

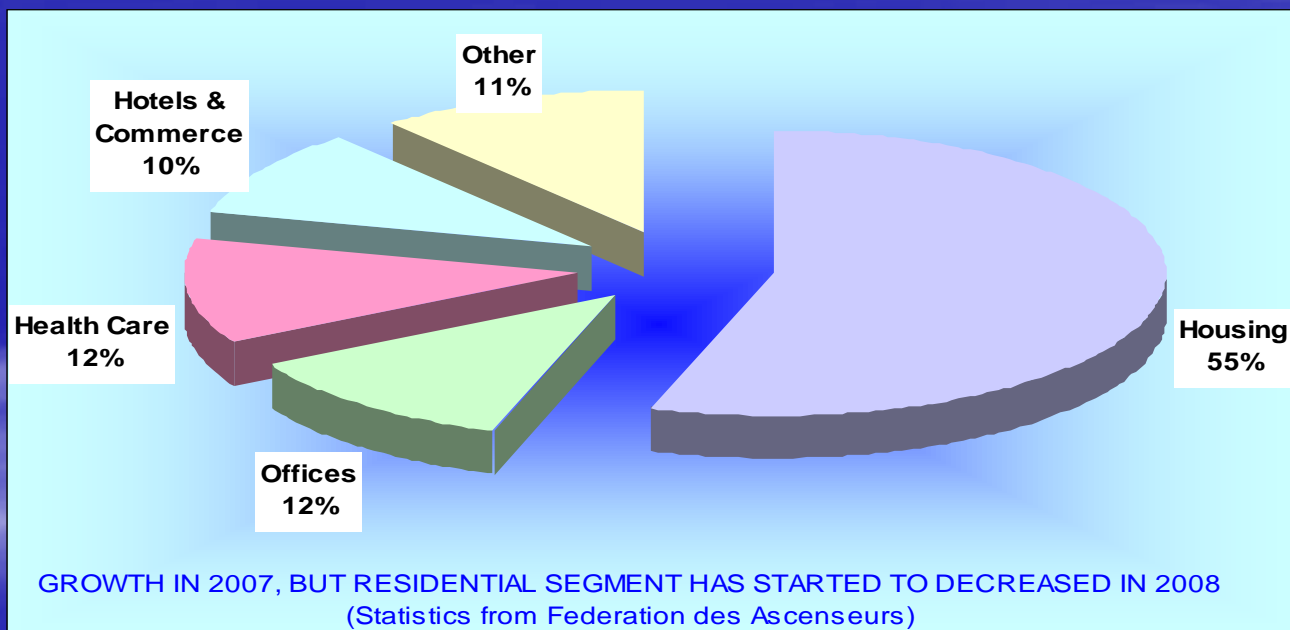
# **GROWTH OF MODERNIZATION OF LIFTS**

## **“THE FRENCH CASE”**

# FRENCH LIFT MARKET

## NEW INSTALLATIONS

11500 units in 2006

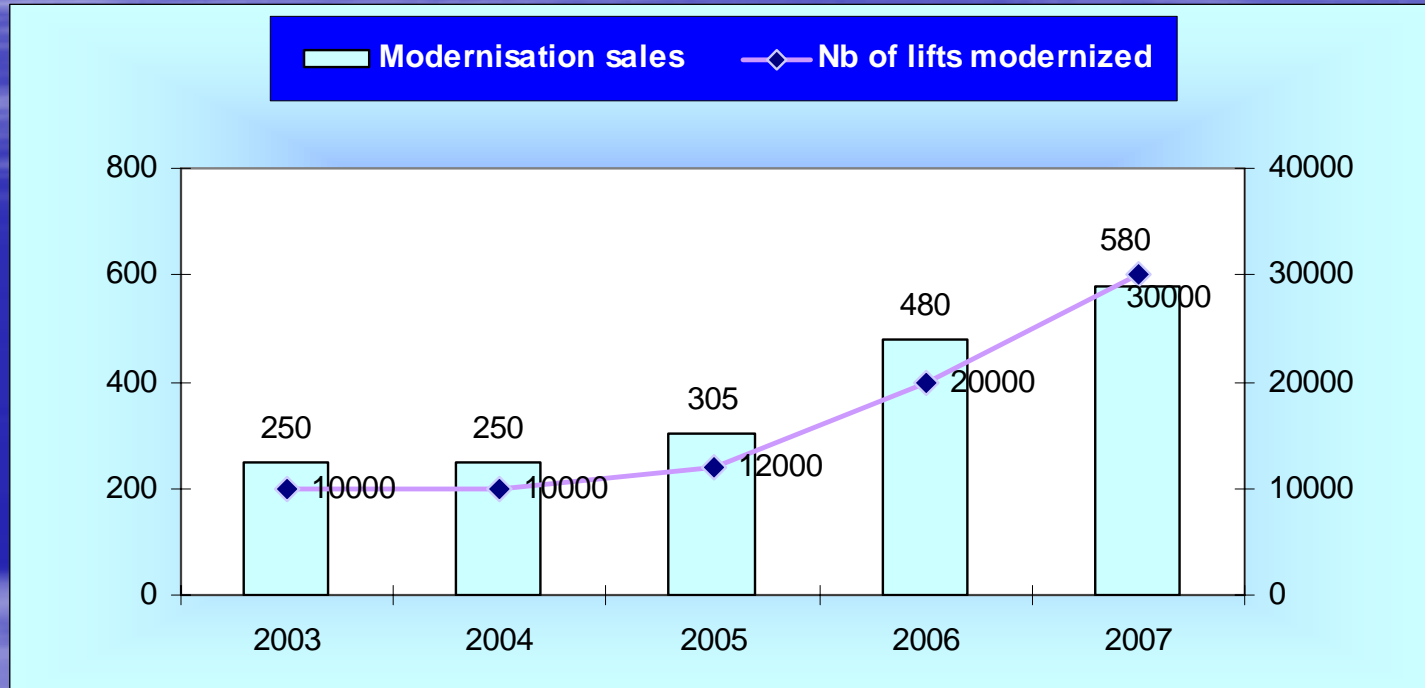


# FRENCH LIFT MARKET LIFT INSTALLED BASE



- 445 000 UNITS ACCESSIBLE TO PERSONS
- 40 000 UNITS NON ACCESSIBLE
- 60% OVER 20 YEARS OLD, ONE OF THE OLDEST LIFT BASE IN EUROPE
- MAINTENANCE & MODERNISATION / SALES IN 2006 :  
1 540 MILLION EUROS
- MORE THAN 150 COMPANIES
- MORE THAN 18 500 EMPLOYEES

# FRENCH LIFT MARKET MODERNIZATION



**SINCE 2006, MODERNIZATION SALES ARE LARGER THAN NEW INSTALLATION SALES**

*(Statistics from Federation des Ascenseurs)*

# WHAT HAS HAPPENED ?



- MAY 2001 : FATAL ACCIDENTS MUCH PUBLICIZED BY THE MEDIA
- OCTOBER 2001 : CREATION OF A WORKING GROUP IN AFNOR AT THE GOVERNMENT'S INITIATIVE
  - EXPERTS FROM LIFT INDUSTRY, CONSUMERS ASSOCIATION, NOTIFIED BODIES, CONSULTANTS
  - METHODS AND TOOLS BASED ON SNEL, STATISTICS AND RISK ASSESSMENT
- MAY 2002 : REPORT COMPLETED
  - 17 MAJOR RISKS IDENTIFIED
    - ⇒ OUTDATED TECHNOLOGY AND OBSOLETE DESIGN
    - ⇒ EVOLUTION OF USERS' BEHAVIOUR (VANDALISM)
    - ⇒ EVOLUTION OF USAGE ENVIRONMENT (URBANIZATION, AGEING)
  - RECOMMENDATIONS TO ELIMINATE THESE RISKS BY MODERNIZATION

