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## ANNUAL REPORT 2017



# PROMOTING THE SAFE AND EFFECTIVE USE OF POWERED ACCESS WORLDWIDE

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**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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# PRESIDENT'S REPORT

**Nick Selley**  
IPAF President

## Setting the bar high for a brighter, safer future

When I became President of IPAF in April 2017, I set out several clear objectives for the organisation to achieve. Almost one year on, this is an opportune time to restate those objectives and to consider what progress has been made...

### Develop further initiatives to reduce accidents:

IPAF's award-winning Andy Access safety campaign is a fine example of how we are meeting this challenge. It is heartening to see fatal accidents decreasing worldwide, though we can't rest on our laurels. We all have a part to play, so it's vital that our members adhere to strict safety standards. Safety is paramount and all our members need to stand behind these values.

### Strongly promote apprenticeship programmes:

I am delighted to welcome Richard Whiting to IPAF as our new UK Market General Manager. He brings to the organisation many years' experience of developing apprenticeship programmes. Young people are the future of our industry. They are the leaders of tomorrow, and it is vital that we do everything possible to encourage more young people to come on board.

**Develop closer collaboration with other industry groups in the UK and overseas:** We have already developed closer links with the Hire Association of Europe and IPAF is liaising with other groups worldwide, so look out for further developments.

### Encourage more use of digital technology:

IPAF is committed to promote new generation learning technology and is using virtual reality simulations and greatly improved graphics to aid learning in its operator training. Simulator training will enable IPAF training candidates to experience what it is like to be in a platform before they go up in one, and hazards and challenges can be introduced into a scenario for candidates to deal with. The future looks exciting in this regard.

I am also pleased that IPAF has strengthened its infrastructure through various staff appointments, investment in new IT and communications systems and through the ELEVATE quality improvement programme, which is helping us re-evaluate our business performance to increase efficiency.

While IPAF is making good progress there are challenges, particularly in addressing the financial deficit. The ELEVATE initiative will help generate cost efficiencies in 2018 and beyond, but we do also need to increase revenue by investing in growing markets and new territories.

Finally, I would like to restate my thanks to my predecessor Andy Studdert, for his excellent stewardship of IPAF and in particular for his contribution to the launch of the IPAF eLearning operator training module. Andy now holds the new *ex officio* role of Immediate Past President, and provides a valuable link to other past presidents, as well as support and continuity to the serving presidential and leadership teams.

## Reaching out through our global safety mission

IPAF's mission since its inception in 1983 has always been safety and the preservation of life. Today, as then, falls from height are the number one workplace killer. There is a safe way to carry out temporary work at height: Properly trained and supervised operators using the correct powered access equipment for the job – that's the message IPAF is still spreading around the globe, 35 years on.

From globally recognised training to the award-winning Andy Access campaign, everything IPAF does is about safety. This year IPAF has been active in growing markets such as China, the Middle East, Turkey and Latin America. Our experts helped develop standards in North America and the UK, and translated training into new languages including Chinese and Hindi, to ensure even greater numbers of operators learn to use powered access equipment safely.

Our latest Fatal Injury Rate analysis shows that worldwide the number of fatal accidents per million MEWP operating days is down, but we cannot be complacent. We need to look at the underlying causes of accidents and what can be done to stop the same, often quite basic, mistakes recurring.

Our training and our safety and technical guidance can never be allowed to stand still either; we have to move with the times and deliver a service to members that is up to date and fit for purpose. IPAF is helping companies become compliant with new regulations and developing innovative ways to deliver training – through Next Generation eLearning and exploring the possibilities offered by virtual reality.

IPAF is a not-for-profit organisation. It reinvests all the income it receives to support its members and reinforce the overarching mission to reduce falls from height and instil a safety culture throughout the powered access industry. Across 2017, IPAF extended its reach into new territories and demand for IPAF's training and business support services saw almost unprecedented growth.

IPAF has had to grow to keep pace with this rising demand; the associated expansion and investment is reflected in the financial figures, which do show a deficit. The deficit is supportable thanks to the financial reserves IPAF has built up over the past decade. We will reverse it by adhering to the principles of IPAF's ELEVATE initiative and through more efficient ways of working.

We are confident that in 2018, IPAF will continue to provide our growing membership with the advice and support required, and to deliver our global safety mission to ever greater effect.

# CEO'S REPORT

**Tim Whiteman**  
CEO & Managing Director, IPAF



## 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 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 150,000 operators are trained each year through a worldwide network of over 600 IPAF-approved training providers. Successful trainees are awarded the Powered Access Licence (PAL Card), the most widely held and recognised proof of quality-assured training for platform operators in the world.

The federation's governing body is the IPAF Council, which is composed of the IPAF Board members, committee chairpersons, country and regional council chairpersons and five directly elected members. Council members are elected for a two-year period by IPAF members.

### BOARD MEMBERS DURING 2017

#### President

Nick Selley, AFI-Uplift

#### Deputy President

Brad Boehler, Skyjack

#### Vice President

Norty Turner, Riwal

#### Immediate Past President (ex officio)

Andy Studdert

#### Managing Director & CEO

Tim Whiteman, IPAF

#### Director

Peter Douglas, Nationwide Platforms

#### Director

Karin Nars, Dinolift

#### Director

Karel Huijser, JLG

#### Director

Kai Schliephake, Partnerlift

### COUNCIL MEMBERS DURING 2017

Jacco de Kluijver Genie/Terex

Arne Dirckinck-Holmfeld PB Liftechnik

Enrique Garcia Delgado Snorkel

Marcello Plonski Brasil

RCB Locações de Equipamentos e Máquinas

Mark Winfield HSS

### COMMITTEE CHAIRPERSONS DURING 2017

Chairperson, Manufacturers' Technical Committee

Phillip Godding, JLG

Chairperson, Mast Climbing Work Platforms Committee

Kevin O'Shea, Hydro Mobile

Chairperson, Training Committee

Charlie Ellis, Nationwide Platforms Ltd

Chairperson, IPAF Rental+ Committee

Steven Gerrard, Lifterz

Chairperson, Brazilian Country Council

Gustavo Faria, Terex/Genie

Chairperson, Indian Country Council

Nitin Gokhale, Dynamic Crane Engineers

Chairperson, Irish Council

Julie Smyth, Highway Plant

Chairperson, Italian Country Council

Nicola Violini, Haulotte Italia

Chairperson, Netherlands Country Council

Martijn Kamphuis, Kamphuis Hoogwerkers

Chairperson, North American Regional Council

Teresa Kee, United Rentals

Chairperson, Portuguese Country Council

Paulo Martins, Machrent SA

Chairperson, Singapore Country Council

Daniel Ho, Terex Singapore

Chairperson, Spanish Country Council

Florencio Alonso, AP Aerial Platforms

Chairperson, UAE Country Council

Robert Cavaleri, Manlift Middle East

Chairperson, UK Country Council

Brian Stead, Loxam Access

## WORK OF THE COUNTRY AND REGIONAL COUNCILS



IPAF country and regional councils consider specific issues and make recommendations to the IPAF Council for discussion and action. They also organise activities to promote the safe use of powered access. Activities of the councils and their members in 2017 included:



The **Brazil Country Council** met several times during 2017. Gustavo Faria was elected as the new chair of the council, which maintained its focus on the review of the new Brazilian Standard (ABNT), which is based on the US ANSI Standards.

