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# Chris Wraith appointed IPAF technical officer

Chris Wraith has been appointed as IPAF technical officer, taking over from Gil Male who retired at the end of March. The full-time position commences 1st July 2011 and is based at the Federation's head office in Cumbria, UK.

Wraith joins IPAF from Lavendon Access

Services, one of the world's largest specialist access rental groups. He has been with the company for many years, most recently as UK quality, health, safety and environment manager. "He has worked as an IPAF instructor and is a chartered member of the Institute of Occupational Safety and Health".

"Chris brings more than 20 years of operational and managerial experience of the access industry to the post and will undoubtedly become a key member of our team,"



said IPAF chief executive Tim Whiteman. "We are delighted to be able to share his experience with our members around the world."

"I am really looking forward to becoming part of the IPAF team and building on the excellent work of Gil Male," added Wraith. "I will be working closely with everyone in the access industry to further improve the safe and effective use of powered access equipment worldwide. My thanks go to everyone at Lavendon for a long and happy association."

## Europlatform focuses on "Financing Growth"

This year's Europlatform conference focuses on the theme "Financing Growth". "The keynote speech will be given by Alexandre Saubot, chief operating officer of the Haulotte Group." Europlatform is being held on 13th September 2011 in Maastricht, the Netherlands, a day before the start of APEX.

and motivating sales staff.

A reception will be held after the conference to offer delegates an informal networking opportunity. This is the fifth year the conference is being held and it aims to give access rental professionals new ideas for strategies to position their businesses during a recovery. Anyone who owns or manages



Another top-level speaker is Kevin Appleton, who will address the topic of generating sustainable returns in the access rental sector. Other topics at the conference will cover trends in availability of asset finance, making successful acquisitions,

an access fleet should attend this conference.

Register by 15th July to benefit from early bird rates. Details on how to book, accommodation and getting to the venue are at

[www.europlatform.info](http://www.europlatform.info)



## Record attendance at Yorkshire meeting

Over 60 attendees came to the IPAF Yorkshire meeting in early May, the most well-attended UK regional meeting to date.

Talks were given on topics ranging from asset funding, by Patrick Leoni Sceti of the Leoni Sceti Group, to how to stand out from the crowd through the innovative use of mobiles, websites and e-mails, by John Robinson from the Design Bank. Brian King of Power Towers talked about low-level access and Chris Wraith of Lavendon spoke on working at height in confined spaces.

IPAF regional meetings are an informal opportunity to learn about the industry and to meet colleagues and business associates. Upcoming meetings include the South West, in Bristol on 6th July and the North East, in Newcastle upon Tyne on 19th October. Details are at [www.ipaf.org/events](http://www.ipaf.org/events)



Pictured left to right: Patrick Leoni Sceti, Chris Wraith, Brian King, Rupert Douglas-Jones, Malcolm Bowers and John Robinson.

## IPAF rental reports predicts upturn in USA and steady growth in Europe

Rental revenues for Mobile Elevating Work Platforms in the USA decreased slightly in 2010 (-4%) to around \$5.7 billion, but an upturn is expected for 2011 (+5%), with stronger growth in 2012 (+11%). This is one of the highlights of the IPAF US Powered Access Rental Report 2011 and IPAF European Powered Access Rental Report 2011.

In Europe, MEWP rental revenues remained stable in 2010 at around €2.2 billion. Growth is expected to be in the region of five percent a year for 2011 and 2012.

The reports are presented in an easy-to-read format, highlighting key facts and figures, such as fleet size, utilisation rates and retention periods. Seven individual country/regional sections are included in the European report. New for this year is the analysis of fleet mix, comparing the proportion of scissors and booms.

The IPAF US and European Powered Access Rental Reports 2011 can be purchased at [www.ipaf.org/reports](http://www.ipaf.org/reports)

## New staff at IPAF

IPAF welcomes Jo Wood, marketing and member recruitment manager, and Christine Lell, administrative assistant. Both are based in the Basel office. Wood is responsible for all aspects of IPAF's marketing plus recruiting new members and developing strategies to boost PAL Card training, while Lell provides support to French-speaking members and training centres and assists in the administration of the Basel office.



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