORK PLATFORM (UK & IRELAND) COMMITTEE

The IPAF Mast Climbing Work Platform (UK & Ireland) Committee produced new technical guidance on fall protection on MCWPs. This document is available at www.ipaf.org/mcwp. The committee reviewed updates to the MCWP course, including the introduction of the new operator/user category and the corresponding modules. It also provided input on extending the IPAF accident reporting database to cover MCWPs. The additions have been implemented for 2013.



UK MEWP SAFETY FORUM

The IPAF UK MEWP Safety Forum brings together MEWP users, rental companies, manufacturers and the UK Health & Safety Executive to identify current topics, projects and issues affecting the safe use of MEWPs. Topics covered in 2012 included: retrospective fitting of safety devices; quick start guides for machines; loading/unloading of MEWPs; securing of machines on site/preventing the unauthorised use of MEWPs. Updates were also shared on research by the Health and Safety Laboratory into control design and human factors.

IPAF RENTAL+ COMMITTEE

The IPAF Rental+ Committee drives the promotion of the IPAF Rental quality mark, which is currently held by close to 30 member rental companies. The auditing process and development of the IPAF Rental+ mark will be one of the key responsibilities of the newly appointed IPAF audit and quality control (QC) manager. Preliminary discussions were held with the UK Contractors Group (UKCG) with regards to the recognition of IPAF Rental+ on UKCG sites.



WORK OF THE COUNTRY AND REGIONAL COUNCILS



IPAF country and regional councils look at country-specific themes and issues, and make recommendations to the IPAF Council for further discussion and action. They also organise national and regional activities that underpin and promote the safe use of powered access.



The Irish Council unanimously elected a new chairperson, Julie Smyth of Highway Plant Co Ltd. Meetings have been held with the Irish Health & Safety Authority to encourage the development of the use of the IPAF PAL Card as the minimum standard for MEWP operator training, and discussions were held in relation to the MEWPs for Managers course. Members of the Irish Council will endeavour to continue to meet with the Authority on an ongoing basis to review progress in these areas.



The Brazilian Country Council met regularly throughout 2012. The group focused on a proposal for updates to NR18 annex IV, the local regulation for MEWPs, to be presented to the Ministry of Labour. It was also active in helping to recruit new members and in developing initiatives for the promotion of aerial platforms as a means of safe work at height.



The Italian Country Council had a busy and productive year which saw the establishment of the IPAF Italia national association in May 2012 with the aim of securing IPAF's position in Italy and its activities in promoting the safe and effective use of powered access. In November 2012, IPAF Italia was certified by TÜV as meeting the quality management standard ISO 9001. The Italian Training Working Group contributed to the INAIL publication 'PLE nei Cantieri' ('MEWPs on Site'), which is available to download at www.ipaf.org/it



The Swiss Country Council is in discussion with the Swiss health and safety body, Suva, on the development of a minimum standard for MEWP operator training. The Swiss Training Working Group focused on the introduction of new IPAF training courses into the Swiss market, including MEWPs for Managers and loading/unloading. Another topic under discussion is standardisation of the minimum requirements for instructors.



The Netherlands Country Council welcomed a new chairman, Martijn Kamphuis of Kamphuis Hoogwerkers. It continued work on the creation of a Dutch MEWP Labour Catalogue, an industry-specific document describing techniques, methods and best practices in order to comply with the law regarding health and safety at work. IPAF's Dutch members met during the Verticaaldagen exhibition in September 2012, which saw several companies pledging to report MEWP accidents involving their staff.



The Spanish Country Council contributed to the drafting of the new Spanish national standard for MEWP operator training, UNE 58923, which was published in July 2012. The IPAF training programme was audited and certified in November 2012 by the international notified body, Bureau Veritas, as conforming with UNE 58923.



The UK Country Council was formed in September 2012, with Peter Douglas of Nationwide Platforms elected chairman and Ben Hirst of Horizon Platforms elected vice-chairman. In a groundbreaking step, members of the Council voluntarily committed to reporting any known MEWP accidents of their companies. Accident reporting is now mandatory for IPAF UK member rental companies from January 2013. The Council is looking to improve and enhance IPAF's member services. As part of this, it is planning to create a regular IPAF member event in the UK alongside the established series of regional meetings.



The North American Regional Council continued to monitor developments in the proposed new ANSI standards: A92.20 Design, A92.22 Safe Use and A92.24 Training. IPAF worked with other industry organisations – the American Rental Association (ARA), the Association of Equipment Manufacturers (AEM) and the Scaffold and Access Industry Association (SAIA) – to draft best practice guidance on risk assessment when using AWP. This document was launched in February 2013 at the ARA Rental Show. Council members were active in providing support for major US events, including the IPAF US Convention held in Florida in October 2012 and the IPAF Summit and International Awards for Powered Access (IAPAs) in Miami in March 2013.

IPAF AROUND THE WORLD IN 2012



ARGENTINA
AUSTRALIA
AUSTRIA
BELGIUM
BRAZIL
BULGARIA
CANADA
CHILE
CHINA
CZECH REPUBLIC
COLUMBIA
DENMARK
FINLAND
FRANCE
GERMANY
HONG KONG
INDIA
INDONESIA
IRELAND
ITALY
JORDAN
KOREA, SOUTH
LIECHTENSTEIN
LITHUANIA
LUXEMBOURG
MALAYSIA
MEXICO
NETHERLANDS
NORWAY
PERU
POLAND
PORTUGAL
QATAR
ROMANIA
SAUDI ARABIA
SINGAPORE
SLOVENIA
SOUTH AFRICA
SPAIN
SWITZERLAND
TURKEY
UNITED ARAB EMIRATES
UNITED KINGDOM
UNITED STATES OF AMERICA

IPAF HAD A TOTAL OF **973** MEMBERS FROM **42** COUNTRIES.



