

ACCESS WITH ZOOMLION GREEN

bauma

24.-30. OKTOBER 2022, MÜNCHEN

VISIT US AT
FS.905/2



ZOOMLION

Zoomlion Intelligent Access Machinery Co., Ltd.

Add: ZOOMLION Wangcheng Industrial Park, Xingde Road 997, Changshu Hunan, China
E-mail: sa@zoomlion.com

Learn more at <http://en.zoomlion.com/>

Tel: +86 0731-88250571



ACCIDENT REPORTING PORTAL IMPROVEMENTS

Members who log data in the IPAF accident reporting portal (www.ipafaccidentreporting.org) are now able to access improved dashboard functions that allow them to track their own safety statistics against the wider industry, following extensive work behind the scenes to enhance and update the portal's user interface.

IPAF's head of safety & technical Brian Parker said: "We previously offered a limited interface for members making reports via the portal, but after extensive development, we are pleased to announce that those using the incident reporting dashboards can now apply multiple filters that will give a snapshot of member company incidents entered against all database entries, which of course are completely anonymised so no company or individual can be identified."

"By offering a quick and simple way for member companies to tailor their own database readouts, we hope this will assist in making those activities safer, giving something back to our members in the rental industry who have been enthusiastic supporters of IPAF's accident reporting since day one."

Falls from the platform, electrocution and platform overturns are the most common type of incidents leading to serious injuries and deaths over the past 10 years.

Chief executive Peter Douglas added: "We use the incident database to inform all the work we do at IPAF - including updating our globally recognised training and forming the basis of our worldwide safety campaigns, such as the current Don't Fall For It! initiative aimed at reducing falls from the platform. The latest trends show we need to challenge ourselves as an industry: Is there more we could do to reduce these numbers? We hope that powered access professionals around the world read the annual IPAF Global Safety Report, now available in all core IPAF languages, to



understand key trends and benchmark their own safety actions.

"We need more data from across all sectors of industry, from as many countries as possible; especially via easy on-the-spot incident reporting through the ePAL app. We hope this empowers people to report accidents and near-misses, which too often go under reported."

UPDATED IPAF TREE GUIDANCE FOR APF SHOW

Representatives from IPAF will be at the APF (Association of Professional Foresters) Show in Warwickshire, UK, where an updated leaflet entitled *Safe Use of MEWPs to Manage Trees and Vegetations* will be among the resources offered free of charge.

UK market general manager Richard Whiting said: "This is the first time IPAF will exhibit at the show, which is aimed at those engaged in the tree care, arboriculture and forestry sectors. It is therefore an ideal platform for us to reach out to those who are regular users of aerial work platforms to tackle vegetation management - I'm sure delegates will appreciate the work that has gone into the updated IPAF technical guidance, which focuses on the risks and associated mitigation measures specific to such tasks."

"Our team will also be able to talk through all the work IPAF does to promote the safe and effective use of powered access, including incident reporting and the resulting IPAF Global Safety Report, the IPAF Rental+ quality assurance scheme, our quality training programme, and the full suite of free resources aimed at making work at height as safe as possible."



SAFETY QUIZ ON IPAF'S BAUMA STAND

A safety quiz testing knowledge of positive behaviours to help prevent falls from the platform will be hosted in support of IPAF's targeted safety campaign at Bauma in Munich, Germany, in October. IPAF will also showcase its Women in Powered Access initiative on stand 350 in area C4 at the event, which tells the stories of successful female role models in all walks of powered access, with the aim of encouraging diversity and identifying career paths for women both already within and thinking of joining the industry.

IPAF will also engage with potential and existing member companies on a host of

topics, including the IPAF Contractor and Safety Professional membership categories, the IPAF ePAL App for operators and managers of powered access and the benefits to

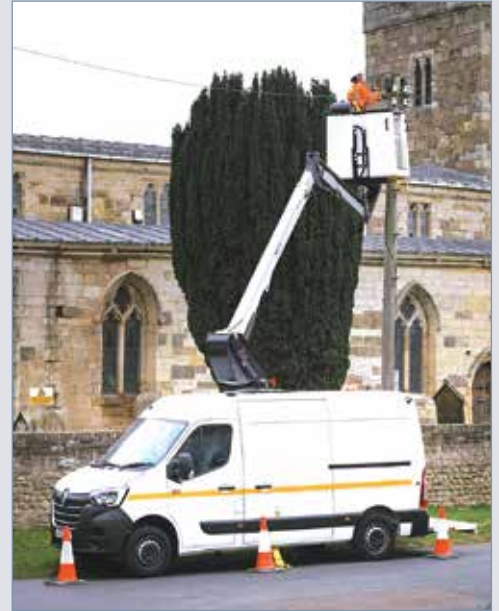
contractors of engaging with IPAF on safety, technical and training initiatives.

