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## **ANNUAL REPORT**

### **2011**





# PROMOTING THE SAFE AND EFFECTIVE USE OF POWERED ACCESS WORLDWIDE

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

2011 has proven to be a mixed year for our industry. Your perspective and outlook will probably be predicated by where you are reading this. North America has seen a recovery gathering pace, Brazil has led strong growth in Latin America and the emerging markets of Asia take an increasing interest in the productivity and safety drivers of powered access. Europe has to be viewed as a collection of markets all seemingly performing at a widely differing pace and facing significant challenges.

Against this mixed economic backdrop IPAF continues to extend its global footprint through a growing membership and over 450 IPAF-approved training centres worldwide. In 2011 over 100,000 people were trained and over 90,000 PAL Cards were issued. The Federation has continued to drive home the safety message: promoting the safe and effective use of powered access equipment worldwide, through participation in trade shows and seminars globally, from the M&T show in São Paulo, Brazil to BICES in Beijing, China. As the adoption of powered access spreads across the globe IPAF intends to provide an appropriate level of local support, evidenced by the establishment last year of the Latin America office in Santiago, Chile.

In recent years IPAF's participation in the US market has been a focus of effort and investment. Last year frank discussions in what is appropriate training for aerial work platform operators marked the first-ever IPAF US Convention held in Chicago. The US has been described as the home of the aerial business and there is a clear and apparent demand for IPAF's presence. The attendance and interest generated in this inaugural event underscores the demand and importance of the Federation gaining traction and becoming an integral part of the US powered access industry.

Another event which has become a feature in the powered access calendar is the IPAF Summit and International Awards for Powered Access, organised jointly by IPAF and *Access International* magazine. Last year's event held in Amsterdam was well attended with an outstanding quality of award entrants. At the time of publishing the Annual Report we will be holding the 2012 IAPAs in Rome and anticipate another successful event with attendees from around the globe.

2011 saw the launch of the 'Spread the load!' safety campaign, calling for the proper assessment of ground conditions, and the correct use of stabilisers and spreader plates when using mobile elevating work platforms. This is an example of IPAF taking the lead in promoting safety. The recently announced project to establish a database to collate incidents is intended to provide ongoing direction and support to these campaigns.

Together with the contribution to various technical committees this has been another busy year for the Federation. Thanks to the IPAF staff, the Country and Regional representatives and the Council and Board for their collective contribution to achieving the Federation's goals and objectives.

Tim Whiteman  
CEO & Managing Director, IPAF

# CEO'S REPORT



Across 42 countries, almost 900 people and organisations decided to be IPAF members in 2011. For the first time ever, your Federation was able to report having a member in every continent of the globe. More than 2,000 people attended IPAF events and meetings in 2011; More than 100,000 people successfully completed IPAF training; more than 230,000 copies of IPAF's magazines were distributed to readers around the world.

Sounds like a success, but what does it actually mean for the powered access industry? It means that thousands of people want to ensure this industry stays safe. They give their time to help organise local, regional, national and international meetings. They speak at events; they distribute leaflets and stickers. They believe that this is a great industry and that we should all fight to keep it safe. This is a safe industry, but IPAF was created to keep it safe. 2011 was a tough economic year for many of our members, particularly in the UK and Spain, but activity and involvement by members in those countries stayed high. This is a tribute to the enthusiasm of those individuals and companies, and their determination to keep the industry safe.

Financially, 2011 was a successful year for your Federation, following measures taken to correct the difficulties encountered in 2010. More on that is covered in our financial summary. However, the real success story was membership involvement. From regional meetings around the UK, to the first country meetings in Brazil and Singapore, members have led the Federation to take on greater and more significant challenges. IPAF is a true membership organisation, with a dedicated and enthusiastic staff implementing the policies of the members. If you are not involved, but would like to know more about how you can participate, visit [www.ipaf.org/events](http://www.ipaf.org/events) and attend a meeting soon – you will be in good company.

# 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, through its safety initiatives and training programmes.

IPAF is a not-for-profit organisation owned by its members who 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 90,000 operators are trained each year through a worldwide network of over 450 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, Council members and Committee chairmen. Council members are elected for a two-year period by the members.



## BOARD MEMBERS DURING 2011

**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

## COUNCIL MEMBERS DURING 2011

**Victoria Crowe** SpanSet  
**Peter Douglas** Nationwide Platforms  
**Jeff Eisenberg** Riwal  
**Sandra Franco** Alo Group  
**Phil Graysmark** Genie  
**Peter Jones** Peter Jones Consulting  
**Teresa Kee** NES Rentals  
**Andrew McCusker** Active Rentals  
**Karin Nars** Dinolift  
**Alexandre Saubot** Haulotte  
**Julie Smyth** Highway Plant  
**Andrew Spencer** A-Plant  
**Brian Stead** Loxam Access  
**Richard Tindale** Snorkel

## COMMITTEE CHAIRMEN DURING 2011

**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**  
Brian Parker, AFI-Uplift

**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**  
Andrew Davin, Aerial Platform Hire

**Chairman, Italian Country Council**  
Roberto Marangoni, JLG Industries Italy

**Chairman, Netherlands Country Council**  
Cees van der Kooij, Loxam

**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

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

## TRAINING COMMITTEE

The 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 2011 included:

- Upgraded requirements for a fully-fitted training room
- Requirements for a practical training area
- Clarification of instructor renewal applications
- Additional interview requirement for senior instructors
- Removal of the category Telehandler Platform – Integrated (TPI)
- Restructuring of the operator course, with new animations added, new slide design, and instructor notes expanded

More improvements to the PAL Card training administration system were implemented in 2011, including:

- Provision of a browser-based tool 'mugshot' to enable easier cropping and upload of applicant photos
- Making training centre reports available online to enable easier generation of monthly reports by training centre, category, annual total and ranking



Reviews planned for 2012 include:

- Operator practical test
- Demonstrator course
- MEWPs/AWPs for Managers course
- Mast Climbing Work Platforms training programme
- Expansion of course offerings internationally: Load/Unload, MEWPs for Managers

Other topics under discussion include:

- Raising the standard for instructor approvals
- Providing training material in more languages
- PAL+ concept for optional, additional training
- Introduction of an optional Smart PAL Card
- Creation of an IPAF Telehandler course

→ New animations and a new slide design were created for the IPAF MEWP operator course



## INTERNATIONAL TRAINING ADVISORY GROUP

As part of the Training Committee, an International Advisory Group was set up to openly discuss issues faced by IPAF's training centres worldwide and to make recommendations to ensure consistency and unity of policies and systems behind IPAF training and the PAL Card. The first meeting was held in April 2011.

### Issues discussed included:

The IPAF matrix specifying the minimum length of training and the maximum number of trainees, and how this compares with competing training systems in other countries.

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

## MANUFACTURERS' TECHNICAL COMMITTEE

The Manufacturers' Technical Committee continued its work on control standardisation. The majority of manufacturers contributed to research to identify the most common direction of functionality of the main MEWP/AWP controls. IPAF is producing a summary of the results to promote discussion as to the possibilities of standardisation of control direction/action. IPAF is also looking to identify research bodies in Europe and North America that may be able to assist in a project to determine best practice with regards to control standardisation, taking into account current ergonomic and anthropometric standards.

A comparison document looking at the requirement for a 10-yearly inspection of MEWPs/AWPs in Australia, Canada and Finland is being prepared. Discussion has commenced as to the possibility of a common data port on new machines to allow basic operating data to be available to users. The Committee is also monitoring standards including the revised pr EN 280 and the development of safe use standards in the USA and Singapore.

## MAST CLIMBING WORK PLATFORM (INTERNATIONAL) COMMITTEE

An MCWP awareness session was held during the IPAF US Convention in November 2011. Committee chairman, Kevin O'Shea, and committee convenor, Romina Vanzi, gave an overview of regulations applicable to MCWPs, including the new ANSI A92.9, ANSI A92.10, OSHA regulations and tip sheets, and IPAF Safe Use Guidelines. A landing page to promote and support the MCWP industry has been set up at [www.ipaf.org/mcwp](http://www.ipaf.org/mcwp) and members are encouraged to share useful information and images.

## MAST CLIMBING WORK PLATFORM (UK & IRELAND) COMMITTEE

The Mast Climbing Work Platform (UK & Ireland) Committee is reviewing the MCWP training programme to align with developments in the US. Measures include the introduction of an Advanced Instructor classification to match the job knowledge and skill set required to instruct installers and advanced installers, and the addition of an Operator/User course that leads to the issue of a PAL Card. The Committee also looked at how the CAP (Competent Assessed Person) assessment programme could incorporate MCWPs.

## TELEHANDLER COMMITTEE

The Telehandler Committee maintains a watching brief over developments within the MEWP industry and ensures that telehandler manufacturers are aware of those developments. It was originally formed to represent the interests of safe powered access within the telehandler sector. While personnel access is not the prime function of a telehandler, access platforms can be fitted and it is vital that the safety standards applied are those of the MEWP industry, and in particular that there is compliance in Europe with EN 280.





## UK HIRE COMMITTEE

The UK Hire Committee resumed work on the accident reporting project and this was launched in January 2012. Manufacturers, rental companies, contractors and users are asked to report any known fatal and serious accidents involving MEWPs at [www.ipaf.org/accident](http://www.ipaf.org/accident). Information entered into the database will be confidential and will be used strictly for the purposes of analysis and improving safety.

