

WORKING **at HEIGHT**

CONFERENCE & AWARDS

**True Innovations
for a
Safer MEWP Industry**
Pat Schmetzer
MEC

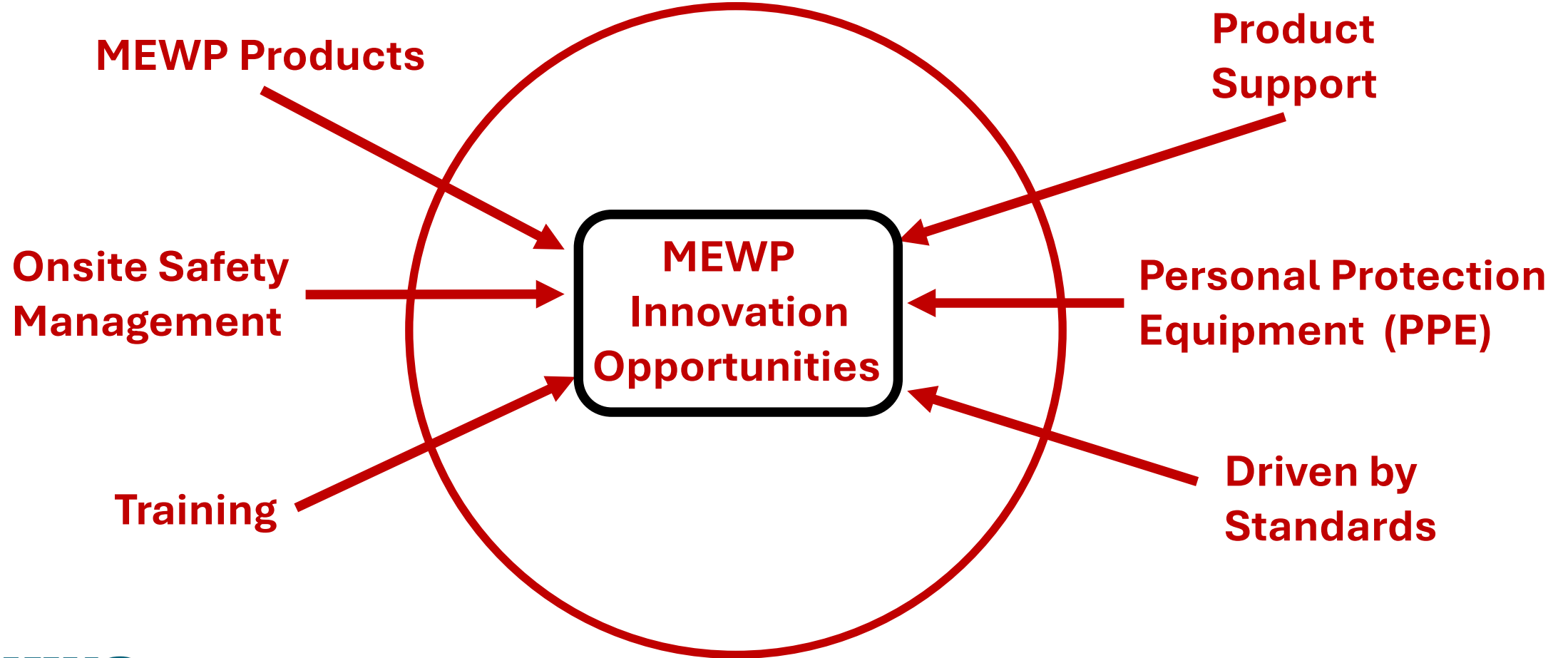
True Innovations for a Safer MEWP Industry

True innovation is more than just a clever idea or incremental improvement. It's about creating something genuinely new that adds significant value to workers, organizations, or to the MEWP Industry. It often involves disrupting existing models and developing solutions that address unmet needs or solve pressing problems.

Where Better to Find Innovation Opportunities Than In The MEWP Industry Providing Equipment for Safer “Working at Height”?