Contact: [portugues@ipaf.org](mailto:portugues@ipaf.org)

The **Hong Kong Regional Council** was constituted, with nine key stakeholders as members, and recognition granted by the IPAF Board in December. The new council is chaired by Tony Small, Safety Director of Gammon Construction. A Hong Kong members' meeting was held in September at Gammon's Hong Kong office.

Contact: [sea@ipaf.org](mailto:sea@ipaf.org)

The **Irish Council's** full council meeting in April 2017 saw another record attendance. Following presentation of accident reporting data, the Irish Council resolved to mandate the reporting of accidents by all members and signed the IPAF Pledge.

Contact: [info@ipaf.org](mailto:info@ipaf.org)

The **Italy Country Council** elected a new chair in Nicola Violini. Members developed training for telehandlers and made a request for the course to be reviewed with a view to offering an official IPAF accreditation. The Italy Council requested operators to be co-opted as "non-voting" members of IPAF to increase involvement.

Contact: [italia@ipaf.org](mailto:italia@ipaf.org)

The **North American Regional Council** continued to help members become compliant with updated standards; the CSA standards launched in May with the ANSI standards due in 2018. A white paper was produced, and one of a series of free educational webinars was devoted to the topic. IPAF also supported an OSHA safety stand-down, helped develop new Toolbox Talks and guidance on service technician qualifications.

Contact: [usa@ipaf.org](mailto:usa@ipaf.org)

The **Portugal Country Council**, with Paulo Martins, CEO of Machrent, as chair, held five meetings in 2017. The main topics discussed were: New country council rules, IPAF's New Generation learning in Portuguese and the training committee also met with Portuguese instructors to review the new version of IPAF's Harness course.

Contact: [portugal@ipaf.org](mailto:portugal@ipaf.org)

The **Singapore Country Council** elected a new chair in Daniel Ho. Klein Phua represented IPAF at the Singapore Work at Heights Symposium, with more than 700 safety professionals present. Council members Shawn Ong and Ben Chong gave presentations at a joint seminar with the Singapore Institute of Safety Officers.

Contact: [sea@ipaf.org](mailto:sea@ipaf.org)

The IPAF **Spain Country Council** continued the close collaboration with the Spanish Health and Safety Institute (INSSBT), organising a conference in Madrid about MEWP Safety with the collaboration of regional health and safety bodies (OSALAN & IAPRL). The council also implemented a rule that IPAF-approved Training Centres cannot deliver alternative training certified under the same standard (UNE59823).

Contact: [espana@ipaf.org](mailto:espana@ipaf.org)

The **UK Country Council** reported annual membership growth and a 4.2% rise in PAL Cards issued. Members are also monitoring the effect on membership numbers as mandatory audit requirements for UK rental members come into effect. The council placed emphasis on looking ahead to better anticipate new legislation.

Contact: [info@ipaf.org](mailto:info@ipaf.org)



## WORK OF THE COMMITTEES



### MANUFACTURERS' TECHNICAL COMMITTEE

The **IPAF Manufacturers' Technical Committee (MTC)** and the **Vehicle-Mounted Manufacturers Technical Committee (VMMTC)**, are two of the powered access industry's leading international groups. All manufacturer members of IPAF are entitled to be involved with the IPAF MTC and/or VMMTC and it is estimated that members account for in excess of 90% of global MEWP production.

Building on the success of the preceding year, the MTC focused on the operational objectives "listen... lead... communicate" set by the committee under the chairmanship of Phil Godding – Principal Product Safety and Reliability Engineer for JLG Inc, *pictured right at Europlatform 2017.*

The IPAF MTC continues to monitor and review proposed changes to legislation and standards relevant to MEWPs. The proposed changes to EC directives and standards relating to machine design, outdoor noise or emissions; the suite of new ANSI standards; the continuing review of EN280; the review of AS1418.10; proposed design requirements in Brazil; ISO 21455 standard considering human factors and ergonomics of MEWP control design are just some of the documents that have been under consideration by the IPAF MTC in the past year.

### VEHICLE-MOUNTED MANUFACTURERS TECHNICAL COMMITTEE

Overall, 2017 saw a sustained effort by manufacturers to improve machine safety requirements and enhance a culture of collaboration with national authorities, standards bodies and associations. Through representation on the numerous working groups and committees drafting or reviewing these documents, the IPAF MTC worked in partnership to improve MEWP design and safety. With assistance from IPAF's technical team, the IPAF MTC continued its collaboration with the European Rental Association (ERA), representing members on sustainability and technical committees, and the European Materials Handling Federation (FEM).



### IPAF TRAINING

The **IPAF Training Committee** spearheads the IPAF training programme and meets every three months to review issues related to course content, training material and training centre requirements. Updates in 2017 included:

Development of MEWP for Managers into New Generation training (eLearning) format. This is due early in 2018

Updates and improvements to the operator (PAL Card) course

Development of toolbox talks in-line with Andy Access posters

CSCS logo being made available on the PAL Card in the UK – Due early 2018

Review of the potential for IPAF to offer an accredited telehandler course

Review of the IPAF Load and Unload course

Development of more detailed guidance on risk assessments

Additional language training being made available to all global training centres free of charge

Test papers translated into new languages, more complete guidance on the use of translators.

### THE IPAF RENTAL+ COMMITTEE

The **IPAF Rental+ Committee** continued the revision of the new accreditation in the early part of the year with a view to gaining approval from the UK Country Council to implement this standard as the minimum rental membership criteria. Following acceptance, the new IPAF Rental+ audit scheme was introduced in September. The new scheme consists of 70 audit criteria and, if passed, includes SSIP accreditation. Members have the opportunity to achieve the IPAF Rental+ standard to bronze, silver or gold level and have until September 2019 to comply with the criteria. The IPAF Rental+ accreditation continues to be available to IPAF members outside the UK as a voluntary scheme.

The IPAF Rental+ committee, under the leadership of chairman Steve Gerrard of Lifterz, is now seeking applications from rental member companies to join the committee following retirements and ends of term of committee members.



As well as the ongoing project considering the impact of global legislative changes on users and owners of equipment, work on other IPAF MTC or VMMTC projects includes:

Developing commonality of auxiliary lowering decal and placement

Guidance on the benefits of registering equipment with the manufacturer

Increased communication with organisations worldwide that may as yet be unaware of the IPAF MTC international collaboration projects

Guidance: Documents to request when buying a used MEWP

Greater London Authority – Low Emission Zones updates

Consideration of an appendix detailing requirements for 1b machines to lift suspended load

Proposal to increase the requirement of anchorage points in the platform

ISO 21455 – Draft MEWP control design standard

Guidance on remounting of equipment

European truck cartel

Building Information Modelling (BIM)

### INTERNATIONAL MCWP COMMITTEE

#### The International Mast Climbing Work Platform (MCWP) Committee

During 2017 IPAF appointed a full-time Representative for MCWPs and Related Products, Angel Ibañez joining in September to further enhance services and activity in this sector.