The Committee also contributed to the review of the IPAF Hire Terms & Conditions. In response to a suggestion from the Manufacturers' Technical Committee, it is collating a wish list of data that manufacturers can provide to rental companies in order to assist with machine breakdowns.

## SPREADER PLATES SUB-COMMITTEE

The work of the Spreader Plates Sub-Committee has seen developments with the launch of IPAF's international 'Spread the load!' campaign. Tools available include stickers, posters, leaflets and a video. More campaign tools are being created and will be featured at Intermat 2012.

## UK MEWP SAFETY FORUM

The UK MEWP Safety Forum was formed to maintain and encourage communication between MEWP users, rental companies, manufacturers and the UK Health & Safety Executive. Topics covered in 2011 included: retrospective fitting of safety devices, safety bulletins from contractors, quick start guides for machines and loading/unloading of MEWPs.

Following the discussions, the Forum is devising a standard template that manufacturers can use as a front page summary (quick start) which then points operators to more detailed information in the machine operations manual. It is also drafting best practice guidance on loading/unloading MEWPs, and a policy statement on the removal of keys and machine immobilisation to ensure site safety.

## IPAF RENTAL+ COMMITTEE

In 2011 the IPAF Rental+ Committee focused on promoting the benefits of using an IPAF Rental+ company to contractors, emphasising the high quality backed by independent auditing. The Committee is looking at integrating accident reporting as one of the requirements for rental companies wishing to attain IPAF Rental+.

Currently 25 rental companies hold the IPAF Rental+ quality mark in the UK and Ireland. Camillo Vismara in Switzerland has become the first non-UK rental company to be awarded IPAF Rental+. Trials are being conducted in the Netherlands and there are plans to expand IPAF Rental+ to Germany and Italy.



# WORK OF THE COUNTRY AND REGIONAL COUNCILS



IPAF Country and Regional Councils look at country-specific themes and issues and raise these with 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.

PAL Card training is gaining ground in Ireland  
→



**The Irish Council**, formerly known as the Republic of Ireland Council, includes members from both the north and south of Ireland in one combined group. The Council is working on initiatives to raise the profile of the PAL Card and IPAF training among Irish authorities. There is interest from specific members to work on achieving the IPAF Rental+ quality mark and promoting PAL Card training.

Inaugural meeting of the Brazilian Country Council  
→



**The Brazilian Country Council** first met in June 2011. The Brazilian legislation concerning MEWPs is being reviewed and the Council is actively participating in the change process and contributing revisions required to the relevant legislation.

IPAF-Italia workshop at Ambiente Lavoro  
→



**The Italian Country Council** consolidated strategic alliances and partnerships in 2011 with associations such as ACAI, ANFIA and Assonolo. It built on existing relationships with national and regional government institutions through events and seminars such as Samoter, Ambiente Lavoro, GIS, Demogarden and Restruttura. The Council also concentrated on monitoring and interpreting regulatory updates in Italy concerning periodic inspections of machinery and training. The partial privatisation of mandatory machine inspections will create new opportunities for IPAF members in Italy. The Council is also examining how IPAF-approved training centres in Italy can be accredited under the new training regulations.

A reception was organised by the Swiss Country Council at the IPAF stand during Suisse Public  
→



**The Swiss Country Council** initiated IPAF's presence at Suisse Public, an exhibition dedicated to public services, in June 2011, with the aim of promoting IPAF and firming up the IPAF network in Switzerland. The Swiss Training Working Group proposed several revisions to the IPAF training material, most of which were accepted and implemented. This group focuses on new ideas and concepts to improve the quality of the training and to ensure that these address the needs of the Swiss market.

Dutch members create a joint IPAF stand at Bouwbeurs  
→



**The Netherlands Country Council** is working on topics including: proposal for harmonised, standard symbol decals on all MEWPs to be prescribed in EN 280, track and trace systems with interchangeable software, introduction of IPAF Rental+ into the Dutch market, and 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.

Business training seminar in Madrid for IPAF-approved training centres  
→



**The Spanish Country Council**, through an IPAF representative, is participating in the AENOR working group which is drafting a Spanish national standard for MEWP operator training. In 2011, the Council raised awareness about the safety standards of second-hand equipment sold on the Spanish market and in auctions, through several articles in the media. It is also focusing efforts on an awareness campaign on machinery maintenance and periodic inspections to comply with the Spanish standard UNE 58921 IN.

IPAF's US members can look forward to the annual convention  
→



**The North American Regional Council** is monitoring developments in the proposed new ANSI standards: A92.20 Design, A92.22 Safe Use and A92.24 Training. These topic-specific standards are intended to replace the product-specific standards A92.3, A92.5, A92.6 and A92.8. The Council is also monitoring developments in the proposed A10.29 and A10.41 standards to ensure that these are aligned with A92.

Following the decision by the Occupational Safety and Health Administration (OSHA) not to add another industry alliance, IPAF is looking to existing industry alliances with organisations such as the Association of Equipment Manufacturers (AEM) and the Scaffold and Access Industry Association (SAIA), to find new ways of working together to promote safety.

A pre-start inspection video was produced and is available at the Publications/Film section of [www.awpt.org](http://www.awpt.org). The first IPAF US Convention was held in November 2011 in Chicago and will be a regular member event.

# IPAF AROUND THE WORLD

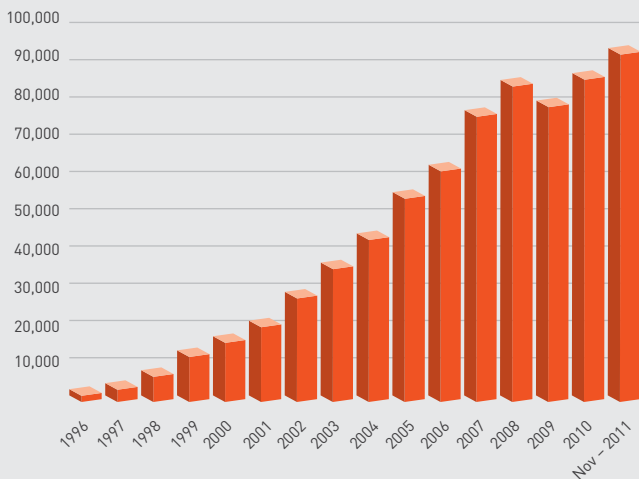


AT THE END OF 2011, IPAF HAD A TOTAL OF **896** MEMBERS FROM **42** COUNTRIES.

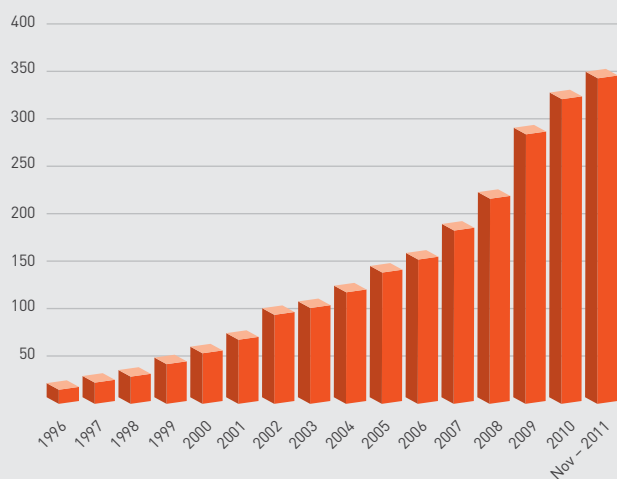
IN 2011 IPAF ISSUED A RECORD **97,488** PAL CARDS WORLDWIDE THROUGH ITS APPROVED TRAINING CENTRES.

A RECORD NUMBER OF **101,457** PEOPLE COMPLETED AN IPAF TRAINING COURSE IN 2011.

**PAL CARDS  
ISSUED ANNUALLY**



**IPAF AND AWPT TRAINING CENTRES  
AT THE END OF 2011**





## MEMBERSHIP

At the end of 2011, IPAF had a total of 896 members from 42 countries.

More than half the membership is now based outside the UK (IPAF's original market) and membership continues to grow in places such as the US, Brazil and South East Asia. In the course of 2011, IPAF welcomed its first members from Argentina, Colombia, Jordan, Peru, South Africa and Turkey.

A Brazilian Country Council was formed in June 2011. It joins the existing Country/Regional Councils for Ireland, Italy, the Netherlands, North America, Spain and Switzerland. Country Councils have proved an excellent way of involving members – finding out what they want of their Federation and giving them a stake in charting the course.

New member services launched in 2011 include discounted courier deliveries and smart customer relationship management (CRM) solutions.

See the Services/Member Benefits section of [www.ipaf.org](http://www.ipaf.org)

## TRAINING

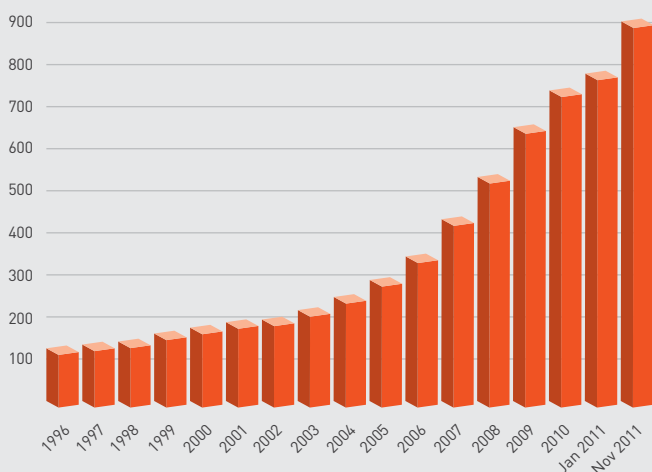
A record number of 101,457 people completed an IPAF training course in 2011. Training available from IPAF-approved centres includes operator courses for which a PAL Card (Powered Access Licence) is issued, and management courses for which a certificate is issued.

