



IPAF UPDATE

Peter Douglas
CEO & Managing Director

AGENDA

- IPAF business update 2021
- IPAF plans for 2022
- No Falls Foundation Charity
- Q&A



2021 BUSINESS UPDATE

Site Assessment Course

- Launched in March
- eLearning and instructor-led
- To date we have had:
 - 308 in the EN or UK
- Encourage all staff undertaking site surveys or recommending machines to take this course



Promoting the safe and effective use of powered access

BE CONFIDENT IN CHOOSING THE RIGHT MEWP FOR THE JOB

New IPAF Course:
Site Assessment (for MEWP Selection)
eLearning or instructor-led

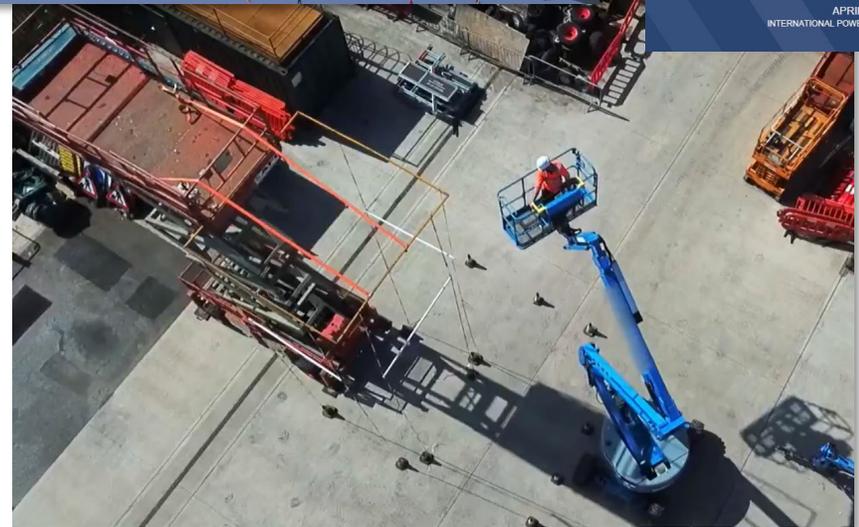
Book with your IPAF-approved Training Centre now



www.ipaf.org/training

Training courses

- 3 new courses in 2021 - **eLearning and Instructor-led**
 - Site Assessment - March
 - Operator Renewal - June
 - IPAF PAL+ Course –October
- PDI course updated
- New LOAD and LOAD+ practical assessments
- MCWP/ Hoist CAP Course
- Operator Renewal practical test on VR Sim launched September



IPAF Powered Access Engineering apprenticeship

- First cohort started in April
 - 9 apprentices from 8 companies
- Numbers in October / November cohorts
 - 3 intakes in October, 28 apprentices from 5 companies
 - 1 open intake in November, 10 apprentices from 10 companies
- All companies who have donated kit to college

In 2021.....
47 apprentices from
23 companies
10 equipment donors



- | | |
|-----------|-----------------------|
| Niftylift | GT Access |
| Snorkel | Nationwide Platforms |
| Skyjack | CTE (UK) |
| Versalift | Speedy Powered Access |
| SpanSet | Power Towers |

Thank You!

ePAL Launch

- Available in over 30 countries
 - 1 June: UK & Ireland
 - 27 September: EN speaking countries, including Nordics, Asia and Middle East
- 22 November is the launch in 15 countries across 6 languages
- Over 65k downloads to date
 - iOS 58% share
 - New licences added 47k, existing licences added 16k.

IPAF.org Promotion de l'utilisation sûre et efficace de l'accès en hauteur

CONSERVEZ VOTRE CARTE PAL SUR VOTRE TÉLÉPHONE !
AVEC LA NOUVELLE APPLICATION DE L'IPAF

ePAL

www.ipaf.org/ePAL

- Téléchargement gratuit
- Pour tous les titulaires de cartes PAL
- Portefeuille numérique pour les licences/permis et qualifications de l'IPAF
- Journal de bord numérique
- Affichez et partagez vos informations d'identification
- Pratique
- Conseils et astuces sur les meilleures pratiques

TÉLÉCHARGER MAINTENANT

Scannez ici ou recherchez 'ePAL' dans votre App Store

IPAF.org

HOLEN SIE SICH IHRE PAL-KARTE AUF IHR HANDY!