IPAF HAD A TOTAL OF 378 TRAINING CENTRES AND 172 SATELLITE TRAINING CENTRES WORLDWIDE.

A RECORD NUMBER OF 112,887 PEOPLE COMPLETED AN IPAF TRAINING COURSE.

MEMBERSHIP

At the end of 2012, IPAF had a total of 973 members from 44 countries.

IPAF now has active members on every continent. Growth continues at a rapid pace in areas such as the US, Brazil and South East Asia.

A UK Country Council was formed in September 2012. This is a historic step reflecting the internationalisation of IPAF's structures. The UK Council joins the existing country/regional councils for: Brazil, Ireland, Italy, the Netherlands, North America, Spain and Switzerland. Country councils involve members directly in country-specific issues and activities to promote the safe and effective use of powered access.

www.ipaf.org

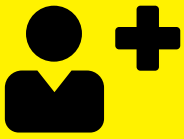
TRAINING

A record number of 112,887 people were trained by IPAF-approved training centres in 2012. This is an increase of 11.3% over the 101,457 people trained in 2011. Training available from IPAF-approved centres includes operator courses for which a PAL Card (Powered Access Licence) is issued, and management courses for which a certificate is issued.

IPAF issued a record 108,065 PAL Cards worldwide through its approved training centres in 2012, an increase of about 10.8% over the 97,488 PAL Cards issued in 2011.

There are now more than 550 IPAF-approved training centres around the world and there are currently more than 450,000 valid PAL Cards in circulation.

MEMBER BENEFITS



LOBBYING AND REPRESENTATION

IPAF lobbies and makes representations to the relevant authorities on issues of concern to its members.



MONITORING REGULATIONS AND DEVELOPMENTS

IPAF actively participates in many committees around the world, e.g. EN 280, ISO, FEM, ANSI standards committees, the British standards committees BS 8454 and BS 8460. It also represents its members to organisations such as the American Rental Association (ARA), the European Rental Association (ERA) and the Scaffold & Access Industry Association (SAIA).



IPAF EXPERTS

IPAF staff collectively have more than 300 years of industry experience from around the world. That expertise is at members' disposal.



TECHNICAL HOTLINE

IPAF members needing advice on matters ranging from risk assessment to platform use and accident procedures can call the IPAF head office or an IPAF country representative.



IPAF SPONSORSHIP OPPORTUNITIES

IPAF members can make use of unique advertising and sponsorship opportunities only available to them through IPAF publications and events.



IPAF RENTAL REPORTS

IPAF members have the opportunity to contribute to and obtain research reports on the rental sector at a discounted rate.



HIRE TERMS & CONDITIONS

The IPAF Terms & Conditions of Hire are available free to members for their exclusive use.



CONFERENCES

A range of member and non-member events are offered at a discounted rate for IPAF members, giving them the opportunity to network with other industry professionals. These include Europlatform, the IPAF US Convention, TABS, the IPAF Asia Conference, regional meetings and many more.



MEMBERS-ONLY AREA

IPAF members can access the members only area of the website, which holds meeting minutes, presentations and other useful guides.



ACCESS INTERNATIONAL

IPAF members get a free subscription to our official magazine, *Access International*.

MEMBERSHIP SERVICES



ANEMOMETERS

IPAF members can get a 10% discount from Saelig on breezeSONIC anemometers specifically designed for use on aerial work platforms.



ATTORNEY SERVICE

IPAF members get a discounted fee rate from US-based full service civil law firm Bobo, Ciotoli, Bocchino, White & Buigas, P.A.



BUSINESS INFORMATION

The Business Information Service from the Institute of Directors (IoD) in London is free to all IPAF members and offers up to 30 minutes of desk research by experienced professionals on any subject related to business.



EQUIPMENT RENTALS INSURANCE

JCB Insurance Hiremax is an insurance offer specifically designed for rental companies, with reduced rates for IPAF and IPAF Rental+ members.



INSURANCE

Henderson Insurance Brokers provide IPAF members in the UK with market leading cover at reduced premiums.



RENTAL MANAGEMENT SOFTWARE

IPAF members can get a 10% discount on rental management software from inspHire.



BUSINESS-RELATED TRAINING

A dedicated training advisor from the CITB-Construction Skills National Specialist Team can provide support to IPAF members in the UK in the creation and provision of business-related training.



TAX REFUNDS

IPAF-approved training centres in the UK can use the service from Rift, which specialises in claiming tax refunds for construction workers, including PAL Card holders.



COURIER AND DELIVERY

IPAF members in the UK can tie in to the 50% discount rate offered to IPAF by courier company TNT.



TRANSLATION

IPAF members get preferential rates from 4-Text, our recommended translation agency.



CONSTRUCTION NEWS

IPAF members get a 20% discount off subscriptions to the UK weekly magazine *Construction News*, giving them a saving of over £40 off the news stand price.



TECHNICAL SPECIFICATIONS

IPAF member rental companies can make use of a service from Verhuurnet that allows them to present the technical specifications of their fleet in a standardised format for easy comparison, with their company logo and branding.



MARKET OVERVIEW GUIDES

IPAF members enjoy special prices when purchasing guides from Lectura that offer an overview and valuation of all common second-hand mobile machines on the European market. The guides also give the IPAF training category of every model listed.



WEBSITE DESIGN

IPAF members enjoy a 25% discount off website design prices from SiteWizard, a multi-award winning company that offers quick, cost-effective web solutions with a money back guarantee.