Angel wasted no time in setting up regular conference calls with MCWP Committee Chair Kevin O'Shea, and also attended several high-profile events in the final months of 2017, including the IPAF Middle East Convention and a SISO-IPAF seminar in Singapore.

The **MCWP UK & Ireland Working Group** held a conference call in November, and the main topics discussed were: Update to BS7981; update on the MCWP CAP Card; the IPAF PAL Card and the CSCS hologram in the UK; a brief report on the latest CHIG meeting; new Andy Access posters for MCWPs; and the forthcoming IPAF course for Hoist Operators.

Sadly, in June 2017 the MCWP Committee's Deputy Chair Adrian Bolton of Alimak Hek was killed in a motorcycle accident.





ALGERIA  
ARGENTINA  
AUSTRALIA  
AUSTRIA  
BAHRAIN  
BELGIUM  
BRAZIL  
BULGARIA  
CANADA  
CHILE  
CHINA

COLOMBIA  
CZECH REPUBLIC  
DENMARK  
ECUADOR  
FINLAND  
FRANCE  
GERMANY  
HONG KONG SAR  
HUNGARY  
ICELAND  
INDIA

INDONESIA  
IRAN  
IRAQ  
IRELAND  
ITALY  
JAPAN  
JORDAN  
KUWAIT  
LATVIA  
LEBANON  
LIECHTENSTEIN

MALAYSIA  
MEXICO  
MOROCCO  
MYANMAR  
NETHERLANDS  
NEW ZEALAND  
NORWAY  
OMAN  
PERU  
POLAND  
PORTUGAL

QATAR  
ROMANIA  
RUSSIA  
SAUDI ARABIA  
SINGAPORE  
SLOVENIA  
SOUTH AFRICA  
SOUTH KOREA  
SPAIN  
SWEDEN  
SWITZERLAND

TAIWAN  
THAILAND  
TUNISIA  
TURKEY  
UAE  
UK & THE CHANNEL ISLANDS  
USA  
URUGUAY  
VIETNAM  
ZAMBIA

## CANADA

New CSA standards on the safe use, design and training of MEWPs was launched in May 2017. IPAF also delivered the first ever French-language instructor training in the Quebec region of Canada.

## UK & IRELAND

As in Germany, the IPAF Rental Market Report showed the MEWP rental market outstripped wider construction growth – by three to one in the UK. For the first time Ireland held a members' meeting outside Dublin, in Athlone. IPAF's Europlatform event is also set for Belfast, in 2018.

## DENMARK

IPAF approved its first Training Centre in Denmark, with official training being delivered by a member in Odense, driven by demand for PAL Cards from a major international construction project. This became the first location in the entire Nordic region delivering IPAF MEWP training.

## POLAND

Poland has a rapidly growing powered access market, and IPAF welcomed its first training member here when a member firm opened a Training Centre in Rawa Mazowiecka. IPAF also hosted its 2017 Europlatform event in Warsaw.

## USA

IPAF Regional Manager Tony Groat was closely involved in drafting new ANSI Standards, and in October IPAF also hosted a well attended members' meeting and networking event to coincide with the ALH Summit and Awards in Miami, Florida.

## MEXICO

Mexico and Latin America present a real growth opportunity for IPAF, and in 2017 Diego Bustamante was appointed as an IPAF representative in the region. Based in Mexico City, Diego supports IPAF's activities in the Southern US as well.

## BRAZIL

Brazil started to show strong signs of growth in the MEWP rental market in 2017. This followed several years during which the market contracted significantly owing to economic and political uncertainty and a stagnating construction sector.

## FRANCE

IPAF accepted new training members in France in 2017 and attended the JDL event in Beune. Romina Vanzi, IPAF's Head of Regional Development, and Christine Lell, IPAF's Global Support Co-ordinator, attended a health & safety symposium hosted by Total.

## GERMANY

IPAF had a very active events calendar in the country in 2017, organising TABS in Gaggenau, and appearing at A+A health & safety event in Düsseldorf, while Andy Access made his debut at the Platformers' Days event in Hohenroda.

## ITALY

A busy year for IPAF's Italian members, appearing at SAMOTER2017, a series of seminars in Verona covering such topics as the development of the EN280 safety standard, and attending the sixth edition of the Italian Lifting Days (GIS) event in Piacenza.

## RUSSIA

Romina Vanzi, IPAF's Head of Regional Development, presented at the RUS-Rental Eurasian Rental (ERF) forum in Moscow in October. IPAF CEO Tim Whiteman also gave an interview to Russian Rental magazine.

## CHINA

As the powered access market grows exponentially, IPAF participated in three major events in China: BICES 2017 in Beijing, APEX Asia in Shanghai and hosting the hugely successful IPAF Asia Conference in Changsha, Hunan, which attracted a record turn-out for the event.

## UAE

IPAF saw significant growth in membership and training demand was also up, with IPAF-approved Training Centres able to deliver courses in Hindi for the first time. The third annual IPAF Middle-East Convention was held in Abu Dhabi.

## MALAYSIA

IPAF hosted a MEWP safety workshop in Sarawak in association with Master Builders Association Malaysia.

# IPAF HAD A TOTAL OF 1,347 MEMBERS FROM 64 COUNTRIES



**Strong showing for IPAF member firms in the Access50 power list**

Analysis of the 2017 Access50 – an annual listing of powered access rental companies ranked by total fleet size compiled by IPAF’s official publication *Access International* – shows that 30 of the world’s largest MEWP rental companies are current IPAF members, including the three largest rental companies and six out of the top ten.

The six largest IPAF companies alone have a combined fleet size of more than 300,000 MEWPs at their disposal; the 30 IPAF members in the overall list together have 441,546 units – more than a third of the current estimated global rental fleet of 1.25 million.

Tim Whiteman, CEO & Managing Director of IPAF, said: “It’s a measure of where IPAF stands that we are able to say that our members own such a sizeable proportion of the global rental fleet – factor in the many smaller IPAF member companies not in the Access50 and the total combined rental fleet size of our members will be around 70% of the market.”

**“The Global MEWP fleet will rise to 7 million, up from 1.25 million today.”**

**Pierre Saubot, Europlatform 2017, Warsaw, Poland**



**No other organisation apart from IPAF offers the same exclusive insight into the powered access market. IPAF publishes the annual Global Powered Access Rental Market Report, Fatal Injury Rate analysis and periodic sector and market-specific analysis. IPAF also hosts international summits, debates and round-table events.**

**Global Powered Access Rental Market Report 2017**

IPAF’s Global Powered Access Rental Market Report for 2017 was positive across the board, with Europe and the US in particular exceeding expectations to show steady growth.

