

Powered access training is a growth business

www.awpt.org



Becoming an AWPT-approved training center could help your business grow, too



AERIAL WORK PLATFORM TRAINING

Delivering platform operator training
in North America

A subsidiary of IPAF



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.

A major opportunity from the world authority in powered access

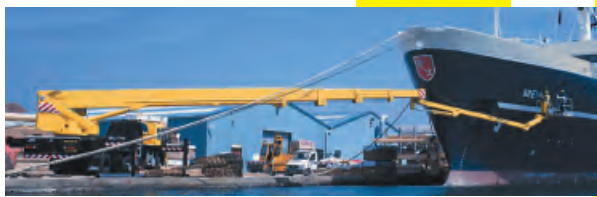
The increasing demand for work at height related training is a major opportunity for you to grow your business. Your existing customers are being pressured by both safety regulations and site and safety managers to show proof of training. So they need to know that the training they invest in will meet legislation anywhere, any time, in any industry. IPAF, the International Powered Access Federation and AWPT, Aerial Work Platform Training Inc., their North American subsidiary, offer you the opportunity to provide the most widely recognized Aerial Work Platform operator training program in the world. Each year, more than 60,000 workers are trained at an IPAF/AWPT approved training center – far more than any other program available. What's more, successful completion of IPAF/AWPT training leads to the award of the PAL Card (Powered Access Licensed-Registration) which is accepted worldwide as proof of operator training.



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

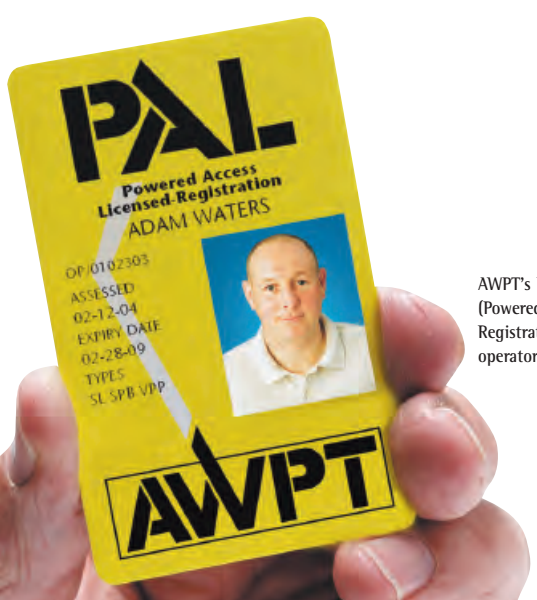
You win: your customers win

AWPT 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 – the people who rent or buy your equipment. When your customers' employees carry the PAL Card, your customers can rest assured that they have gone a long way to meet their training obligations. They will have shown that they have provided their employees with proper and adequate training in the use of the access equipment. Since proper training leads to increased safety, your customers are probably already well aware that a better safety record can help cut their insurance costs and win additional business. But do they know that better trained workers are also more productive? Properly trained workers not only have fewer accidents, but, because of their increased familiarity with the equipment, *they also have a higher productivity rate.*



World class training creates international opportunities

AWPT training and the PAL Card are respected everywhere. Why? Because people recognize that AWPT approved training centers deliver top quality training on a consistent basis. The training program you will be offering has been developed by access professionals to meet the needs of all industries and safety requirements worldwide. AWPT training is based on IPAF training which is certified by TÜV as conforming to the international standard *ISO 18878:2004 Mobile elevating work platforms – Operator (driver) training.*



AWPT's PAL Card (Powered Access Licensed-Registration) is proof of operator training.

Receive on-going support from AWPT

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

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

AWPT sends regular course updates in response to changing legislation and safety practices to make sure that your training programs conform to the latest standards.

You benefit from the comprehensive public relations activities and promotional work that AWPT undertakes to create additional business for all the training centers.

As an AWPT approved training center you receive:

- A full set of training materials, including a presentation CD, an operations manual, a safety guide and a log book – available in English and 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.
- Personalized PAL Cards (Powered Access Licensed-Registration Cards) to send to all successful course participants. These are recognized across all industries as proof of the highest quality training for platform operators.