IPAF issued a record 97,488 PAL Cards worldwide through its approved training centres in 2011, an increase of about 13.9% over the 85,605 PAL Cards issued in 2010.

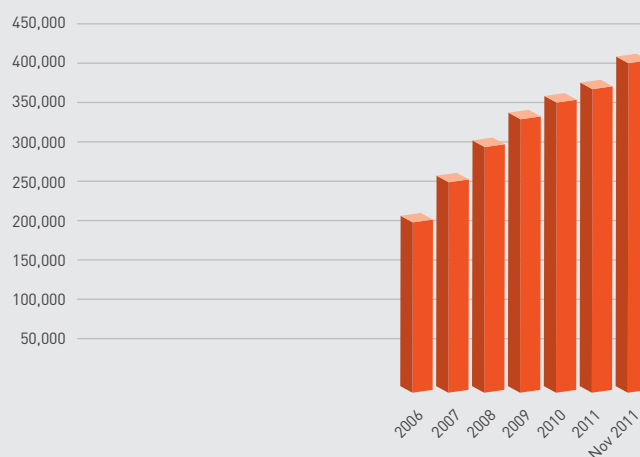
Slightly more than half of all IPAF-approved training centres are now outside the UK and there are close to 400,000 valid PAL Cards in circulation.



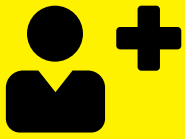
### IPAF MEMBERS AT THE END OF 2011



### VALID PAL CARDS AT THE END OF 2011



# MEMBER BENEFITS



Details on member benefits are at the Services section [www.ipaf.org](http://www.ipaf.org)



## 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 experts collectively have more than 250 years of industry experience from around the world. That expertise is at members' disposal.



## TECHNICAL HOTLINE

IPAF members needing legal advice on matters such as platform use and accident procedures can call the IPAF head office or an IPAF country representative.



## IPAF ANNUAL PUBLICATIONS AND EVENTS

IPAF members can make use of unique advertising and sponsorship opportunities to stretch their budgets that extra bit further.



## IPAF RENTAL REPORTS

IPAF members have the unique opportunity to 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

IPAF members get reduced prices for conferences such as Europlatform, the IPAF US Convention, TABS, and many more. Regional meetings also offer more networking opportunities.



## 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*.



## 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.



### 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.



### CREDIT REPORTS

IPAF members can get a discount from Creditsafe, a service that offers company credit check reports.



### 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 the UK weekly magazine *Construction News*, giving them a saving of over £40 off the news stand price.



### 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.

# 2011 MILESTONES

## JANUARY – APRIL



### JANUARY

IPAF announces a record 85,605 PAL Cards issued worldwide through its approved training centres in 2010.

Over 80 instructors attend the German Professional Development Seminar in Marbach. 1

A new member service is offered, giving IPAF members a discount for Creditsafe's credit check service.

US-based BAE Systems becomes an AWPT training centre and makes it a requirement that all BAE employees who operate aerial lifts at the York, PA facility must first obtain a PAL Card.



1

### FEBRUARY

Monsanto, one of the world's largest producers of agricultural seed and crop protection products, becomes an IPAF member and works with AWPT to offer aerial lift instruction for its managers and supervisors in various countries.

The PAL Card online verification tool at [www.ipaf.org](http://www.ipaf.org) allows site and safety managers to check if a card is valid.

IPAF's Southern UK regional meeting draws a crowd full of feedback and questions. 1

The ARA, AEM, AED, IPAF and SIA again join forces to release a new US-based educational document that focuses on personal fall protection for users of AWP equipment. 2

The industry bids farewell to Lars-Petter Godenhielm, owner of Finnish manufacturer Dinolift and a former president of IPAF, who passed away following a serious illness.

IPAF-Benelux is at Bouwbeurs in the Netherlands.

IPAF-España runs a business training seminar in Madrid for IPAF-approved training centres.

IPAF conducts a survey on the nature and direction of movement of platform and ground controls.



1



2

### MARCH

The AENOR working group, of which IPAF is a part, continues its work on drafting a Spanish national standard for operator training.

Over 60 attendees come to the UK's Yorkshire regional meeting. 1

IPAF is at Segurex in Lisbon, Portugal. 2



1



2



Are you on safe ground?: IPAF highlights ground support requirements for AWP's at the Lift Safety Zone at CONEXPO/ CON-AGG. 3

IPAF-Italia is at Samoter.

IPAF opens an office in Santiago, Chile to support its growing membership in Latin America.

The Portuguese version of IPAF's corporate website is launched: [www.ipaf.org/pt](http://www.ipaf.org/pt)

Brad Boehler of Skyjack is elected chairman of the IPAF Manufacturers' Technical Committee.

Kevin Appleton, chief executive of the UK-based Lavendon Group, and Carlos Fernández Araoz, chief operating officer of Spanish rental company GAM, become proud holders of the PAL Card. 4

Kevin O'Shea of Atlanta-based Mastclimbers LLC is elected chairman of the IPAF North American Regional Council.

Mills Rental becomes the first IPAF-approved training centre in Brazil. 5

IPAF is part of the working group drafting a Singapore standard for MEWPs. IPAF is also part of the MEWP Interest Group run by the Occupational Safety and Health Division of the Ministry of Manpower.

The IPAF CAP (Competent Assessed Person) Committee collects information on how to test load sensing and tilt systems.



3



4



5

## APRIL

IPAF members are consulted on reviews of the standards ISO 18878, ISO 18893 and BS 8460.

Wayne Lawson, JLG vice-president and managing director for EAME, is elected as IPAF president. 1

The IPAF Summit calls on the industry to 'sell safety'. Speakers include Gérard Deprez, Steve Shaughnessy and Andrew Fishburn. 2

A record audience of more than 450 people celebrate the winners of the third International Awards for Powered Access (IAPAs) in Amsterdam. 3

IPAF publishes a US edition of guidance aimed at avoiding trapping or crushing incidents when AWP's are used in confined overhead spaces. 4

The 2011 edition of IPAF's Italian language annual magazine, *IPAF-Informazione*, is published. 5

The first IPAF seminar in Singapore attracts a full-house. 6

IPAF is at BuildTech Asia. 7

IPAF's annual report 2010 is published. 8



1



2



3



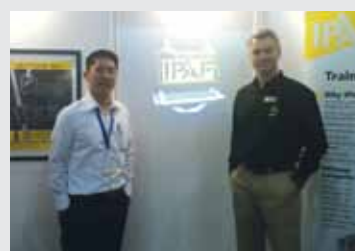
4



5



6



7



8

# 2011 MILESTONES

## MAY – AUGUST

### MAY

Jo Wood takes on the newly created position of IPAF marketing and member recruitment manager.

The 2011 edition of IPAF's German language annual magazine, *IPAF-Journal*, is published. 1

IPAF signs two co-operation agreements with the Italian associations ACAI and Assonolo, both with the goal of working together on safety, membership, training, periodic inspection and market development as well as state and regional government lobbying.

TABS, the German platform safety day jointly organised by IPAF and Vertikal Verlag, is held in Hannover, Germany. 2

IPAF presents a powered access display at the CeMAT logistics show in Hannover, Germany.

IPAF-Italia is present at Ambiente Lavoro with a stand, meetings and workshops.

IPAF members win eight awards at the Hire Awards of Excellence held in London, UK.

IPAF-approved training centre BS Technology, based in Singapore, becomes the first Ministry of Manpower Accredited Training Provider for MEWPs.

IPAF delivers presentations at the AIF Knowledge Base during the Health & Safety Expo in Birmingham, UK.

The Chicago-based International Union of Operating Engineers Local 150 becomes an AWPT training centre. 3

The IPAF powered access rental reports predict a strong upturn in the US market in 2012 and steady growth in Europe.

German event management company müllermusic makes the PAL Card compulsory for all its full-time and freelance technicians.

IPAF-Italia is at GIS with indoor and outdoor stands. 4



1



2



3



4

### JUNE



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2

IPAF welcomes its first member in Africa, South African based Eazi Sales & Service.

IPAF is at IRE.

IPAF participates at the China Aerial Work Platform Exhibition and Conference in Shanghai. 1

The IPAF Brazilian Country Council is formed.

AWPT releases a safety video that demonstrates how daily pre-start inspections should be performed.

IPAF's spider tent makes its debut at Vertikal Days in the UK. The IPAF practical test area demonstrates the importance of familiarisation. 2

IPAF's Swiss members get together at Suisse Public.

German rental company and training centre WEMO-tec produces a short film about IPAF training.

AWPT-approved instructors take part in a Professional Development Seminar.



## JULY

Chris Wraith commences his appointment as IPAF technical officer.

IPAF welcomes the FEM statement, which highlights that cranes should not be used for lifting people.

IPAF starts a consultation section in the members only area of [www.ipaf.org](http://www.ipaf.org), highlighting documents for public comment.

An on-site training audit confirms IPAF's compliance with ISO 18878:2004 *Mobile elevating work platforms – Operator (driver) training*.