The UK’s MEWP rental market outstripped the wider construction sector in terms of growth by three to one, and in Asia market and fleet size growth were very strong, driven by Hong Kong, Japan and mainland China. In the Middle East the market is also booming; the report for 2017 carries for the first time a focus on Dubai. The only region that did not experience such favourable growth was Latin America, where the market contracted slightly.

Key drivers in Europe were economic growth and renewed construction activity in the years following

the economic downturn. All countries in the study saw growth for the first time since 2008, and those countries such as Spain that outperformed the European average did so on the back of a reinvigorated construction sector, which grew by around 7% over the year.

A booming construction sector in the US was also credited with a stronger than expected year: In 2016 revenue growth was 8% and fleet size expanded by 6%.

Mergers and acquisitions were a feature in North America and Europe – United Rentals acquired NES Rentals in the US, Loxam bought out the Lavendon Group and TVH acquired Gardemann – with an eye to consolidation and capturing a greater share of emerging markets on the fringes of Europe, such as the Baltic states, the Balkans and Turkey. [www.ipaf.org/reports](http://www.ipaf.org/reports)

**MEWP fatalities decline even as global rental market grows**

The powered access fatal injury rate (FIR) declined in 2016, despite the fact that the total MEWP rental fleet and number of rental days worldwide increased over the same period.

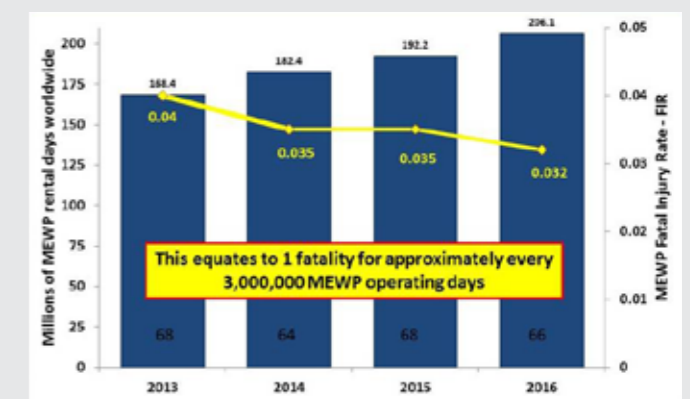
In 2016 there were 66 reported fatalities involving MEWPs worldwide, compared to 68 reported in 2015. During the same period, the size of the global MEWP rental fleet rose from an estimated 1.17 million units at the end of 2015 to 1.25m at the end of 2016.

In 2015, the number of on-hire rental days was 192.2 million and the number of reported fatalities 68, giving a FIR of 0.35 per 100,000 operating days. In 2016, the number of rental days rose to 206.1m and the number of reported deaths was 66, giving a fatal injury rate of 0.32 per 100,000 on-hire days, equivalent to one death every 3.2 million operating days.

In 2016 falls from height accounted for 38% of the reported fatalities and electrocution 23%. There were fewer fatal overturns (12% of fatal incidents, as opposed

to 27% in 2015), but entrapments accounted for a higher proportion of the reported deaths (18%) than the year before, when they accounted for 15% of reported fatalities.

All manufacturers, rental companies, contractors and users are encouraged to report any known accidents involving MEWPs and MCWPs at [www.ipaf.org/accident](http://www.ipaf.org/accident)



MEWP Industry Fatal Injury Rate – FIR

# IPAF TRAINING



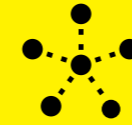
**IPAF training is owned by the members worldwide, and administered and audited by a dedicated team of staff around the globe. At the end of 2017, IPAF marked 25 years since the first official IPAF training programme was established, with the first approved IPAF member training centres opening for business in 1993.**

The IPAF Training Committee and Competent Assessed Persons (CAP) committees review and update training and assessment worldwide, all members are eligible to serve on either committee. All members can make requests for alterations to IPAF's training and associated materials, all requests are periodically reviewed by the relevant IPAF committees.

All IPAF-approved instructors are subject to audit and supported by a programme of annual personal development seminars, where the latest industry updates are communicated and instructors are given the opportunity to feed back directly to IPAF staff and committee members about concerns and suggested improvements in training delivery.

A record number of 164,664 people were trained by IPAF-approved training centres in 2017. This is an increase of 3.75% over the 158,727 people completing an IPAF course in 2016. Training available from IPAF-approved centres includes operator courses for which a Powered Access Licence (PAL) Card is issued, and harness and management courses for which a certificate is issued. There are now 700 IPAF-approved training locations around the world and almost 750,000 valid PAL Cards in circulation. In November 2017, the total number of PAL Cards issued worldwide exceeded 1.5 million.

In May 2017, IPAF appointed Paul Roddis as Training Manager. Based in the UK office in Crooklands, he joined from HSS, where he was Regional Training Manager for the South West UK.



## **In 2017, IPAF's training-related milestones included:**

IPAF hosted 13 Professional Development Seminars (PDS) for IPAF instructors in eight languages across 2017, with around 1,000 instructors taking part in a PDS.

Courses under review included: Operator course (PAL Card); MEWPs for Managers; Load/Unload; Competent Assessed Person (CAP).

IPAF announced a major industry-wide consultation to begin in 2018, as part of which Virtual Reality and platform simulators will be assessed for suitability to be adopted across IPAF's New Generation training.

A review of the IPAF operators' safety guide was launched and an updated training manual translated into 11 languages.

IPAF announced that from 2018 it will be able to place the CSCS logo on PAL Cards in the UK.

Existing IPAF eLearning modules are being improved and new modules are in development.

IPAF developed training courses in new languages including Hindi and Czech.

IPAF training centres in the Middle East have decided to deliver training in Hindi to assist a large number of workers in the region from India.

Among other countries, IPAF has accredited new training centres in Poland, Denmark and France.

IPAF delivered the first ever French-language instructor training in Quebec, Canada.

IPAF has issued new Andy Access safety posters in nine languages, including Chinese and Turkish. [www.ipaf.org/AndyAccess](http://www.ipaf.org/AndyAccess)

IPAF developed a series of short Toolbox Talks aimed at getting the safety message across in daily briefings in break rooms and job sites around the world.

IPAF offered a series of webinars on topics as diverse as telematics and cyber security. A webinar about new ANSI and CSA standards is available from [www.ipaf.org/resource-library](http://www.ipaf.org/resource-library)





# IPAF'S AUDITING ACTIVITIES



In 2017, IPAF's team of auditors completed more than 500 training audits, 20 IPAF Rental+ audits and over 750 telephone audits in 30 different countries. In July IPAF again passed the ISO 9001 and 18878 external audits, so continues to comply with these standards. We continue to grow our global network of auditors to ensure consistency and quality of our services around the world.

IPAF is continually raising its standards to provide a better service for its members and to increase safety in the industry. The Quality Department is instrumental in this, working with other IPAF departments and members to assure and improve IPAF's services through auditing and quality-improvement projects.