LEGAL CONSULTING SERVICE

IPAF members can turn to a legal and technical service offered by Italy-based Lext Consulting and Servizi Impresa. The question and answer service exclusively for IPAF members covers straightforward legal and technical matters with regards to safety at work in Italy.

Details on member benefits
are at the Services section
www.ipaf.org

IPAF-approved training centres worldwide issue a record 97,488 PAL Cards in 2011.

IPAF launches a systematic project to collect worldwide data on accidents involving MEWPs/AWPs.

Sérgio Kariya, managing director of the rental division of Mills Estruturas e Serviços de Engenharia SA in Brazil, successfully completes operator training and obtains a PAL Card. 1

About a dozen instructors attend the first Professional Development Seminar (PDS) held in Singapore. 2

More than 100 instructors attend the German PDS in Dortmund. 3

Some 38 instructors from 22 training centres are at the PDS for Spain and Portugal.

Jean Harrison, IPAF membership officer and event/committee coordinator, is presented with a trophy in recognition of 20 years of dedicated service to IPAF. 4



1



2



3



4

2012 MILESTONES



JANUARY



FEBRUARY

1



The AWP for Managers course is launched at the ARA Rental Show in New Orleans.

The Italian National State/Regions Conference agrees updated regulations on the safe use of work equipment under Article 73, paragraph 5 of the Italian Health and Safety Act 81/2008. IPAF welcomes this, informs its Italian members, and prepares to align with the updated regulations.

IPAF CEO Tim Whiteman speaks at the Terex/Genie Dealer Summit in Dubai, United Arab Emirates, and also completes a fact-finding tour in the region. 1

IPAF sponsors Nicola Dixon from the training administration team as an IT apprentice.

Filipa Sanches, IPAF Portugal, completes a 60-hour course on Health and Safety and Preventing Risks at Work.

The ANSI A92 main committee approves the development of three new US standards: A92.20 Design, A92.22 Safe Use and A92.24 Training. IPAF is represented on the new standards committees.

The first member meeting for IPAF members in Colombia is held in Bogota. 1

IPAF's Brazilian members get together for the PDS and member meeting.

Andy Studdert, CEO of NES Rentals, joins the IPAF board of directors and calls on the industry to adopt a stringent safety culture. 2

Accident reporting should be mandatory for IPAF members, says Nationwide Platforms' operations director, Peter Douglas, at the IPAF Summit. 3

Over 400 industry professionals celebrate the winners of the International Awards for Powered Access (IAPAs) in Rome, Italy. 4

The IPAF President's Award goes to Cees van der Kooij, former COO of Loxam in the Netherlands, in recognition of individual contribution to the industry.



1



2



3



4

MARCH

APRIL



1



2

The IPAF Powered Access Rental Market Reports indicate strong growth in the US, Europe holding steady, and Brazil booming.

IPAF launches the 'ready reckoner', a conversion tool that helps operators calculate appropriate spreader plate sizes to ensure the safe use of powered access equipment. 1

Urban artists spray two pieces of art at the IPAF Safety Zone at Intermat. 2

The 2012 edition of IPAF's German language annual magazine, *IPAF-Journal*, is published.

Seven fatalities involving MEWPs worldwide are reported for the first quarter of the year.

IPAF receives a Training Promoter Award for its innovative way of promoting the safe and effective use of powered access equipment at Tektonica, the largest Portuguese building and construction exhibition. 1

IPAF delivers presentations and demonstrations as part of the Access Industry Forum (AIF) Knowledge Base and AIF Live Zone during the Safety & Health Expo in Birmingham, UK.

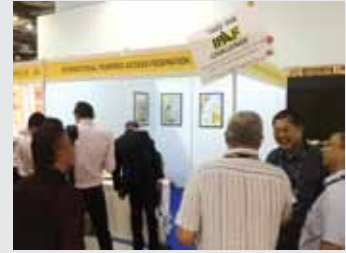
A steady stream of visitors comes to the IPAF stand at BuildTechAsia in Singapore to take the IPAF Challenge quiz. 2

The IPAF Italia national association is formed with the aim of securing IPAF's position in Italy and its activities in promoting the safe and effective use of powered access.

Kompetenzzentrum für Arbeitssicherheit AG, based within 10 km of IPAF's Swiss office in Basel, joins the ranks of IPAF-approved training centres in Switzerland. 3



1



2



3

2012 MILESTONES

MAY



JUNE



1

IPAF launches the PAL+ training course in response to demand from UK contractors for training that prepares MEWP operators for work in higher risk or challenging environments.

More than 100 people attend the German platform safety conference TABS at MOBA Mobile Automation in Limburg. 1

At Vertikal Days, more than 30 IPAF member companies sign a pledge to report all known accidents involving MEWPs at their company.

Baloo Hire based in Belfast, Northern Ireland, achieves the IPAF Rental+ quality mark. 2

As a new service, IPAF members can get discounts on anemometers.



2



IPAF and the US-based Scaffold & Access Industry Association (SAIA) reaffirm their alliance to work together in every way possible to promote safety in the use of powered access equipment throughout the USA and Canada.

Seventeen fatalities involving MEWPs worldwide are reported for the first half of the year.

JULY

AUGUST



1

The UK Contractors Group (UKCG), at a meeting of its Health & Safety Sub Group, agrees to encourage steel erectors and net riggers working on UKCG sites to hold an IPAF PAL+ qualification from 1st January 2013.

A new attorney service is introduced for IPAF's US members.

Past presidents of IPAF meet at the Federation's Swiss office. 1

Separate audits confirm IPAF's continued compliance with *ISO 18878 Mobile elevating work platforms – Operator (driver) training* and *ISO 9001 Quality management systems*.

Julie Smyth, director of Belfast-based Highway Plant, is unanimously elected as chair of the IPAF Irish Council.

