



Alustar ONS 2016

(USB with complete detailed information.)

From this meeting we want you to remember:

- 1. The HSE advantages with Alustar aluminium scaffold*
- 2. The Barriers to overcome to change the scaffold industry*
- 3. The Aluminium Business Case*



Alustar: “The change maker from steel to aluminium”

www.alustar.no



What Alustar is

- Aluminium Scaffold System
 - European Norm approved - EN 12810
 - Australia/New Zealand approved Au/NZ 1576.3
- Base principles unchanged since 1994
- Further development based on external and internal experience
- Unwelded aluminium
 - Reduced Fatigue
 - Reduced Corrosion
 - Recyclable
- Proven lifecycle +20 years



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ALUSTAR Systematic Safety

- For customers:
 - ISO 9001, NASC, SEF, Achilles/FPAL
- For builders:
 - Low weight, Easy to grip.
 - High flexibility.
 - Reduced number of components.
 - Safe anchoring point for fall arrests.
 - Design & Engineering
- For users:
 - Very stable work platform
 - Reduced chance of falling objects
 - Increased headroom vs 'regular' scaffolds



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Multiple uses – Strength & Flexibility

- The same components can act as:
 - Combined falseworks with access scaffolds
 - Stair Towers
 - Temporary lifting structures
 - Guard rails (temporary or permanent)



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Alustar Business Case

-Tangibles	
Weight	Coverage factor gains vs steel >50%
Logistics	Transport, storage, bedding, flights >50%
Productivity	Erection and dismantling >50% gains vs steel
Economic life	Proven life cycle more than 20 years
-Intangibles	
HSE	Ease of work, profiles are grooved, flexibility, health
Environmental	Aluminium, repair and recycling process
Less injuries and sick leaves	Documented by oil companies
Worker stays longer in job	Documented by service companies
Image and social responsibility	Worker, Family, Company, Society
Total cost benefit for Service Provider	Improved competitively
Total cost benefit for End Customer	Proven by pilot projects



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Establish win-win for all

- The change barriers has to be removed:
 - The service providers
 - Old stock of steel
 - The service providers cost/pricing model (rental and man-hours)
 - The Unions and scaffolder must value
 - The HSE advantages
 - The competitiveness for company
 - Establish win-win situation for all involved:
Scaffolder/Service company/Operator&Owner





Alustar ONS 2016 Summary:

1. *The HSE advantages with Alustar aluminium scaffold*
2. *The Barriers to overcome to change the scaffold industry*
3. *The Aluminium Business Case*

Thank You for listen to us.

Questions?