The team has expanded in the UK with the addition of Katrin Blau, Audit Administrator, to help facilitate the introduction of a new IPAF Rental+ auditing scheme, in the UK. IPAF is also recruiting new auditors in Europe and south-east Asia.

The new IPAF Rental+ audit scheme was introduced in the UK in September, following a mandate from the UK Country Council that all UK members who hire out powered access equipment must comply with the refreshed IPAF Rental+ standards. The new scheme consists of 70 audit criteria and, if passed, includes Safety Systems in Procurement (SSIP) accreditation.

Members have the opportunity to achieve the IPAF Rental+ standard to bronze, silver or gold level and UK members have until September 2019 to comply with the criteria. The implementation of the new scheme has been successful so far, with multiple audits completed since September 2017. The existing IPAF Rental+ scheme continues to be available to rental members outside the UK on a voluntary basis.



### The IPAF Quality Department consists of:

**Lynn Price**, Audit & QC Manager

**Kate Miller**, Quality Analyst

**Katrin Blau**, Audit Administrator



### The IPAF Auditing team:

**Peter Boeijer**, Benelux Auditor

**Reinhard Sebulke**, Germany Auditor

**Andrea Boldrini**, Italy Auditor

**Kurt von Arx**, Switzerland Auditor

**Geoff Carr**, UK Auditor

**Andrew Page**, UK Auditor

**Chris Smith**, UK Auditor

**Martin Wraith**, UK Auditor

**James Firth**, UK Auditor

**Diego Navarro**, Latin America (Brazil, Argentina, Chile) Auditor

**Jorge Ramirez**, Latin America (Colombia, Peru, Mexico) Auditor

**Ovais Qureshi**, Middle East Auditor

**Susan Price**, Telephone Auditor

# MEMBERSHIP SERVICES

# MEMBERSHIP BENEFITS



### LOBBYING AND REPRESENTATION

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



### MONITORING REGULATIONS AND DEVELOPMENTS

IPAF sits on many committees around the world and also represents members in discussions with organisations such as the American Rental Association, the European Rental Association and the Scaffold & Access Industry Association.



### IPAF EXPERTS

IPAF staff collectively have vast industry experience at our members' disposal.



### TECHNICAL HOTLINE

Advice on matters ranging from risk assessment to accident procedures.



### IPAF SPONSORSHIP OPPORTUNITIES

Unique advertising and sponsorship opportunities that are only available to members.



### HIRE TERMS & CONDITIONS

IPAF terms & conditions of hire are available free to members for their exclusive use.



### CONFERENCES

Places at industry events at discounted rates, including Europlatform and IPAF's Asia Conference.



### MEMBERS-ONLY AREA

The members-only area of the website [www.ipaf.org](http://www.ipaf.org) holds meeting minutes, presentations and other useful guides.



### ACCESS INTERNATIONAL

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



### BUSINESS INFORMATION

The Business Information Service from the Institute of Directors is free to all members.



### CONTINUOUS PROFESSIONAL DEVELOPMENT

Leap Like a Salmon offers a bespoke CPD management system that keeps career development, learning, plans, records, journals, all in one place in an eportfolio.



### CONSTRUCTION NEWS

IPAF members get a 20% discount on subscriptions to the UK weekly magazine.



### EQUIPMENT RENTALS INSURANCE

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



### INSURANCE

Henderson Insurance Brokers provides UK members with cover at reduced premiums.



### IPAF RENTAL REPORTS

IPAF members have the opportunity to obtain research reports at a discounted rate.



### LEGAL CONSULTING SERVICE

Legal and technical services offered by Italy-based Lext Consulting and Servizi Impresa.



### MEETING ROOMS

CSG Talent, a global recruitment company, is offering free meeting room facilities in London, Leeds, Dubai, Sydney and Singapore. The offer is valid until 9 June 2018.



### RENTAL MANAGEMENT SOFTWARE

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

Do you have an offer or discount for IPAF members? Please email [marketing@ipaf.org](mailto:marketing@ipaf.org)

IPAF membership services, benefits and special offers may not be available in all countries and/or all languages. They may also become unavailable or be withdrawn at any time, without notice.

For more details visit [www.ipaf.org](http://www.ipaf.org)

# IPAF MILESTONES



## NEW ROLES BOOST IPAF AROUND THE GLOBE

The new year sees several staff take up post, with Jur Kamsteeg and Corinne Kooijman, *pictured right*, taking over the running of the Benelux region. IPAF's previous Benelux Representative, Hans Aarse, moves to a new role developing markets in eastern Europe. In the UK, Matt Brereton takes up the role of Communications Manager.

In the US, IPAF members are encouraged to respond to the next stage of the public review on the proposed ANSI Suite of Standards, while a new standard concerning the safe use of MEWPs is also introduced in Singapore, where a new IPAF Council is also constituted, *pictured below right*.



## MARCH

## IPAF BRINGS SAFETY TRAIL TO LAS VEGAS

IPAF's Lift Safety Zone at Conexpo in Las Vegas, US, debuts a "back to basics" safety trail using real-life MEWPs to demonstrate at-risk scenarios including: Unsafe ground; avoiding entrapment; avoiding electrocution; preventing unauthorised access; risk assessment; and pre-use inspections. IPAF also offers a comprehensive white paper on the forthcoming ANSI and CSA standards.

A campaign to attract new members co-ordinated by IPAF's new Turkey Representative Burcu Ünal sees membership grow by around 75% in a single year. Meanwhile ISO 18878 "Mobile Elevating Work Platforms – Operator (driver) training" is published by the Turkish Standards Institution.

The Italian language magazine *IPAF-Infoma* is published in print and digital versions.



## JANUARY

## ELEVAÇÃO 2017 ATTRACTS A RECORD TURNOUT

In Sao Paulo, Brazil, IPAF's ElevAÇÃO event is a success with more than 150 delegates in attendance for the two-day conference and instructors' PDS event. Romina Vanzi, IPAF's Head of Regional Development, *pictured above right*, is among the speakers.

John Garrison Jr, President & CEO of Terex Corporation, Steve Radcliffe, Managing Director of Clugston Construction and Yanna Zhang, chair of the China Construction Industry Association's Rental Branch, *pictured below*, are confirmed as speakers for the 2017 IPAF Summit, on 4 April at the Hilton London Wembley.

Following a tough final judging session in Amsterdam, Netherlands, the shortlist for all categories of the International Awards for Powered Access (IAPAs) is also announced.



## FEBRUARY

## NEW IPAF PRESIDENT ADDRESSES SUMMIT

Nick Selley of AFI-Uplift is IPAF's new President, taking over from Andy Studdert for a two-year term at the IPAF Council AGM in London, UK, *pictured right*. He uses his inaugural address to call for the industry to create more apprenticeships. Brad Boehler, President of Skyjack, is elected as Deputy President and Riwal's Norty Turner as Vice President.