IPAF members enjoy a specially organised golf day in Sutton Coldfield, UK, hosted and sponsored by IPAF member, Henderson Insurance Brokers.

Antonio Barbosa joins IPAF as country manager for Brazil.

IPAF Elevating Safety, the Federation's annual US magazine, is published.

IPAF conducts a fact-finding tour to Turkey, in response to requests to deliver training. 2



2

Odebrecht, one of the largest contractors in the world and the largest in Brazil, gets 26 of its job site supervisors to complete the IPAF MEWPs for Managers course. 1

IPAF training starts in Colombia. 2

Singapore's Deputy Prime Minister and Minister of Finance, Tharman Shanmugaratnam, visits IPAF's stand at the Occupational Safety + Health Exhibition for Asia (OS+H Asia). 3

The first IPAF Asia Conference in Singapore attracts close to 130 delegates from different industry sectors and from government.

The IPAF UK Country Council is formed. Peter Douglas, executive director of operations at Nationwide Platforms, is elected chairman and Ben Hirst, joint managing director of Horizon Platforms and representing the Access Alliance, is elected vice-chairman.

At the first meeting of the IPAF UK Country Council, members voluntarily commit to report any known MEWP accidents at their companies and agree that accident reporting will become mandatory for IPAF UK member rental companies from 1 January 2013.

Europlatform is held in Edinburgh, with Riwal CEO, Norty Turner, delivering the keynote speech. 4

The IPAF spider tent welcomes visitors at Verticaaldagen in the Netherlands.



1



2



3



4

2012 MILESTONES

SEPTEMBER



OCTOBER



1

IPAF has a demonstration area at the FISP safety show in São Paulo, Brazil. 1

JCB Insurance Hiremax scheme offers IPAF members an insurance service specifically designed for rental companies.

IPAF takes its safety campaigns to Intermat Middle East. 2

Some 106 UK instructors attend the southern PDS in Oxford.

IPAF Italia is at the Ambiente Lavoro Convention in Modena with a busy stand and well-attended seminars. 3

Speakers at the IPAF US Convention remind employers, managers and supervisors of the scope of their responsibilities when using aerial work platforms.

Twenty-six fatalities involving MEWPs worldwide are reported for the first three-quarters of the year.



2



3

Management must lead on identifying and responding to anti-entrapment issues as there is no simple solution available, a group of more than 30 contractors is told by the UK's Health & Safety Executive at a seminar convened by IPAF at London's Heathrow Airport.

IPAF's training programme is audited and certified by the international notified body, Bureau Veritas, as conforming with UNE 58923, the Spanish national MEWP operator training standard.

More than 120 UK instructors attend the northern PDS in Wakefield.

The IPAF cinema at bauma China in Shanghai is well-attended.

IPAF Powered Access, the Federation's annual UK magazine, is published. 1



1

NOVEMBER

DECEMBER



1

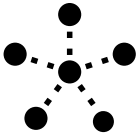
IPAF clarifies with the VCA, an executive agency of the UK Department for Transport, that MEWPs will not be required to carry 'dangerous goods' labels, following amendments to the European Agreement concerning the International Carriage of Dangerous Goods by Road (ADR).

The IPAF Italia national association is certified by TÜV as meeting the quality management standard ISO 9001.

IPAF instructor training is conducted for the first time in Istanbul, Turkey. 1

Lynn Price takes up the new position of IPAF audit and QC manager.

IPAF'S MARKETING AND COMMUNICATIONS ACTIVITIES



IPAF's marketing and communications work promotes the safe and effective use of powered access in the widest sense.



Key activities in 2012 included the ongoing development of the IPAF website www.ipaf.org, which gets more than 21,000 unique visitors a month – a 17% increase from the average 18,000 unique visitors per month for 2011. Features added in 2012 include a live ticker that shows the total number of valid PAL Cards worldwide, the accident reporting database, the ready reckoner conversion tool for the use of spreader plates, and an update of the Events page. More content was also added to the members-only area, such as documents for open consultation and resources on environmental and sustainability issues.

A new advertising campaign was launched in 2012.



IPAF participates at major exhibitions around the world, such as the ARA Rental Show, Intermat and Vertikal Days. With its partners, it jointly organises events such as the IPAF Summit and International Awards for Powered Access, the German language platform safety conference TABS, and the Europlatform conference for access rental professionals. A new member event, the IPAF Asia Conference, was held in Singapore in September 2012 and will become an annual feature in the IPAF calendar.

As part of the international 'Spread the load' campaign, the ready reckoner conversion tool was launched at Intermat 2012. At the same time, IPAF also embarked on its campaign to keep the industry safe by getting companies and individuals to report accidents involving powered access equipment worldwide.

IPAF issued more than 35 press releases in 2012. Of these, about 10 were corporate press releases that were also sent to the North American press and translated into the main European languages in which IPAF works: Dutch, French, German, Italian, Portuguese and Spanish.

IPAF continues to provide news pages to core magazines and a regular stream of articles throughout the year to other publications. The annual IPAF European and US Powered Access Rental Market Reports were published in April 2012.

The new IPAF quarterly e-newsletter was introduced in 2012. The IPAF bulletin, *Raising the Standard*, is published twice a year, usually in April and in October. It is distributed to members and all readers of *Access International*.

The *IPAF Powered Access* 2013 magazine, focusing on maintenance and thorough examinations, was published in November 2012, with a UK-based circulation of close to 30,000, and included a digital version.

The *IPAF Elevating Safety* 2013 magazine, focusing on management responsibilities, was published in August 2012, with a US-based circulation of more than 137,000 printed copies.



The German language magazine *IPAF-Journal* (circulation 40,000) was published in April 2012.

The Italian language magazine *IPAF-Informazione* was published in March 2012.