Petrobras, the Brazilian multinational energy and oil production company, has a group of safety officers complete IPAF operator training at the plant in Rio de Janeiro.

IPAF-approved training centre Boss based in West Yorkshire, UK is recognised for its voluntary work in training ex-offenders and helping them to find work as a result.

The Institute for Aerial Lift Safety in Philadelphia, PA becomes the first AWPT-approved training centre to offer training on truck-mounted aerials, in addition to other AWP categories. 1



1

## AUGUST

IPAF platform operator training in the Netherlands grows by more than 16% in the first half of 2011, despite general cuts in training by most companies as a result of the economic downturn.

IPAF bids farewell to Bernard Volut, the Federation's former representative in France, who passed away following a battle with cancer.

IPAF exhibits at the M&T show in Brazil. IPAF CEO Tim Whiteman speaks on 'Effective actions for workforce training' at the Sobratema Congress. 1

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

An audit confirms that IPAF continues to meet the ISO 9001:2008 *Quality management systems* standard.



1

# 2011 MILESTONES

## SEPTEMBER – DECEMBER

### SEPTEMBER

Regulatory updates in Italy target periodic inspections of machinery and training. IPAF-Italia clarifies the implications for members and training centres.

A new member service is offered, giving IPAF members a 33% discount on SuperOffice customer relationship management (CRM) software.

MVS Zeppelin starts IPAF training in Berlin, Germany. 1

The Europlatform conference on the theme of 'Financing Growth' is held in Maastricht, the Netherlands.

The 'Spread the load!' campaign is launched at APEX.

IPAF member and Italian manufacturer Multitel Pagliero celebrates its 100th anniversary. 2

New posters and leaflets are available from IPAF that illustrate key safety points to observe when moving and using tracked spider-type platforms, also known as atrium lifts. 3

Mammoet, worldwide specialists in heavy lifting and transport, has its MEWP operators complete the IPAF training in Singapore. 4

IPAF is at the Buildtech exhibition in Kuala Lumpur, Malaysia.



1



2



3



4

### OCTOBER

The US Occupational Safety and Health Administration (OSHA) rescinds its January 2009 letter of interpretation on the use of shock absorbing lanyards in AWP's. IPAF clarifies what this means for users.

More than 50 safety officers at the Volkswagen plant in Wolfsburg, Germany attend a MEWP safety conference. IPAF's German representative Reinhard Willenbrock explains the various safety systems on machines. 1

Machrent starts IPAF training in Portugal. 2

Instructors and staff from IPAF-approved training centres turn out in full force for IPAF's Professional Development Seminars (PDS) in the UK, one held in the North and one in the South. 3

IPAF reaches out to the utility sector and users of truck-mounted aerials at ICUEE in Louisville, Kentucky.

As a new member service, IPAF members in the UK can get discounted deliveries with TNT.

IPAF training starts in Colombia.

IPAF exhibits and visits members at BICES in Beijing, and launches its first safety messages in Chinese. 4

'The art of IPAF' brightens up the A+A health and safety show in Düsseldorf. 5



1



2



3



4



5



## NOVEMBER



1

Frank discussions on how to keep operators safe mark the first-ever IPAF US Convention held in Chicago.

IPAF members are consulted on the review of the IPAF Hire Terms & Conditions.

IPAF is at the Lift & Access Showcase in Scottsdale, Arizona, USA.

*IPAF Powered Access*, the Federation's annual UK magazine, is published together with a new digital version. 1

IPAF is at LiftEx, the annual exhibition of the Lifting Equipment Engineers Association, in Leeds, UK.

IPAF-Italia is at the Restructura exhibition in Turin, Italy.

IPAF issues more than 10,000 PAL Cards in a single month for the first time.

## DECEMBER

The FEM Product Group for MEWPs, for which IPAF is the secretariat, publishes a brief guide for identification of non-compliant MEWPs.

IPAF's planning meeting is held in Düsseldorf, Germany and includes a tour of the Palfinger facility.

IPAF-approved training centre Alo Group trains operators for the international Alma and Gemini astronomy projects in northern Chile. 1



1

# 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. A marketing department was formally created in May 2011 with the appointment of a new marketing and member recruitment manager.

Plans for 2012 include:

- A membership survey
- A new advertising campaign
- Updated website with mobile version
- A new quarterly e-newsletter

Key activities in 2011 included the ongoing development of the IPAF website [www.ipaf.org](http://www.ipaf.org) which gets more than 18,000 unique visitors a month – a 38% increase from the average 13,000 unique visitors per month for 2010. Features added in 2011 include the PAL Card online verification tool, launch of the Portuguese language site, update of the MCWP landing page and a redesign of the IPAF Summit and IAPAs website, [www.iapa-summit.info](http://www.iapa-summit.info)



IPAF participated at major exhibitions around the world, such as CONEXPO-CON/AGG, APEX and Vertikal Days. A new member event, the IPAF US Convention, was held in Chicago in November 2011 and will become an annual feature in the IPAF calendar.

The international 'Spread the load!' campaign was launched at APEX 2011 with stickers, posters, leaflets and a video. IPAF is building on more campaign tools to be unveiled at Intermat 2012.

IPAF issued more than 35 press releases in 2011. Of these, about 10 were corporate press releases that were also sent to the North American press and translated into the main European languages that IPAF works in: German, French, Italian, Dutch, Spanish and Portuguese.

IPAF continues to provide news pages to core magazines and a regular stream of articles throughout the year to other publications.

The IPAF bulletin, *Raising the Standard*, is published twice a year, usually in April and in October. It is distributed to members and all the readers of *Access International*.

The *IPAF Powered Access* 2012 magazine, focusing on ground conditions and spreader plates, was published in November 2011, with a UK-based circulation of close to 30,000, and included a new digital version.

The German language magazine *IPAF-Journal* (circulation 40,000) was published in April 2011.

The Italian language magazine *IPAF-Informazione* was published in March 2011.

The second issue of *IPAF Elevating Safety*, focusing on managing hazards such as wind speed, crushing and trapping, was published in August 2011, with a US-based circulation of more than 137,000.



# IPAF'S AUDITING ACTIVITIES



The IPAF auditing team met its 2011 target of auditing all active IPAF and AWPT training centres. 2011 saw the first audits taking place in new markets such as Brazil, Chile and Singapore.



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 remotely audit training centres and developing ways to cover remote locations as the training programme grows globally.

IPAF continues to meet the ISO 9001: 2008 *Quality management systems* standard, having passed the surveillance and re-certification audit held in August 2011 at its head office in the UK. No non-conformities were found.

"A most satisfactory visit, IPAF is 'driven from the top', continually moving forward with long and short term business plans," noted auditor David Willcocks from ISOQAR in his report. "IPAF's quality system is well upheld, the internal audit reporting and presentation being some of the best seen by this auditor. A very positive atmosphere prevails within IPAF."

IPAF continues to comply with ISO 18878 *Mobile elevating work platforms – Operator (driver) training*. No non-conformities were found and IPAF passed the on-site audit held in July 2011 at HSS, an IPAF-approved training centre in Solihull, UK.

An auditor from the international certification organisation TÜV visited IPAF-approved training centre HSS and observed an operator course for the MEWP categories 3a and 3b conducted by an IPAF-certified instructor on that day.

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 certification as ISO 9001:2008 compliant; its strong surveillance system; clear customer focus with full compliance to applicable regulations; and team approach to improvements involving training centres and customers.

## Current IPAF auditors:

Andrea Boldrini  
Teresa Carlino  
Giles Cuncell  
José Manuel Mayo  
Geoff Marshall  
Matthias Müller  
Günter Schipper  
Reinhard Sebulke  
Chris Smith  
Richard Steele

# FINANCIAL SUMMARY

## 2011



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.

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2011

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Overall business growth

**19.9% INCREASE  
IN TURNOVER**

**OVER 100,000  
PEOPLE ATTENDED  
AN IPAF COURSE**

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Growth in training

**UK MARKET  
14.3%**

**GERMANY, AUSTRIA  
AND SWITZERLAND  
110.3%**

**OVERALL GROWTH  
18.6%**

IPAF's business has proven to be remarkably robust throughout the current uncertain economic period. The Federation has managed to increase turnover in 2011 by 19.9% to just over £3.6 million (approximately €4.2 million or US \$5.7 million). Non-UK income now constitutes over a third of overall income, reflecting the increasing recognition of the work that IPAF does worldwide. The posted surplus of £127,000 (approximately €150,000 or US \$201,000) will be important in allowing IPAF to continue developing services and training in 2012, such as resources to support the spreader plate campaign and the implementation of a Smart PAL Card.

The training programme exceeded all expectations in 2011 with over 100,000 people passing through an IPAF course. The UK and Germany in particular saw impressive growth in figures. The UK market grew by 14.3% to 81,793 trained whilst Germany, Austria and Switzerland saw an astonishing combined rise of 110.3% to post a total of 9,124 people trained. Overall growth in training during 2011 was 18.6% to give the final total as 101,457.

A significant investment continues to be made in the PAL Card programme in North America through IPAF's subsidiary, AWPT. The number of PAL Cards issued has doubled year on year for the past two years. This has helped in reducing the deficit incurred by AWPT, resulting in a smaller provision being required against the value of the loan made to AWPT than in previous years. Should this trend continue, the Federation could realistically expect to reverse some of this provision within five years.