In total more than 450 industry professionals gather for the annual IPAF Summit and to honour the winners of the 2017 IAPAs at a gala event hosted by TV sport presenter John Inverdale. Among many worthy winners, *pictured below right*, Roger Bowden Chairman and founder of Niftylift UK, receives a Lifetime Achievement Award.

The following day IPAF delegates join escorted tours of Wembley Stadium, the redevelopment and maintenance of which involves extensive and innovative use of powered access equipment.



## APRIL

# IPAF MILESTONES



## IPAF DEBUTS MEWP CONTROLS RESEARCH

APEX 2017 at the RAI centre in Amsterdam, Netherlands, is the perfect venue for IPAF to debut a MEWP controls test rig aimed at collecting data to assist with a long-running project aimed at standardising some MEWP controls, *pictured top right*.

Paul Roddis takes up post as IPAF's new Training Manager and is based in the UK office.

The *IPAF Journal* German-language magazine is published.

The Vertikal Days event at Silverstone racetrack in the UK sees the launch of new MEWP safety guidance drafted by IPAF.

There are two new starters in IPAF's Singapore-based south-east Asia team, with Amanda Tan, *pictured right with Raymond Wat*, and Morgan Chang joining to support the upcoming IPAF Asia Conference in Changsha, China, as well as rapidly expanding membership and training demand in South Korea, China and Japan.



## MAY

## ASIA CONFERENCE SIGNS MASS HARNESS PLEDGE

More than 300 delegates from across Asia and further afield use their attendance at the IPAF Asia Conference in Changsha, China, to affirm their commitment to safety in the powered access industry by signing a pledge to equip all operators of boom-type MEWPs with an appropriate safety harness.

IPAF takes a stand for the first time at the popular Suisse Public municipal safety expo in Bern, Switzerland. Visitors are invited to test their knowledge in IPAF's "back to basics" safety trail.

IPAF also engages a web design agency to deliver a new global [www.ipaf.org](http://www.ipaf.org) website that is set to go live early in 2018.

The turn-out is a record for the IPAF Asia Conference, *pictured right*, and delegates are also offered a chance to visit a Sinoboom assembly plant on the morning after the conference.



## JUNE

## FATALITIES DECLINE AS RENTAL DAYS RISE

The fatal injury rate (FIR) for MEWPs declined in 2016, despite the fact that the total MEWP rental fleet and number of rental days worldwide increased significantly.

The data, exclusively collated by IPAF, indicate that in 2016 there were 66 reported fatalities involving MEWPs worldwide, compared to 68 deaths in 2015. During the same period, the size of the global MEWP rental fleet rose from an estimated 1.17 million units at the end of 2015 to 1.25m estimated at the end of 2016.

All manufacturers, rental companies, contractors and users should report any known accidents involving MEWPs and MCWPs at [www.ipaf.org/accident](http://www.ipaf.org/accident)

IPAF's *Elevating Safety* magazine is published, and distributed with copies of *Equipment Today* and *Rental* magazine to more than 150,000 readers in North America.

The latest posters in the Andy Access safety series – Danger, keep well clear; Do not jump out of the platform; and Register pre-owned machines are launched. [www.ipaf.org/AndyAccess](http://www.ipaf.org/AndyAccess)



## JULY

## IPAF MEMBERS OFFER HELP TO LONDON MAYOR

Tim Whiteman, CEO of IPAF, writes to Mayor of London Sadiq Khan, *pictured right*, to express members' wishes to work with the emergency services in the wake of the Grenfell Tower fire. The tallest access platforms operated by the London Fire Brigade reach up to 32 metres; Grenfell Tower is 67 metres tall. The letter points out there are IPAF members in and around London with platforms that can reach up to 90 metres, and offers use of this specialist equipment and training support in future.

Chris Wraith, IPAF Technical & Safety Executive, is honoured by the Royal Society for the Prevention of Accidents (RoSPA) in the UK for creating the Andy Access character and associated safety messages. Tim Whiteman, CEO of IPAF, says: "This award is well-deserved recognition for IPAF's team."

IPAF's latest *Annual Global Powered Access Rental Market Report* is also published, having been compiled once again by business intelligence specialist Ducker Worldwide. [www.ipaf.org/reports](http://www.ipaf.org/reports)



## AUGUST

# IPAF MILESTONES



## POLISH CAPITAL HOSTS EUROPLATFORM 2017

Pierre Saubot, Chairman of Haulotte, delivers the event's keynote address at the Warsaw Marriott in Poland. Other highlights include Phil Godding and Ignacy Puzkiewicz of JLG Industries covering new technologies including robotics, and Martin Vögtli, *right*, owner of Swiss powered access companies, explaining why the industry must reduce its carbon footprint. Jim Colvin, CEO of Serious Labs Inc, *left*, gives a fascinating presentation on the possibilities of virtual reality and platform simulators.

## SEPTEMBER



## APPOINTMENTS BOLSTER GROWING GLOBAL TEAM

Richard Whiting joins from the Hire Association Europe as IPAF's new UK Market General Manager. James Firth and Katrin Blau bolster the UK audit team and Diego Bustamante is appointed as a representative for Mexico and southern US. Rafael Duyos takes over from José Manuel Mayo as IPAF's Spain Representative, and Angel Ibañez is IPAF's first Global Representative for MCWPs. IPAF announces Andrew Delahunt, *pictured right*, will be Director of Technical & Safety, replacing Chris Wraith, who stepped down in September.

Andy Access, IPAF's safety mascot, makes a first public appearance at Vertentes e Desafios da Segurança (VDS), Portugal's leading health & safety expo, *pictured right*. EU-OSHA representative Emília Telo is impressed and expresses a desire for the organisation to collaborate more closely with IPAF.



IPAF is represented at the ALH Summit and Awards in Miami, US, the "back to basics" safety trail is a hit at Giornate Italiane del Sollevamento (GIS) in Piacenza, Italy, and IPAF's stands at the A+A event in Düsseldorf, Germany, and inaugural APEX Asia in Shanghai, China, are very well attended.



## OCTOBER

## NOVEMBER



## ABU DHABI HOSTS IPAF MIDDLE EAST CONVENTION

Held for the first time in Abu Dhabi, UAE, the third IPAF Middle East Convention offers a line-up of speakers including Phil Jones, Service Manager for JLG, and Sharbel Kordahi, Managing Director of Genie Terex. Jason Woods, IPAF's Middle East Representative, signs a memorandum of understanding with OSHAD, the Abu Dhabi health & safety body, during the event.

A council of representatives and experts from across the powered access industry applies to the IPAF

Board for recognition as the official IPAF administrative region council for Hong Kong.

The total number of IPAF PAL Cards issued since the programme began surpasses the 1.5 million mark. By the end of 2017, there are over 720,000 valid PAL Cards in circulation.

IPAF welcomes the updated British Standards regarding the safe use of MEWPs and MCWPs. The new British Standards 8460 and 7981 supersede the 2005 and 2002 versions respectively and include guidance on risk assessments, familiarisation and rescue plans.