IPAF'S AUDITING ACTIVITIES



The IPAF auditing team met its 2012 target of auditing all active IPAF and AWPT training centres.



As part of ongoing monitoring and quality improvement, telephone surveys of individual customers trained at IPAF-approved training centres were implemented.

IPAF is finalising a programme of instructor mentoring and workshops, intended for instructors needing corrective guidance as a follow-up on audits held. This will also be open to other instructors seeking general improvement.

The audit team is exploring methods to audit training centres remotely and developing ways to cover remote locations as the training programme grows globally.

IPAF continues to comply with *ISO 18878 Mobile elevating work platforms – Operator (driver) training*. IPAF fulfilled all requirements of the standard and no non-conformities were found. The audit was performed by TÜV in early August 2012 at the IPAF head office in the UK.

The audit report highlighted positive aspects such as IPAF's continued development of the training programme, operations manual and instructors through involvement and feedback with technical committees, manufacturers, associations and members; IPAF's very clear communication system with them; its strong surveillance system; clear customer focus with full compliance to applicable regulations; and team approach to improvements involving training centres and customers.

A separate audit performed by ISOQAR in mid-August 2012 confirmed that IPAF also continues to comply with *ISO 9001 Quality management systems*. No non-conformities were found.

The scope of this audit covered the provision of support, assistance and general guidance to IPAF members and the powered access industry as a whole, and the management and administration of the IPAF training programmes for mobile elevating work platforms and mast climbing work platforms.

"IPAF's system continues to be very well upheld and monitored and effectively run," noted lead auditor, David Willcocks, in the audit report.

The newly formed IPAF Italia national association was certified by TÜV as meeting the quality management standard ISO 9001. This is one of the final stages in the process of ensuring full compliance with new Italian legislation relating to MEWP operator training.

IPAF became one of the first organisations in Spain to provide training programmes that are certified as conforming with UNE 58923, the new Spanish national MEWP operator training standard. IPAF's training programme was audited and certified by the international notified body, Bureau Veritas.

A new audit and QC manager was appointed in December 2012.

Current IPAF auditors:

Andrea Boldrini
Giles Cuncell
José Manuel Mayo
Geoff Marshall
Lynn Price
Reinhard Sebulke
Chris Smith
Richard Steele

FINANCIAL SUMMARY

2012



The International Powered Access Federation is an Industrial and Provident Society under English law, regulated by the UK Financial Services Authority. It operates as a not-for-profit organisation which is obliged to re-invest all surpluses in furthering the aims of the organisation as defined by the members.

IPAF Limited is registered with the UK Financial Services Authority as an Industrial and Provident Society, No. 30998R.

2012

Overall business growth

**6.1% INCREASE
IN TURNOVER**

**OVER 112,887
PEOPLE ATTENDED
AN IPAF COURSE**

Growth in training

GERMANY & AUSTRIA

61.2%

LATIN AMERICA

55.7%

SWITZERLAND

31.9%

BENELUX

22.9%

UK MARKET

6.3%

OVERALL GROWTH

11.3%

IPAF has seen an overall increase in turnover of 6.1% in 2012 to £3.84 million (approximately €4.73 million or US\$6.24 million).

The income for membership subscriptions has increased by 5.7%. There is a widespread demand for assistance from IPAF outside the traditional European market and this has fuelled the growth of new members in non-EU regions, where the growth in income was 13.8%. Membership income across mainland Europe also showed a healthy growth figure of 5.1% whilst the UK membership income was relatively static.

The IPAF training courses are held in high esteem worldwide by health and safety organisations, contractors and users alike. This generates a large amount of income for members who offer the training courses and contributed 77.9% of the 2012 turnover for IPAF. A total of 112,887 people were trained on IPAF courses in 2012, an increase of 11.3% over the 2011 figure of 101,457. Impressive increases in the number of people trained were posted in Austria and Germany (61.2%), Latin America (55.7%), Switzerland (31.9%) and the Benelux countries (22.9%) whilst the growth in the UK was a more moderate 6.3%.

AWPT Inc., IPAF's subsidiary in North America, saw a levelling of activity in 2012 resulting in a provision of £81,000 being made against the loan between IPAF and AWPT. A great deal of work has been done to establish an eLearning module for use in North America and the signs are that this will have a very positive effect in 2013.

IPAF MEMBERSHIP LIST

As at end February 2013.
See current list at www.ipaf.org

ARGENTINA

Haulotte Argentina
www.haulotte.com
Refire Hidromecanica Srl
www.refire.com.ar
Sullair Argentina, S.A.
www.sullairargentina.com
Worklift SA
www.worklift.com.ar

AUSTRALIA

EWPA Inc
www.ewpa.com.au
Garry Paul Matthias
www.corrsafe.com.au

AUSTRIA

BWK GmbH
www.bwk.cc
Dorn Lift GmbH
www.dornlift.com
Felbermayr Transport- und Hebechnik GmbH & CoKG
www.felbermayr.cc
Kögl GmbH
www.koegl.at
Ring - Rudolf

BELGIUM

Allift Michielsens NV
www.allift.com
CGK-Group BVBA
www.cgk-group.com
Hermans Heftrucks BVBA
www.hermans-heftrucks.be
Vertimac BVBA
Wynne Systems
www.wynnesystems.com

