



2018

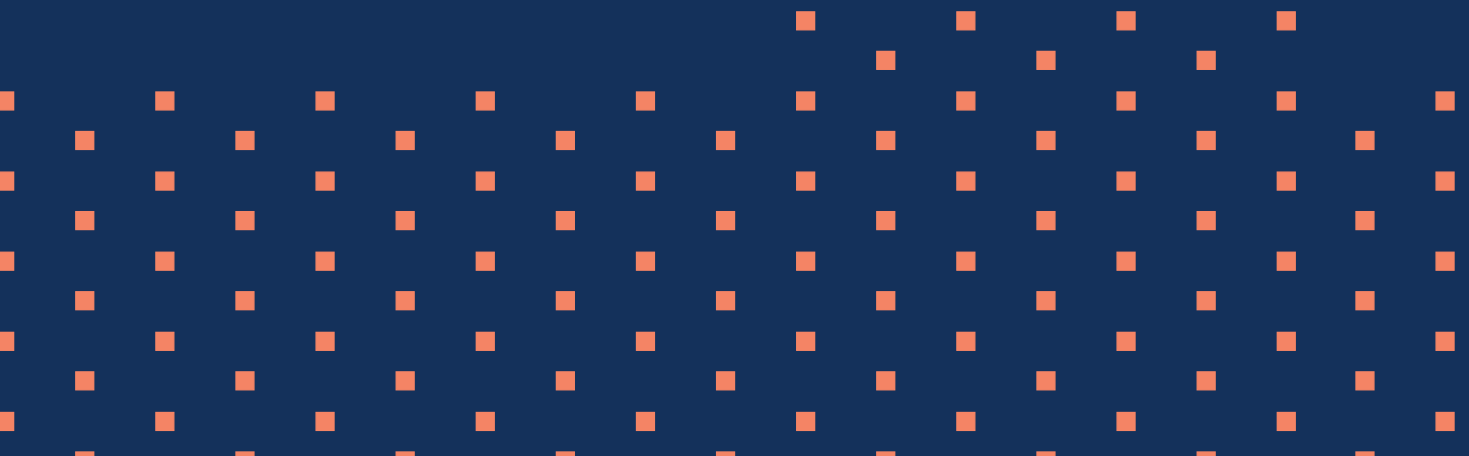
Lifting Standards Worldwide

**LEEAA**

Annual Report

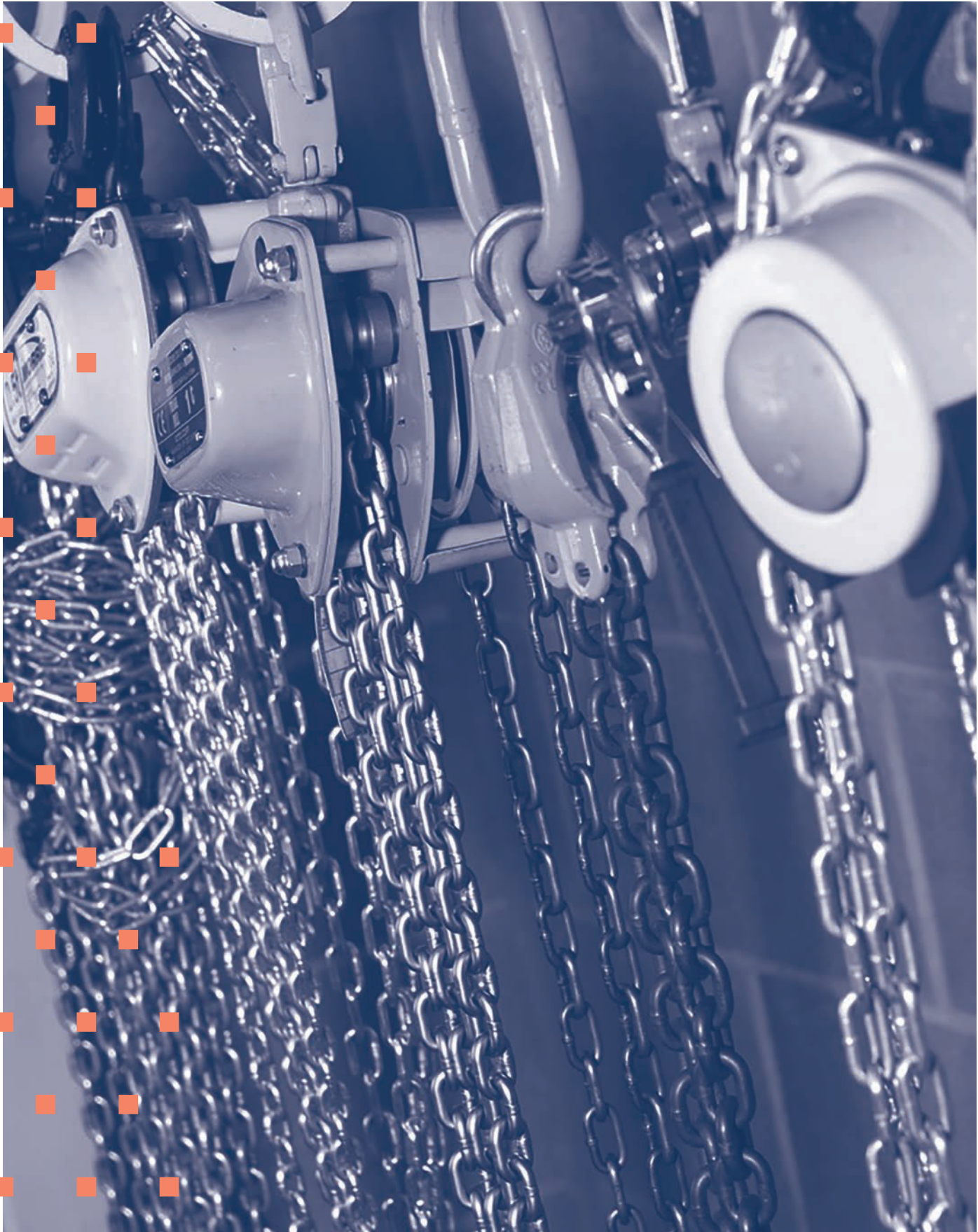
# Welcome

The Lifting Equipment Engineers Association (LEEA) is committed to upholding high standards of quality. Our vision is 'To promote enhanced standards and sustainable development for the Worldwide Lifting and Safety Industry'.



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# Chairman's Report

**I am delighted to introduce the LEEA Annual Report for 2018. From the perspective of the Chairman and a consistent Board member for over 20 years, I feel that LEEA now stands at a point as if it is the beginning of another phase in its development.**

This, as mentioned in my welcome address at last year's AGM can only really be appreciated by looking long term at the past achievements of the Association.

I am grateful to chair a Board who are committed and unified in driving forward the performance of LEEA. We work hard together for the betterment and improvement of the industry, globally.

A significant part of the new phase in LEEA's development is directly related to the stability of the Board, the loyalty, commitment and abilities of the LEEA senior management team and the appointment of a new CEO.

I am sure members would agree that the appointment of a new CEO should make a difference. This has proven to be the case with the appointment of Dr Ross Moloney. The new CEO and senior management team has enabled the Board to work with a greater collaborative spirit and total transparency.

We recognise that LEEA has many strengths but we also see that to reach our potential we must look at things differently and find new approaches.

We have members across the globe and the LEEA team continue to report significant interest in joining the association. But our priority is not to grow member numbers, but rather to secure outstanding service for current members.

Ross Moloney and his team have many targets, but membership growth is not one. We want a LEEA of which we can be proud,

not a trade association that is measured simply by the size of its membership.

This in itself is illustrative of the Board's vision for LEEA. As we move forward we want a trade association that speaks with its members but also on behalf of its members. Whilst LEEA provides training and support services, they are part of the whole.

In particular I look at this report and see that we are strengthening our performance in long established areas of LEEA 's operations.

The team is delivering more member engagement, more training and more technical support than before. Clearly this is impressive. But we also see changes and innovations which are helping the LEEA vision to become a reality.

