

AN Aerial VIEW

AFI
UPLIFT



Small and versatile: (l-r) the "Pop Up", Star 6 and Genie IWP are among the units being purchased by AFI.

Continued investment

In a move which further highlights AFI-Uplift's confidence in the business and its commitment to meeting and exceeding customer needs, the company is continuing its major investment programme, with the latest phase totalling approximately £12 million.

This will enable AFI to expand its fleet by a further 800 machines, with the majority of them being small electric units, in particular the extremely versatile "Pop Up" machines. The "Pop Up" (pictured right) will take AFI into new areas of the market. It is a very cost-effective solution to meet the health and safety requirements for low level access work – it can be easily pushed around and operated by one person.

By the summer AFI will have purchased about 400 small units, including "Pop Ups", Star 6 and Star 10s, Genie IWPs and Genie GR15s. There has been a significant increase in demand for these units, driven by the Work At Height Regulations, and by the Health and Safety Executive, who are now taking a more active interest in the internal fitting out stage of construction projects, and are requiring powered access to be the preferred option over ladders.

As part of its expansion programme, AFI is also seeking to extend its depot network by opening a depot in Scotland during the first half of 2007. At the same time, the

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AFI to develop new and used machine sales in the South

Following the success of its Resale operation in the North, AFI-Uplift has now launched an initiative to mirror that success in the South.

The company's drive for sales in the South is centred on the recent appointment of Mike Jones as Resale Account Manager for that area.



He will work from AFI's Castle Donington offices, near East Midlands Airport, and also from his home in Bedworth, near Coventry.

Tony Havercroft, Manager of AFI Resale, said: "I'm delighted to welcome Mike to the team. Until now, our Resale operations have been predominantly based in the North, but now we have the opportunity to capitalise on sales in the South."



Mike Jones (top) and Tony Havercroft.

"We are receiving excellent back up from the team of 22 Account Managers and eight Sales Support staff who are generating the inquiries for us to process," he added.

"Anyone making an inquiry is receiving a quotation within 24 hours, whether it be for new or used



AFI's website is regularly updated to show the latest machines available for sale.

equipment, contract hire or HP lease."

AFI has also categorised its used machines into two bands to help customers stay within their budgets whilst also finding the machine that meets their needs.

BAND A machines are fully

tested, complete with new batteries, and repainted to look as good as new.

BAND B machines are also fully tested and have new batteries, but they have not been repainted.

For more information visit our website:

afi-uplift.co.uk/resale

Customer survey launched

AFI-Uplift has grown significantly over recent years, but we are not resting on our laurels – we would like to receive feedback from you about how we can improve our services.

Please take just a few minutes to fill in the Customer Satisfaction Survey which is inserted into this issue of Aerial View.

Tell us what you think of our performance and as a thank you, we are running a prize draw where you can choose from a range of experiences on offer, including a hot air balloon flight, helicopter flying lesson, and rally car driving experience.

More investment

(Continued from Page 1)

company is relocating a number of depots to larger premises, such as the London West move (See Page 7) and will also be extending some of its existing depots so that they can more effectively service the demand in those areas.

AFI is also increasing its transport fleet (See Page 6) by a further 20 vehicles and eight trailers, many of which will carry the smaller powered access units, and the company also has three delivery vehicles which have been liveried up to promote these mini machines. Sales force personnel will be trained in loading and unloading procedures so that they can demonstrate the machines to customers.

AFI SMALL MACHINES IN ACTION

Star 10 works out in the school gym

When JHS Integrated Systems hired a powered access machine to install a fire security system at a school in Coventry, a key part of the specification was that it had to be able to pass through narrow doors to gain access to the high ceilings of the school's gym.

AFI-Uplift's Birmingham depot met the company's needs by supplying a Haulotte Star 10 platform from its rental fleet. Whilst being small enough to negotiate the doorways at the Caludon Castle Business and Enterprise Specialist School, the Star 10 also had the reach to provide access to the highest areas.

The school is undergoing a two-year major rebuild by construction contractors Galliford-Try, and although their sub-contractors, Balfour Kilpatrick, have a number of their own scissor lifts on site, none were able to pass through the narrow doorways.

Keith Franklin, of JHS Integrated Systems said: "We are installing a fire security system that includes fire alarms, access panels and CCTV, and the Star 10 from AFI-Uplift enabled us to carry out our work effectively, due to its manoeuvrability and dimensions. The Star 10 proved invaluable in helping us to meet the project deadlines and enabled us to progress without any complications."

