

Such was the interest generated by IPAF's Safety Forum, organised alongside last year's AGM and Luncheon, that safety again dominates this year's event.

# Safety on



The Luncheon brings together all sectors of the industry and its customers

THE SUCCESS of last year's Safety Forum has led IPAF to organize a similar event alongside its 2003 AGM. The "Access Summit" and the 2003 AGM will be held on Tuesday 15th April at the London Heathrow Marriott Hotel. The theme of this year's Summit is 'Marketing Safety is Profitable'.

The keynote speaker at the Summit will be Bill Callaghan, chair of Great Britain's Health and Safety Commission, which itself has a strong record in adopting a proactive stance towards the improvement of safety standards throughout British industry.

Falls from Height are currently a major concern of the HSC. This will make Bill Callaghan's contribution especially relevant to the powered access industry and all those who rely on its products and services for their own businesses.

With the support of a platform of influential speakers, the Access Summit will assess the legislative, financial and legal implications of safety and highlight its steady movement up the commercial agenda.

### Southern venue

The 2003 event sees a move south from its original venue at Old Trafford in Manchester, where it has been held for the last two years, to the London Marriott Heathrow Hotel.

Especially convenient for international visitors, the hotel offers easy access by road and rail from all areas of the UK, while its conference facilities will allow for a capacity of 320 at the Summit and Luncheon.

Scheduled for an 8.30 am start, the AGM itself will mark the end of two years of presidency by Nicholas Davin, who has matched his aspirations on election to set firm foundations for greater support for members, expansion and influence within Europe and beyond.

Davin will be succeeded by Peter Bennett of Turner Access, whose commitment to training is well remembered from his time as chairman of the Training Committee. It is appropriate that as the incoming holder of the office, he will preside over the milestone of the 100,000th trained operator expected in the near future.

The 2003 AGM will also be the last to be chaired by Paul Adorian before his retirement at the end of the year.

### Luncheon and speaker

The Access Summit will be closely followed at 1.30 pm by IPAF's Annual Luncheon, which itself holds an important social focus of the platform industry, bringing together all sectors and its customers.

All rugby fans attending the Luncheon will be pleased to hear that rugby legend Willie John McBride, famous around the world as the most capped British Lion, has been announced as this year's guest speaker. To those in the know, McBride is undoubtedly remembered for leading the British Lions to the crushing defeat of the, then, apparently invincible Springboks in the 1967 Lions tour of South Africa.

### Book Now!

Tickets for the IPAF AGM and Luncheon are available at £49.95 (plus VAT where applicable) from Jean Harrison at IPAF Head Office, Tel: +44 (0)1524 781393 Fax: +44 (0)1524 781301 email: mewp@ipaf.org website: www.ipaf.org

All IPAF members and their invited guests are also welcome to attend the Access Summit without charge, whether or not they are also attending the AGM and Luncheon, but places must be reserved from Jean Harrison.




Paul Adorian at the 2002 AGM, seated between this year's outgoing president Nicholas Davin (right) and president elect Peter Bennett

# the IPAF menu

## Access Summit

THE ACCESS Summit will be held at 10.00 am and will feed on the theme 'Marketing Safety is Profitable'. While the concept is nothing new to the platform industry, it is broadly recognised that safety is a strong selling point. Users are becoming increasingly aware of this as they continue to recognise just how valuable a marketing tool it can be when promoting products and services to their customers.

Certainly in Britain, the promotion of safety through government legislation, persuasion, and the encouragement of training and, where necessary, a degree of coercion has laid some firm foundations.

What really makes the difference, however, is the positive response of industry through its recognition that improved safety really is good for business. The Access Summit will take a broad look at the issue with an overall perspective of how legislators, enforcement agencies and industry – suppliers and their customers – can work together effectively to deliver the considerable advantages that improved safety has to offer. 