# IPAF MEMBERSHIP LIST

As at end February 2012.  
See current list at [www.ipaf.org](http://www.ipaf.org)

## ARGENTINA

Haulotte Argentina  
[www.haulotte.com](http://www.haulotte.com)  
Refire Hidromecanica Srl  
[www.refire.com.ar](http://www.refire.com.ar)  
Worklift SA  
[www.worklift.com.ar](http://www.worklift.com.ar)  
Sullair Argentina, S.A.  
[www.sullairargentina.com](http://www.sullairargentina.com)

## AUSTRALIA

EWPA Inc  
[www.ewpa.com.au](http://www.ewpa.com.au)

## AUSTRIA

Dorn Lift GmbH  
[www.dornlift.com](http://www.dornlift.com)  
Felbermayr Transport-und Hebetchnik GmbH & CoKG  
[www.felbermayr.cc](http://www.felbermayr.cc)  
Kögl GmbH  
[www.koegl.at](http://www.koegl.at)  
Krydl - Martin  
Ring - Rudolf

## BELGIUM

Allift Michielsens NV  
[www.allift.com](http://www.allift.com)  
Hermans Heftrucks BVBA  
[www.hermans-heftrucks.be](http://www.hermans-heftrucks.be)  
Wynne Systems  
[www.wynnesystems.com](http://www.wynnesystems.com)

## BULGARIA

Destination Bulgaria Ltd  
[www.destbul.com](http://www.destbul.com)  
Stroyrent Ltd  
[www.stroyrent.bg](http://www.stroyrent.bg)

## BRAZIL

Acoption Locação De Autos Máquinas E Equipament  
[www.acoptation.com.br](http://www.acoptation.com.br)  
Bilden Tecnologias em Processos Construtivos, Ltda  
[www.bilden.com.br](http://www.bilden.com.br)  
Construtora Norberto Odebrecht SA  
[www.odebrecht-ec.com](http://www.odebrecht-ec.com)  
Cunzolo Rental Ltda  
[www.cunzolo.com.br](http://www.cunzolo.com.br)  
FJ Supply Corporation  
[www.fjsupply.com.br](http://www.fjsupply.com.br)  
Haulotte Do Brasil Ltda  
[www.haulotte.com.br](http://www.haulotte.com.br)  
JC lazdi  
[www.jciazdi.com.br](http://www.jciazdi.com.br)  
Locar Guindastes E Transp. Intermodais  
[www.locar.com.br](http://www.locar.com.br)  
MILLS Rental  
[www.mills.com.br](http://www.mills.com.br)  
RIWAL do Brasil Locações De Equipamentos Ltda  
[www.riwal-brasil.com](http://www.riwal-brasil.com)  
Simatécnica Engenharia Industrial  
[www.simatecnica.com](http://www.simatecnica.com)  
Solaris Equipamentos e Serviços Ltda  
[www.solarisbrasil.com.br](http://www.solarisbrasil.com.br)  
Terex Latin America  
[www.terex.com.br](http://www.terex.com.br)  
Trimak Engenharia E Comércio Ltda  
[www.trimak.com.br](http://www.trimak.com.br)  
W Rental Locadora de Equipamentos Ltda  
[www.wrental.com.br](http://www.wrental.com.br)

## CANADA

Farquhar - Larry J  
[www.alllifttrucktraining.ca](http://www.alllifttrucktraining.ca)  
Ives Training Group  
[www.ivestraining.com](http://www.ivestraining.com)  
Raydon Rentals Ltd  
[www.catrents.ca](http://www.catrents.ca)  
Skyjack Inc  
[www.skyjack.com](http://www.skyjack.com)

## CHILE

ALO Training Ltda  
[www.alotraining.com](http://www.alotraining.com)  
Interex- Chile  
Ms Romina Vanzi

## CHINA

Beijing Jingcheng Heavy Industry Co Ltd  
[en.jchic.com](http://en.jchic.com)  
Hunan Runshare Heavy Industry Co Ltd  
[www.runshare.com.cn](http://www.runshare.com.cn)  
Hunan Sinoboom Heavy Industry Co Ltd  
[www.sinoboom.com](http://www.sinoboom.com)  
Mantall (Nantong) Heavy Industry Co Ltd  
[www.mantall.com](http://www.mantall.com)  
Proficiency Industrial Products Ltd  
[www.pipl.com.hk](http://www.pipl.com.hk)  
Zhejiang Dingli Machinery Co Ltd  
[www.chinadinli.com](http://www.chinadinli.com)

## COLOMBIA

AeroRental Ltda  
[www.aerorental.com.co](http://www.aerorental.com.co)  
Altimak Limitada  
[www.altimak.net](http://www.altimak.net)  
Proing, Ltda  
[www.proingcol.net](http://www.proingcol.net)  
Rolift  
[www.rolift.com.co](http://www.rolift.com.co)

## CZECH REPUBLIC

Rothlehner pracovní plošiny sro  
[www.rothlehner.cz](http://www.rothlehner.cz)

## DENMARK

OMME LIFT A/S  
[www.ommelift.dk](http://www.ommelift.dk)  
Time International A/S  
[www.timeintl.dk](http://www.timeintl.dk)

## FINLAND

Bronto Skylift  
[www.bronto.fi](http://www.bronto.fi)  
Dinolift Oy  
[www.dinolift.com](http://www.dinolift.com)  
Rotator Oy  
[www.rotator.fi](http://www.rotator.fi)  
Scanclimber Oy  
[www.scanclimber.com](http://www.scanclimber.com)

## FRANCE

ACCSYS  
[www.accsys.fr](http://www.accsys.fr)  
DEHER - Pascal  
Formalev (Groupe Landrau)  
[www.formalev.fr](http://www.formalev.fr)  
Haulotte France  
[www.haulotte.com](http://www.haulotte.com)  
Haulotte Group  
[www.haulotte.com](http://www.haulotte.com)  
JLG France  
[www.jlg.com](http://www.jlg.com)  
Manitou BF  
[www.manitou.com](http://www.manitou.com)

## GERMANY

ABB Service GmbH Bobingen  
[www.abb.de](http://www.abb.de)  
ABKS Partnerlift GmbH  
[www.partnerlift.com](http://www.partnerlift.com)  
AFI-Arbeitsbühnenvermietung GmbH  
[www.afirent.de](http://www.afirent.de)  
Alimak Hek GmbH  
[www.alimakhek.de](http://www.alimakhek.de)  
Allgaier Hebesysteme GmbH  
[www.allgaier-gruppe.de](http://www.allgaier-gruppe.de)  
ALS Robert Uhlemann  
[www.als-bremen.de](http://www.als-bremen.de)  
Arbeitsbühnen Buchtmann GmbH  
[www.buchtmann.de](http://www.buchtmann.de)  
Arbeitsbühnen Koch GmbH  
[www.arbeitsbuehnen-koch.de](http://www.arbeitsbuehnen-koch.de)  
Arbeitsbühnen-Vertriebs & Vermietungs GmbH  
[www.avv-arbeitsbuehnen.de](http://www.avv-arbeitsbuehnen.de)  
AST GmbH Arbeitssicherheit & Technik  
[www.ast-gmbh.biz](http://www.ast-gmbh.biz)  
Begemann's Mietlift GmbH  
[www.begemanns-mietlift.de](http://www.begemanns-mietlift.de)  
Beyer-Mietservice KG  
[www.beyer-mietservice.de](http://www.beyer-mietservice.de)  
BHV-Arbeitsbühnen-Vermietung  
[www.bhv-arbeitsbuehnen.de](http://www.bhv-arbeitsbuehnen.de)  
Bienhold Arbeitsbühnen GmbH  
[www.bienhold-arbeitsbuehnen.de](http://www.bienhold-arbeitsbuehnen.de)  
Bleser Mietstation GmbH  
[www.blesermietstation.de](http://www.blesermietstation.de)  
Böcker Maschinenwerke GmbH  
[www.boecker-group.com](http://www.boecker-group.com)  
Bronto Skylift Deutschland GmbH  
[www.bronto.fi](http://www.bronto.fi)  
Bunk - Albert  
d bollmeyer GmbH Co & KG  
[www.bollmeyer.com](http://www.bollmeyer.com)  
Dülgar - Yüksel

