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"Syrinx took care of everything from the data preparation through to implementation, staff training and on-going support. All our administration is now automated and Syrinx runs our business exactly the way we want it to." **Tim Proud**



"Our previous system caused a lot of hassle and the integration with QuickBooks was not ideal, we continuously heard good things about Syrinx and decided to give it a go. We recognised early on how easy and user friendly Syrinx was and especially liked the simple text changes and user alerts. We haven't looked back." **Graham Brooks**



"When we were undertaking due diligence on the acquisition of another powered Access Company, who were already using the Syrinx system, we noted that Syrinx gave them a number of operational and financial functions that we didn't have with our existing system. Kimberly Access is a focused operational business so this excited us. Syrinx is now set up as our group rental system and Higher Concept Software have exceeded all our expectations in terms of the product and their customer service" **Geraldine Unsworth**



"When we decided to change our hire system we needed something to cover our range of equipment from mobile cranes to mini tower and crawler cranes. The system needed to be flexible enough to cater for the diverse range of quotes, contracts and charges this range has. Syrinx has certainly brought all of this information together into one database and improved the efficiency of our business from start to finish." **Phil Mitchell**



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IPAF Summit

Making safety the number one priority

"Give safety time and make sacrifices; if resources are under pressure and you need to make sacrifices, you sacrifice something other than safety," said Jeremy Fish, managing director of Nationwide Platforms, speaking at the IPAF Summit in Madrid, Spain this March.

Fish began his presentation with a short but highly professional jazz piece on his saxophone, in order to illustrate how discipline,

about safety. I think that a number of you shouldn't be here and should leave IPAF."

He also urged IPAF to raise



Jeremy Fish

commitment and passion - principles that apply to music - should also apply to safety. "Safety protects revenues. UK companies have coughed up a total of £82 million in fines for safety breaches over the past five years, with several companies eventually ceasing to trade. What do you do to avoid compromising safety if you have to economise? Whatever it takes. You don't have to focus on equipment to be safe; you can focus on behaviour. Safe behaviour doesn't involve cost. Speak up when you witness something dangerous. Question, take ownership, share incidents and near-misses," he said.

Fish also challenged IPAF and its members to stop paying lip service to safety, "My message to the IPAF membership is this. If you are really serious about safety, then why is it that so few of you have submitted near-miss reports to the IPAF accident reporting database since its inception four years ago? This isn't information sharing. This isn't learning. This isn't being serious

standards by auditing new and existing members: "My message to IPAF is this. If you are really serious about safety, why do you let any access company join? Are you more interested in membership numbers and fees or driving safety standards? I think we should be auditing new and existing members, insisting that they uphold certain minimum standards that are worthy



Jeremy Fish playing sax'

of the IPAF badge. Let's not tolerate mediocrity and second best. My view is that if we do these things, then safety surely will be our number one priority and will transform our industry."

In the discussion following the presentation, Fish acknowledged that companies and organisations face the challenge of treading a fine line between safety and revenue.

IPAF chief executive Tim Whiteman said, "The association is focused on safety and will look for avenues to push the health agenda. The federation will continue to work with the relevant authorities on speeding up accident investigations and learning from them."

The presentation was one of several that included Brad Boehler of Skyjack, and Pedro Torres of Riwal. Boehler discussed efforts being undertaken by manufacturers and the UK Health & Safety Executive (HSE) to create a new international standard for controls on aerial work platforms, while Riwal's Pedro Torres discussed strategies to break the cycles in the rental business,



Brad Boehler

which he predicted would become hyper-cyclical. The next IPAF Summit and awards dinner will be held on 4th April 2017 in London Wembley, UK. Presentations from the IPAF Summit are available in the Resources section of www.ipaf.org

"Giving priority to anything is a choice; safety is no different"
Nationwide Platforms managing director Jeremy Fish at the IPAF Summit.



Milestones from the IPAF annual report

IPAF revenues increased 7.2 percent in 2015 to £5 million compared to 2014. Details of this and other milestones can be found in the IPAF annual report, available in several languages, in the Publications section of www.ipaf.org



IPAF's Tim Whiteman presents the annual report at the AGM in Madrid

Kevin Appleton speaks at Yorkshire regional meeting

One of the key speakers at the IPAF Yorkshire regional meeting on May 5th is Kevin Appleton, chairman of Horizon Platforms and former chief executive of Lavendon. He will share his thoughts on how a disciplined approach to behaviours relating to health and safety can ultimately save lives. Also speaking are Emma Currie, managing director of Acting Up, who will discuss how to increase awareness of potential risks in businesses by holding up a mirror with the use of theatre in live and dynamic workshops, and Darren Sutton, managing director, BSST, who will present some practical tools from the IOSH Accredited Safety Behavioural Training programme to lead positive change in all types of behaviours, not just those linked to safety.

The Yorkshire regional meeting hosted by Ben Hirst, managing director, Horizon Platforms will start at 18:30 on 5th May at the Holiday Inn Wakefield, M1 Junction 40, Wakefield WF5 9BE. Details at www.ipaf.org/events