MEWP Innovation Opportunities



“MEWP Product Innovations” Through the Years



Perimeter Lighting



Self-Closing Gates



MEWPS In General



Pothole Protection



Xtra-Deck



Leak Containment



Early Micro Scissors



Outrigger
Interlock Switches

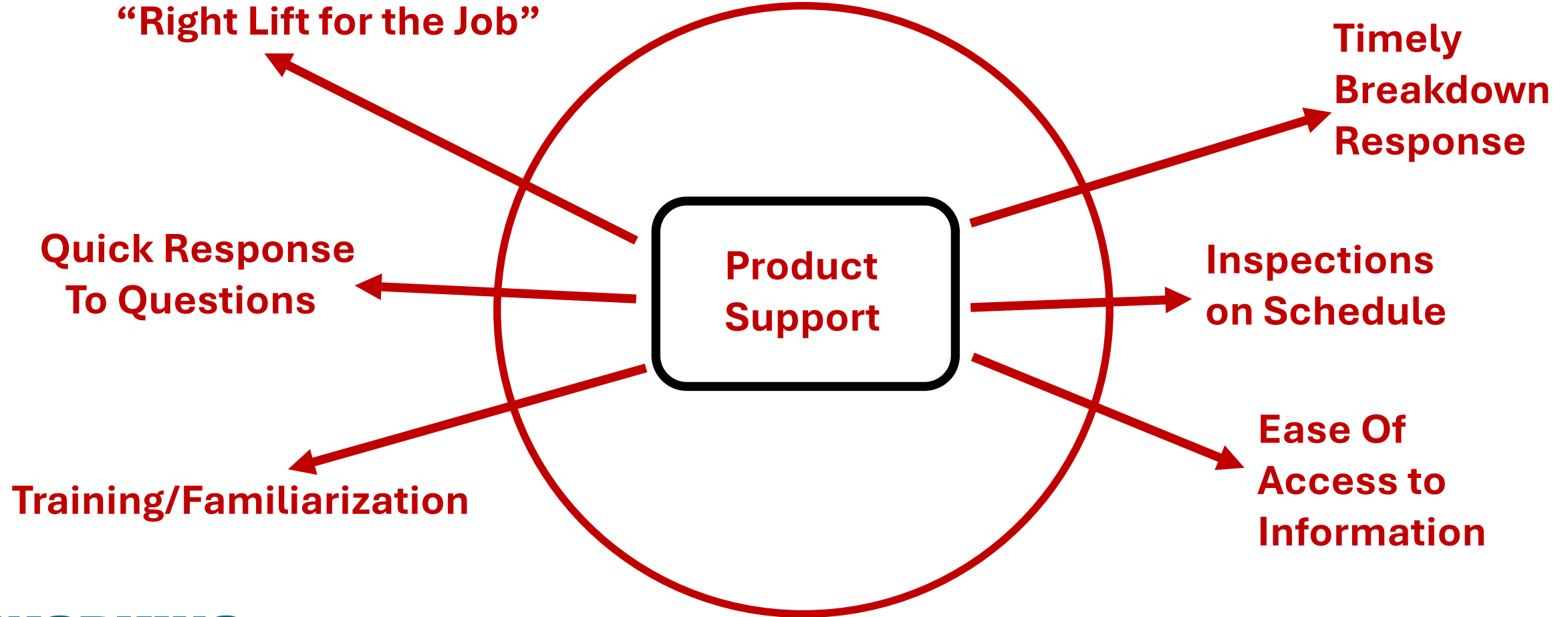


Secondary Guarding



Spider Lifts

MEWP Innovation Opportunities



