

HEIGHTS

Safety and security, at every level

ALTREX DNA: ALWAYS LOOKING FOR NEW AND BETTER

- ▶ BOELS ABOUT SAFE-QUICK® 2
- ▶ 2304 SOLAR PANELS
- ▶ CUSTOMIZED PLATFORM FOR BRUIL



Always looking for new and better

Marketing & Development Manager Maarten Hogervorst about innovation-DNA

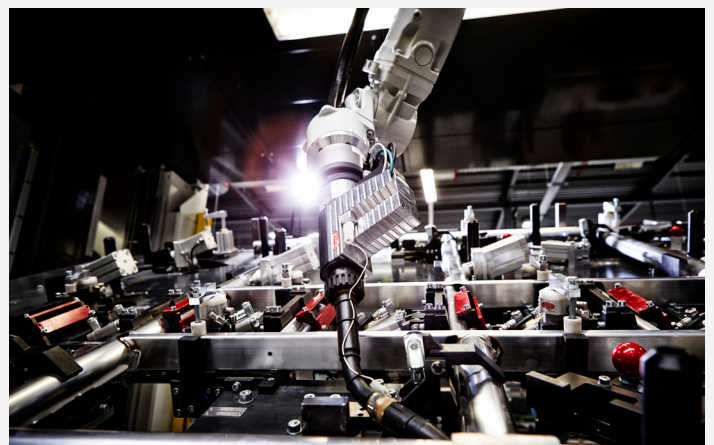
Innovation is part of what Altrex does. For over 65 years, we have constantly been working on 'better, easier and safer'. We do this together with our Altrex professionals and our customers. After all, they work at heights and on our access equipment, day after day. And only the best is good enough, that's what we believe.

When dealers and end-users are accustomed to using the best access equipment, that sets the bar very high for us. This is thanks to our drive for innovation ... and we are just fine with that, because we like to innovate. "This keeps Altrex on the move, and we just keep coming up with better and more innovative products", says Maarten Hogervorst, manager of Marketing & Development, when asked about Altrex's genes of innovation.

DISTINCTIVE IN THE MARKET

Innovation is therefore in our blood. And that is how it should be, when you're a premium brand and want to be and stay the best. That is a strong drive for Altrex, but the priority remains the market and especially the users. "You innovate because the market demands it", Hogervorst continues. "The credit crisis of the past years, the recent growth in the number of freelancers, stricter legislation: then you, as a company, need to be distinctive and innovative. In the processes, both digital and logistic, and of course also in how we manufacture.

The construction of the new Altrex welding line, which was recently completed, is a unique example. But what distinguishes us is found mainly in our products."



INNOVATE BY LISTENING

Innovative access solutions, that is what the Altrex range excels in, and we have every confidence in saying that. Like the Safe Quick® GuardRail, the smart running rail which constantly protects all around while constructing scaffolding. The MiTOWER, the first rolling tower that can be assembled by one person. And the modular suspended platform system with lengths up to 26 meters. According to Hogervorst, each of these are innovations that originated from customer demand: "Innovation begins by listening. To the demands and needs of our customers, but also to changing legislation. These two combined, provide important input to really innovate."

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In addition to innovative access equipment, other smart solutions are also developed, such as the online scaffolding configuration tool. Putting together a rolling tower is quite a difficult task. For example, which components do you need and what is really a safe scaffold? The online configuration tool helps you, as a user, to assemble a complete scaffolding that can be built the way it should be: the safest, most efficient manner, and in accordance with the safety standards. The configuration tool knows exactly what you need.



WORKING TOGETHER ON SMART SOLUTIONS

Innovation and improvement is a matter of working together. In order to innovate, you need to have good people in your organization, and you need a sophisticated process. It involves the translation of customer demands and market trends, into smart solutions that don't yet exist in the market.