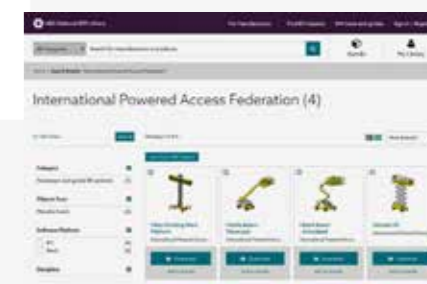
## MEWPS NOW AVAILABLE IN GLOBAL BIM LIBRARY

IPAF has four virtual MEWP and MCWP models accepted into the UK-based National BIM Library for use in 3D modelling projects, *pictured top right*. More are in development.

IPAF President Nick Selley and UK General Market Manager Richard Whiting begin work with a new all-party working group of UK MPs led by Alison Thewliss, whose aim is to cut workplace fatalities caused by falls from height.

Hans Aarse retires from IPAF to spend more time with his family. Throughout the past year he has made great strides developing markets in eastern Europe, with new members and training in countries including Poland, Czech Republic, Slovenia and Serbia.

The IPAF end-of-year staff conference takes place in Cumbria, UK. The three-day meeting is an opportunity for IPAF staff, representatives and board members to get together, to hold industry discussions and to network, *pictured right*.



## DECEMBER

# FINANCIAL SUMMARY 2017



Last year was another strong one in terms of membership growth and demand for IPAF training. Almost 170,000 people worldwide successfully completed an IPAF training course, and IPAF issued the 1.5 millionth PAL Card since the programme began. It was also a testing year as investment in personnel, new systems and the ELEVATE initiative did lead to a deficit, though overall reserves remain strong.

IPAF's turnover in 2017 increased to £6.02 million (approximately €6.82m or US\$8.34m), which represents growth of 7.8% compared with 2016. In 2017, 36.8% of income was generated from outside the UK, up from 35.6% in 2016. However, 2017 proved to be a demanding year as the business continued to invest heavily in personnel and systems including the ELEVATE programme to underpin future growth expectations, leading to a deficit of £373.6k in the year. Despite the reported deficit in 2017, reserves remain strong.

Membership increased by 6.6% from 1,240 to 1,322 in 2017, and extended IPAF's footprint into 66 territories worldwide, including five new countries (Algeria, Bahrain, Iran, Iraq and Latvia). Within Europe, including the UK and Ireland, membership increased by 5.8%, while outside Europe, membership rose by 8.6% (8.4% in 2016). Membership from outside Europe increased as a proportion of the total worldwide, from 28.1% in 2016 to 28.7% in 2017.

IPAF's training programmes continue to generate a large amount of income for members who deliver the courses. The number of people passing an IPAF training course continued to grow in 2017, with 164,662 people successfully completing a course – 3.7% more than the 158,727 who did so in 2016. Significant training growth was seen in the Gulf States, which was 27.2% up on the previous year (which in turn was 49.3% higher than 2015). Latin America was 21.8% higher, reversing the downward trend seen in previous years. The UK enjoyed an increase of 5% over the year.

IPAF is a Registered Society under the UK's Co-Operative and Community Benefit Societies Act 2014, regulated by the UK Financial Conduct Authority. The act came into force on 1 August 2014, and supersedes the Industrial and Provident Societies Act 1965. IPAF operates as a not-for-profit organisation

and is obliged to reinvest all surpluses to further the aims of the organisation as defined by the members. The accounts are audited by CLB Coopers Chartered Accountants and presented at the Annual General Meeting for approval.

## Highlights

### Overall business growth

**7.8% INCREASE IN TURNOVER**  
**164,662 PEOPLE SUCCESSFULLY COMPLETED AN IPAF COURSE**

### Growth in membership

<b>CHINA</b>	<b>23.3%</b>
<b>GULF STATES</b>	<b>31%</b>
<b>NORTH AMERICA</b>	<b>14.1%</b>
<b>REST OF THE WORLD</b>	<b>38.5%</b>
<b>OVERALL</b>	<b>6.6%</b>

### Growth in training

<b>GULF STATES</b>	<b>27.2%</b>
<b>LATIN AMERICA</b>	<b>21.8%</b>
<b>SWITZERLAND</b>	<b>7.6%</b>
<b>UK</b>	<b>5%</b>
<b>OVERALL</b>	<b>3.7%</b>



## ELEVATE UPDATE

IPAF's Empowering Learning through Efficient Value-Added Team Engagement (ELEVATE) initiative provides a platform to enable staff to share and contribute ideas to increase efficiency, standards and communication for the benefit of all employees, members and the wider access industry.

Introduced at the end of 2016, it encourages performance through engagement and better ways of working through continuous improvement. ELEVATE is made up of three key elements; Visual Management, Creative Problem Solving and Standard Work. Almost 20 creative problem-solving workshops took place in 2017, with 14 reaching the implementation stage so far, and six moving into the sustainment phase.

Successes include the introduction of recycling facilities in the UK office, a new phone system, and checklists to improve member communications. A standard work project on IPAF's stock management system has been completed, with a new visual management board put in place to help manage the process and ensure deadlines are met.

A review of the IPAF membership process has also been ongoing throughout 2017, with an implementation date for the improved process set for 1 February 2018. This new process is expected to improve the member experience of joining IPAF and streamline administrative tasks internally.













## UNITED STATES

Absolute E-Z Up  
[www.absolute-zup.com](http://www.absolute-zup.com)

Admar Supply Co Inc  
[www.admarsupply.com](http://www.admarsupply.com)

Alimak Hek, Inc  
[www.alimakhek.com](http://www.alimakhek.com)

All Access Equipment LLC  
[www.allaccessequipment.com](http://www.allaccessequipment.com)

Allied Insurance Brokers  
[www.alliedinsbrokers.com](http://www.alliedinsbrokers.com)

Alpha Platforms, (SSP Group Inc)  
[www.alphaplatforms.com](http://www.alphaplatforms.com)

Andrew P. Studdert

APS Lifts Inc  
[www.apslifts.com](http://www.apslifts.com)

Area Work Platform Inspection, Inc.