The electrically-powered Star 10 extends to a maximum height of 10m and has a horizontal outreach of 3.10m, but its compact nature allows it access to many areas otherwise out of bounds to bulkier machines. With dimensions of



2.61m long, 1.99m high when stowed, and only 0.99m wide, the Star 10 is ideal for gaining access to areas where space is restricted.

"With a turning radius of only 1.87m and full 360 degree rotation, the Star 10 is one of the smallest and yet most versatile lift platforms in our hire fleet," said Lee Burrows, of AFI.

Star 6 is a star at the National Motorcycle Museum



To ensure that the work could be carried out quickly, efficiently and cost-effectively, Warwickshire-based ES Electrical hired a compact Star 6 machine from AFI to carry out the annual electrical systems testing for public liability insurance at the National Motorcycle Museum in Birmingham

Able to fit through single standard doorways, the Star 6 easily negotiated the tight corners and narrow passageways between the exhibits. With a stowed height of only 1.65m, a width of just 0.78m, and weighing only 800kg, it was able to manoeuvre around any obstacles.

Wayne Cotterill, Project Manager for ES Electrical, said: "With the Star 6 we were able to eliminate the time-consuming need for building scaffolding towers and having to continually move them around a museum full of exhibits, many of which are rare.

"Thanks to AFI we got the job done safely, efficiently and quickly. In fact the Star 6 is such a great little machine that it would give any of those old bikes a good run for their money!"

FOCUS ON TRAIN



Training appointment

AFI-Uplift has demonstrated its commitment to strengthening its training resource by appointing Brian Parker to the new position of General Training Manager.

Brian brings to the company a wealth of training experience. He has joined AFI after nine years as Training Manager with a Northern powered access company and is Chairman of the International Powered Access Federation's (IPAF) Instructor Sub Committee, where he is currently writing the new standards for the forthcoming IPAF Instructor Course.

He said: "AFI is providing a high quality training resource and I will now be looking at how we can broaden the scope of this training so that we can offer our customers an even wider range of courses.

New courses already underway include the IPAF Mobile Elevating Work Platform for Managers course. This one day course is designed to produce managers competent in preparing and safely co-ordinating the various types of MEWPs used on site.

The IPAF Instructor Course – which AFI is due to offer in the Summer – will be one of the most comprehensive courses available, lasting for up to 10



Brian Parker has been appointed General Training Manager at AFI.

days. Brian said that his remit to widen the scope of AFI's training would also include looking at offering courses accredited by more organisations.

"The IPAF and PASMA courses will remain the mainstay of our operations but we will also be looking at other accredited courses, including City and Guilds and ones relating to ladder use. Our aim is to offer our customers a 'one-stop shop' for all their training and safety requirements," he added.

To meet the increased demand for training, AFI is currently looking to recruit two further training instructors, ideally in the South, to complement the activities of their existing instructors, Nick Manners, Quintin Wilson, Darren Verschuren, Mick Backhouse and Steve Harris.

AFI gains major training

AFI-Uplift completed their biggest single training contract to date when they trained 76 contractors in the use of vertical personnel platforms so that they could get a vital upgrade to their IPAF certificates.

Although trained on boom and scissor lifts by another company, the employees of mechanical and electrical contractor TSSR found they would need to operate vertical platforms when carrying out

work on the construction of Terminal 5 at Heathrow Airport. Time was of the essence to ensure that there would be no delays on site, so Jeff Lyons, AFI-Uplift Account Manager, arranged the contract and Darren Verschuren, AFI Training Instructor, carried out the training.

A training area was set aside at Heathrow and TSSR employees were trained in groups of six to 12 on how to operate the Star 6 and Genie IWP

ING AND SAFETY

Support for harness campaign

The Powered Access Interest Group (PAIG), a joint committee of the Construction Plant-hire Association (CPA) and the International Powered Access Federation (IPAF), have called for all users of boom type access platforms to wear a full body harness with a short restraint lanyard attached to a suitable anchor point.

AFI-Uplift are members of PAIG, and AFI Director Austin Baker is PAIG's Chairman. The Group's harness statement was made at a PAIG meeting which recently took place at AFI's Castle Donington Support Centre.

The Group specifically called on the Health & Safety Executive (HSE), manufacturers, hire companies and main contractors to support this campaign to save lives through preventing ejection of users from boom platform baskets.