Easy-Lift GmbH  
[www.easy-lift.de](http://www.easy-lift.de)  
Elecdata GmbH  
[www.elecdata.de](http://www.elecdata.de)  
Ernst Müller GmbH & Co KG  
[www.ernstmuell.de](http://www.ernstmuell.de)  
Fähle - Patrick  
Faust24Ltd  
[www.faust24.com](http://www.faust24.com)  
Fleisch Arbeitsbühnen GmbH & Co KG  
[www.fleisch-arbeitsbuehnen.de](http://www.fleisch-arbeitsbuehnen.de)  
Fox GmbH  
[www.fox-mietlift.de](http://www.fox-mietlift.de)  
Gardemann Arbeitsbühnen GmbH  
[www.gardemann.de](http://www.gardemann.de)  
GEDA-Dechentreiter GmbH & Co KG  
[www.geda.de](http://www.geda.de)  
Genie Germany GmbH  
[www.genieindustries.com](http://www.genieindustries.com)  
Gerken GmbH  
[www.gerken-arbeitsbuehnen.de](http://www.gerken-arbeitsbuehnen.de)  
Gerthofer - Oliver  
Greifzug Hebezeugbau GmbH  
[www.greifzug.de](http://www.greifzug.de)  
Haulotte Hubarbeitsbühnen GmbH  
[www.haulotte.de](http://www.haulotte.de)  
Hematec Arbeitsbühnen GmbH  
[www.hematec-online.de](http://www.hematec-online.de)  
Hert Arbeitsbühnen Vermietung GmbH  
[www.hert-arbeitsbuehnen.de](http://www.hert-arbeitsbuehnen.de)  
Huber & Högele GmbH  
[www.huber-hoegele.de](http://www.huber-hoegele.de)  
Hytec Arbeitsbühnen Vermietung GmbH  
[www.hytec-bremen.de](http://www.hytec-bremen.de)  
IKAR GmbH  
[www.ikar-gmbh.de](http://www.ikar-gmbh.de)  
JLG Deutschland GmbH  
[www.jlgeurope.com](http://www.jlgeurope.com)  
Josef Siegl GmbH  
[www.siegl-gmbh.de](http://www.siegl-gmbh.de)  
Kern - Philipp  
Koller - Stefan  
[www.platformservice.de](http://www.platformservice.de)  
Kreschinski - Heino  
Kuhnle GmbH  
[www.kuhnle.eu](http://www.kuhnle.eu)  
Kunze GmbH  
[www.kunzegmbh.de](http://www.kunzegmbh.de)  
Langbecker - Klaus  
[www.kl-arbeitsssicherheit.de](http://www.kl-arbeitsssicherheit.de)  
Lanz Hebebühnen- & Nutzfahrzeugevermietung GmbH  
[www.arbeitsbuehnenverleih.com](http://www.arbeitsbuehnenverleih.com)  
Lectura GmbH  
[www.lectura.de](http://www.lectura.de)  
Lehmann Zugangstechnik  
[www.liftshop.de](http://www.liftshop.de)  
Lift-Manager GmbH, Jäkel & Rothlehner  
[www.lift-manager.de](http://www.lift-manager.de)  
Liftverleih Liesegang E.K.  
[www.liftverleih.de](http://www.liftverleih.de)  
M & S Arbeitsbühnen GmbH  
[www.ms-arbeitsbuehnen.de](http://www.ms-arbeitsbuehnen.de)  
Manitou Deutschland GmbH  
[www.manitou.de](http://www.manitou.de)  
Martin GmbH & Co KG  
[www.martin-arbeitsbuehnen.de](http://www.martin-arbeitsbuehnen.de)  
Mateco Media GmbH  
[www.mateco.de](http://www.mateco.de)  
Mayer Hubarbeitsbühnen GmbH  
[www.smithsequipmenthire.com](http://www.smithsequipmenthire.com)  
Merlo Deutschland GmbH  
[www.merlo.de](http://www.merlo.de)  
Mietpark Gushurst GmbH  
[www.mietpark-gushurst.de](http://www.mietpark-gushurst.de)  
Miller - Tobias  
Minimax GmbH & Co KG  
[www.minimax.de](http://www.minimax.de)  
Müller - Michael  
NMV Neubrandenburger Maschinen Vertriebs GmbH  
[www.nmv-neubrandenburg.de](http://www.nmv-neubrandenburg.de)  
Norbert Wienold GmbH  
[www.wienold-lift.de](http://www.wienold-lift.de)  
Nüsse Personalservice GmbH  
[www.nuesse.de](http://www.nuesse.de)  
P & B Hundrup GmbH & Co KG  
[www.hundrup.de](http://www.hundrup.de)  
Palfinger Platforms GmbH  
[www.palfinger-platforms.com](http://www.palfinger-platforms.com)  
PAS - Pantermehl Arbeitsbühnen Service  
[www.pas-ersatzteile.de](http://www.pas-ersatzteile.de)  
PB Lifttechnik GmbH  
[www.pbgmbh.de](http://www.pbgmbh.de)  
Peter Cramer GmbH & Co KG  
[www.cramer-arbeitsbuehnen.de](http://www.cramer-arbeitsbuehnen.de)  
Power-Lift Deutschland GmbH  
[www.power-lift.de](http://www.power-lift.de)  
Pradel Arbeitsbühnen GmbH  
[www.pradel-lift.de](http://www.pradel-lift.de)

Roggenland Arbeitsbühnen-  
Und Staplervermietung GmbH  
[www.roggenland-arbeitsbuehnen.de](http://www.roggenland-arbeitsbuehnen.de)  
Roggermaier GmbH  
[www.roggermaier.de](http://www.roggermaier.de)  
Rösler Software-Technik GmbH  
[www.miniDaT.de](http://www.miniDaT.de)  
Rothlehner Arbeitsbühnen GmbH  
[www.rothlehner.de](http://www.rothlehner.de)  
Ruthmann GmbH & Co KG  
[www.ruthmann.de](http://www.ruthmann.de)  
Sachs - Tanja  
Salgert GmbH  
[www.salgert.eu](http://www.salgert.eu)  
Schipper Grupo UG  
[www.schipper-group.com](http://www.schipper-group.com)  
Schirmer GmbH & Co. KG  
[www.schirmer-hub.de](http://www.schirmer-hub.de)  
Schmidt - Guido  
Schmidt GmbH & Co. KG  
[www.schmidt-info.de](http://www.schmidt-info.de)  
Schwenk Arbeitsbühnen GmbH  
[www.schwenk-arbeitsbuehnen.de](http://www.schwenk-arbeitsbuehnen.de)  
Seemann - Peter  
[www.sabic-europe.com](http://www.sabic-europe.com)  
Skylotec GmbH  
[www.skylotec.de](http://www.skylotec.de)  
Stapler Rent 2000 GmbH  
[www.stapler-rent.de](http://www.stapler-rent.de)  
Starlift GmbH  
[www.starlift.de](http://www.starlift.de)  
Stroot - Uwe  
[www.sb-meppen.de](http://www.sb-meppen.de)  
Teupen Maschinenbau GmbH  
[www.teupen.com](http://www.teupen.com)  
Trautmann - Holger  
Vertikal EVENTS  
[www.platformers-days.de](http://www.platformers-days.de)  
Wagert Arbeitsbühnen-Vermietung  
[www.wagert.de](http://www.wagert.de)  
Weber - Vladimir  
Weidler Arbeitsbühnenvermietung GmbH  
[www.weidler-arbeitsbuehnen.de](http://www.weidler-arbeitsbuehnen.de)  
WEMO-tec GmbH  
[www.wemo-tec.com](http://www.wemo-tec.com)  
Werne GmbH  
[www.wernegmbh.de](http://www.wernegmbh.de)  
Werner Middeke Arbeitsbühnen  
[www.wm-rent.de](http://www.wm-rent.de)  
Werner Schütze  
Wiedler - Christian  
Wiesecker Werkzeugvermietung e.K.  
[www.wiesecker.de](http://www.wiesecker.de)  
Willenbrock Arbeitsbühnen GmbH & Co KG  
[www.willenbrock.de](http://www.willenbrock.de)  
Willenbrock Concept GmbH  
[www.mewp.de](http://www.mewp.de)  
WL Service & Arbeitsbühnenvermietung GmbH  
[www.wl-arbeitsbuehnen.de](http://www.wl-arbeitsbuehnen.de)  
Zeppelin Rental GmbH & Co. KG  
[www.mvs-zepelin.de](http://www.mvs-zepelin.de)

## HONG KONG

Chim Kee Machinery Co. Ltd  
[www.chimkeegroup.com.hk](http://www.chimkeegroup.com.hk)  
Chun Yin Hong Kong  
[www.chunyinhk.com](http://www.chunyinhk.com)  
Feng Yuan (China) Co Ltd  
[www.fengyuan.com.hk](http://www.fengyuan.com.hk)  
Link Attempt Ltd  
[www.linkattemp.com](http://www.linkattemp.com)

## INDIA

Cradle Runways (India) Pvt Ltd  
[www.cleanindiagroup.com](http://www.cleanindiagroup.com)  
Dynamic Crane Engineers Pvt LTD  
[www.dgoc.in](http://www.dgoc.in)

## IRELAND

Aerial Platform Hire Ltd  
[www.aerialplatform.ie](http://www.aerialplatform.ie)  
Browne - Thomas M  
[www.salustraining.ie](http://www.salustraining.ie)  
Easi UpLifts (Safety Training) Ltd  
[www.easiuplifts.com](http://www.easiuplifts.com)  
Electricity Supply Board  
[www.esb.ie](http://www.esb.ie)  
Euro Access Ltd  
[www.euroaccess.ie](http://www.euroaccess.ie)  
Height for Hire (Safety Training) Ltd  
[www.boomtraining.ie](http://www.boomtraining.ie)  
Lawlor - Patrick  
Loxam Ltd  
[www.loxam.ie](http://www.loxam.ie)  
MEWP Training Services Ltd  
Nationwide Access Ltd (Ireland)  
[www.nationwideaccess.ie](http://www.nationwideaccess.ie)  
O'Reilly - Damien

O'Reilly - Tom  
[www.aafs.ie](http://www.aafs.ie)  
Ryan - Brian Peter  
Safety First Consultancy Ltd  
[www.yoursafetyfirst.ie](http://www.yoursafetyfirst.ie)  
Skylift Hire Ltd  
[www.skylift.ie](http://www.skylift.ie)  
VNE Logistics Ltd  
[www.vne-logistics.com](http://www.vne-logistics.com)