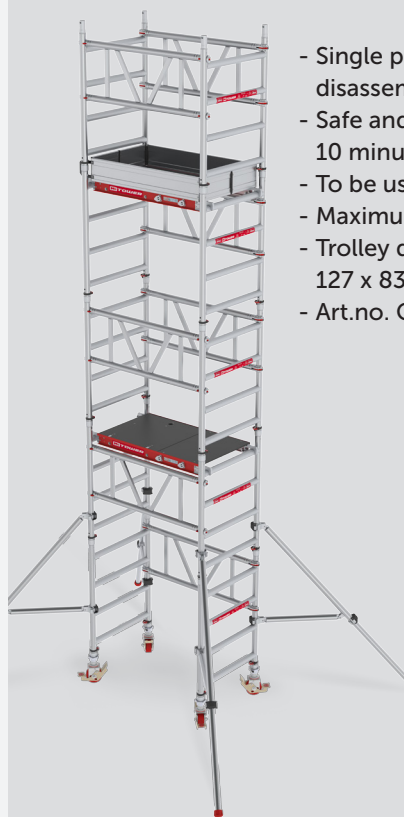
"We talk to our customers and dealers. This information is passed on to our engineers, who then develop new products. If this requires new production techniques, the Engineering department will take care of it.

We then think about the smartest way of production and distribution. So it's an internal chain in which all departments work together and complement each other. Each using their own knowledge and skills. This results in the safest and most innovative Altrex products. And there will be many more to come." ■