MEWP Innovation, Product Support

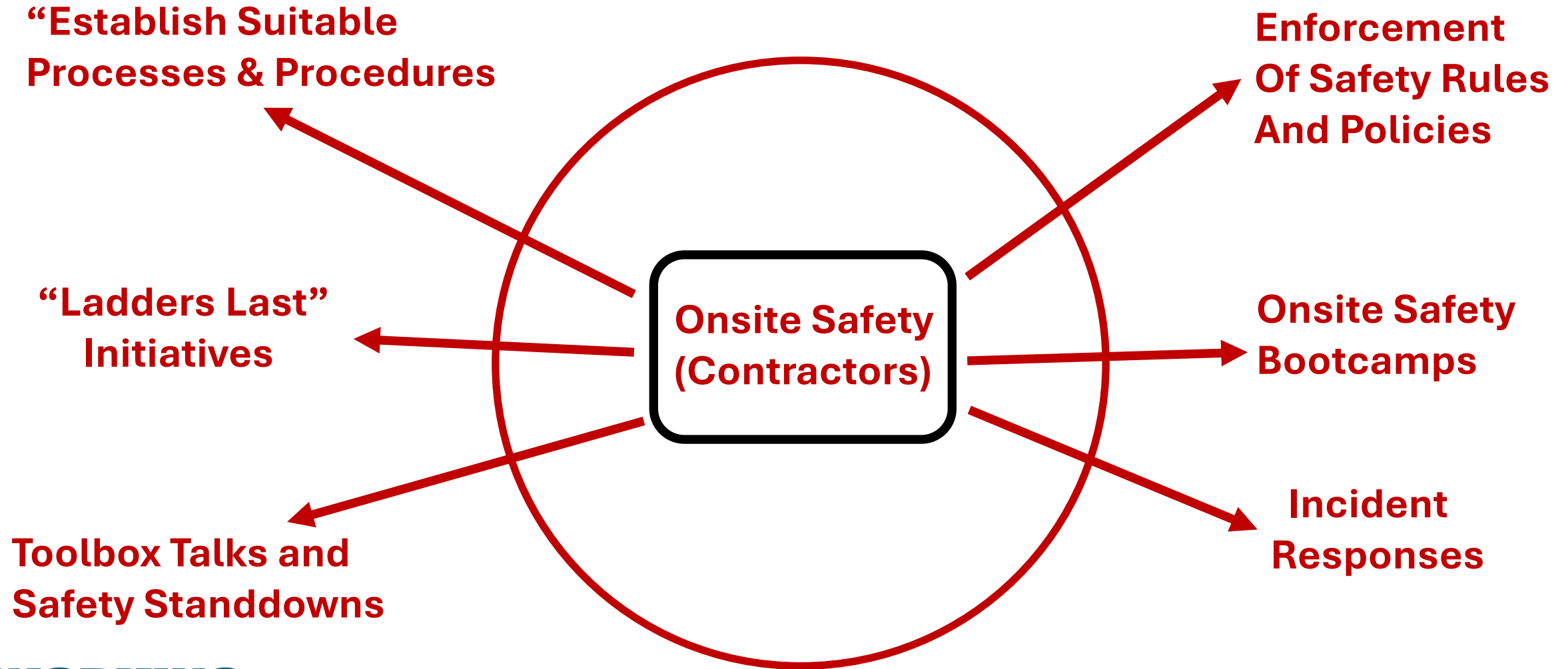


Alexander Schuessler

- **Goal:** To create a global electronic network linking manufacturers, dealers, and owners for real-time, asset-specific parts and service support.

SmartEquip
Be Ready.

MEWP Innovation Opportunities



“MEWP Contractor/Onsite “Innovations”



Eg. “Ladders Last”