## ITALY

ACAI  
[www.acaiacs.it](http://www.acaiacs.it)  
Aerotecnica SpA  
[www.aerotecnica.it](http://www.aerotecnica.it)  
AIAS  
[www.aias-sicurezza.it](http://www.aias-sicurezza.it)  
Airo by Tigjieffe Srl  
[www.airo.com](http://www.airo.com)  
Alimak Hek Srl  
[www.alimakhek.com](http://www.alimakhek.com)  
ANFIA  
[www.anfia.it](http://www.anfia.it)  
ASIMOV SRL  
[www.asimovsrl.it](http://www.asimovsrl.it)  
ASSONOLO  
[www.assodimi.it](http://www.assodimi.it)  
Baldassarre - Maurizio  
Barin Srl  
[www.barin.it](http://www.barin.it)  
Benelli Immobiliare Srl  
[www.benelligr.it](http://www.benelligr.it)  
BERNI RENT Srl  
[www.bernirent.com](http://www.bernirent.com)  
BERTI Piattaforme Aeree Srl  
[www.piattaformeberti.it](http://www.piattaformeberti.it)  
Big Astor Srl  
[www.bigastor.it](http://www.bigastor.it)  
Bigman Srl  
[www.bigman.it](http://www.bigman.it)  
Bluelift Srl  
[www.bluelift.it](http://www.bluelift.it)  
Bocker Italia Srl  
[www.boeckergroup.it](http://www.boeckergroup.it)  
BONFOCO SRL  
[www.bonfoco.it](http://www.bonfoco.it)  
Bragato Marco Srl  
[www.bragatomarco.com](http://www.bragatomarco.com)  
Braviisol DM Srl  
[www.braviisol.com](http://www.braviisol.com)  
C.A.M.P. SpA  
[www.camp.it](http://www.camp.it)  
C.M.I. NOLEGGI SRL  
[www.cminoleggi.it](http://www.cminoleggi.it)  
Cannone Teodoro Srl  
[www.cannonegroup.it](http://www.cannonegroup.it)  
Cantamessa - Ezio  
Cattaneo Alberto  
CELA Srl  
[www.cela.it](http://www.cela.it)  
Centro Edile Srl  
[www.centroedilefirenze.it](http://www.centroedilefirenze.it)  
Centro Formazione e Ricerca Merlo Srl  
[www.cfrm.it](http://www.cfrm.it)  
CGT Edilizia SpA  
[www.ctelift.com](http://www.ctelift.com)  
Ciemme Srl  
[www.ciemme-noleggio.it](http://www.ciemme-noleggio.it)  
CM Capraro Macchine Srl  
[www.capraromacchine.it](http://www.capraromacchine.it)  
CO.GE. Noleggi Srl  
[www.cogenoleggi.it](http://www.cogenoleggi.it)  
Cofiloc SpA  
[www.cofiloc.com](http://www.cofiloc.com)  
Colorfer SpA  
[www.colorfer.it](http://www.colorfer.it)  
Corrado - Livio  
[www.serviziimpresa.it](http://www.serviziimpresa.it)  
CTE Spa  
[www.ctelift.com](http://www.ctelift.com)  
ECO Certificazioni SpA  
[www.ecocertificazioni.eu](http://www.ecocertificazioni.eu)  
Edilmaco Srl  
[www.edilmaco.it](http://www.edilmaco.it)  
Edilnoleggi SpA  
[www.edilnoleggi.it](http://www.edilnoleggi.it)  
Edilrental Srl  
[www.gruppovenpa3.it](http://www.gruppovenpa3.it)  
Edilware Srl  
[www.edilware.com](http://www.edilware.com)  
Electroelsa Srl  
[www.electroelsa.com](http://www.electroelsa.com)  
Elevateur Srl  
[www.elevateur.it](http://www.elevateur.it)  
Formamentis / Serfin srl  
[www.formamentis.co](http://www.formamentis.co)  
Format Srl  
[www.format-srl.com](http://www.format-srl.com)  
FPM System SAS di Palmieri Francesco & C  
[www.fpmsystem.it](http://www.fpmsystem.it)  
General car SRL  
[www.generalcar.va.it](http://www.generalcar.va.it)  
Gerhard Hillebrand  
Gianfranco Savani Srl  
[www.gs-savani.com](http://www.gs-savani.com)  
GM Srl  
[www.gmsrl.com](http://www.gmsrl.com)  
Greenline Srl  
[www.greenline-service.com](http://www.greenline-service.com)  
Gruppo Festa Srl  
[www.gruppofesta.it](http://www.gruppofesta.it)  
GSR SpA  
[www.gsrspa.it](http://www.gsrspa.it)  
Haulotte Italia Srl  
[www.haulotte.it](http://www.haulotte.it)  
Hinowa SpA  
[www.hinowa.com](http://www.hinowa.com)  
ICE Istituto Certificazione  
Europea SpA  
[www.ice.bo.it](http://www.ice.bo.it)  
IDEA Garden di Marinoni Pierangelo  
IHIMER SpA  
[www.ihimer.com](http://www.ihimer.com)  
IMER International SPA  
[www.imergroup.com](http://www.imergroup.com)  
ITALNOLEGGI Srl  
[www.italnoleggi.com](http://www.italnoleggi.com)  
JLG Industries Italia Srl  
[www.jlg.com](http://www.jlg.com)  
KF Consulting di Ketty Furlan  
[www.kfconsulting.it](http://www.kfconsulting.it)  
Leader Srl  
[www.leader-piatt.it](http://www.leader-piatt.it)  
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Lift Level Srl  
[www.liftlevel.com](http://www.liftlevel.com)  
L'Involucro di Renata Bernardini  
[www.linvolucro.it/Medinlabor\\_Srl.php](http://www.linvolucro.it/Medinlabor_Srl.php)  
Maber Costruzioni Srl  
[www.maber.eu](http://www.maber.eu)  
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Maugeri Macchine Srl  
[www.maugerimacchine.it](http://www.maugerimacchine.it)  
Mazzeo - Valeria  
Mediapoint & Communications SRL  
[www.mediapoint srl.it](http://www.mediapoint srl.it)  
Mollo Srl  
[www.mollofratelli.com](http://www.mollofratelli.com)  
Nacanco SpA  
[www.nacanco.it](http://www.nacanco.it)  
NO.VE Srl  
[www.novesrl.com](http://www.novesrl.com)  
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NOVA RENT SRL  
[www.novarentsrl.com](http://www.novarentsrl.com)  
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O.MEC Srl  
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[www.macchinecantieri.com](http://www.macchinecantieri.com)  
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[www.multitelgroup.com](http://www.multitelgroup.com)  
Palazzani Industrie SpA  
[www.palazzani.it](http://www.palazzani.it)  
Parmiani noleggi Srl  
[www.parmianinoleggi.it](http://www.parmianinoleggi.it)  
Piattaforme Aeree Formazione SRL  
Platform Basket Srl  
[www.platformbasket.com](http://www.platformbasket.com)  
Rental Consulting  
[www.rentalconsulting.it](http://www.rentalconsulting.it)  
RIMA SpA  
[www.rimaspa.com](http://www.rimaspa.com)  
S.A.S. Group SpA  
[www.sasautogru.it](http://www.sasautogru.it)  
Savis Service Snc  
[www.savisservice.com](http://www.savisservice.com)  
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[www.scaligeraservice.com](http://www.scaligeraservice.com)  
SE.I. Servizi industriali Srl  
[www.seiserviziindustriali.it](http://www.seiserviziindustriali.it)

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[www.setif.it](http://www.setif.it)  
SICEL SRL  
[www.sicelsrl.it](http://www.sicelsrl.it)  
Sinergitech  
[www.disinfestazione.org](http://www.disinfestazione.org)  
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[www.skyaces.eu](http://www.skyaces.eu)  
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[www.socage.it](http://www.socage.it)  
SOGENOL Spa  
[www.sogenol.it](http://www.sogenol.it)  
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[www.tecman.it](http://www.tecman.it)  
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[www.tecnamac.com](http://www.tecnamac.com)  
Tecnica Nuove Spa  
[www.technichenuove.com](http://www.technichenuove.com)  
Tecnoadda S.a.s. di Paolo Pozzi & C.  
[www.tecnoadda.com](http://www.tecnoadda.com)  
Tecnoalt Srl  
[www.tecnoalt.it](http://www.tecnoalt.it)  
TECNOELEVA SRL  
[www.tecnoeleva.com](http://www.tecnoeleva.com)  
TECNOVERDE - C.E.I. SRL  
[www.hogaitalia.com](http://www.hogaitalia.com)  
Top Car Srl  
[www.topcarsrl.com](http://www.topcarsrl.com)  
Toyota Material Handling, USA Inc  
[www.toyotaforklift.com](http://www.toyotaforklift.com)  
UP Service Srl  
[www.samagroupe.it](http://www.samagroupe.it)  
Venpa SpA  
[www.gruppovenpa3.it](http://www.gruppovenpa3.it)  
Venpa Sud Srl  
[www.venpasud.it](http://www.venpasud.it)  
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[www.vernazzaautogru.it](http://www.vernazzaautogru.it)  
X-Consulting S.R.L.  
[www.x-consulting.it](http://www.x-consulting.it)

#### JORDAN

Yousef Mousa Crane Co  
[www.yousefmousa.webnode.com](http://www.yousefmousa.webnode.com)

#### KOREA, SOUTH

Junjincsm Co Ltd  
[www.junjincsm.com/eng/index.php](http://www.junjincsm.com/eng/index.php)