Mi TOWER

The single person access solution

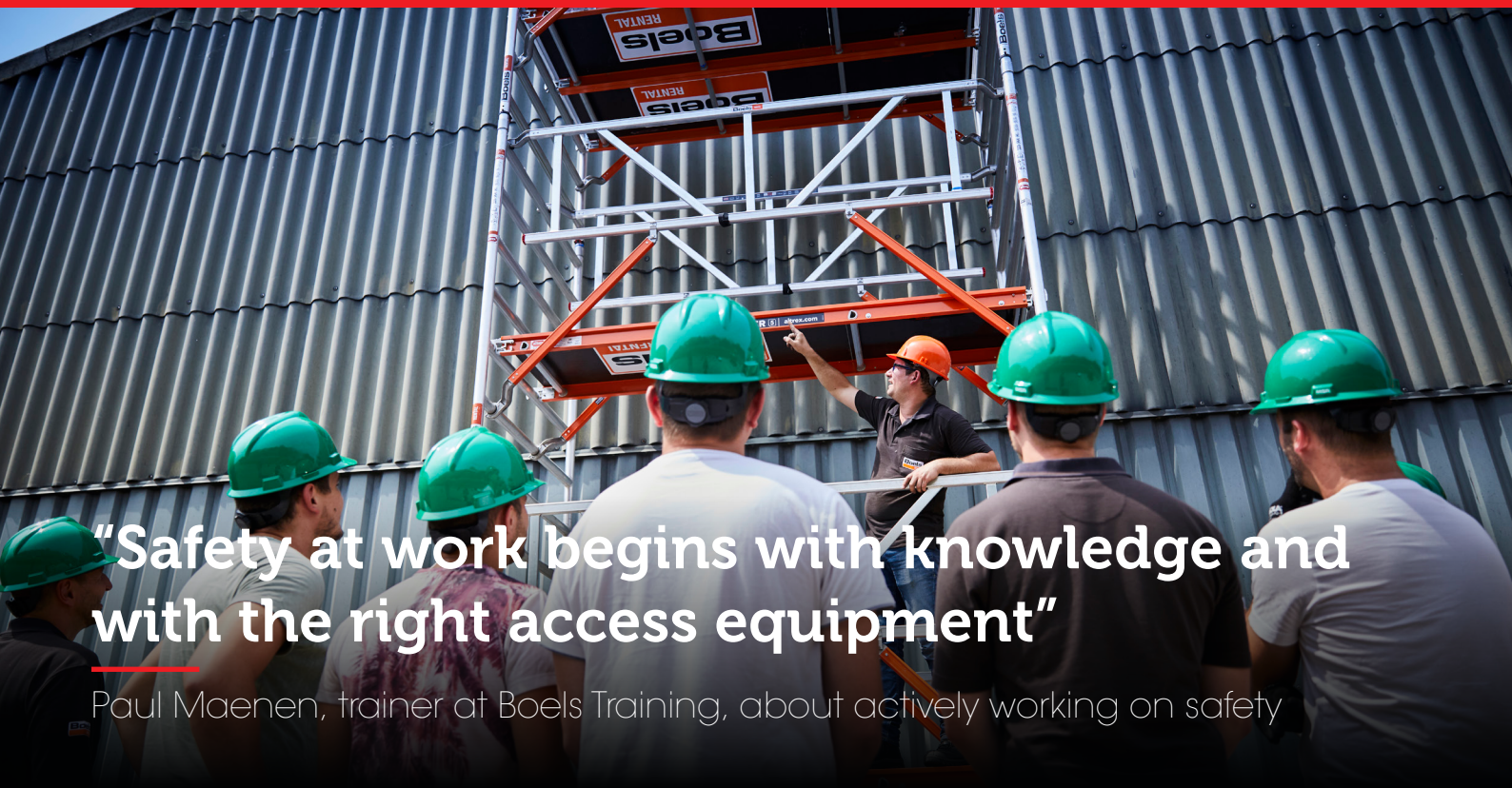


- Single person assembly and disassembly
- Safe and fast assembly in only 10 minutes
- To be used by one person
- Maximum working height 6 m
- Trolley dimensions: 127 x 83 x 158 cm (L x W x H)
- Art.no. C003002

Mi TOWER+

- Single person assembly and disassembly
- Safe and fast assembly in only 12 minutes
- To be used by two people
- Maximum working height 8 m
- Trolley dimensions: 172 x 83 x 210 cm (L x W x H)
- Art.no. C003014





"Safety at work begins with knowledge and with the right access equipment"

Paul Maenen, trainer at Boels Training, about actively working on safety

Working safely means knowing what you're doing. If you also use reliable equipment, you'll be fine. Boels Rental understands this like no other; that's why they have been using and renting out Altrex equipment for many years. Paul Maenen is a trainer at Boels and marks safety at work as his mission.

Boels Rental and Altrex understand each other. We have a shared vision on safety for more than 15 years. We work together on providing tailor-made solutions, innovative access equipment and safety on every jobsite. And certainly where the latter is concerned, Paul Maenen knows what he's talking about. As a trainer, he emphasises the importance of proper training and safe access material.

SAFETY FIRST WITH THE SAFE-QUICK® 2

With safety particularly in mind, Maenen considers good instructions and reliable equipment to be indispensable for everyone who works in construction and at height. He feels that following a training course goes hand-in-hand with taking responsibility, both for yourself and your colleagues. For example, if you know how to correctly assemble scaffolding, you are putting your safety and that of your colleagues first.

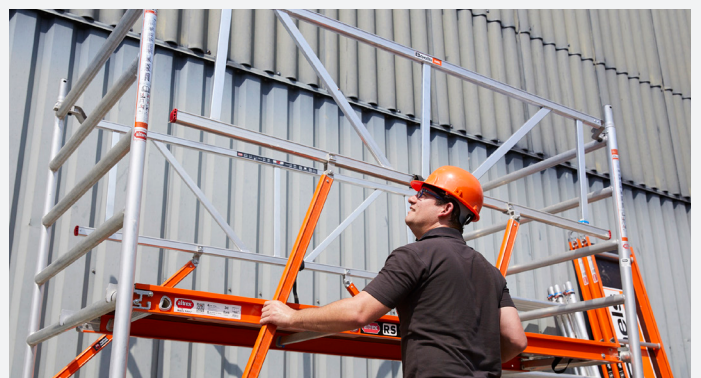
"Safety is a key issue in our training courses and at our company. That is how it should be everywhere where people work at height. We are therefore always looking for new products and smarter ways to work. It's also why we are

introducing the new Altrex Safe-Quick® 2 to our assortment and in our training programme. Both we and our course members are highly enthusiastic about this innovation. It is so different to the previous assembly method using rolling towers."

"I see the Safe-Quick® as a real revolution. You simply cannot afford to make mistakes or skimp on safety."

A SIMPLE ASSEMBLY METHOD: THE RIGHT ONE

Maenen sees many advantages in using the Safe-Quick® 2: "The updated rolling tower is exceptionally light and easy to use. It is easier to stack and transport the sections, for example. The biggest change is in the assembly method. This is so different to the previous assembly method with separate braces. I see the Safe-Quick® as a real revolution when it comes to assembling rolling towers safely. You simply can't afford to make mistakes or skimp on safety."



The latter is something he sees during the training courses. The course members build the Safe-Quick® correctly, right from the first time they use it. 'We often divide the group into two, with one half using the previous method and the other group using the Safe-Quick®. You always see that the second group finishes quicker, but more important these people immediately place trust in both the product and in themselves. That says a lot about the training course and certainly about the Safe-Quick®!'

"Safety at work goes hand-in-hand with taking responsibility, both for yourself and your colleagues."