2019 promises to be an exciting year for LEEA. More engagement with governments and their agencies, campaigns and tools to attract new recruits for members, training solutions in languages other than English, member benefits, reducing overheads to re-focus the team on member impact are things that we want to see and that the team are planning to deliver.

In summary, the team has delivered a year they can look back on with satisfaction. The entire team has risen admirably to the challenges brought about by a significant change process, which has seen the company refocus its staff resources to support a busy delivery programme and look to deliver more value and impact for members.

**Paul Fulcher**

# CEO Report

It was a huge honour to join LEEA in January 2018. Ours is an association with a proud history and many clear strengths on which we can build as we take LEEA into the future. Our vision is clear, and our focus is set. The Board of Directors, our members and the LEEA team have a real passion for all things LEEA.



My personal determination is for LEEA to become the best trade association in the world and by this, I mean that LEEA will deliver enormous impact and benefit for our members. I hope that what follows shows that we are on that path. Just as there are strengths, we have areas where we know that can improve.

As you will see from the remainder of this report, in 2018 LEEA has successfully undertaken some remarkable work across the globe.

By the end of 2018 we will have completed over eighty projects, all of which deliver against our organisational vision and our three strategic priorities.

Highlights for me include:

- LEEA has conducted more audits and member visits than any previous year.
- We have delivered more technical advice to our membership than ever before.
- Our monthly LEEA Bulletin delivers updates and insights to employers around the world.
- Our quarterly *The Lifting Engineer* reaches stakeholders, end users, influencers and decision makers in every corner of the globe.
- We have delivered a record amount of training in 2018 both in person and on our e-learning platform.
- I have personally met with numerous trade associations in end user markets pushing the messages of LEEA members out across the relevant supply chains.
- We are developing important relationships with end users, ensuring that they see the benefit of working with LEEA members.
- We are increasing our profile with politicians and governmental agencies across the world.
- LEEA is growing the team to respond to members' needs and requests.

