

ERA Convention 2011

“Growth Again”

SCAFFOLDING

REGULATIONS AND PRODUCTS
DEVELOPMENT - RENTAL BY
SUPERFICIE VERSUS RENTAL BY
WEIGHT AND DIFFERENCIAS IN
EXPERTISE AND PROCESSES

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BALTIC ARENA

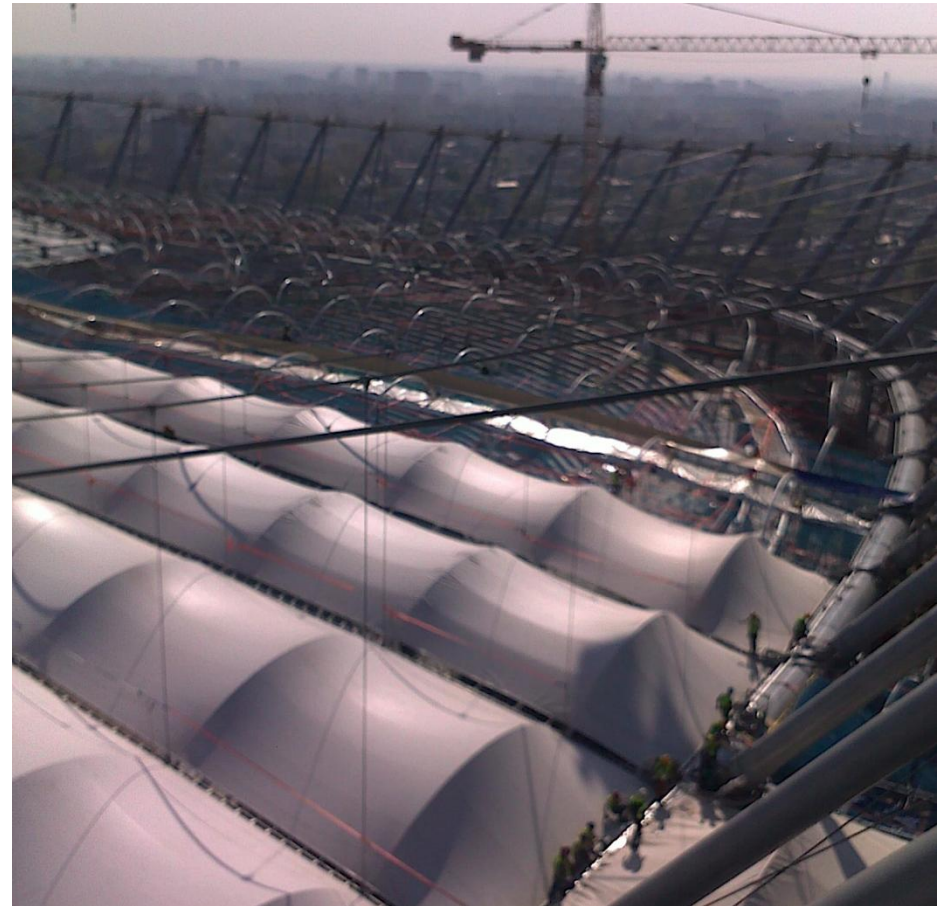
- One of four brand new stadiums being build for UEFA EURO 2012 Championship
- Location: Gdańsk
- Capacity: 238.000 m² / 44.000 spectators
- Estimated cost: 200 Million EUR

Typical Invoicing Methods with Scaffolding Rental

- ⑩ Every item has rental fee based on the purchase value of the item
- ⑩ All the items have same rental fee based on the average rental fee of scaffolding delivery
- ⑩ Scaffolding rental is included to labor price
- ⑩ Scaffolding is invoiced by m^3
- ⑩ Scaffolding is invoiced by m^2
- ⑩ Scaffolding is invoiced by weight [kg, tons]

Invoicing Experiences from Rami-World

- ⑩ The most typical way is to invoice and do pricing using metric units
- ⑩ In Construction Sector metric unit pricing is dominant
- ⑩ In industry metric unit pricing is widely used but depending on project type other ways are also used.
- ⑩ Invoicing according to material's weight happens very seldom; Industrial Clients in Norway



About Weight Base Invoicing

- ⑩ Used with Industrial Scaffolding, especially in Off-shore and some with Refineries and Boilers
- ⑩ In Norway only about 6 scaffolding companies are dealing with this way and they are just serving industry
- ⑩ Material they use is mainly made of Aluminium
- ⑩ Price-level is highly competed
- ⑩ With pricing it is easy to make mistakes; if project demands special items or lot of small / short items
- ⑩ Clients with low level scaffolding knowledge prefer this kind of invoicing method

Which invoicing method would be preferable?

- ⑩ For rental company simple invoicing [€/unit] is the most economical
- ⑩ Clients prefer simple invoices without any commitment to List of Materials



Project process ruled by invoicing method

- ⑩ According to our knowledge invoicing method has no influence to project process;
- ⑩ Scaffolding should always be planned in order to get the List of Materials
- ⑩ List of Materials will be prepared on item level
- ⑩ Materials are collected according to List of Materials
- ⑩ IT –System keeps the data about deliveries on item level, even invoicing unit would be €/ton

Process differences base on scaffolding project type; Industrial vs. Construction

- ⑩ Industrial projects demand more pre-planning and design
- ⑩ More site visits before starting the project
- ⑩ More careful risk assessment is needed
- ⑩ More careful personal resource planning
- ⑩ "Plan B" often needed because of possible changes

Technical developments and regulations related to Scaffolding rental business

- ⑩ Scaffolder qualification / training more accurate
- ⑩ Accident ratio becoming more important factor when selecting scaffolding service supplier (e.g. accidents/1000 000 working hours)
- ⑩ Due to reason scaffolding work is hard > lighter material will be preferred
- ⑩ Use of wood with scaffolding items will be limited
- ⑩ Mixing of materials will be limited / not allowed
- ⑩ Scaffolding integrated Weather Protection Systems will increase (WPS has no EN at the moment)

Future of Scaffolding Rental Business

- ⑩ Clients will be provided versatile site-plans including instructions for combined use of scaffolding, mast climbing platforms and other types of temporary platforms and passages
- ⑩ Site workers will be many skilled persons being able to assemble scaffolding, mastclimbers and other type of machinery



Future of Scaffolding Rental Business

- ⑩ Rental companies have to provide several types of larger services
- ⑩ Role and Importance of Safety will emphasize



Thank You!

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