Suchen Sie in Ihrem App Store nach "ePAL"

GET IT ON Google Play

Download on the App Store

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Busque en su tienda de aplicaciones "ePAL"

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BINNENKORT: UW PAL CARD OP UW TELEFOON!

Bereid u voor op de digitalisering van PAL Cards via de nieuwe ePAL-app

ePAL

Global Safety report published

- ➔ Published in 9 languages
- ➔ Over 3k views and 800 downloads of the report
- ➔ Data and trends from 2016-2020
- ➔ Focuses on the six main accident types identified through the portal
- ➔ The most common causes of fatal incidents were:
- ➔ falls from the platform and electrocutions, both accounting for 23% of deaths globally
- ➔ Informing safety campaigns and material



Carbon Footprint & Sustainability Project

- **Carbon Footprint accreditation** now completed. IPAF offsetting carbon emissions
- **Member offer through Carbon Footprint Ltd** for small and large members
- **Signposting support** webpage for members set up by end 2021
- **IAPA Award** to celebrate sustainable excellence



CO₂e
Assessed
Organisation



Launch of New IPAF International Safety Committee

- Created from the existing IPAF Accident Work Group
- First meeting on 22 September at Vertical Days with representatives from North America, Australia, Brazil, China, Italy and the Middle East
- Some areas of focus include:
- boosting accident reporting, in particular near-miss incidents
- new Safety Guidance (MEWPs in public areas)
- the standardisation of controls



New Member category – Safety Professional

- Launched in September at Vertikal Days
- Aimed at Health & Safety professionals globally
- Benefits include:
 - Specific annual webinar
 - Exclusive LinkedIn group to share knowledge
 - Access to members' area of IPAF website and accident portal member's dashboard
- 11 new members in 7 countries, with 20 in the pipeline, 3 in the UK

