

Report visit Accsys 27/02/2017

Purchase from Fallprotec in 2016: 7.000€

Distributes: Lifelines ABS, PPE Skylotec. In a near future will also distribute PETZL

Buys through Echelle Européenne Network

Jean-Baptiste "took" the client with him when he left Safety Concept

Accsys is based near Strasbourg and is composed of 3 entities:

- TYÖ = install fall arrest equipment
- SAFETYPACK = buys & sells Equipment (we will get the P.O.'s from this company)
- ACCSYS = auditing company, training center for work at height & windturbines, inspection
They don't have their own engineers but subcontract design to a neighbour.

Turn over of SAFETYPACK with lifeline & ladders in 2016 : 180.000€

So they bought approximately for 100.000€ from Echelle Européenne.

In conclusion they have a limited turn over.

The owner of the company is David Grandcolas who is type « mountaineering & rope access ».

Point of interest for Fallprotec:

1. Training center for wind turbines. 250 people / year
He is very interested in the RopeClimber.
Actsafes are distributed exclusively by Horizon Vertical in France.
➔ I proposed him to lend him the RopeClimber backpack for 1 month in April 2017.
2. Sell Securope lifelines
The boss was very enthusiastic but said at the end of the day decision would be taken by the employee who is in charge of that dept.
The manager liked the product but to convince him fully we must have the Unipost.
The Multipost design is too different to the systems they are used to.
3. They manufactured themselves the Alsina anchor point with counterweight.
Picture in page 2.

Comments :

ABS is a brand which is deformable, but ACCSYS doesn't mind.

Accsys documents the installations very precisely :

- Each piece has a unique serial number.
- They make static tests on 20% of the fasteners in the concrete.
- They are very sensitive about tightening torque.

They install low quality product, but with a high level of documentation !

Conclusion :

1. Point of entry for the windturbine market. He will make demos in front of big client in April.
2. 30% discount. We try until September 2017. If sales increase and see a commitment from their side we sign a « installer contract ».
If they don't buy more they have 10% discount.
3. Need to implement the RFID technology to have higher tracability on lifelines.
4. We need to make an effort on the tightening torques in our installer manuals.
We don't indiquer anything about the torques in our documentation.
Many installers want / need this information.
If we want to gain market shares in France with the typical « climbers » guys, we must do an effort on this.