BRAZIL

Acoplacion Locação De Autos, Máquinas E Equipamentos Ltda.
www.arental.com.br
Bilden Tecnologias em Processos Construtivos, Ltda
www.bilden.com.br
Construtora Norberto Odebrecht SA
Cunzolo Rental Ltda
www.cunzolo.com.br
Eleva Brasil soluções em elevação S/A
www.elevabr.com.br
FAST Engenharia e Montagens SA
www.fastengenharia.com.br
Fimatec - Comércio e Representações, Ltda
www.fimatec-empilhadeiras.com.br
FJ Supply Corporation
www.fjsupply.com.br
GS IND. e COM EQUIPAMENTOS HIDRÁULICOS LTDA
www.gsplatforms.com
Haulotte Do Brasil Ltda
www.haulotte.com.br
JC Iazdi Treinamentos e com. de equipamentos
www.jciazdi.com.br
JLG Latino Americana
www.jlgbrasil.com.br
Loc Show Comunicação Comércio E Locação de Aparelhos Audiovisuais Ltda
www.locshow.com.br
Locar Guindastes E Transp. Intermodais
www.locar.com.br
Manitou Brasil Manipulação de Cargas Ltda
MILLS Rental
www.mills.com.br
MOTORMAC - Distribuidora Meridional de Motores Commins, Ltda
www.motormac.com.br
Multiplataformas Ltda
www.multipataformas.com.br
PTA Comércio e Locação de Equipamentos Ltda.
www.ptarental.com.br
RCB Locações de Equipamentos e Máquinas Ltda
www.rcbplataformas.com.br
RENTALSUL LOCAÇÕES LTDA.
www.rentalsul.com.br
Rentalvale Equipamentos Ltda EPP
www.rentalvale.com.br
RIWAL do Brasil Locações De Equipamentos Ltda
SH Equipamentos de Acesso Ltda.
www.sh.com.br
SIMATECNICA ENGENHARIA INDUSTRIAL
www.simatecnica.com
SKC Rental Locação De Equipamentos Ltda
www.skcrental.com.br
Skyjack Brasil
www.skyjack.com

Solaris Equipamentos e Serviços Ltda
www.solarisbrasil.com.br
Terex Latin America
www.terex.com.br
TRIMAK ENGENHARIA E COMÉRCIO LTDA
www.trimak.com.br
W Rental Locadora de Equipamentos Ltda
www.wrental.com.br

BULGARIA

STROYRENT EOOD
www.stroyrent.bg

CANADA

3DI Interactive Inc.
www.3di.ca
Farquhar - Larry J
www.alliftrucktraining.ca
Skyjack Inc
www.skyjack.com

CHILE

ALO Training Ltda
www.alotraining.com
Interex - Chile
Manlift Capacitación Ltda
Ms Romina Vanzi
Peña y Spoerer y Cia S.A.
www.pesco.cl
SKC Rental S.A.
www.skcrental.cl

CHINA

Beijing Jingcheng Heavy Industry Co Ltd
en.jchic.com
Guangzhou Leader Equipment Ltd
www.leader-lift.com
Hunan Runshare Heavy Industry Co Ltd
www.runshare.com.cn
Hunan Sinoboom Heavy Industry Co Ltd
www.sinoboom.com
Mantall (Nantong) Heavy Industry Co Ltd
www.mantall.com
Oshkosh Asia Pacific
www.oshkoshcorp.com
Zhejiang Dingli Machinery Co Ltd
www.chinadinli.com

COLUMBIA

AeroRental Ltda
www.aerorental.com.co
Altimak Limitada
www.altimak.net
Proing, Ltda
www.proingcol.net
Rolift
www.rolift.com.co
Torres Equipos S.A.S.
www.torresequipos.com.co

CZECH REPUBLIC

Rothlehner pracovní plošiny sro
www.rothlehner.cz

DENMARK

OMME LIFT A/S
www.ommelift.dk
TCA Lift A/S
www.tcalift.com
Time International A/S
www.timeintl.dk

FINLAND

Bronto Skylift OY AB
www.brnto.fi
Dinolift Oy
www.dinolift.com
Rotator Oy
www.rotator.fi
Scanclimber Oy
www.scanclimber.com

FRANCE

Formalev (Groupe Landrau)
www.formalev.fr
Haulotte France
www.haulotte.com
Haulotte Group
www.haulotte.com
JLG France
www.jlg.com
Manitou BF
www.manitou.com

GERMANY

A.L.S. Hubarbeitsbühnen GmbH
www.als-bremen.de
ABB Service GmbH Bobingen
www.abb.de
ABKS Partnerlift GmbH
www.partnerlift.com
AFI-Arbeitsbühnenvermietung GmbH
www.afiirent.de
Alimak Hek GmbH
www.alimakhek.de
Allgaier Hebesysteme GmbH
www.allgaier-gruppe.de