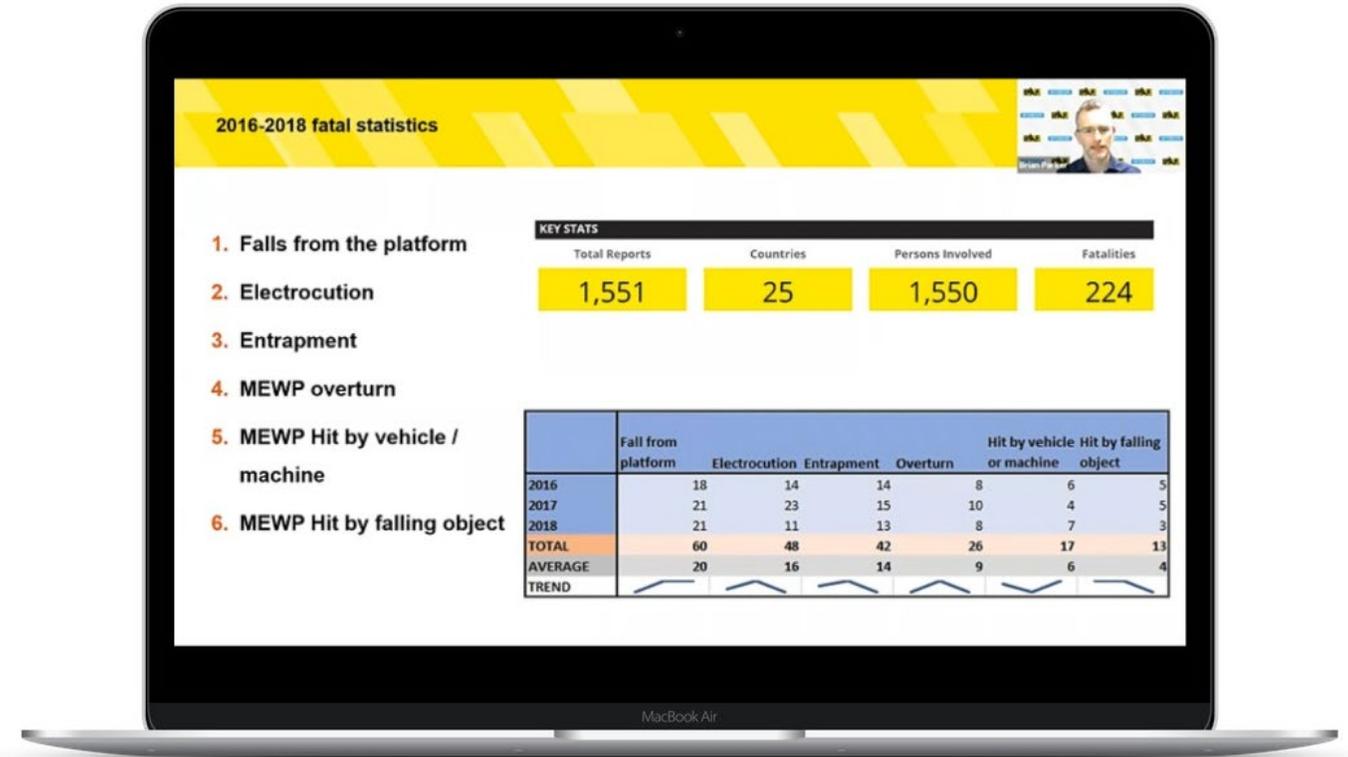


Safety Professional Member



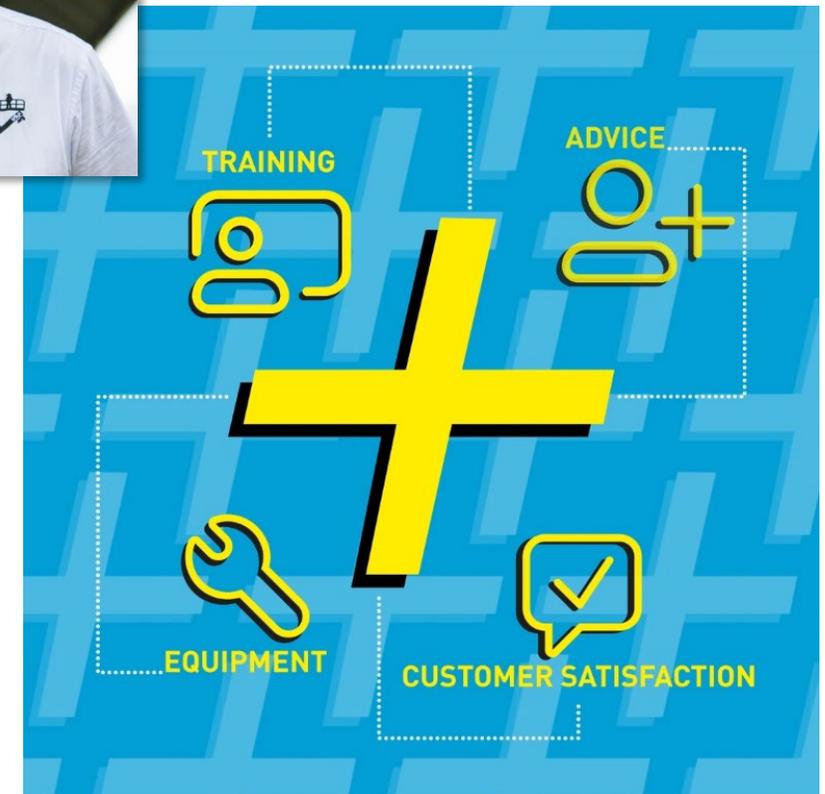
Webinars

- **Seven webinars** to date on a range of topics including new IPAF courses, sustainability, MCWPs and the launches of IPAF's Global Safety Report and Rental Market Reports.
- **Over 5k have viewed** live or the recordings. Each webinar averages over 750 views from 60 countries.
- Webinars are great sponsorship opportunities