What you have to do to become an AWPT training center

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

Membership is by application and is open to everyone involved with powered access. Details at www.awpt.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.

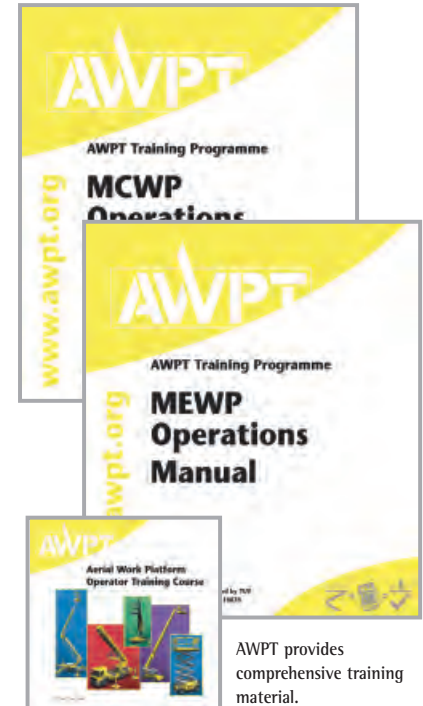
- You then need to complete the training center application form and return it to AWPT with your deposit fee.
- We will then arrange to carry out an inspection of your facilities to confirm your suitability as an AWPT training center. Assuming that your premises are acceptable, you will need to pay the fees and sign the training center contract.
- Upon acceptance, you will receive the material you need to get started - including all manuals you need to operate as an AWPT-approved training center, plus a brass plaque and certificate proclaiming your status as an approved AWPT Training Center.
- You must also employ someone that has been trained to AWPT instructor level in the courses you intend to offer.
- You now need to set your fees. As a training center, you can determine the price you charge for courses.
- The final stage is to be set up on the AWPT online system. Courses must be registered online with AWPT 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.

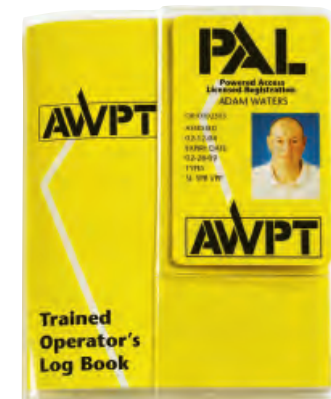
The Operators' Safety Guide can be purchased in your own corporate colors. Audits are carried out once a year and training centers also receive unannounced visits.



AWPT will help your instructors achieve the highest standards.



AWPT provides comprehensive training material.



Successful trainees receive a PAL Card, Log Book and Operators' Safety Guide.





Training covers machine checks and the use of harnesses.



The training courses you could offer include:

Aerial Work Platform (AWP) courses for:

- Operators
- Demonstrators
- Instructors

The classes of equipment you could train operators on include:

- Scissor Lifts
- Self Propelled Booms
- Vehicle Mounted Platforms to 85ft (26m)
- Vehicle Mounted Platforms over 85ft (26m)
- Insulated Aerial Devices
- Trailer/Push Arouds
- Vertical Personnel Platforms
- Specialized 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
- Aerial Work Platform Course for Managers
- Telehandlers with Integrated Baskets



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A subsidiary of IPAF

Why partnering with the world authority makes sense

Since 1983, IPAF has become the leading international body working to develop the powered access industry to its full potential. AWPT, an IPAF subsidiary, was created to meet the specific needs of users in the North American market.

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

They are directly represented on major international standards committees and are 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 programs we offer are one of our most important success stories – enhancing our reputation for raising safety and operational standards worldwide.

IPAF and AWPT training is already delivered by over 250 approved training centers worldwide and we currently train over 60,000 people annually.

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

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

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AWPT is a subsidiary of IPAF
ISO 9001:2000 certified

IPAF training is certified by TÜV
as conforming with ISO 18878