KNOW WHAT YOU'RE DOING

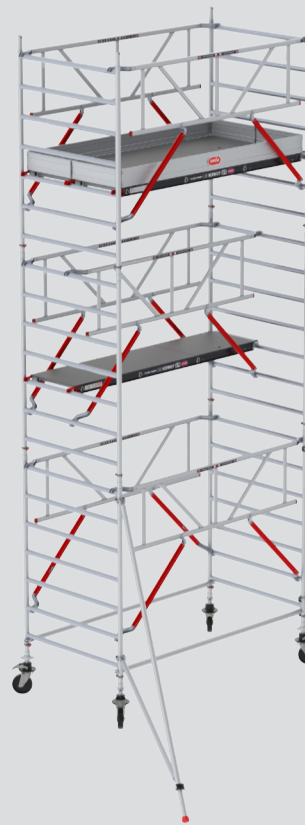
Over the years, Maenen has seen many changes take place in the field of safety and working at height. He has also seen where it can go wrong and what can be improved. As such, the usefulness of training is unquestionable in his point of view. "We provide training courses for our own staff, because we feel we should be able to answer any question, that is asked about our products. Particular about safety at work. After all, safety at work starts with knowledge, knowing what you're doing."



Next to internal training courses, Boels has a particular focus on providing courses externally. There are training courses for groups and for independent entrepreneurs. "If you use access equipment or machines, you are obliged by law to follow a training course or session", says Maenen. "Obviously, you want to meet this requirement as it means you are also complying with the safety regulations. Moreover, training is very useful. During the assembly of a rolling tower like the Safe-Quick®, it's useful when someone explains to you exactly how it works. When you have seen it once in practice then you'll always know how to do it yourself. That is the great thing about Safe-Quick®!"

If you would like to find out more about Safe-Quick® 2, why not visit our website at altrex.com. For further information about Boels Training, see www.boels.com. ■

RS TOWER 5-S



RS TOWER 52-S Safe-Quick® 2

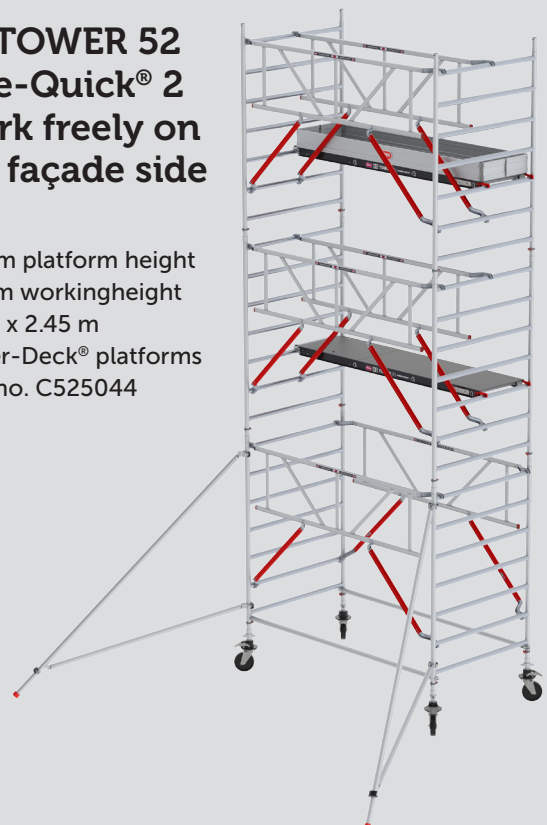
- 5.2 m platform height
- 7.2 m workingheight
- 1.35 x 2.45 m
- Fiber-Deck® platforms
- Art.no. C525014



RS TOWER 5-S

RS TOWER 52 Safe-Quick® 2 Work freely on the façade side

- 5.2 m platform height
- 7.2 m workingheight
- 1.35 x 2.45 m
- Fiber-Deck® platforms
- Art.no. C525044



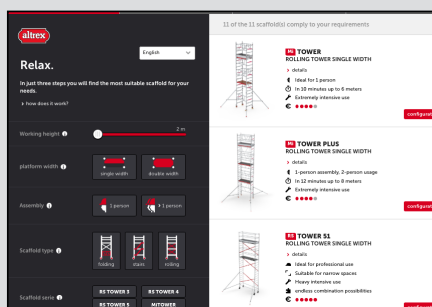
Scaffold Configurator

Simple and convenient

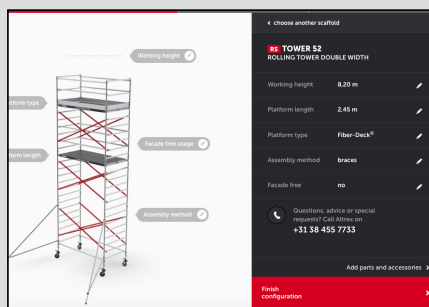
If you're looking for a scaffold, the Altrex scaffold configurator offers the solution. In only three steps you will find the most suitable scaffold for your needs. Simple and convenient. Makes the use of a scaffold even easier by adding extra components or accessories. This will enable you to work at height with the comprehensive professional kit.