- Find IPAF on Bauma stand 350 in area C4 to try the "Don't Fall For It!" safety quiz, discuss the ePAL mobile app, discover the benefits of IPAF membership.



SAFETY QUIZ

Make your next move a safe one



TO LEASE OR NOT TO LEASE...

With the many variables in today's business world, having fixed payments can be a tremendous asset. Just as a fixed rate mortgage gives peace of mind for homeowners, leasing equipment guards against the rising inflation and changing economic and financial climate.

One company that has long been the UK's market leader in the long-term hire of van mounted aerial platforms (VMAPs) is Access Hire Nationwide - a division of the Kelling Group. However, many are probably unaware of the lease offering of its Access Lease division. C&A spoke with CEO Stephen Moore, CFO Matthew Jowett and Access Lease's Commercial Director Martin Whitehead to hear about the business, its offering and its current and future investment plans.

Many years ago the only way to buy a car was to pay cash or buy it on Hire Purchase. However, that sector of the market has been transformed in recent years with the advent of Leasing/Lease Purchase/PCPs, with many people liking the advantages of fixed monthly payments, inclusive maintenance and the thought of a new car at the end of the lease period. Leasing VMAPs is exactly the same.

Low monthly payments

"When Leasing, the main cost you pay is the difference between the purchase price and the expected residual value - the predicted value of the asset at the end of the Lease," said Moore. "Unlike for example buying, you are not paying for the whole asset and bearing the variable interest costs of any loans taken out to buy the asset and the risk of higher depreciation levels on the asset, which is one of the highest costs of ownership. Comparing leasing to loan repayments on the same asset, your monthly payments could be reduced by as much as 50 percent."

All-inclusive maintenance

Access Lease does not just provide finance but is an all-inclusive specialist maintenance provider. With 15 years experience in the sector it understands these vehicles.

"Older VMAPs often require significant ongoing maintenance and given the demands on this type of vehicle, this will be a significant hidden cost within a business," said Moore. "New assets experience less problems, however when leasing through Access Lease, any issues will be dealt with by us, ensuring any downtime is kept to an absolute minimum. We take away all the headaches of ownership from breakdowns, replacement vehicles, LOLERs, MOTs, servicing and specific asset advice."

Avoiding hidden extra costs

Access Lease provides the finance, a fully inclusive maintenance offering and fleet management - a true one stop provider. This saves additional costs for companies in time and effort coordinating multiple providers, or the employee costs of managing and maintaining a fleet of VMAPs which is an additional cost for many businesses that could be significantly reduced through a sole provider.

A new VMAP at the end of the Lease

"When the lease period is completed, the asset is returned to Access Lease. The vehicle will undergo a standard maintenance check to ensure you have not exceeded the fair wear and tear guidelines or exceeded your agreed mileage limit," said Whitehead. "If you require a new asset, this can be discussed and agreed ahead of the Lease expiry. Our team will be able to advise on specifications, lead times, ordering and manufacture coordination, to ensure you receive your new VMAP in the desired timescale."

"This ensures you will be able to have the most up to date, modern, efficient asset for the needs of your business. In addition, leasing removes the hassle of selling, trade-in or disposal of older assets. By leasing you will be able to keep up to date with new technologies and remove the hassle and many of the additional costs of asset ownership."

A simple process

"Access Lease has a simple leasing process which makes it straightforward when planning a new asset," said Moore. "Lead times have been increasing considerably over the last 18 months, but as a business we have continued to invest consistently over recent years, so we have a robust pipeline of new assets being manufactured with agreed delivery timelines. There is no minimum or maximum requirements and we deal with national multi asset businesses, as well as single asset SMEs."

The Access Lease team will meet and advise to ensure the VMAP is delivered in an agreed and committed timescale. Once the basic requirements - asset and timings - have been established, the specification of the VMAP is agreed. Finance applications and checks are then carried out before approval and agreements of delivery dates, signing the agreement, and taking the asset.

"Early consultation and notification of requirements will help the team plan and ensure we can meet your asset requirements," said Whitehead.

Tax relief

"Not all businesses can afford to invest in a new asset or a fleet of assets. In particular SMEs may find it difficult to secure the necessary finance to fund a new vehicle purchase," said Jowett. "With Leasing, companies may be able to take advantage of various tax breaks/deductions, which your accountant will be able to advise on."

Access Hire Nationwide has the largest and youngest fleet of long-term hire VMAPs in the UK. The business has been established for more than 15 years and has gained knowledge and expertise through dealing with many clients which is important to ensure asset quality and premium advice and service.