Arbeitsbühnen Buchtman GmbH
www.buchtman.de
Arbeitsbühnen Koch GmbH
www.arbeitsbuehnen-koch.de
Arbeitsbühnenverleih Vogel
www.vogel-arbeitsbuehnen.de
Arbeitsbühnen-Vertriebs- Und Vermietungs GmbH
www.av-arbeitsbuehnen.de
AST GmbH Arbeitssicherheit & Technik
www.ast-gmbh.biz
Begemann's Mietlift GmbH
www.begemanns-mietlift.de
Beyer-Akademie Gesellschaft für betriebliche und berufliche Aus- und Weiterbildung GmbH
www.beyer-akademie.de
BHV-Arbeitsbühnenverleih
www.bhv-arbeitsbuehnen.de
Bienhold Arbeitsbühnen GmbH
www.bienhold-arbeitsbuehnen.de
Bleser Mietstation GmbH
www.blesermietstation.de
Böcker Maschinenwerke GmbH
www.boecker-group.com
Bronto Skylift Deutschland GmbH
www.brnto-skylift.de
Bunk - Albert
Carduck - Ralph
Castell Arbeitsbühnen GmbH
www.castell-koblenz.de
d bollmeyer GmbH Co & KG
www.bollmeyer.com
Dülgar - Yüksel
Easy-Lift GmbH
www.easy-lift.de
Elecdata GmbH
www.elecdata.de
Ernst Müller GmbH & Co KG
www.ernstmuller.de
Fähnle - Patrick
Faust24Ltd
www.faust24.com
Flesch Arbeitsbühnen GmbH & Co KG
www.flesch-arbeitsbuehnen.de
Fox GmbH
www.fox-mietlift.de
Frankenberger - Achim
www.skeil.com
Gardemann Arbeitsbühnen GmbH
www.gardemann.de
GEDA-Dechentreiter GmbH & Co KG
www.geda.de
Gerken GmbH
www.gerken-arbeitsbuehnen.de
Gerthofer - Oliver
Götzen - Heiner
Greifzug Hebezeugbau GmbH
www.greifzug.de
Haulotte Hubarbeitsbühnen GmbH
www.haulotte.de
Heiland - Franz Josef
Hematec Arbeitsbühnen GmbH
www.hematec-online.de
Hert Arbeitsbühnen Vermietung GmbH
www.hert-arbeitsbuehnen.de
Hörmann KG Verkaufsgesellschaft
www.hoermann.com
Hytec Arbeitsbühnen Vermietung GmbH
www.hytec-bremen.de
IKAR GmbH
www.ikar-gmbh.de
JLG Deutschland GmbH
www.jlgeurope.com
Josef Siegl GmbH
www.siegl-gmbh.de
Kern - Philipp
Koller - Stefan
www.platformservice.de
Kuhnle GmbH
www.kuhnle.eu
Kunze GmbH
www.kunze-buehnen.com
Lectura GmbH
www.lectura.de
Lehmann Zugangstechnik
lehmann.lifte.de
Lift-Manager GmbH, Jäkel & Rothlehner
www.lift-manager.de
Lohmar - Julian
M & S Arbeitsbühnen GmbH
www.ms-arbeitsbuehnen.de
Manitou Deutschland GmbH
www.manitou.de
manroland websystems GmbH
www.manroland.com
Martin GmbH & Co KG
www.martin-arbeitsbuehnen.de
mateco media gmbh
www.mateco.de
Mayer Hubarbeitsbühnen GmbH
mayer-arbeitsbuehnen.de
Merlo Deutschland GmbH
www.merlo.de
Mietpark Gushurst GmbH
www.mietpark-gushurst.de
Miller - Tobias
Minimax GmbH & Co KG
www.minimax.de

Möller Manlift GmbH & Co. KG
www.moeller-manlift.de
 Müller - Michael
 NMV Neubrandenburger Maschinen Vertriebs GmbH
www.nmv-neubrandenburg.de
 Norbert Wienold GmbH
www.wienold-lift.de
 Nüsse Personalservice GmbH
www.nuesse.de
 P & B Hundrup GmbH & Co KG
www.hundrup.de
 Palfinger Platforms GmbH
www.palfinger-platforms.com
 PAS - Pantermehl Arbeitsbühnen Service
www.pas-ersatzteile.de
 PB Lifttechnik GmbH
www.pbgmbh.de
 Peter Cramer GmbH & Co KG
www.cramer-arbeitsbuehnen.de
 Power-Lift Deutschland GmbH
www.power-lift.de
 Pradel Arbeitsbühnen GmbH
www.pradel-lift.de
 Roggenland Arbeitsbühnen und Staplervermietung GmbH
www.roggenland-arbeitsbuehnen.de
 Roggermaier GmbH
www.roggermaier.de
 Rohrmoser e.K. Arbeitsbühnenvermietung
www.rohrmoser-arbeitsbuehnen.de
 Rösler Software-Technik GmbH
www.miniDaT.de
 Rothlehner Arbeitsbühnen GmbH
www.rothlehner.de
 Rothlehner Konrad Liftverleih
www.rothlehner-k.de
 Ruthmann GmbH & Co KG
www.ruthmann.de
 Sachs - Tanja
 Salgert GmbH
www.salgert.eu
 Sanders GmbH & Co KG
www.sanders-online.de
 Schirmer GmbH & Co. KG
www.schirmer-hub.de
 Schmidt - Guido
 Schmidt GmbH & Co. KG
www.schmidt-info.de
 Schwenk Arbeitsbühnen GmbH
www.schwenk-arbeitsbuehnen.de
 Sebulke - Reinhard
 Seemann - Peter
www.sabic-europe.com
 Skylotec GmbH
www.skylotec.de
 Stapler Rent 2000 GmbH
www.stapler-rent.de
 Starlift GmbH
www.starlift.de
 Stroot - Uwe
www.sb-meppen.de
 Terex Genie Germany GmbH & Co KG
www.genieindustries.com
 Teupen Maschinenbau GmbH
www.teupen.com
 Thomas Hensel
 Trautmann - Holger
 Vertikal EVENTS
www.platformers-days.de
 Wagert Arbeitsbühnen-Vermietung
www.wagert.de
 Weber - Vladimir
 Weidler Arbeitsbühnenvermietung GmbH
www.weidler-arbeitsbuehnen.de
 WEMO-tec GmbH
www.wemo-tec.com
 Werne GmbH
www.wernegmbh.de
 Werner Middeke Arbeitsbühnen
www.wm-rent.com
 Werner Schütze
 Wiedler - Christian
 Wiesecker Werkzeugvermietung e.K.
www.wiesecker.de
 Willenbrock Arbeitsbühnen GmbH & Co KG
www.willenbrock.de
 Willenbrock Concept GmbH
 Zeppelin Rental GmbH & Co. KG
www.zeppelin-rental.de
 ZM Vermietungen GbR
www.zmvermietungen.de