www.scaffold-configurator.com

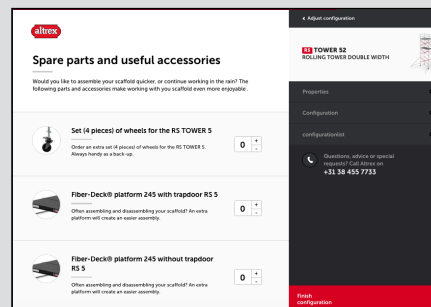
1 Fill your wishes



2 Compose your scaffold



3 Select desired accessories



Find your spare part



**COMING
SOON**

After the purchase of your product, Altrex will be there for you too. Although Altrex products last for many years, it may happen that a part needs to be replaced. Using the product finder, you will be able to find the right product code quickly and easily. The parts can then be ordered at an Altrex point of sale.

Sustainability: a conscious choice by Altrex

Solar panels on the roof of our factory - total space equals two football fields

If things can be done smarter, then that's the way we do it. This applies to our products and certainly to the way we work at Altrex. Besides doing it smart, we also do it sustainably. Just like the more than 2,300 solar panels on our roof.

That is quite something; 2,304 solar panels to be precise. They take up a surface of more than 8,000 m² on the roof of our factory in Zwolle. In collaboration with the Belgian firm, WDP, a supplier of solar panels, this project spells a great step in realizing our sustainable objectives.

With these panels, we generate our own renewable energy and that has many benefits. Obviously, in first instance, it is for the benefit of the environment and our direct surroundings. Moreover, this contributes to the climate objective of the Energy Agreement. This too is something that we in Altrex consider important.

ENERGY IN NUMBERS

So many solar panels means a considerable contribution. What about the numbers? Each of the 2,304 solar panels has a capacity of 265 watt-peak. That amounts to a net total of around 550 MWh of electricity per year. Annually, we use around 1,350 kWh per person. Therefore, the energy that we generate with our installation is equal to the annual consumption by more than 400 people or nearly 200 families.



A CONSCIOUS CHOICE

"Everyone leaves a CO₂ footprint – as individuals and as companies," says Gerko Arends, operations manager. "At Altrex, we try to keep the emissions during our processes as low as possible. The solar panels on the roof of our factory certainly contribute to that. And the excess energy that we generate we feed back into the regional energy grid."



Aside for thinking about safety, Altrex also opts for sustainability. Therefore, working with Altrex always means that you've made a conscious choice. ■

Customized product for Bruil: the modular safety platform

From demand to a new way of working

A small improvement can have a big impact, certainly when it comes to working safely. Moreover, a smart idea makes the job a lot more pleasant. For example, we came up with the idea of a modular safety platform for and jointly with Bruil, supplier of mortars and prefab concrete: a simple and effective custom solution.

"We looked for a solution to a safety problem at the building site," says Edo Peet, CSR manager at Bruil. "We supply, among other things, dry mortars in silos to building sites. These silos are topped up at the building site: a bigbag for replenishing is then suspended above the silo. This involves manual labor, such as opening the bottom side of the bigbag. In earlier days, you could only climb up the side of the silo using a ladder: unprotected and impractical."

THE DEMAND: STRONG AND SOLID

First, Bruil sat down at the drawing board, but finding a workable solution emerged to be a challenge, until a colleague mentioned the customized concepts of Altrex. Edo Peet contacted Altrex and explained the challenge faced by Bruil: the product should be solid and light at the same time. It should also be easily disassembled and withstand pounding, because it is used intensively. Furthermore, legal safety standards apply to the construction sector.

"The modular safety platform of Altrex reinforces the added value of our product. That is also the feedback from our customers."