Since that call was made, we are pleased to report that support for the campaign has come from the HSE and the Main Contractors Group (MCG).

In a letter to IPAF, Stephen Williams, Chief Inspector of Construction for the HSE, said: "May I commend you for the work you are doing to promote safety in this area and raise awareness of the guidance already available.

"I would also like to add that the HSE would want to support any initiative that promotes the safe use of mobile elevating work platforms (MEWPs). As I am sure you are aware, HSE has produced an Information Sheet,

MISC614, on this very subject which, in line with Guidance Note H1, advises those responsible for the use of MEWPs of the need to carry out a risk assessment prior to specifying the use of fall protection equipment.

"This information was produced in consultation with the International Powered Access Federation (IPAF) and the Construction Plant Hire Association (CPA)."

John Bradshaw of the Major Contractors Group told IPAF that MCG members welcomed the PAIG initiative and would continue to demand equivalent standards on their sites.

A new safety campaign called Clunk Click, which reinforces the PAIG message, has also been launched – see back page.

IPAF Managing Director Tim Whiteman said: "We have enough stickers printed for every boom in the UK. It's time for action. If you have got a boom type platform, make sure you get a sticker and put it on the relevant machine. It could save a life."



contract at Heathrow

platforms. The half day course, held over a two week period, covered aspects such as pre-use inspections, how the controls function, and driving the machines. The men were then put through their paces with a machine driving test.

AFI have now hired a number of Star 6 and Genie IWP vertical personnel platforms to TSSR for their work at Heathrow Airport, and have since trained a further 28 staff.





Improving customers' machine deliveries

With the arrival of 20 new transport vehicles and eight new trailers, AFI will be able to offer customers a much quicker turnaround during delivery and collection.

Some of the new vehicles are equipped with both a side and rear loading facility to accommodate the company's mini machines with ease, allowing them to be unloaded directly onto the kerb or onto a loading bay. That means greater access on site and less time to unload.

Director Austin Baker said: "The Work at Height Regulations have increased the demand for mini machines, and the addition of these transport vehicles will allow us to streamline our deliveries. Customers will find the benefits tangible too, not only because of the time-saving benefits, but also because of the reduction in space

required to load and unload in busy streets using the side lifts."

The first 26 tonne vehicles to be delivered are based in Haydock, Peterborough and London South depots, whilst four vehicles, of 7.5 tonnes capacity, are at the London West, London East, London South and Wakefield depots. A further 44 tonne tractor unit is based in London South.

As further vehicles are delivered to AFI from the manufacturers they will be spread throughout our depot network to provide national coverage.

Austin Baker concluded: "We chose the initial base locations by determining sales requirements and I am delighted to say that both AFI and our customers are already experiencing the benefits!"

AFI-UPLIFT QUICK CONTACTS

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Website:
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On track for station project

AFI machines were on site at one of Merseytravel's biggest construction projects to date – Liverpool South Parkway Station, built to serve John Lennon Airport.

Lakesmere, specialist contractors in the design and installation of the building envelope, (working with main construction contractors, HBG Construction) used 22 AFI boom and scissor lifts during construction of interior walls, roofwork, rain screens, and external cladding.



More machines available for hire from London West Depot

Following its move to new and larger premises just before Christmas, London West Depot has substantially increased the size of its hire fleet.

Regional Operations Manager John Robertson said: "We had about 375 machines in the previous premises but have now increased that to over 420 machines, and we still have space. Our plans are to further grow the fleet to 500 machines this year."

The depot transferred from its previous premises in Iver Heath, Buckinghamshire, to a much larger depot just one mile away.

With a current staff of 10, London West will also be



recruiting five extra staff during the year – one HDC/Administrator, two Engineers working shifts, and two new drivers.

The depot will also be getting two more delivery vehicles and will be

offering a 24 hour transport service. Covering nearly an acre, the new depot in Court Lane, Iver, is four times the size of the previous premises.

Machines from London West are on hire at the

new Heathrow Terminal 5, and the depot also has a growing presence at the massive White City Retail Development, as well as a continuing involvement at Wembley Stadium.