IPAF Rental+

- Martin Wraith – Rental+ Manager
- Focus on bringing the last members to achieve IR+
- Alignment with the common assessed standard building recognition with Contractors
- ISO 17020 Accreditation



Focus on Membership Growth

Recruit Retain Engage project

- Recruitment campaign to warm and cold contacts
- Launched the IPAF Safety Professional membership category globally
- Membership survey completed overall positive feedback. Three-year plan project to address issues identified in survey
- Continue to develop member benefits in all regions
- Create new sustaining membership pages on the IPAF website
- Creating new 'Join IPAF' and welcome to IPAF short videos
- Key account project – how IPAF will work with key members in the future and manage their membership



Andy Access & Toolbox Talks

- ➔ 2021 saw **6 new Toolbox Talks** and **5 new Andy Access posters** in **10 languages**.
- ➔ In total there are **13 Toolbox Talks** and **27 Andy Access posters**
- ➔ This year **6.6k Toolbox Talks** and **10.2k Andy Access posters** were downloaded via the IPAF website

www.ipaf.org/andyaccess
www.ipaf.org/toolboxtalks



Worldwide market rental reports

- ➔ Launched September
- ➔ Insights into 10 European markets, North America, China and now Middle East
- ➔ Individual Country reports or Worldwide report including all Country reports

www.ipaf.org/reports



Membership Survey

- Overall very positive. Rating of IPAF in UK +7%
- 69% of UK members join IPAF ‘To demonstrate that we take safety in the use of powered access equipment very seriously’
- Areas to focus on:
 - Tailored membership benefits
 - Improved support for manufacturer members
 - Engage with CEO/owners to build awareness and show value

| KPI summary over time: UK | | | |
|--|------|------|-------------------------|
| | 2018 | 2021 | Difference 2018 vs 2021 |
| Overall rating of IPAF <i>Top 2 box (Excellent & 2)</i> | 71% | 78% | +7 |
| Likelihood to recommend <i>Top 2 box (Very/Fairly likely)</i> | 86% | 90% | +4 |
| Likelihood to renew <i>Top 2 box (Very/Fairly likely)</i> | 96% | 99% | +3 |
| Value for money <i>Top 2 box (Very/Quite Good)</i> | 67% | 65% | -2 |



