

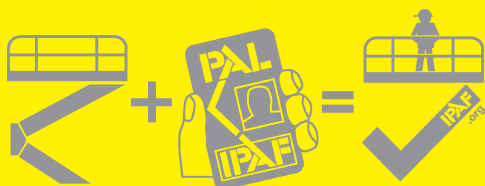
# Powered access training is a growth business



[www.ipaf.org](http://www.ipaf.org)

## Become an IPAF-approved training centre

## and it could help your business grow, too



The world authority  
in powered access



## A major opportunity from the world authority in powered access

Your customers already trust you to provide them with the safest and most effective means of working at height.

But these days they need more than just the equipment you rent or sell.

They also need their employees to be able to operate it safely and to prove that they have been properly trained.

The demand for work at height related training is a major opportunity for you to grow your business.

Your existing customers are being pressured by both health and safety regulations and site and safety managers to show proof of training. So they need to know that the training they invest in will meet legislation anywhere, any time, in any industry.

You can now offer them the most widely recognised MEWP operator training programme in the world.

Each year, more than 50,000 workers choose to be trained at an IPAF approved training centre - far more than any other.

What's more, IPAF training leads to the award of the PAL Card - universally accepted as proof of operator training on all types of platform.



Training is a growing business, not only in the construction sector, but also among utilities, local government, heavy industry, retail, health and many other sectors.

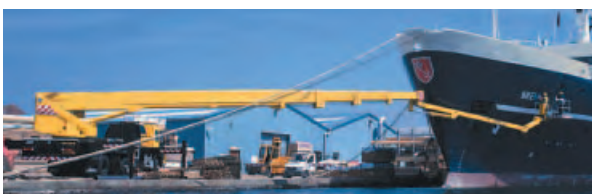
## You win: your customers win

IPAF training is good business for you because it is more in demand than ever. However, it's not only good business for you; it is also good business for your customers.

When your customers' employees carry the PAL Card, your customers can rest assured that they have gone a long way to meet their legislative obligations. They will have complied with health and safety obligations, accident prevention and work at height regulations.

In short, they will have shown that they have provided proper and adequate training in the use of the access equipment.

Your customers are probably already well aware that a better safety record can help cut their insurance costs and win additional business. *All you need to tell them now is that better trained workers are also more productive.*



## World class training creates international opportunities

IPAF training and the PAL Card are respected everywhere. Why? Because people recognise that IPAF approved training centres deliver top quality training on a consistent basis.

The training programme you will be offering has been developed by access professionals to meet the needs of all industries and safety requirements.

The training conforms to the international standard *ISO 18878:2004 Mobile elevating work platforms - Operator (driver) training.*

Conformity to ISO 18878 is independently assessed and certified by TÜV.



IPAF's PAL Card (Powered Access Licence) is proof of operator training.

# Backed by the support of the International Powered Access Federation

The continuous support you get from IPAF will help you maintain standards – and so increase the business you do.

Your instructors, facilities and equipment will be regularly audited to meet the high standard customers expect – standards that assure them that the training you offer is the very best there is.

IPAF sends regular course updates in response to changing legislation and safety practice.

You benefit from the PR and promotional work that IPAF undertakes to create business for all the training centres.

As an IPAF approved training centre you benefit from:

- A full set of training material, including a presentation CD, an operations manual, a safety guide and a log book – available in many other languages.
- Regular updates of all training material.
- Guidance on how to keep class sizes small – so that courses are usually completed within one or two days, depending on the type of equipment.
- Full course content for both the theory and practical parts of each course.
- All necessary notes for both the written and practical tests.
- Personalised PAL Cards – Powered Access Licences to send to all successful course participants. These are recognised across all industries as proof of the highest quality training for platform operators.

## What you have to do to become an IPAF training centre

If you are not already a member of IPAF, you need to become one. By becoming a member of IPAF, you enjoy full access to all services.

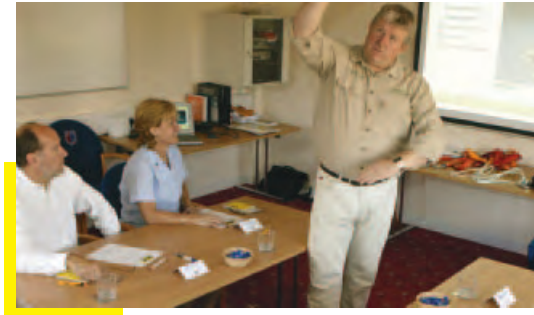
Membership is by application and is open to everyone involved with powered access. Details at [www.ipaf.org](http://www.ipaf.org)

You also need to meet the basic training facility requirements. These include having suitable premises to conduct the theory and practical elements of the training.

