

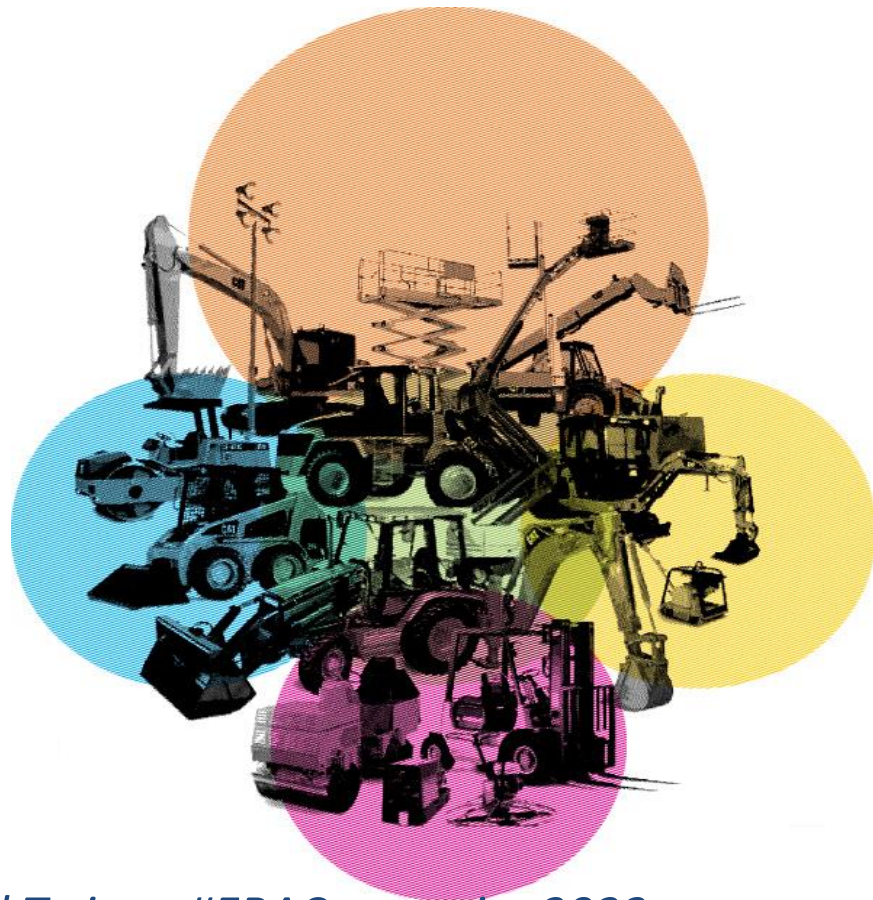


EUROPEAN  
RENTAL  
ASSOCIATION

# Technical Committee

*Klāvs OTISONS,  
Boels Rental*

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ERA Convention 2023, "INVESTING IN PEOPLE", Maastricht, 7 and 8 June

- 1. Members of ERA's Technical Committee and meetings**
- 2. Mission Statement and Committee Goals**
- 3. Recent achievements of the Committee and works in progress**
  - a) ERA recommendations on Trainings**
  - b) Telematics standards**
  - c) Works in progress / next steps for the Committee**
  - d) Collaboration with other Committees / Working Groups**