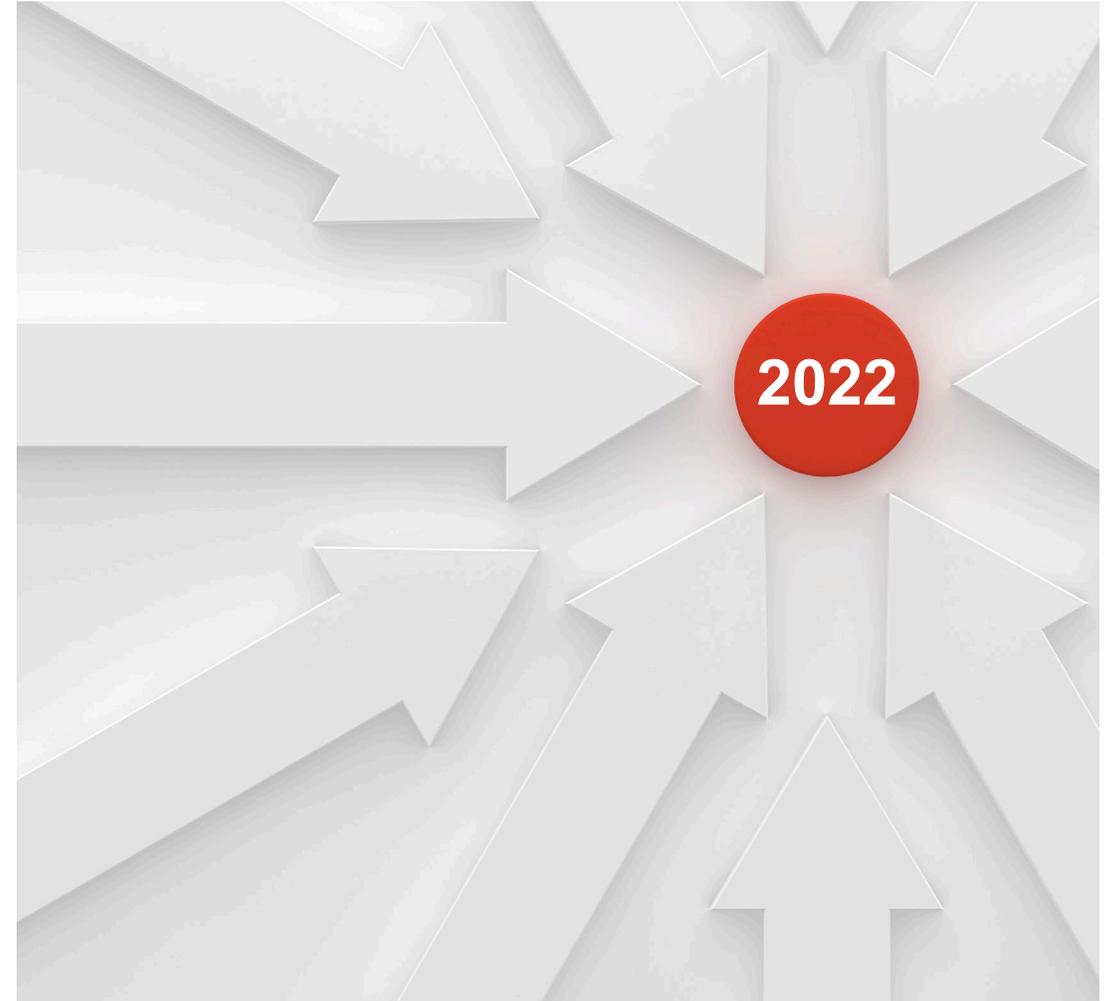
Base: All those based in the UK (245)
Q7. Overall how do you rate IPAF as a membership organisation, using a scale of 1 to 5 where 1 is excellent and 5 is very poor?

Q9. How likely would you be to recommend membership of IPAF to organisations similar to your own? Q10. How likely is your organisation to renew its IPAF membership when it expires? Q10. How do you rate IPAF membership fees in terms of value for money?



2022 Focus areas

- 100% Digital Training
- MCWP / Hoist for Managers Course
- Harness Course
- Demonstrator Course
- Targeted Safety Campaign – Falls from height
- Additional Content launched for ePAL app
- Sustain Apprenticeship Course (40 + new entrants)
- Member Engagement project





NO FALLS FOUNDATION

Raising awareness of life-changing consequences and fatalities following a fall from height



EDUCATION



RESEARCH



SUPPORT

nofallsfoundation.org

Become a
**No Falls
Supporter**



Benefits of becoming a supporter

- Support the Foundation's aims and objectives
- Demonstrate Your commitment to working at height safety
- Enhance your brand's reputation for corporate social responsibility
- Benefit from the use of the Foundation's logo
- Share in the charity's marketing activities
- Connect with the Foundation's initiatives and campaigns
- Help shape the future of working at height

Category NoFalls supporter scheme

CHOOSE FROM THE FOLLOWING OPTIONS



BRONZE
SUPPORTER



SILVER
SUPPORTER



GOLD
SUPPORTER



PLATINUM
SUPPORTER

nofallsfoundation.org

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IPAF
summit

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International
Awards for
Powered
Access
10 MARCH
2022

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