The greatest British Lion of all time? Willie John McBride will speak of his experiences on and off the rugby field

## FORUM speakers



**BILL CALLAGHAN**, Chair of Great Britain's Health and Safety Commission, is at the sharp end of delivering safety improvements in the workplace. His involvement with the Access Summit highlights the continual

message from the HSC and its colleagues in the HSE that it needs to work closely with industry to deliver these improvements. ■



Loxam's managing director, **BERNARD FOURNIER**, clearly identifies safety as a marketing opportunity. Promotion of the benefits, to staff and customers alike, can boost the development of a company and help

win customer loyalty through working in partnership with them to meet their own safety obligations and goals. ■



**DEN DOVER**, MEP, is president of the Forum for Construction in the European Parliament (FOCOPE), which brings together construction industry decision makers and legislators of the EU in an arena for open

debate. With his broad construction industry experience, he is ideally placed to interpret the safety and commercial implications of decisions taken within the EU. ■



**RON REID**, a partner at Shoosmiths Solicitors and head of its Occupational Safety Unit, regularly provides health and safety advice to industry. He has almost 30 years experience defending clients facing prosecution

for Health and Safety breaches and occasionally prosecutes more complex matters on behalf of the HSE. His unique insight into the enforcement process and the major causes of prosecution will leave no-one in doubt of how unprofitable neglecting safety can be. ■



**GERHARD HILLEBRAND** is a pioneer of the development of the European Powered Access Industry with 30 years of experience in manufacturing and distribution. He now acts as an international

marketing consultant, with a keen understanding of the importance of the safety angle and its potential. Based in Italy, a fast developing market for the industry and the largest European manufacturing country for truck mounted platforms, he will examine the question, 'How is safety applied, supported and controlled?' ■



**SIR CHRIS BONINGTON** barely needs an introduction. Known as a mountaineer, writer and lecturer, he knows what is meant by risk taking. However, mountaineering is about risk minimisation, not risk taking. His own

standpoint is an entirely different one compared to industrial companies whose employees need to work at height, yet the fundamental issues are much the same. This 'outsider's' viewpoint will put the topic into an entirely new and thought-provoking perspective. ■

Picture courtesy of Dario Rodriguez / Chris Bonington Picture Library



# 2002 Safety Forum - making an impact

A central focus of last year's Safety Forum was the misuse of goods lifting equipment used for lifting personnel. As well as raising the international profile of this specific safety issue, the Forum has also been the catalyst for various practical developments.

Ian Fraser makes it clear at IPAF's 2002 Safety Forum that France is determined to take a strong line on the misuse of goods lifting equipment used to lift people



JUNE 2002 saw IPAF extend its broad campaign to bring an end to the inappropriate use of goods lifting equipment to lift people with the publication of its Draft Code of Practice "Work Platforms on Fork Lift Trucks".

Based on the experience of existing IPAF members, the comprehensive, practical advice contained in the Code is also available on IPAF's website at [www.ipaf.org.uk](http://www.ipaf.org.uk). The advice highlights the dangers of using such equipment and reviews surrounding European Law. It also examines situations in which the permitted 'exceptional' use might be allowed and how this can be made as safe as possible.

Since its publication, it has been presented to, and discussed with, the HSE, while IPAF has reiterated its concerns about the guidance presented in the current HSE Guidance Note PM28.

The HSE is currently in the process of revising PM28 and IPAF is keen to have the opportunity to comment on the promised draft once it is published for consultation.

The 2002 Safety Forum helped to establish useful alliances within Europe. Ian Fraser of the French Ministère de l'emploi et de la Solidarité made his country's position on the issue crystal clear. He warned at the time that the relevant French authorities would be taking issue with the CE marking of 'man baskets' and other forms of attachment for goods lifting equipment.

This is one of the topics scheduled for discussion by the Working Group of Committee 98/37/EC – responsible for the influential Machinery Directive. IPAF's representative will also be voicing support for the French authorities' view.



## Safety: commercial implications focus on operator training

THERE IS no more visible sign of the increasing importance attached to safety than the burgeoning applications for platform operator training. Whilst safety awareness extends far beyond training, the fact that industry is training its employees *en masse* is a very positive sign.

The success of platform operator training in the UK represents a success for government legislation, promotional initiatives and gentle persuasion. More importantly, it is proving a commercial success for user-industries.

When IPAF responded to the suggestion of the HSE, almost a decade ago, to set up an

operator training scheme, it was a struggle to persuade platform users of the benefits of training. Then, it was a concept ahead of its time. Now it is in massive demand.

IPAF and the platform industry can also take some of the credit, but what is of real importance is that, for a variety of reasons, industry, most especially construction which is still the major user, has come to recognise the true commercial value of safety.