HONG KONG

Chim Kee Machinery Co. Ltd
www.chimkeegroup.com.hk
 Chun Yin Hong Kong
www.chunyinhk.com
 Feng Yuan (China) Co Ltd
www.fengyuan.com.hk
 Link Attempt Ltd
 Modern (International) Access & Scaffolding Ltd
www.modern-access.com
 Proficiency Industrial Products Ltd
www.pipl.com.hk

INDIA

Cradle Runways (India) Pvt Ltd
www.cleanindiagroup.com
 Dynamic Crane Engineers Pvt LTD
www.dgoc.in
 Gautam Infrastructure
www.gautaminfra.co.in

INDONESIA

PT. Mitra Citrajasa Konstruksi
www.mitracitrajasa.com

IRELAND

Aerial Platform Hire Ltd
www.aerialplatform.ie
 Browne - Thomas M
www.salustraining.ie
 Easi UpLifts (Safety Training) Ltd
www.boomtraining.co.uk
 Electricity Supply Board
www.esb.ie
 Euro Access Ltd
www.euroaccess.ie
 Height for Hire (Safety Training) Ltd
www.heightforhire.ie
 Lawlor - Patrick
 Loxam Ltd
www.loxam.ie
 O'Reilly - Damien
 O'Reilly - Tom
www.aafs.ie
 Ryan - Brian Peter
 VNE Logistics Ltd
www.vne-logistics.com

ITALY

ACAI
www.acaiacs.it
 Aerotecnica SpA
www.aerotecnica.it
 AIAS
www.aias-sicurezza.it
 Airo by Tigieffe Srl
www.airo.com
 Alimak Hek SL
www.alimakhek.com
 Alimak Hek Srl
www.alimakhek.com
 ANFIA
www.anfia.it
 ASIMOV SRL
www.asimovsrl.it
 ASSONOLO
www.assodimi.it
 Baldassarre - Maurizio
 Barin Srl
www.barin.it
 BERNI RENT Srl
www.bernirent.com
 BERTI Piattaforme Aeree Srl
www.piattaformeberti.it
 Big Astor Srl
www.bigastor.it
 Bigman Srl
www.bigman.it
 Bluelift Srl
www.bluelift.it
 Bocker Italia Srl
www.boecker-group.com
 BONFOCO SRL
www.bonfoco.it
 Bragato Marco Srl
www.bragatomarco.com
 Braviisol DM Srl
www.braviisol.com
 C.A.M.P. SpA
www.camp.it
 C.M.I. NOLEGGI SRL
www.cminoleggi.it
 Cannone Teodoro Srl
www.cannonegroup.it
 Cantamessa - Ezio
 Cattaneo Alberto
 CELA Srl
www.cela.it
 Centro Edile Srl
www.centrodilefirenze.it
 Centro Formazione e Ricerca Merlo Srl
www.cfrn.it
 CGT Edilizia SpA
www.cgtedilizia.it
 Ciemme Srl
www.ciemme-noleggio.it
 CO.ME.T. OFFICINE Srl
www.officinecomet.com
 Cofiloc SpA
www.cofiloc.com
 COFILOC.10 Srl
www.cofiloc.com
 Colorfer SpA
www.colorfer.it
 Corrado - Livio
www.serviziimpresa.it
 CTE SpA
www.ctelift.com
 ECO Certificazioni SpA
www.ecocertificazioni.eu

Edilnoleggi SpA
www.edilnoleggi.it
 EDILNOLO CENTRO ITALIA SRL
www.noleggiogrueponteggi.com
 Edilrental Roma Srl
www.edilrental.it
 Edilrental Srl
www.gruppovenpa3.it
 Edilware Srl
www.edilware.com
 Electroelsa Srl
www.electroelsa.com
 Elevateur Srl
www.elevateur.it
 ELEVO Srl
www.elevo.it
 Formamentis / Serfin srl
www.formamentis.co
 Format Srl
www.format-srl.com
 FP srl
www.benelligru.it
 FPM System SAS di Palmieri Francesco & C
www.fpmssystem.it
 General car SRL
www.generalcar.va.it
 Gerhard Hillebrand
 Gianfranco Savani Srl
www.savani.it
 GM Srl
www.gmnoleggio.it
 Greenline Srl
www.greenline-service.com
 Gruppo Festa Srl
www.gruppofesta.it
 GSR SpA
www.gsrspa.it
 Haulotte Italia Srl
www.haulotte.it
 Hinowa SpA
www.hinowa.com
 ICE Istituto Certificazione Europea SpA
www.ice.bo.it
 IDEA Garden di Marinoni Pierangelo
 IHIMER SpA
www.ihimer.com
 IMER International SPA
www.imergroup.com
 ITALNOLEGGI Srl
www.italnoleggi.com
 JLG Industries Italia Srl
www.jlg.com
 KF Consulting di Ketty Furlan
www.kfconsulting.it
 LEXT CONSULTING SRL
www.lext.it
 Liberavventura Works
www.liberavventura.it/works
 Lift Level Srl
www.liftlevel.com
 L'Involucro di Renata Bernardini
www.linvolucro.it/Medinlabor_Srl.php
 M.G.A di Scarsi Maurizio & C. Srl
www.mgacarrelli.com
 Maber Costruzioni Srl
www.maber.eu
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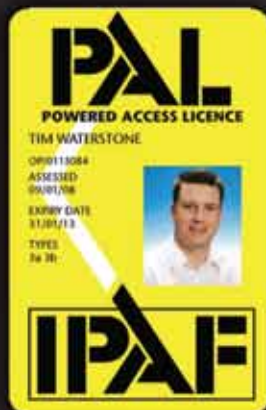
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 Sheet Metal Workers' Local 73 Chicago
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