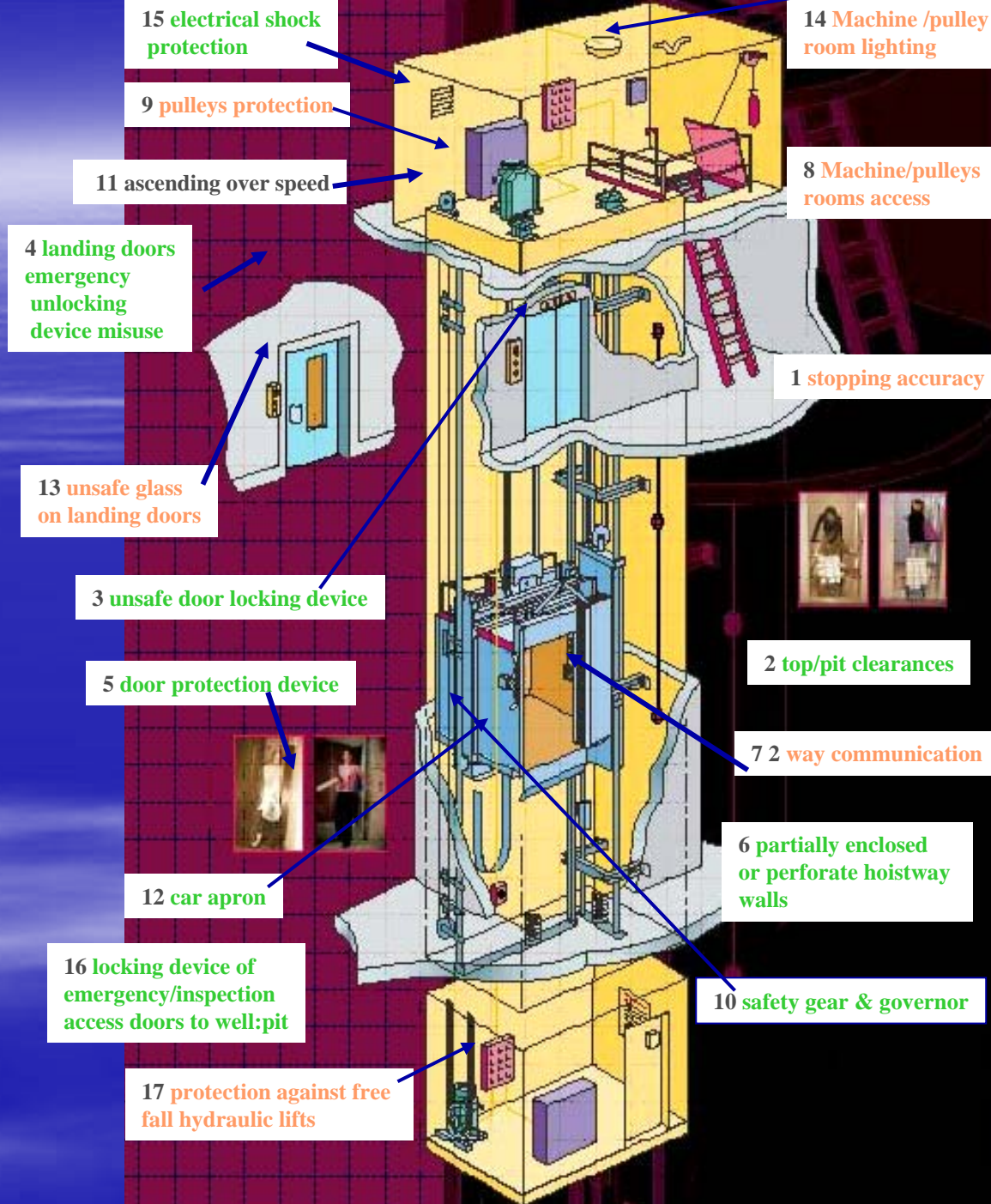
# WHAT HAS HAPPENED ?



