



EUROPEAN
RENTAL
ASSOCIATION

Technical Committee

Martin Sebestyén
Zeppelin Rental

 Please react on Twitter, [@era_rental](https://twitter.com/era_rental)



ERA Convention 2016, "The next 10 years", Stockholm, 08-09 June



Mission Statement & Committee Goals

Making it safer, easier and cost effective
for the rental industry by working together with
equipment stakeholders on:

- 1 The key drivers of the total cost of ownership (damages, accidents, maintenance, etc.)
- 2 Standardisation wherever possible (telematics, decals, compaction, etc.)
- 3 Simplified instructions manuals and training (operation, maintenance, safety, e-learning)
- 4 Parts management and key drivers of repair and maintenance total cost
- 5 New legislations impact on rental industry

Survey among rental companies 2012

A survey was conducted among rental companies to identify:

- The most common damages & accidents to rented equipment caused by inexperienced users
- The categories of equipment “under maintained” most by customers when rented out
- The most frequent reported issues in service calls

Total Cost of Ownership – Key Drivers

This guidance document represents a common understanding among the rental companies and the OEM's of the drivers influencing the total cost of ownership of equipment throughout the three main phases of the lifecycle of equipment:

- Acquisition,
- Operations & maintenance,
- Divestment.



Face to Face meetings 2013

To build on the results from the survey, the Committee organized two workshops at BAUMA 2013 with experts from rental companies and OEM's to analyse and research how accidents and damages can be best reduced for Construction & Access Equipment.

Face to Face meetings 2014

5 Face to Face meetings were organised in October 2014 between rental fleet managers and one selected manufacturer on a confidential basis, providing the ground for in-depth analysis of issues & showing commitment for solutions

Face to Face meetings 2015

Intermat offered the opportunity for a new round of 10 Face to Face meetings. Some manufacturers attended for the second time and, among many, the most common issues considered were:

- 1 Tie down points
- 2 Simplified instructions / Quick Guide
- 3 Greasing technology
- 4 Loading with forklift

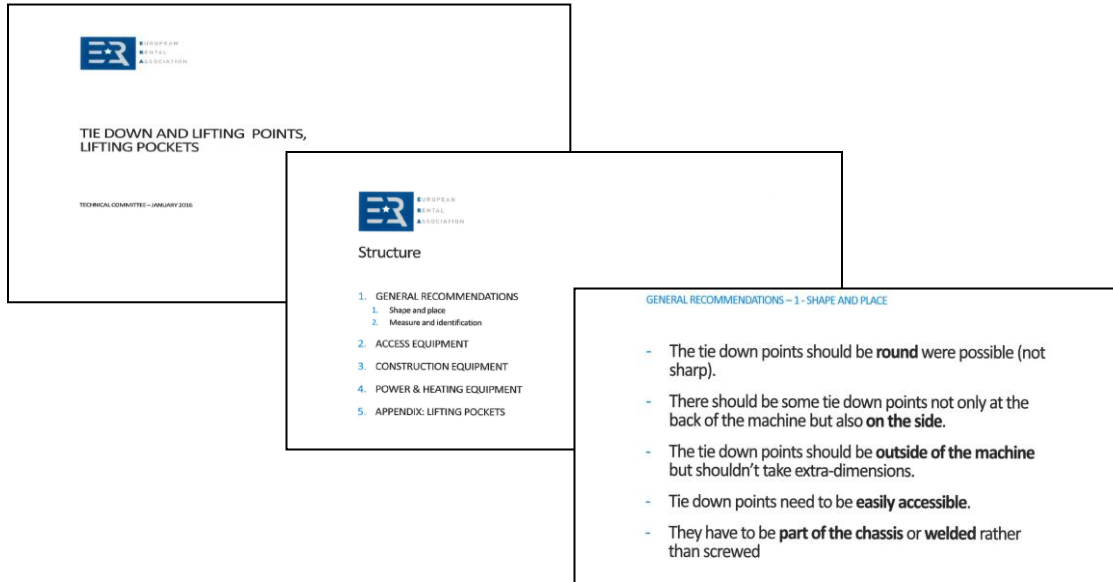
Face to Face meetings 2016

During Bauma another 12 Face to Face meetings took place. Two new points got included into these sessions beside two existing once:

- 1 Tie down points
- 2 Simplified instructions / Quick Guide
- 3 Telematics solutions
- 4 Optimisation of maintenance intervals



Framework for tie down points 2016

The ERA Rental Companies created a joint documentation to give the OEM's a recommendation in relation to "tie down / lifting points" and "lifting pockets"



Quick Guides Framework 2016

The ERA Rental Companies created an overview with all necessary items to be explained in quick guides for the operators of rental machines

 <p>EUROPEAN RENTAL ASSOCIATION</p> <p style="text-align: center;">Framework of Quick Guides</p> <p>1. General description of the equipment</p> <ul style="list-style-type: none"> 1.1 Picture / illustration 1.2 Manufacturer / type 1.3 Specific technical information (related to safe use) <ul style="list-style-type: none"> Kw, V, A, dimension / weight, fuel, blade / wheel size etc. Capacity – reach / working range 1.4 Tie down points / lifting points (illustration) 1.5 Storage (if applicable) 1.6 Range of intended uses – and foreseeable misuses (for construction equipment) <ul style="list-style-type: none"> Accessories and interchangeable tools / equipment Flying elements and cartridges Operating in wet condition, explosive areas etc. <p>2. Safety rules and risk assessment</p> <ul style="list-style-type: none"> 2.1 Operator <ul style="list-style-type: none"> Correct personal protective equipment Pictograms for vibrations, noise, exhaust, dust 2.2 Surrounding <ul style="list-style-type: none"> Type of soil Distance from power lines Wind speed Magnetic field Potentially explosive environment Lack of proper ventilation 2.3 Machines <ul style="list-style-type: none"> Overturn risk Maximum ground tilt Risk of falling Risk of collapse Risk of working on damage machine LARA (last minute risk assessment) at every new start of the machine. No manual override of the safety measures <p>3. Daily Maintenance and Inspection before and after use</p> <ul style="list-style-type: none"> 3.1 Daily maintenance <ul style="list-style-type: none"> Engine oil level Cooling liquid level Fuel level Gear box oil level Tires pressure 3.2 Inspection <p style="font-size: small;"> ERA The European Rental Association ASBL Avenue, Jules Rollet 147 B-1130 Brussels, Belgium Phone: +32 2 761 1600 Fax: +32 2 761 1609 www.erasrental.org www.erasrental.org VAT: BE 0819 822 166 RFRB Brussels </p>	 <p>EUROPEAN RENTAL ASSOCIATION</p> <p>4. How to operate the machine (illustrations)</p> <ul style="list-style-type: none"> 4.1 Start and ergonomics 4.2 Stop 4.3 Errors and operations of emergency <ul style="list-style-type: none"> Rescue operations Lowering, emergency control Error 4.4 Machines specific operational handling (when applicable) <ul style="list-style-type: none"> Emergency stop check Emergency lowering function check Stabilisers check Lower control panel Upper control panel Drive function check Raising and lowering function check Brake control Speed limit control Tilt sensor check Driving function check Operating accessories (quick couplers / hammers)
---	--

Future of the face-to-face meetings

- **Very positive feedbacks from rental companies and OEMs (better preparation, 4 topics, etc.)**
- **Individual debriefing to each OEM in the coming weeks**
- **Next Committee meeting in October 2016: follow-up of Bauma meetings, common questions will be addressed /any confidential topics will be discussed in the next face-to-face round**
- **Face to Face meetings twice a year for OEM's, who would like to present new topics. This will ensure a faster and better communication**

Next topics for the Committee

Spare part analysis

- Review of different types of the most critical spare parts
- Estimation of the share of spare parts ordered from OEM's

Maintenance of equipment

- Review of the maintenance instructions and warranty policies of the OEMs
- Are the rental companies over-maintaining their equipment?
- Predictive maintenance to avoid tight schedules

New topics to be discussed?

- Open to the discussion of the roundtables

Workshop guidelines

Time: 50 minutes for brain storming and wrap up
30 minutes for presentations by the group speakers

Speaker: One person per table

Task: Answering one question per table

Objective: Raise issues of importance for the rental business, on which the Technical Committee could work in the future



Team Session

Workshop for the following two topics:

- **The future of equipment:
fleet managers vs. suppliers**
- **What benefits can be reached
by using Big Data in the rental
industry**