Currently Kelling Group has a total fleet of around 3500 assets, of which 1300 are VMAPs with an average age of about two years. A good

proportion of the fleet is leased and this percentage is growing year on year. Over the next five to six years it expects the leased to long-term hire vehicles to approach 50/50.

"Lease suits several of our existing and new target markets where the client has visibility over the length of contract or successive contracts they will be working on," said Moore. "Given our fleet size we have the ability to offer long term hire/lease or a combination of both within a wider asset fleet."

Minimum/maximum lease period?

"Most people want a minimum five year Lease, which makes up the majority of our Lease commitments," said Whitehead. "However we will consider any requirements from four to seven years. Obviously the longer the commitment the more cost effectively we can structure the Lease. For requirements less than this, customers will tend to go for long term hire which has added flexibility on asset return, but is obviously at a higher rate than lease."

"We also have many SME clients which only require a handful - or even in some cases just one asset - and equally much larger clients who require substantial numbers," he said. "As long as the client take-on criteria is passed, we are happy to help any existing or new clients with their VMAP needs."

Supply chain issues?

The last 2 years have been challenging for many businesses with a "perfect storm" of Brexit, Covid-19, semi-conductor shortages and now the Ukraine War. However Access Lease has managed these issues by being consistent in its investment approach and working with its supply partners.

"We appreciate that manufacturers cannot stop/start, so throughout the last two years we have continued - and in many cases increased - our order levels and long-term manufacturer commitments," said Moore. "This robust and consistent approach, along with working with our supply partners has meant we have had a consistent supply over recent years, and equally have good visibility on asset timings over the next 12-24 months."

"Anyone ordering now from a supplier who has not

already committed to chassis and manufacture slots early last year will be looking at a 18-24 month wait on assets being delivered. Given our pipeline and commitments made some time ago, our time to delivery from a firm client commitment is a fraction of this timescale."

"As a Group we invest about £40m annually in new equipment and have been growing our VMAP fleet by 250-300 units annually," he said. "We have no plans to change this in the near/medium term and have very supportive long-term equity and banking partners to ensure we have substantial firepower to invest. Any new customers who have specific requirements, I am confident we would be able to help and ensure delivery in the most expedited timeframe in the market."

What makes Access Lease different?

"We are a fully outsourced Lease provider which means that all the headaches of ownership are removed. Others will only offer financing and must pass on maintenance requirements to a third party. This can result in inefficiencies, duplication of effort/dealing with multiple parties and therefore potentially a sub optimal service and increased overall cost for the client.

"We also specialise in VMAPs , so our knowledge and expertise in this area is unsurpassed in the UK. With our total fleet size - the largest in the UK by some margin - we have the ability to offer a wider service that smaller and multi class Lease and hire providers cannot match."

Cost differences between Hire vs Lease

The cost difference between Hire and Lease depends on the asset and length of hire. However, the longer the commitment the larger the savings, and even for just one asset the annual savings to a business can be significant. If inflation continues at current rates this saving on a fixed price lease vs a variable hire rate will widen even further.

Inflationary pressures

"Capital expenditure and other costs are currently increasing in double digit percentage terms

annually, which is unprecedented," said Jowett. "We have been working with our clients to ensure we can continue to provide the youngest, most efficient fleet. Our forward planning will help with this, but unfortunately we have had to pass on an element of these price increases to our clients. We very much see our relationships with our long-term customers as a partnership, so we have been absorbing as much of the cost increases as we can and only passing on the levels that are absolutely necessary."

"In these inflationary times, it is a very good time to be considering the benefits of Lease. Taking out a Lease ensures that costs are fixed over the period of the Lease, allowing better, more predictable cost budgeting," he said. "People should consider this the same way as taking out a fixed rate mortgage - it will depend on risk appetite, length of requirement for the asset and visibility on work pipeline. However, it is unlikely that inflation will decrease to the levels of two years ago for at least another two to three years, so Lease should be a definite consideration for anyone who has a longer term need for these assets."

Another division within the Group is Welfare Hire - the largest provider of ECO efficient mobile welfare units and lights in the UK - with a fleet of more than 2000 assets. The fleet has always developed products on the basis of minimising fuel usage and CO2 emissions. Its latest 15 person unit has telemetry, rainwater harvesting, solar and lithium batteries. These units have been using zero fuel and therefore zero emissions for the last 3 months for units out on hire which is a first in the market.

There are also some similar CO2 and fuel minimisation projects in the VMAP sector which the company will announce later in the year.

For any short/medium/long-term requirements or advice relating to VMAPs please contact (Sales Director) **Martin Whitehead**. martinwhitehead@accesshirenationwide.com **07976 436254**