BAE Systems, U.S. Combat System  
[www.baesystems.com](http://www.baesystems.com)

Blade Platforms LLC  
[www.bladeplatforms.com](http://www.bladeplatforms.com)

Blazing Technologies Inc  
[www.blazingtech.net](http://www.blazingtech.net)

BlueLine Rental  
[www.bluelinerental.com](http://www.bluelinerental.com)

Bollens - Chris

Bronto Skylift Inc  
[www.brontoskylift.com](http://www.brontoskylift.com)

Butler County Area Vocational-Technical School  
[www.bcvl.tec.pa.us](http://www.bcvl.tec.pa.us)

Champion Rentals Inc  
[www.champrentals.com](http://www.champrentals.com)

Construction Safety Council  
[www.buildsafe.org](http://www.buildsafe.org)

Control Dynamics Inc  
[www.cdinw.com](http://www.cdinw.com)

Custom Equipment, Inc  
[www.hybridlifts.com](http://www.hybridlifts.com)

DICA Marketing Inc  
[www.dicausa.com](http://www.dicausa.com)

Donald Lombardi  
[www.lombardimasonry.com](http://www.lombardimasonry.com)

Don Maq Inc  
[www.donmaq.com](http://www.donmaq.com)

Eckstine & Associates, Inc

George D Alan Company, Waterproofing Affiliates Group Inc  
[www.waterproof.pro](http://www.waterproof.pro)

Haulotte US  
[www.haulotte-usa.com](http://www.haulotte-usa.com)

Heartland Communications Group, Inc, (Lift And Access)  
[www.liftandaccess.com](http://www.liftandaccess.com)

Heath and Associates  
[www.heathandassociates.com](http://www.heathandassociates.com)

Hoj Engineering & Sales Co  
[www.hoj.net](http://www.hoj.net)

inspHire Inc.  
[www.insphirerental.com](http://www.insphirerental.com)

Institute For Aerial Lift Safety  
[www.aerialliftsafety.org](http://www.aerialliftsafety.org)

JCB Inc  
[www.jcbna.com](http://www.jcbna.com)

JLG Industries, Inc  
[www.jlg.com](http://www.jlg.com)

KHL Group Americas  
[www.khl.com](http://www.khl.com)

Lizzy Lift  
[www.lizzylift.com](http://www.lizzylift.com)

Mastclimbers LLC  
[www.mastclimbers.com](http://www.mastclimbers.com)

MEC - Aerial Work Platforms  
[www.mecAWP.com](http://www.mecAWP.com)

Monsanto, St. Louis - World Headquarters  
[www.monsanto.com](http://www.monsanto.com)

Niftylift Inc  
[www.niftylift.com/usa](http://www.niftylift.com/usa)

One Source Equipment Rentals, Inc, Corporate Offices  
[www.onesourcerental.com](http://www.onesourcerental.com)

Operating Engineers, Local 150 Apprenticeship  
[www.asiplocal150.org](http://www.asiplocal150.org)

Operating Engineers Local 324 JATF  
[www.benesysinc.com/benefit/oe324jatl](http://www.benesysinc.com/benefit/oe324jatl)

Operating Engineers Local 324 SEEC  
[www.luo324.org](http://www.luo324.org)

ReachMaster Inc  
[www.reachmaster.com](http://www.reachmaster.com)

Scaffold and Access Industry Association  
[www.scaffold.org](http://www.scaffold.org)

Service One Access, Inc.  
[www.serviceoneaccess.com](http://www.serviceoneaccess.com)

Sheet Metal Workers #33 Cleveland JATC

Sheet Metal Workers Local 73 Chicago  
[www.jatc73.org](http://www.jatc73.org)

Sheet Metal Workers Local 137 JATC, Signage  
[www.info@local137.com](http://www.info@local137.com)

Sheet Metal Workers Local Union 1 & Central IL, Chapter of SMACNA, Inc  
[www.smw1.com](http://www.smw1.com)

Sheet Metal Workers Union Local 33 - Toledo area  
[www.smwlu33.org](http://www.smwlu33.org)

SmartEquip, Inc  
[www.smartequip.com](http://www.smartequip.com)

Snorkel USA  
[www.snorkellifts.com](http://www.snorkellifts.com)

Sunbelt Rentals Inc, Corporate Headquarters  
[www.sunbeltrentals.com](http://www.sunbeltrentals.com)

Suncook International

Technology International Co.  
[www.tic-global.com](http://www.tic-global.com)

Terex AWP  
[www.genieindustries.com](http://www.genieindustries.com)

Teupen USA Inc  
[www.teupen.com/usa](http://www.teupen.com/usa)

The Horton Group  
[www.thehortongroup.com](http://www.thehortongroup.com)

Tower Crane School Of Phoenix LLC  
[www.towercraneschoolphoenix.com](http://www.towercraneschoolphoenix.com)

Toyota Material Handling, USA Inc  
[www.toyotaforklift.com](http://www.toyotaforklift.com)

Trackunit Inc  
[www.trackunit.com](http://www.trackunit.com)

Trojan Battery Company LLC, USA  
[www.trojanbattery.com](http://www.trojanbattery.com)

Tulus Drop Prevention  
[www.tulusdropprevention.com](http://www.tulusdropprevention.com)

TVH Parts Co  
[www.tvhamericas.com](http://www.tvhamericas.com)

United Rentals Inc  
[www.unitedrentals.com](http://www.unitedrentals.com)

Universal Equipment Inc  
[www.universalequipment.net](http://www.universalequipment.net)

Valcourt Exterior Building Services of NJ, LLC  
[www.valcourt.net](http://www.valcourt.net)

## URUGUAY

ATENKO  
[www.atenko.com.uy](http://www.atenko.com.uy)

RAMIREZ  
[www.ramirez.com.uy](http://www.ramirez.com.uy)

TecnoAndamio - Nizepel SA  
[www.tecnoandamio.com](http://www.tecnoandamio.com)

## VIETNAM

Tuyet Nga Co Ltd  
[www.tuyetnga.com.vn](http://www.tuyetnga.com.vn)

U-Mac Vietnam Co Ltd  
[www.umac.com.vn](http://www.umac.com.vn)

## ZAMBIA

Boogart Technical Ltd  
[www.btech.co.zm](http://www.btech.co.zm)

## UK Head Office

IPAF  
Tel: +44 (0)15395 66700  
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Tel: +55 11 39588590  
[portugues@ipaf.org](mailto:portugues@ipaf.org)  
[americalatina@ipaf.org](mailto:americalatina@ipaf.org)  
[www.ipaf.org/pt](http://www.ipaf.org/pt)

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IPAF – China  
Tel: +86 10 8430 2310  
[china@ipaf.org](mailto:china@ipaf.org)  
[www.ipaf.org/cn](http://www.ipaf.org/cn)

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Tel: +33 (0)1 30 99 16 68  
[france@ipaf.org](mailto:france@ipaf.org)  
[www.ipaf.org/fr](http://www.ipaf.org/fr)

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## Nordic and Baltic

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Tel: +46 (0)70 606 0263  
[nordic@ipaf.org](mailto:nordic@ipaf.org)  
[www.ipaf.org](http://www.ipaf.org)

## South-east Asia

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Tel: +65 9686 4191  
[sea@ipaf.org](mailto:sea@ipaf.org)  
[www.ipaf.org](http://www.ipaf.org)

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Tel: +34 677 889 049  
[espana@ipaf.org](mailto:espana@ipaf.org)  
[www.ipaf.org/es](http://www.ipaf.org/es)

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IPAF – Basel  
Tel: +41 (0)61 227 9000  
[basel@ipaf.org](mailto:basel@ipaf.org)  
[www.ipaf.org](http://www.ipaf.org)

## Turkey

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