#### LIECHTENSTEIN

Mietlift AG  
[www.mietlift-ag.com](http://www.mietlift-ag.com)

#### LITHUANIA

Cramo UAB  
[www.cramo.lt](http://www.cramo.lt)

#### LUXEMBOURG

Euro Lift System AG  
[www.euroliftsystem.de](http://www.euroliftsystem.de)

#### MALAYSIA

Dex Machinery Trading Sdn Bhd  
[www.machinery.com.my](http://www.machinery.com.my)  
Eastway Engineering Sdn Bhd  
[www.eastwaygroup.com](http://www.eastwaygroup.com)  
G-Force Access Equipment Sdn Bhd  
[www.gforceforklift.com](http://www.gforceforklift.com)  
PMB Quick Access Sdn Bhd  
[www.qaccess-scaffolds.com](http://www.qaccess-scaffolds.com)  
PMP Equipments Sdn Bhd  
[www.pmpindustrial.com](http://www.pmpindustrial.com)  
Uptop Access Sdn Bhd  
[www.uptop.com.my](http://www.uptop.com.my)

#### MEXICO

Haulotte Mexico S.A. de C.V.  
[www.haulotte.com.mx](http://www.haulotte.com.mx)  
Hemoeco, S.A DE CV.  
[www.hemoeco.com](http://www.hemoeco.com)

#### NETHERLANDS

AICHI Europe Bv  
[www.aichi.eu](http://www.aichi.eu)  
Alimak Hek BV  
[www.alimakhek.com](http://www.alimakhek.com)  
arentis b.v.  
[www.eyke.com](http://www.eyke.com)  
B V Industrial Promotions International  
[www.apexshow.com](http://www.apexshow.com)  
BAC Hoogwerker Verhuur BV  
[www.bachhoogwerkers.nl](http://www.bachhoogwerkers.nl)  
Boels Verhuur BV  
[www.boels.com](http://www.boels.com)  
BT-Opleidingen  
[www.bt-opleidingen.eu](http://www.bt-opleidingen.eu)  
Debru Hoogwerk BV  
[www.debru.nl](http://www.debru.nl)

Dommelen - Eddy van  
[www.edvandommelen.nl](http://www.edvandommelen.nl)  
Eurosupply Hoogwerk Systemen BV  
[www.eurosupply.net](http://www.eurosupply.net)  
Faassen - Onno  
[www.fo-training.nl](http://www.fo-training.nl)  
Gameren - Hans van  
[www.hans-hoogwerksystemen.nl](http://www.hans-hoogwerksystemen.nl)  
Groen - Frans A  
Haulotte NL BV  
[www.haulotte.nl](http://www.haulotte.nl)  
Hinowa Nederland BV  
[www.hinowa.nl](http://www.hinowa.nl)  
HOCAP BV  
[www.hocap.nl](http://www.hocap.nl)  
Holland Lift International BV  
[www.hollandlift.com](http://www.hollandlift.com)  
Hoogwerker Centrum Nederland BV  
[www.hoogwerkercentrum.nl](http://www.hoogwerkercentrum.nl)  
HWS Verhuur BV  
[www.hws.nl](http://www.hws.nl)  
JLG International NL  
[www.jlgeurope.com](http://www.jlgeurope.com)  
Kamphuis Hoogwerkers BV  
[www.hoogwerken.nl](http://www.hoogwerken.nl)  
Kenbri Fire Fighting B.V.  
[www.kenbri.nl](http://www.kenbri.nl)  
Kors Hoogwerksystemen BV  
[www.kors-hoogwerksystemen.nl](http://www.kors-hoogwerksystemen.nl)  
Kranenbouw Platforms BV  
[www.kbplatforms.nl](http://www.kbplatforms.nl)  
KTS Kraan-En Truck Service BV  
[www.kraanentruckservice.nl](http://www.kraanentruckservice.nl)  
KWAK Hoogwerker Centrum BV  
[www.kwak.nl](http://www.kwak.nl)  
Loxam BV  
[www.loxam.nl](http://www.loxam.nl)  
Lumar Verhuurbedrijf BV  
[www.lumar.nl](http://www.lumar.nl)  
Omnitalent Benelux BV  
[http://www.omnitalent.info](http://http://www.omnitalent.info)  
Peinemann Hoogwerk Systemen BV  
[www.peinemann.nl](http://www.peinemann.nl)  
Pol Hoogwerker Verhuur BV  
[www.pol-hoogveen.nl](http://www.pol-hoogveen.nl)  
Rival Hoogwerkers BV  
[www.rival.com](http://www.rival.com)  
Siesting Hoogwerker Verhuur BV  
[www.siesting.nl](http://www.siesting.nl)  
Sijtsma Groep  
[www.sijtsmagroep.nl](http://www.sijtsmagroep.nl)  
SVS B.V.  
[www.svs-schoonmaak.nl](http://www.svs-schoonmaak.nl)  
TUV Nederland QA BV  
[www.tuv.nl](http://www.tuv.nl)  
Ukuntmijhuren NL  
[www.ukuntmijhuren.nl](http://www.ukuntmijhuren.nl)  
Van Asten Rescue Trainingen  
[www.vanasten-trainingen.nl](http://www.vanasten-trainingen.nl)  
Verhuurnet.nl BV  
[www.verhuurnet.nl](http://www.verhuurnet.nl)  
Workx Materieelverhuur BV  
[www.workx.nl](http://www.workx.nl)  
World Treasury Center  
[www.worldtreasurycenter.com](http://www.worldtreasurycenter.com)

#### NORWAY

GANTIC  
[www.gantic.no](http://www.gantic.no)

#### PERU

Alo Group Perú  
[www.alogroup.pe](http://www.alogroup.pe)

#### POLAND

CityRent Sp ZOO  
[www.cityrent.pl](http://www.cityrent.pl)  
Rival Poland SP ZOO  
[www.rivalpoland.pl](http://www.rivalpoland.pl)

#### PORTUGAL

Jorge Lozano - Trabalhos Em Altura - Form/Serv  
Unipessoal, Lda  
[www.jorgelozano.pt](http://www.jorgelozano.pt)  
Machrent SA  
[www.machrent.pt](http://www.machrent.pt)  
Ribeiro - Vitor Manuel Santos  
Sofilift, Lda  
[www.sofilift.com](http://www.sofilift.com)

#### ROMANIA

Industrial Access SA  
[www.industrialaccess.ro](http://www.industrialaccess.ro)

#### SAUDI ARABIA

GTE - General Trading & Equipment Co.  
[www.gtecorp.com](http://www.gtecorp.com)  
Saudi Scaffolding Factory  
[www.saudisc scaffolding.com](http://www.saudisc scaffolding.com)

Yusuf Bin Ahmed Kanoo  
[www.kanoo.com](http://www.kanoo.com)

#### SINGAPORE

Aver Asia (S) Pte Ltd  
[www.averasia.com](http://www.averasia.com)  
BMS Environmental Services Pte Ltd  
[www.bmsgroup.com.sg](http://www.bmsgroup.com.sg)  
BS Technology Pte Ltd  
[www.bsgroup.com.sg](http://www.bsgroup.com.sg)  
CDP Access Asia Pte Ltd  
[www.cdpassessasia.com](http://www.cdpassessasia.com)  
Galmon (S) Pte Ltd  
[www.galmon.com](http://www.galmon.com)  
Genfor Lease Pte Ltd  
[www.genfor.sg](http://www.genfor.sg)  
Haulotte Singapore Pte Ltd  
[www.haulotte.sg](http://www.haulotte.sg)  
JH Equipment & Services Pte Ltd  
[www.jianhuang.com.sg](http://www.jianhuang.com.sg)  
LGS Prospect Resources Pte Ltd  
Manitou Asia Pte Ltd  
[www.sg.manitou.com](http://www.sg.manitou.com)  
Modern (Singapore) Access & Equipment Pte. Ltd  
[www.modernsg.com.sg](http://www.modernsg.com.sg)  
Multistates Trading Co Pte Ltd  
[www.multistates.com](http://www.multistates.com)  
Sin Heng Aerial Lifts Pte Ltd  
[www.sinheng.com.sg](http://www.sinheng.com.sg)  
Tanglin Corporation Pte Ltd  
Tat Hong Training Services Pte Ltd  
[www.tathongtrainingcentre.com](http://www.tathongtrainingcentre.com)

#### SLOVENIA

Onic - Danilo  
[www.civis.si](http://www.civis.si)  
Protrans doo  
[www.protrans.si](http://www.protrans.si)

#### SOUTH AFRICA

Eazi Access Rental Pty Ltd  
[www.eazi.co.za](http://www.eazi.co.za)  
EAZI Sales and Service Pty Ltd  
[www.eazi.co.za](http://www.eazi.co.za)

#### SPAIN

Alimak Hek SL  
[www.alimakhek.com](http://www.alimakhek.com)  
Alquiler Y Plataformas, SL  
[www.alkyplat.com](http://www.alkyplat.com)  
Alsetrans 2000 SL  
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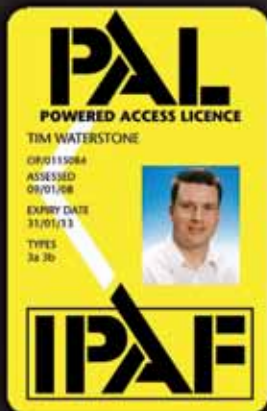
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