Providing coverage throughout the UK

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Haydock

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Liverpool

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London East

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London South

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London West

Tel: 01753 783744 Fax: 01753 650808

Manchester

Tel: 0161 707 7895 Fax: 0161 707 7896

Milton Keynes

Tel: 08705 275423 Fax: 08705 400162

North East

Tel: 0191 569 1699 Fax: 0191 569 1698

Peterborough

Tel: 01733 206638 Fax: 01733 205791

Scotland

Tel: 08707 879837 Fax: 08707 879838

South Wales

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South West

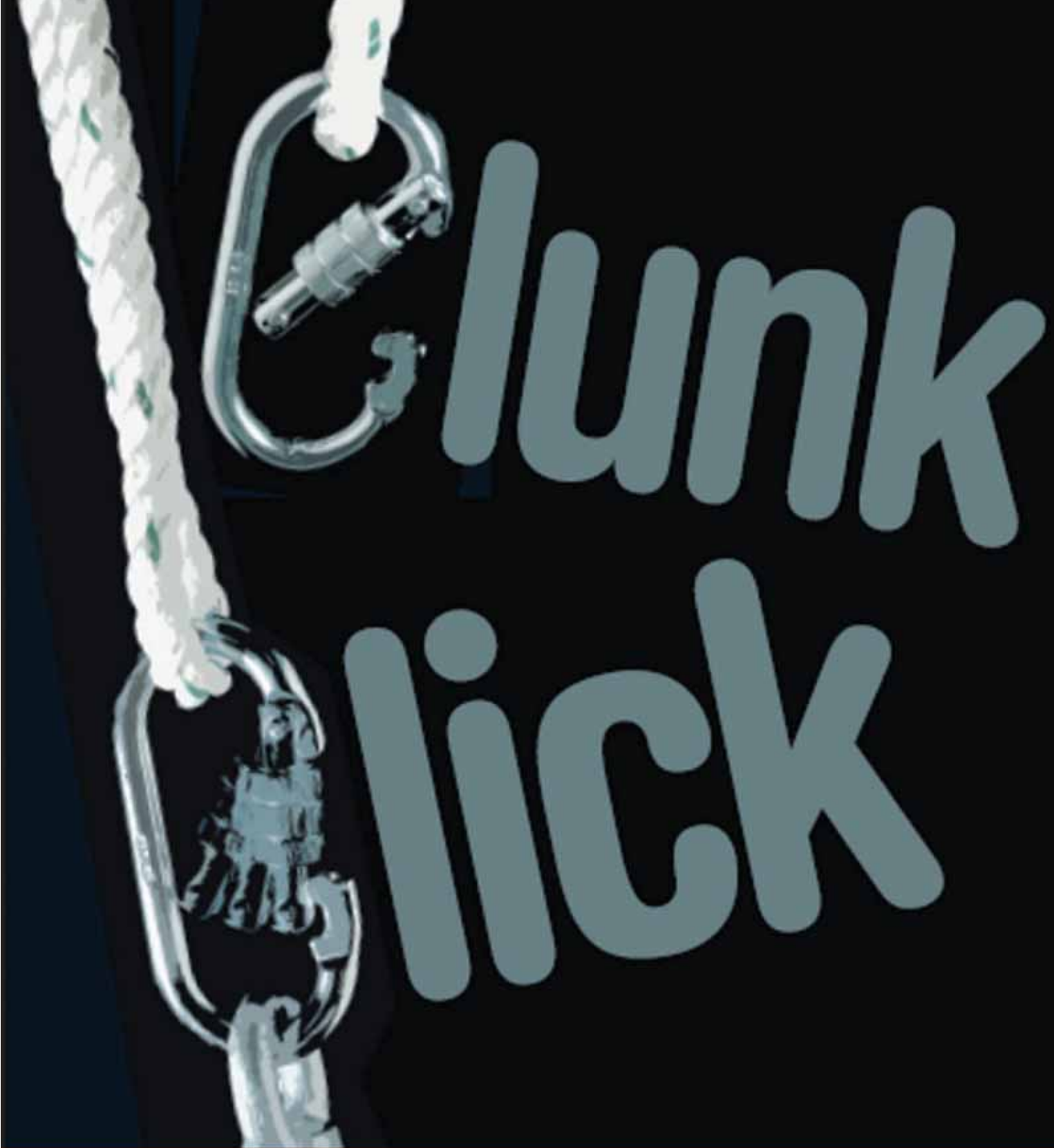
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**Wear a full body harness
with a short lanyard
in boom type platforms**

For full information about the correct use of harnesses in boom type platforms, please contact:

AFI-Uplift Limited Tel: 08707 871511

www.afi-uplift.co.uk