IPAF's continuing contribution has been to respond to the perceived and now demonstrable demand for a consistent, high standard of training that can be widely recognised with confidence.

Delivering the same quality of training in the face of a massive expansion in demand has been crucial and is the real achievement of the IPAF Approved Training Scheme, which currently now trains, on average, 150 new operators each working day.

Whilst operator training and its benefits will form part of the presentations at the Access Summit on 15th April, their popularity is an important barometer of the level of safety awareness. That is good news for the platform industry itself, but no less of a benefit for all those who rely upon it in their own businesses.



# IPAF lobbies on component duty

IPAF has objected to a proposed increase in duty payable on built platform components and spares. The increase would be part of a broader trade dispute between the US and the EU.

IN A letter to the European Commission, IPAF argues for the exclusion of these categories of components from the increases on economic and safety grounds.

Many of the machines for which the parts are destined are used throughout Europe in the interests of improved safety. Downtime on such equipment can cost lives, while the increased cost of original equipment and spares would clearly be harmful.

The move threatens employment and even the very existence of certain European manufacturing operations. Platform assembly within Europe is heavily dependent on US imports for specialist sub assemblies and components and the increased duty would make it less competitive. User industries – construction in particular – could also be harmed. ■

## IPAF prepares for Working Group meeting

Membership of FEM and the establishment of its MEWP Product Group has given IPAF representation on the important Working Group of Committee 98/37/EC – responsible for the influential Machinery Directive.

IPAF INTENDS to send a technical representative to the March meeting of the Working Group and will offer broad support for the French authorities' concern over CE marking of 'Baskets for lifting of persons with machinery designed for the lifting of goods' – just one of the topics tabled for discussion.

Authorities in France regard the CE marking of such equipment as liable to mislead potential users, and believe that it does not guarantee that the equipment will be used in compliance with the relevant national safety regulations.

IPAF says that it will reiterate its own view that where interchangeable equipment enables machines to lift both goods and people, the whole assembly constituted by the interchangeable equipment must be considered as a device for the lifting of persons according to Annex 4.16 of Directive 98/37/EC. The whole combination, therefore, must be subject to the appropriate conformity evaluation procedure. ■

## Search for new MD broadens

Manchester-based recruitment agency, Dextra Search and Selection, has been brought in to help find IPAF's future managing director.

UNDERLINING THE vital importance of finding the right person for the job, Paul Adorian said: "Taking IPAF to the next stage of its development will be a fantastic opportunity for someone, but it's crucial that they have the experience and ability to deal effectively with the many challenges that lie ahead.

"This is the first time that IPAF has used a head hunter and we are very optimistic that Dextra's expertise will help us find a new MD, who will prove a real asset to IPAF, its membership and our industry."

Dextra director, Gareth Headley, is upbeat about the challenge of the task: "This is a very exciting project for us, and we're very confident that we'll find a first rate successor." ■

## PAC appoints new technical officer



IPAF SUBSIDIARY PAC has strengthened the team of technical officers that offer assistance to manufacturing companies on EC Type Approval inspection and certification.

Peter Reed, whose experience of all aspects of platform design, manufacture and technical support was gained working at Grove throughout the 90s, brings additional expertise to the team.

In particular, he has a thorough understanding of the Type Approvals process from a manufacturing company perspective. He was responsible for the project to obtain EC Type Approval for Grove's complete range of aerial access products destined for the European market. This required the testing, re-design and certification of Grove's 45-strong fleet over a period of just 18 months.

Apart from his broad engineering knowledge, such comprehensive experience of the challenges facing manufacturers in making the process of EC Type Approval run smoothly and to schedule, will be of considerable benefit to PAC clients. ■



**General enquires should be addressed to:**

IPAF Head Office, PO Box 16, Carnforth, Lancashire LA6 1LB, UK  
Tel: +44 (0)1524 781393  
Fax: +44 (0)1524 781301  
email: mewp@ipaf.org  
website: www.ipaf.org

**Operator training queries should be addressed to:**

IPAF Training Administration Centre, Unit 7, Bridge End Business Park, Park Road, Milnthorpe, Cumbria LA7 7AD, UK  
Tel: +44 (0)15395 62444  
Fax: +44 (0)15395 64686  
email: mewp@ipaf-training.com  
website: www.ipaf.org