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# ERA Convention 2023

# 1- Members of ERA's Technical Committee

	Company	First Name	Last name
Chairman	Boels/Cramo	Klāvs	Otisons
Associations	ASEAMAC	Jose	Blanco
	ANAPAT	Antonio	Casado
	BBI	Juergen	Kuespert
	CPA	Chris	Cassley
	CPA	David	Smith
	CPA	Adam	Godwin
	IPAF	Brian	Parker
	SRA - Rentalföretagen Service AB	Anna	Sjöblom
Rental Companies	Avesco Rent	Julien	Launay
	Boels	Guy	Cremer
	Boels	John	Smeets
	Bredenoord	Gert-Jan	Elfrink
	CGT Edilizia	Marco	Moncada
	HKL Maschinenbau	Marcus	Worthmann
	Kiloutou	Francois	Renault
	Kiloutou	William	Oldman
	Kiloutou	Amaury	Delepouille
	LOXAM	Thierry	Lahuppe
	LOXAM	David	Gravez
	Niederstaetter	Manuel	Niederstaetter
	RENTA	Anders	Wictorsson
	Ramirent	Miia	Konttinen
	RIWAL	Philippe	Witte
	Sunbelt Rentals Ltd	Andrew	Winlow
	Sunbelt Rentals Ltd	Matthew	Ross
	Sunbelt Rentals Ltd	Glyn	Matthews
	Mateco	Jean-Pierre	De Nil
	Mateco	Wim	Carlier
	Zeppelin Rental	Martin	Sebestyen

Associate Members			
	AltreX	Rudie	Beverwijk
	AMMANN Verdichtung GmbH	Patrick	Stellwag
	Atlas Copco Airpower	Anuj	Sachdeva
	Atlas Copco Portable Energy Division	Stefaan	Vertriest
	Briggs & Stratton	Paul	Bramhall
	Caterpillar	Michael	Lilljequist
	CNH	Valentina	Versino
	Doosan Bobcat EMEA	Stephane	De Laplagolle
	Euro Auctions	David	Betts
	Gem One	Jacques	Valckenaere
	Gem One	Sander	Loosveld
	Gorman Rupp	Matthew	Zwaneveld
	Haulotte Group	Sebastien	Perusse
	Haulotte Group	Ludivine	Beraud
	Hiboo	Adrien	Montoille
	Hilti	Gerhard	Gasser
	Irdeto	Stefan	Öttl
	JCB	Claudio	Fiorentini
	JLG EMEA	Marko	Kuipers
	Komatsu	Emanuele	Viel
	Manitou	Alain	Becque
	Ritchie Bros	Antti	Suoniemi
	Smartequip	Alex	Schuessler
	Perkins	Dave	Stollery
	Skyjack	David	Hall
	Skyjack	Jim	Waldron
	Skyjack	Kurt	Atchison
	Snorkel	Scott	McCall
	Terex/Genie	Luisa	Parisotto
	Terex/Genie	Lee	Vickers
	To Increase	Anastasia	van der Wielen
	Trackunit	Mikkel	Dalgas
	Trimble	Jean Francois	Sourdoire
	Volvo CE	Julien	Provensal
	Wacker Neuson	Ville	Viita
	Wynne Systems	Craig	Richmond
	Yanmar Construction Equipment Europe	Peter	Johansson
	Yanmar Construction Equipment Europe	Pascal	Duponchee
	ZTR Control Systems	Marc Jan	Backer

## ERA Convention 2023

## 1- Meetings of ERA's Technical Committee



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

1. The key drivers of the total cost of ownership (damages, accidents, maintenance, parts management etc.)
2. Standardization wherever possible (telematics, decals, tie down points, instruction manuals, etc.)
3. Framework of training (skill level, e-learning, etc.)
4. New legislations impact on rental industry
5. Big data (connectivity, telematics, IoT, etc.)

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## a) ACHIEVEMENTS ON RENTAL TRAINING

- In March 2022, publication of the **ERA Technical Committee's Recommendation on Trainings levels 1 and 2**
  - As defined by the Technical Committee in the document **“Training – Education and Technical Training for Rental Companies”**:
    - **1<sup>st</sup> Level:** Simple actions required for the operation and carried out on easily accessible parts, in a safe way, using support equipment built in the item
    - **2<sup>nd</sup> Level:** actions requiring simple procedures and / or easy-to-use support equipment (built in the item or external)

## a) ACHIEVEMENTS ON RENTAL TRAINING


- Available information to the OEMs
  - **“Example of check-in process level 1”**: check-list for a level 1 engineer, describing the standard check-in procedure in a rental branch
  - **“Example of check-in process level 2”**: Checklist relevant to the needs of a level 2 engineer.
  - Examples of videos produced by rental companies
- The training material (videos?) should be:
  - **easily accessible and visible,**
  - **short,**
  - **easily understandable**