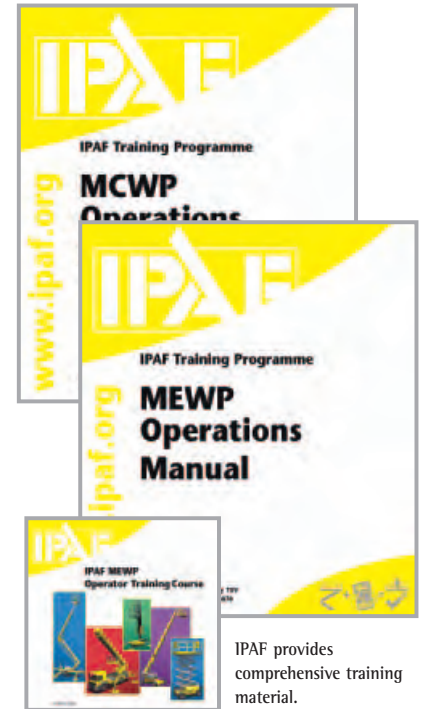
- You then need to complete the training centre application form and return it to IPAF with your deposit fee.
- We will then arrange to carry out an inspection of your facilities to confirm your suitability as an IPAF training centre. Assuming that your premises are acceptable, you will need to pay the fees and sign the training centre contract.
- You will receive the material you need to get started – including a brass plaque, your certificate and the manuals you need to operate as an IPAF-approved training centre.
- You must ensure that you employ someone trained to IPAF instructor level in the courses you intend to offer.
- You now need to set your fees. As a training centre, you can determine the price you charge for courses.
- The final stage is to be set up on the IPAF online system. Courses must be registered online with IPAF at least 24 hours before they start.

Your on-going costs consist of the annual membership fee, annual audit fee, and the registration fee for each PAL Card and the Operators' Safety Guide that you must supply each course participant.

The Operators' Safety Guide can be purchased in your own corporate colours. Audits are carried out once a year and training centres also receive unannounced visits.



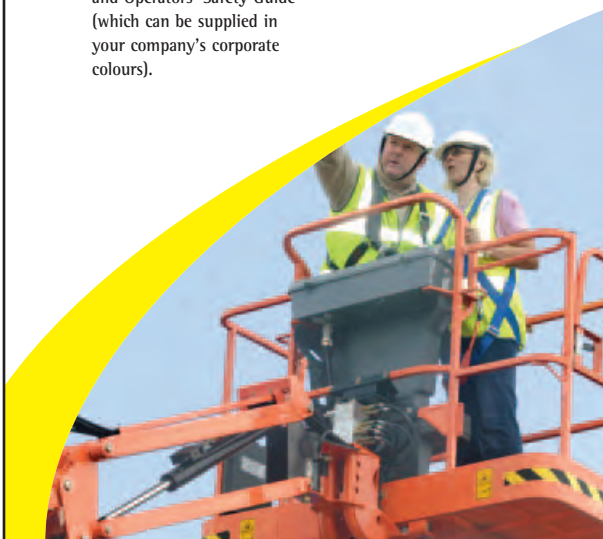
IPAF will help your instructors achieve the highest standards.



IPAF provides comprehensive training material.



Successful trainees receive a PAL Card, Log Book and Operators' Safety Guide (which can be supplied in your company's corporate colours).





Training covers machine checks and the use of harnesses.



## The training courses you could offer:

Mobile Elevating Work Platform (MEWP) courses for:

- Operators
- Demonstrators
- Instructors

The classes of equipment you could train operators on:

- Scissor Lifts
- Self Propelled Booms
- Vehicle Mounted Platforms to 26m
- Vehicle Mounted Platforms over 26m
- Insulated Aerial Devices
- Trailer/Push Arouds
- Vertical Personnel Platforms
- Specialised machines

You could also train on Mast Climbing Work Platforms (MCWPs) for:

- Mobile Operators
- Demonstrators
- Installers
- Advanced Installers
- Instructors

## Other training opportunities

- Harness Use and Inspection
- Loading and Unloading
- MEWPs for Managers
- Telehandlers with Integrated Baskets



**The world authority  
in powered access**

# Why partnering with the world authority makes sense

IPAF, the International Powered Access Federation, is a not-for-profit organisation with a worldwide reputation for promoting safety and best practice in the powered access market and end user industries.

Since 1983, IPAF has become the leading international body working to develop the powered access industry to its full potential.

IPAF has become a powerful force for change in establishing best practice. It has played a key role in promoting many of the design, safety and testing procedures now considered normal in the powered access industry.

IPAF is directly represented on major international standards committees and is in regular contact with safety bodies around the world, including the HSE in Britain, Berufsgenossenschaften in Germany, Suva in Switzerland, and ANSI and OSHA in the United States.

The training programme is one of IPAF's most important success stories – enhancing our reputation for raising safety and operational standards.

IPAF training is already delivered by over 250 approved training centres worldwide.

Training in North America is managed by IPAF's North American subsidiary, Aerial Work Platform Training Inc (AWPT).

The PAL Card, IPAF's Powered Access Licence – known as the Powered Access Licensed-Registration in North America – is the most widely recognised proof of training for platform operators.

These cards are accepted and recognised by key organisations such as the Major Contractors Group in the UK, the US Scaffold Industry Association, and major organisations in many other countries.

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IPAF training is certified by TÜV  
as conforming with ISO 18878