- JULY 2002 : PRESS CONF. OF MINISTER OF CONSTRUCTION
  - OWNERS HAVE 15 YEARS TO IMPLEMENT THE RETROFITS ON THE LIFT INSTALLED BASE
  - MAINTENANCE CONTRACTS WITH COMPULSORY CONTENTS
  - TECHNICAL CONTROL BY 3<sup>RD</sup> PARTY INSPECTORS EVERY 5 YEARS
  
- JULY 2003 : LAW IS VOTED
  - STARTING POINT OF THE 3 FIVE YEAR PERIODS  
2003-2008; 2008-2013; 2013-2018
  
- SEPTEMBER 2004 : 1 DECREE + 3 “ARRETES”  
DEFINITION / CLARIFICATION FOR THE IMPLEMENTATION OF THE LAW
  
- 2003 / 2005 : THE FEDERATION OF LIFT INDUSTRY AND ITS MEMBERS COMMUNICATE ON THE NEW REQUIREMENTS : 15 MAIN CITIES VISITED BY FEDERATION’ STAFF



# 17 RISKS



In 5 years

In 10 years

In 15 years

# WHAT HAS HAPPENED ?



- 2005 / 2007 :
  - THE DIALOGUE CONTINUES BETWEEN GOVERNMENT, INDUSTRY, OWNERS AND USERS
  - COMMUNICATION AND EDUCATION OF THE PUBLIC
  - MORE THAN 80 OFFICIAL INTERPRETATIONS DELIVERED EITHER BY THE GOVERNMENT, OR BY AFNOR, OR BY FRENCH FEDERATION OF LIFTS COMPANIES
  - MONITORING OF THE SCHEDULING  
BECAUSE 2004 AND 2005 HAVE BEEN YEARS OF EDUCATION  
BECAUSE MANY CUSTOMERS CHOOSE TO COVER BY ONE ORDER THE REQUIREMENTS OF THE FIRST AND SECOND 5-YEARS PERIODS, THE END OF THE FIRST PERIOD SHOULD BE EXTENDED FROM 2008 TO 2010

# KEYS TO SUCCESS



- ⇒ WILLINGNESS AND TIME REQUIRED TO REACH A CONSENSUS ON REASONABLE AND REALISTIC LAW REQUIREMENTS
- ⇒ MANDATORY REQUIREMENTS AND TIME MILESTONES
- ⇒ IMPLEMENTATION CONTROLLED BY INSPECTION MADE BY INDEPENDANT THIRD PARTY INSPECTORS

# KEYS TO SUCCESS



- ↗ ALL THE WORK DONE AT EU LEVEL, RECOMMENDATIONS 95/216/EC, SNEL, HARMONISED STANDARDS, HAVE SPEEDED UP THE DEFINITION OF THE REQUIREMENTS
- ↗ RELIABLE STATISTICS SUPPLIED BY THE LIFT INDUSTRY ARE AN IMPORTANT ELEMENT IN THE DISCUSSIONS WITH GOVERNMENT AND IN THE COMMUNICATION TO THE MEDIA
- ↗ CONTINUOUS DIALOGUE BETWEEN THE STAKEHOLDERS

# RISKS WHICH COULD JEOPARDIZE THE IMPLEMENTATION

- ⇒ REDUCE THE DIALOGUE WITH STAKEHOLDERS DURING THE FOLLOWING YEARS
- ⇒ REDUCE OR STOP THE COMMUNICATION AND THE EDUCATION OF THE PUBLIC
- ⇒ CONVEY THE PERCEPTION THAT PREVENTIVE MAINTENANCE IS NEGLECTED BECAUSE MOST OF RESOURCES ARE ALLOCATED TO MODERNIZATION
- ⇒ PROBLEMS WITH OUR PERSONNEL (NUMBER, SKILLS)
- ⇒ PREPARE EFFICIENT PROCESSES FOR MANAGING INSPECTIONS AND THEIR RESULTS

➤ A VERY POSITIVE CHALLENGE FOR  
THE FRENCH LIFT INDUSTRY

➤ THANKS FOR YOUR ATTENTION