"The engineers of Altrex surprised us with a smart design: the modular safety platform," states Peet. "The frame consists of rugged tubes, including many round tubes. These provide the user with maximum grip and dirt slides easily off them. The customized grate of the platform has large holes, so that rubbish and dirt have little chance of accumulating. In spite of the large openings, the platform has sufficient loadbearing capacity, more than the set standards. And with the water-milled logo, the platform also looks nice. After all, appearance also counts."

NEW STANDARD

Bruil's small silos already made quite a difference at the building site. It is a more practical, quicker and cleaner way of working. Also in view of the Occupational Health & Safety Act, the silos are a lot smarter. "The modular safety platform of Altrex reinforces the added value of our product. That is also the feedback from our customers. They immediately viewed the handy safety platform as a safer way of working."



In the meantime, Bruil is busy with the next series of safety platforms. Before manufacturing these, we will first examine whether and how the current solution can still be improved and become even safer. Always go the extra mile; that's our standard. ■

Special request?

Real custom work starts at contact with the Altrex specialist. Are you also facing a challenge? Our specialists will be pleased to help you on your way to the best solution.

☎ +31 38 455 7733 ✉ sales@altrex.com



Mobile industrial platform stepladders

Movable stepladder 6-steps (45°)

- Standing height 124 cm
- Width of the step 60 cm
- Art.no. 224506



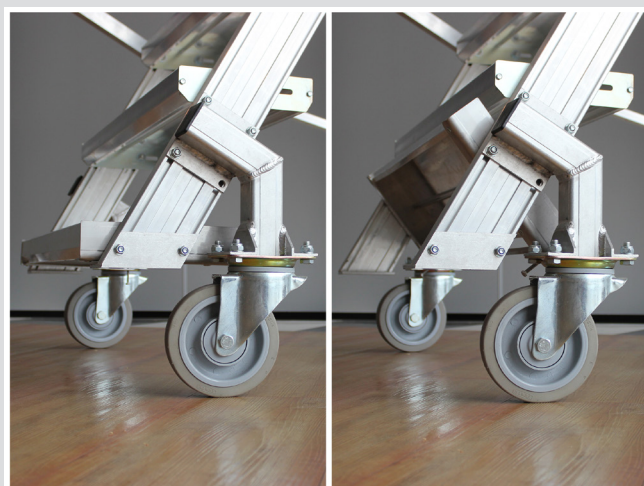
Movable stepladder 6-steps (60°)

- Standing height 147 cm
- Width of the step 60 cm
- Art.no. 226006



OPTIONAL: BRAKING STEP

With this unique braking step you easily brake and release an industrial platform stair. The braking step replaces the standard swivel wheels with brake, which you need to be brake individually.



Hints and tips

Your rolling tower and the wind: how to work safely

Working safely at height largely depends on how you approach it. That is why you have invested in sturdy and reliable access equipment. There are, however, other aspects that you can't control, such as weather conditions and primarily wind.

If you notice the weather changing or you are working outside in a season when the wind can get up quickly, take note of the forecasts and primarily the wind speed. Up to 6 Bft, you can work safely on scaffolding. From 7Bft, you must disassemble the scaffold or anchor it to the façade. Use an anchoring tube for this purpose.



If you have secured items to your scaffold that could catch the wind, such as sails, sheets or a shelter tent, don't wait until the wind reaches 6 or 7 Bft, take measures earlier.

The larger the wind-catchers, the greater the chance they will catch the wind. At all times: safe working in heavy weather always begins with being smart and staying alert. ■

Exhibition calendar

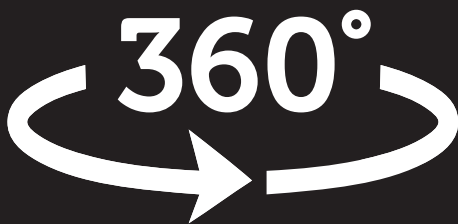
Familiar products, innovations and unique offers. In short, enough reasons to reserve the dates in your agenda and visit us at the following exhibitions.

- A + A **17 - 20** October 2017
- Batimat **6 - 10** November 2017
- Eisenwarenmesse **4 - 7** March 2018
- The Big 5 Heavy **26 - 30** March 2018

VIEW THE ALTREX FACTORY IN VIRTUAL REALITY

Always wanted to take a look at our great production facility? You can, with our new 'Altrex 360' app.

Download the 'Altrex 360' app and view our factory in 360 degrees, on your phone. Want an even more unique experience? Place your phone in a pair of VR glasses or cardboard and check out the virtual tour.



Download **Altrex 360°** app on





www.altrex.com



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