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## Buying or selling a hire business?

Talk to the specialist business sales advisory for the hire sector.

As the only specialist business sales advisory for the hire sector and with many years hire industry experience, we really do understand the market and the business sale process.

Having sold six businesses in the last year, we now have a good number of new opportunities at various stages of the process, some of these are listed here.

Do contact us if any of these are of interest.

As always, our aim is to optimise value for both seller and buyer. It's all about connecting well-prepared sellers with well-informed buyers. Thereafter, it's identifying exactly the right buyer for whom the 'strategic fit' represents the best value for both parties.

So, if you are thinking of selling or acquiring a hire business talk to the specialists, we would love to hear from you.

Call Chris Harvey or David Graham on 03303 230643 and visit our new website [www.thehireexchange.co.uk](http://www.thehireexchange.co.uk).

## The Hire Exchange

The specialist advisory for selling hire businesses

### Businesses For Sale

#### Powered Access:

- **East Midlands:** Purpose built building, fantastic location, Turnover £3m.
- **North M25:** Very large site and yard, great location, Turnover £4m.
- **South Midlands:** Small, but fast-growing business, young fleet, Turnover £700k.

#### Plant, tools and Equipment:

- **Central/Southwest:** 4 x depots, 2 x freeholds. Turnover £5m.
- **Scotland:** Excellent premises and yard, wide range of kit, Turnover £3m.

#### Towers, Tool and Equipment:

- **Essex:** Aluminium towers, scaffolding, tools and small tools. Great premises. Turnover £1m.

#### Fork lift truck hire and service:

- **East Anglia:** Small, well-established, Turnover £500k.

#### Toilet and Event Services:

- **North East:** Small, successful business serving construction and events, Turnover £560k.

# What is PASMA training?

PASMA training is a widely recognised training scheme that shows participants how to work safely with scaffold towers and low-level access equipment. Those that pass the course receive a PASMA card which proves the level of training completed and confirms that the card holder is competent to work with this equipment.

## Who needs PASMA training?

You should be PASMA trained if any of these apply to you:

- You use scaffold towers or low-level access equipment at work
- You manage people who use scaffold towers or low-level access equipment at work
- You use scaffold towers or low-level access equipment at home

## What equipment does PASMA cover?

PASMA runs training courses on:

- All standard configurations of scaffold towers
- Non-standard scaffold towers
- Low-level access equipment, such as podium steps

There are dedicated courses for each configuration of tower and for low-level platforms, so participants need to choose the courses that are relevant for them.

## Why do I need different training for different towers?

A PASMA course is only one day and not enough time to cover every tower configuration - all of which have different components, hazards and good practices associated with them. PASMA's flagship Towers for Users courses provide training on standard mobile access towers, and also provide a solid background knowledge on towers in general. Delegates can then build on that by learning about more advanced tower configurations.

## What can I expect from a PASMA course?

A typical PASMA course starts in the classroom to meet the instructor and other delegates - there can be up to 12 on a course. The day begins with the theory such as an introduction to tower components and legal responsibilities. This typically lasts a few hours and for some courses can be carried out online. Once the instructor is confident that delegates are ready, they sit a theoretical assessment, followed by a lunch break.

For those courses that include a practical section, the instructor splits the group into teams who work together to build and use towers or low-level access equipment, allowing the instructor to assess them.



Delegates learn to build towers safely



Delegates learn to use podiums safely



Stepped towers need dedicated training



Written assessment in progress

## Is it possible to fail a PASMA course?

Yes. PASMA courses are subject to a formal written and practical assessments. Those who fail an assessment, fail the course but can re-take it at a later date.

## Is PASMA training a legal requirement?

No, there is no specific legal requirement relating to PASMA. However, those using towers are required to complete some form of training before using them. This is covered in regulation five of the Work at Height Regulations: "Every employer shall ensure that no person engages in any activity, including organisation, planning and supervision, in relation to work at height or work equipment for use in such work unless he is competent to do so or, if being trained, is being supervised by a competent person."

It is widely accepted that competence is demonstrated through a combination of training, practical and theoretical knowledge and experience. As the Health & Safety Executive says: "The type of tower selected must be suitable for the work and erected and dismantled by people who have been trained and are competent to do so. Those using tower scaffolds should also be trained in the potential dangers and precautions required during use."

So, when an employee uses a tower or low-level platform, their employer needs to organise training for them in order to comply with the Work at Height Regulations, but there is no requirement for that to be PASMA, although it is the most popular and respected qualification for towers.

## Why is PASMA the best choice?

PASMA is the trusted expert on scaffold towers and low-level access equipment. As such, it works closely with organisations like the Health & Safety Executive, the Office for Product Safety and Standards and other organisations.

PASMA members include companies which manufacture, hire, supply towers along with trainers - not just in the UK, but an increasing number internationally. It means that when PASMA courses are put together, they benefit from collective industry-wide insight, experience and knowledge, which makes PASMA training unique. PASMA instructors are experts who have been trained by PASMA to deliver its courses.

## Where can you get PASMA training?

PASMA training takes place either at an approved training centre or at your own facility and the theory section can take place online. Training is arranged through a PASMA approved training member.

Find out more about PASMA training, including how to book a course, by visiting [pasma.co.uk/training](http://pasma.co.uk/training)



Delegates successfully completing a Towers for Managers course



**PASMA**  
Professional Access Safety and Training Association

[www.pasma.co.uk](http://www.pasma.co.uk)

For more information about the Access Industry Forum (AIF) and the No Falls Foundation charity for working at height, please visit:  
[www.accessindustryforum.org.uk](http://www.accessindustryforum.org.uk)  
and [www.nofallsfoundation.org](http://www.nofallsfoundation.org)