

The specialist advisory for buyers and sellers  
of hire businesses

# Had a good run... Time to cash in?



You've worked hard for years. There's been ups and downs but it's all gone well. You've built the business, taken some risks, looked after your team and your customers and your family. So well done.

But maybe you're thinking "what about me"? What about the future, financial security, more time with the family, travel, leisure and yes, less stress?

### Maybe it's time to sell?

We can help. The Hire Exchange is the only specialist business sale advisory for the hire sector. We understand the market, we know the people and the right buyers for your business so we can optimise its value.

**If you want know more about selling your business call  
Chris Harvey on 03303 230643, in strict confidence or visit  
[www.thehireexchange.co.uk](http://www.thehireexchange.co.uk) or email:  
[info@thehireexchange.co.uk](mailto:info@thehireexchange.co.uk).**

Proud sponsors of the  
VIP Party Executive Hire  
Show 14th Feb 24



## The Hire Exchange

The specialist advisory for selling hire businesses

# 500,000 ePAL DOWNLOADS

The IPAF ePAL app developed for powered access equipment has reached the 500,000 downloads milestone. ePAL was launched in June 2021 for operators of aerial work platforms and mast climbing work platforms. The app - which is free and available in seven languages - contains digital certification of training, including the IPAF Powered Access Licence (PAL) card. It also allows sharing of safety guides and messages, logs machine use time and can be used to report incidents and near misses.

The app has also reduced the environmental impact of IPAF's training and certification programme reducing the number of plastic PAL cards and paper certificates sent around the world.

IPAF chief executive Peter Douglas said: "Reaching half a million downloads is a major milestone and an indicator that the industry has embraced our digital approach. ePAL provides assurance that operators hold the right qualifications and helps to keep colleagues informed on safe practices. It also gives easy access to our accident reporting portal, helping to build a global picture of safety issues that informs our training and campaigns."

The app was developed in partnership with Trackunit. Its chief executive Søren Brogaard added: "Reaching the 500,000 download milestone is a testament to our partnership with IPAF and our shared commitment to improve safety in the construction industry. This milestone is a significant leap towards our goal of eliminating downtime and promoting sustainable practices."



## IPAF JOINS SPAIN'S ALIANZA ELEVA

**IPAF has joined Spain's Alianza Eleva, an alliance of associations representing rental companies, manufacturers and distributors. The move kicks off a new phase of strategic collaboration for IPAF and other associations focused on safety in the sectors they represent.**

The Eleva alliance seeks to harness collaboration in areas of common interest to benefit all the industries that the member associations represent, proving greater bargaining power when negotiating with governmental and other organisations. IPAF joins as a supporting member, helping to strengthen collaboration with other groups in the country.

The agreement will last initially for one year, with the aim of renewing it on an annual basis. IPAF will now actively participate in the Eleva meetings, contributing its global safety expertise and knowledge. The Federation is also free to propose initiatives and projects related to safety in the use of relevant equipment, machinery and vehicles.

The agreement establishes a joint commitment to stimulate projects of common interest and to collaborate in the development of Eleva's activity. Both parties expressed their interest in active collaborations, either through specific actions or financial support. The agreement was formalised during the SMOPYC exhibition in Zaragoza last month. Ainara Greño, regional manager for IPAF in Spain said: "IPAF's entry into Eleva is a natural progression and will further strengthen our collaboration to advance safety and best practices."



## HISTORIC PARTNERSHIP AGREED IN TURKEY

**IPAF and Platformder - the Turkish aerial work platform association - have signed an agreement aimed at enhancing safety standards within the Turkish powered access industry.**

Collaboration between the two organisations began three years ago, leading to this historic agreement that was signed by Saruhan Gunaydin, president of Platformder and Romina Vanzi, head of regional development at IPAF, and came into effect this month.

For IPAF, it signifies the organisation's first agreement in which it designates a national association as an IPAF dealer/agency in its respective country.

Gunaydin said: "We are honoured to be the first national association that IPAF has chosen to partner with in this unique capacity. This agreement represents an opportunity for us to provide our members with access to world leading guidelines in the work platform sector and deliver quality training programs."

The collaboration encompasses a range of initiatives, including the co-branding of training materials, translation of essential documents, and the adaptation of IPAF's training portal for Turkish individuals and companies.

Abdullah Tuncer, deputy secretary of Platformder, has also been appointed as the IPAF Turkey country manager, to help ensure a more personalised support for existing members and the personalisation of services. Among the materials IPAF aims to gradually make available is the digital card, accessible via the ePAL app, scheduled for release in Turkish later this year.

Vanzi said: "IPAF is enthusiastic about this collaboration, as a non-profit organisation, our shared mission is to promote and enable the safe, effective use of powered access equipment. This partnership allows us to integrate with the local association, bridging the gap between global standards and local expertise."