WORKING
at HEIGHT



Institute Toolbox Talks



Safety Standdowns



Incident Responses

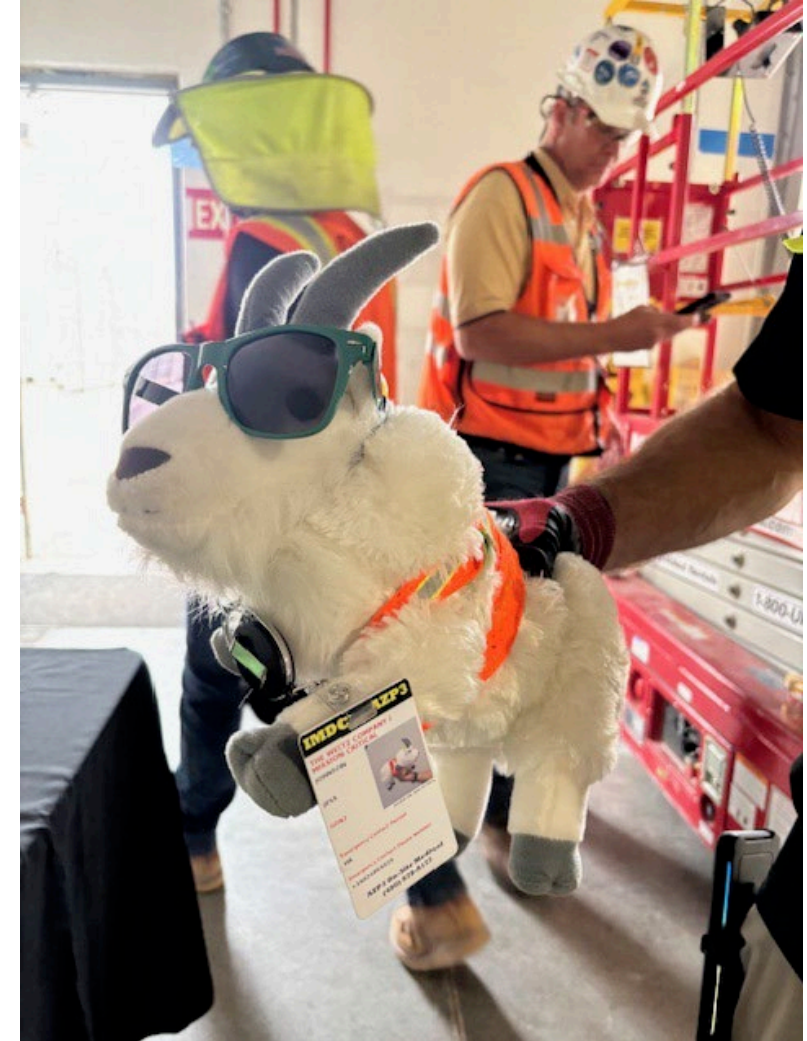


Vendor Safety Luncheons

“MEWP Contractor/Onsite “Innovations” Recent Examples

Say Hello to Jess Johnson

**Jess is Shared By Those
Workers That Suggest
New Innovations on the
Site.**



“MEWP Contractor/Onsite “Innovations” Recent Examples

Team Approach to Incident Investigation:
Involve All Appropriate Parties
Utilize 5 Whys Approach
Interview Other “Similar Task” Workers
Investigate Possible Innovative Solutions
My Most Significant Takeaway.....
Shutdown for One Day For,

“A Day of Reflection”



Innovations in Personal Protective Equipment (PPE)



**Innovative New “Helmets”
Growing in Popularity!**



Innovations in Training

- Addressed By Industry Standards Driving Innovative Programs
- Defines Minimum Content for More Comprehensive Training
- Innovation Results in:
 - ✓ No Longer is Sub-Standard Training Acceptable
 - ✓ Embraces New Technology (VR for Example)
 - ✓ Disciplined “Familiarization” Including ...
 - ✓ Demonstration of Skills
 - ✓ Implementation of “Supervisor” Training



***Keep Forcing Excellence
in Operator Training !!!***



Key Characteristics of True MEWP Innovation

Create Something Completely New



Major Obstacle

**“Well, We’ve Always
Done It This Way”**

Challenge Existing Norms and Practices

Create Something That Significantly Improves on Existing Solutions

True MEWP Innovations Must Create Value

- **All About Creating Something That Results in Tangible Benefits To:**
 - Users
 - Operators
 - Technicians
 - All Stakeholders
- **Should Result In:**
 - Increased Levels of Safety
 - Reduction in Number of Incidents
 - Increased Efficiency
 - Reduced Costs
 - Solves a Previously Intractable Problem



Not Just a Novelty!

True Innovations Focus on Solving Problems

A Core Aspect of True Innovation

Addresses Specific Needs and Pain Points

Makes Workers Lives Easier, Safer and Better



Addresses Root Causes of Incidents and Injuries

Identifying Problems to Solve

Rely On:

- **Jobsite Experience**
- **Data Gathering**
- **Identifying Trends**
- **Others**

