# Sales & engineering TEUPE Opportunities Sales and Engine Excellence Walter



Manufactured by Teupen and distributed in the UK by RANGER EQUIPMENT, 52 Shaw Street, Whittington Moor, Chesterfield, Derbyshire S41 9AY Tel: 0870 225 5554 • Fax: 0208 900 2229 • e-mail: sales@tracked-access.co.uk

**ENGINEERING EXCELLENCE** 

#### Sales and Engineering **Excellence Wanted!**

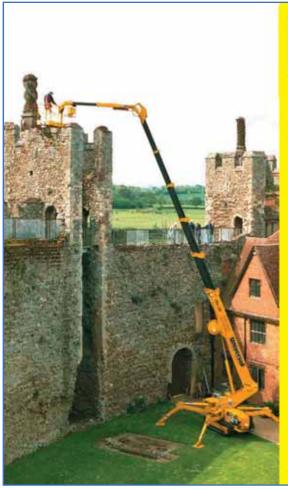
Ranger Equipment, the UK Distributor for Teupen tracked access products are looking for Engineering and Sales excellence to strengthen the growing team.

- Sales & Business Development person for the Southern region
- Engineers in the Derbyshire/ Nottinghamshire/South Yorkshire regions
- Self-Employed Engineers UK wide to provide a local service and work with the rapid response network team.

Contact Steve Hadfield at Ranger Equipment for further details



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## We're back in business!

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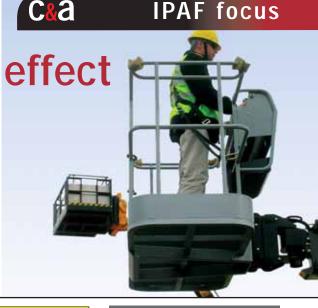
## Wear a harness Ca Don't risk the catapult effect

Too many fatal falls from boom-type platforms are happening because people are not wearing harnesses when they should be.

The Powered Access Interest Group (PAIG), a joint committee of the Construction Planthire Association and IPAF, has called for all users of boom-type mobile elevating work platforms to wear a full-body harness with a short lanyard. PAIG has also requested the Health & Safety Executive, manufacturers, hire companies and main contractors to support this campaign. "Powered access is

a very safe way to work at height," said IPAF managing director Tim Whiteman. "However, one of the most common dangers in using boom-type platforms is being catapulted out of the basket. There is a very real risk of being thrown out of booms, but wearing a harness can save your life."

Get IPAF's technical guidance note H1 from www.ipaf.org



## Red diesel debate closes

A draft Order was laid before Parliament in early December that defines and clarifies which vehicles can legally use tax reduced red diesel. The Order amending Schedule 1 to the Hydrocarbon Oil Duties Act 1979 comes into effect on 1 April 2007: certain clauses will come into effect on 1 April 2008.

From 1 April 2007, mobile cranes, truck mounted access platforms and mobile concrete pumps with a revenue

weight exceeding 3.5 tonnes will be allowed to use red diesel. The Road Construction Category will be removed along with the exception for street lighting van mounts.

From 1 April 2007, all van mounted platforms and small vehicle mounted platforms under 3.5 tonnes must run on white diesel. The decision followed a successful campaign by IPAF against the proposal to prevent platforms using red diesel.

## Category change clarification

The IPAF Training Committee has revised the equipment categories in response to the growing number of machines on the market with outriggers both straight and articulated. This review of all categories takes into account forthcoming changes to EN280. The change in category definition does not affect the training received and the PAL Cards (Powered Access Licences) remain valid as specified. See full story at www.ipaf.org

## Keep your PAL with you

IPAF recommends that the PAL Card is retained by the individual operator for production upon request.

Where a PAL Card is retained by the certified operator's employer (or any other third party), the card remains the property of IPAF and is returnable upon demand.

## Software brings savings for rental companies

Some IPAF members are seeing their businesses become more efficient, thanks to rental management software from inspHire. "inspHire reduced our invoice production cycle by almost two weeks," said Richard Marchant, financial director of Facelift. "The resulting cash inflow covered the initial investment in the software."

IPAF members enjoy a 10 percent discount on inspHire software. Details at www.ipaf.org/software.pdf

## **AIF Conference**

The Access Industry Forum, the alliance for access of which IPAF is a part, will hold its next conference on 23 May 2007 at the NEC, as part of the Safety & Health Expo. Called "Working at Height - Getting it Right", the conference will address the issues of making access safe, practical and productive. The keynote speaker will be Bill Callaghan, Chairman of the Health and Safety Commission. Details at www.ipaf.org/events.htm

#### **AWPT** hires industry veteran

IPAF's US subsidiary AWPT has hired industry veteran Tony Groat as its North American membership development director.

Groat is responsible for acquiring new members, training centres and developing services for IPAF's North American members. He is based in Albany, NY.

Groat has been active in the rental industry for 31 years, starting with Albany Ladder and NES Rental. During his career, he has held positions such as sales, COO, district manager and regional VP. He was accountable for up to 20,000 rental assets (mostly aerial platforms and forklifts), 850 employees and 43 locations in 13 states.



## **New UK training** administrator

Susan Foster, who is based at the IPAF headquarters, took up a new post as UK training administrator in January 2007. Foster will assist in the appointment and administration of IPAF's UK training centres as well as in the update of training programmes and literature.

# **IPAF-**España starts up

IPAF's new representative for Spain and Portugal is Romina Vanzi, who is based in Cadiz.

Vanzi has more than five years' experience in the mast climbing work platform sector, where she was, until recently, export manager for Spanish manufacturer Elevadores Goian. She is a trained mast climber installer and holds a PAL Card to operate scissor lifts and self-propelled booms.



#### **EUROPLATFORM**

IPAF will hold a pan-European access conference called Europlatform on 11th September2007 at the Ramada Plaza Hotel in Basel, Switzerland. More details at www.ipaf.org



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