## a) ACHIEVEMENTS ON RENTAL TRAINING

- Face-to-face meetings organised at bauma with 7 OEMs
- **ERA Technical Committee Award: Best Training Materials Adapted to Rental**, for the first time, based on entries from the OEMs, rewarding a company that has produced high quality training materials adapted to the needs of the rental industry and in accordance with the ERA recommendations.
- Next steps:
  - Communication of the ERA recommendations to a larger group of OEMs
  - Regular checks that OEMs provide training material compliant with the ERA recommendations

## b) DELIVERABLES ON TELEMATICS

- In 2021, publication of 3 excel tables, “**Data points telematics ERA**”, based on the data elements of the ISO 15143-3, detailing the priorities of the equipment rental companies:
  - mandatory for the rental companies
  - optional (or, at least, not a priority)
  - to be added to the standard
- For 3 categories of equipment: earth moving, access, and generators and compressors.

 EUROPEAN RENTAL ASSOCIATION

DATA POINTS TELEMATICS ERA - EARTH MOVING EQUIPMENT

Data elements and attributes	Comments	Earth moving			
		Excavator	Compaction	Dumper	Wheel loader
<b>Header information (EquipmentHeader)</b>					
- Telematics Unit Installation Date (UnitInstallDateTime)	which each new installation once	Yes	Yes	Yes	Yes
- Equipment Make (OEMName)		Yes	Yes	Yes	Yes
- Equipment Model (Model)		Yes	Yes	Yes	Yes
- Equipment ID (EquipmentID)		Yes	Yes	Yes	Yes
- Serial Number (SerialNumber)		Yes	Yes	Yes	Yes
- OEM ISO Number (PIN)	NOTE: PIN and VIN are interchangeable mutually exclusive.	Yes	Yes	Yes	Yes
<b>Vehicle Identification Number (VIN)</b>					
- Telematics hardware ID number		Yes	Yes	Yes	Yes
- Telematics hardware model		Yes	Yes	Yes	Yes
- Telematics hardware make		Yes	Yes	Yes	Yes
- Telematics network types		Yes	Yes	Yes	Yes
<b>Last known location (Location)</b>					

## b) DELIVERABLES ON TELEMATICS

- Next steps:
  - Communication of the ERA recommendations to a larger group of OEMs
  - Regular checks with the OEMs about the current state of actually implemented and available data points on existing OEM machinery
  - Improvement of the “Data points telematics ERA” documents?
  - Participation to the revision of the ISO 15143-3

## c) WORKS IN PROGRESS / NEXT STEPS FOR THE COMMITTEE

### • Decarbonisation

- Workshop in March to define:
  - the scope of the project,
  - the possible collaboration with OEMs,
  - with the assistance of an expert in decarbonisation, Alex Woodrow (Knibb, Gormezano and Partners -KGP)
- Focus on electrification first, then hydrogen and HVO
- Rental companies having direct relation with end customers, they can have a voice towards OEMs and help making better strategic choices.

## c) WORKS IN PROGRESS / NEXT STEPS FOR THE COMMITTEE

- **BIM:**
  - Work on getting the data available from the OEMs
  - Push the OEMs building their models rather than work all on the same models
  - Standardisation of machine's identification data: ERA Technical Committee BIM standard?
- **PIM / Standardisation**
  - BIM as a starting point to PIM, priority for now
  - PIM as a second topic

### c) WORKS IN PROGRESS / NEXT STEPS FOR THE COMMITTEE

- **Next full meeting of the Committee**
  - In 9 November, in Washington (UK) hosted by Snorkel
- **Face-to-face meetings:**
  - 8 November on Decarbonisation (status, motivation for choices, etc.)
  - 2024 on Compliance with the ERA Technical Committee's recommendations
- Organisation of a joint event with CECE on decarbonisation in November



## d) COLLABORATION WITH OTHER COMMITTEES / WORKING GROUPS

- Sustainability Committee on Decarbonisation
  - ERA Equipment CO2 Calculator V2.0
  - Carbon reporting guidance
- OSH Working Group