Sweet Spot of Creating True Innovations

**Always Be Thinking
of a Better Way!**

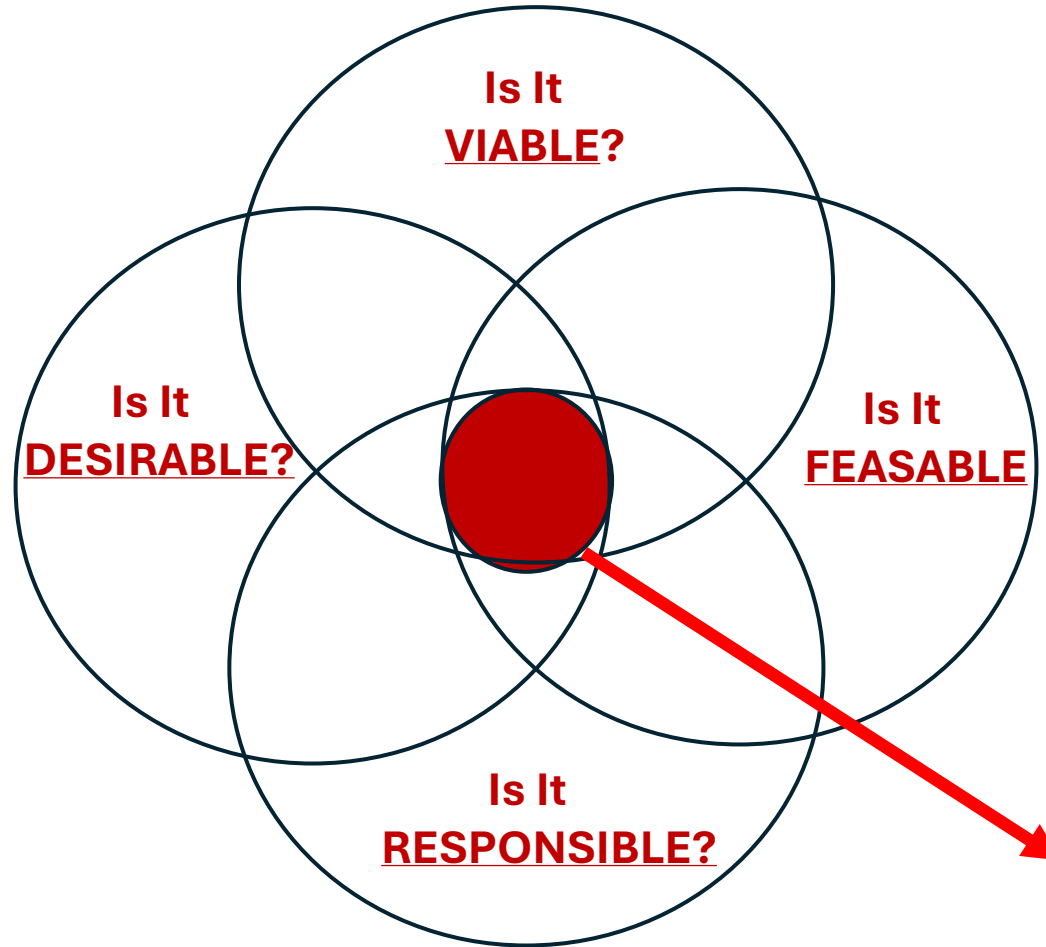
**Embrace Your
Natural Curiosity!**

Make Your Mark!

Listen, Listen, Listen!

**Don't Be Afraid
of Failure!**

**True Innovation
Sweet Spot!**



True Innovations – Case Study

**Potential Hazard,
Falling Objects!**

**Problem In Need Of a
Better Solution!**

**Contractor Meets With
Rental Provider**

**Rental Provider Meets
With MEWP Manufacturer
Manufacturer Proposes
a Possible Solution**

Test, Test, Test!!



All Agree That:

- 1. It is Viable**
- 2. It is Desirable**
- 3. It is Feasible**
- 4. It Is Responsible**

Final Design Completed

**Innovative Solution
Provided!**

**Jobsite Training
Implemented**



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Thank You!

**True Innovations
for a
Safer MEWP Industry**

Stay Safe!

**Pat Schmetzer
MEC**



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Micro-Scissor Lift

UpRight



- 20ft. max. working height
- compact dimensions
- with 180° turning radius
- fully proportional controls
- fold - out deck extension
- non-marking tires

MX19