The association's impact this year has been delivered because of our committed and expert staff. I have asked them to do things differently, and they have responded with real enthusiasm. At the

heart of everything we do is an utter commitment to our members and this is underpinned by an approach to delivery based on planning and tight management. I have included some insights into our year on year performance, there were others, but the data paints a picture of industry and diligence. As an association we believe that delivering for our members comes when we have a clear vision and carefully managed plans.

Changes this year have included refocusing our resources to deliver for members. Where possible we have cut overheads and brought in additional capacity. Consequently, we have new members of the team in training, member engagement and soon in the technical support team.

The Board have been clear, they want LEEA to engage and support members at every turn. So, we are working to that brief.

Whilst we can look at 2018 with some satisfaction, we understand that we have lots more to do.

So, in 2019 we will raise our game still further. There will be more working with and on behalf of our members. The requirements of membership will be fiercely protected, with one expected consequence being to make it harder to join and remain as a member of LEEA. Across the world this has been the number one wish of LEEA members.

End users will more fully understand the value of working with LEEA members. We will conduct more training, hold more member events and give more technical advice.

But we will also support our members in new and innovative ways. We will conduct monthly webinars for our members. We will work to address the difficulty in recruiting new recruits into the sector by encouraging and supporting school and college engagement. We will look to provide enhanced member benefits and support in HR, legal and others.

On a personal note, I owe a thank you to the Board, members and staff of LEEA. I have met with many members and gained their views on LEEA and what the future might look like. I am grateful for their time and frankness!

Consequently, we are excited about our plans for 2019 and we are committed to delivering against your expectations.

**Dr Ross Moloney, FCILT**

# Annual Report 2018

The Lifting Equipment Engineers Association (LEEA) has a long history of working to promote enhanced standards and sustainable development for the worldwide lifting and safety industry. It is this vision that continues to guide and underpin the work of the association.

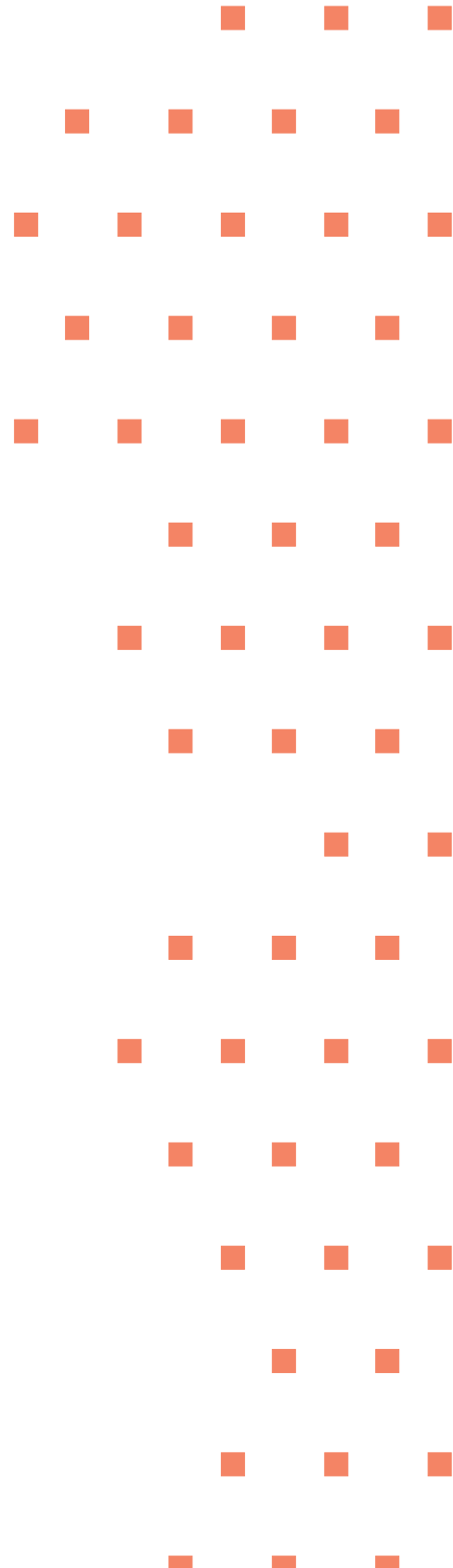
The LEEA Board works with the Chief Executive Officer to develop organisational strategy, set and monitor key performance indicators, act as representatives of the membership and also ensure good governance across the association.

In 2018, LEEA delivered 85 projects on behalf of its members. Using a project management approach based on PRINCE 2 principles, LEEA plans and delivers in a cost effective and structured way, continually reflecting on the value for its members and the impact we have on the industry. What follows are some highlights of the work LEEA has completed to the end of September 2018.

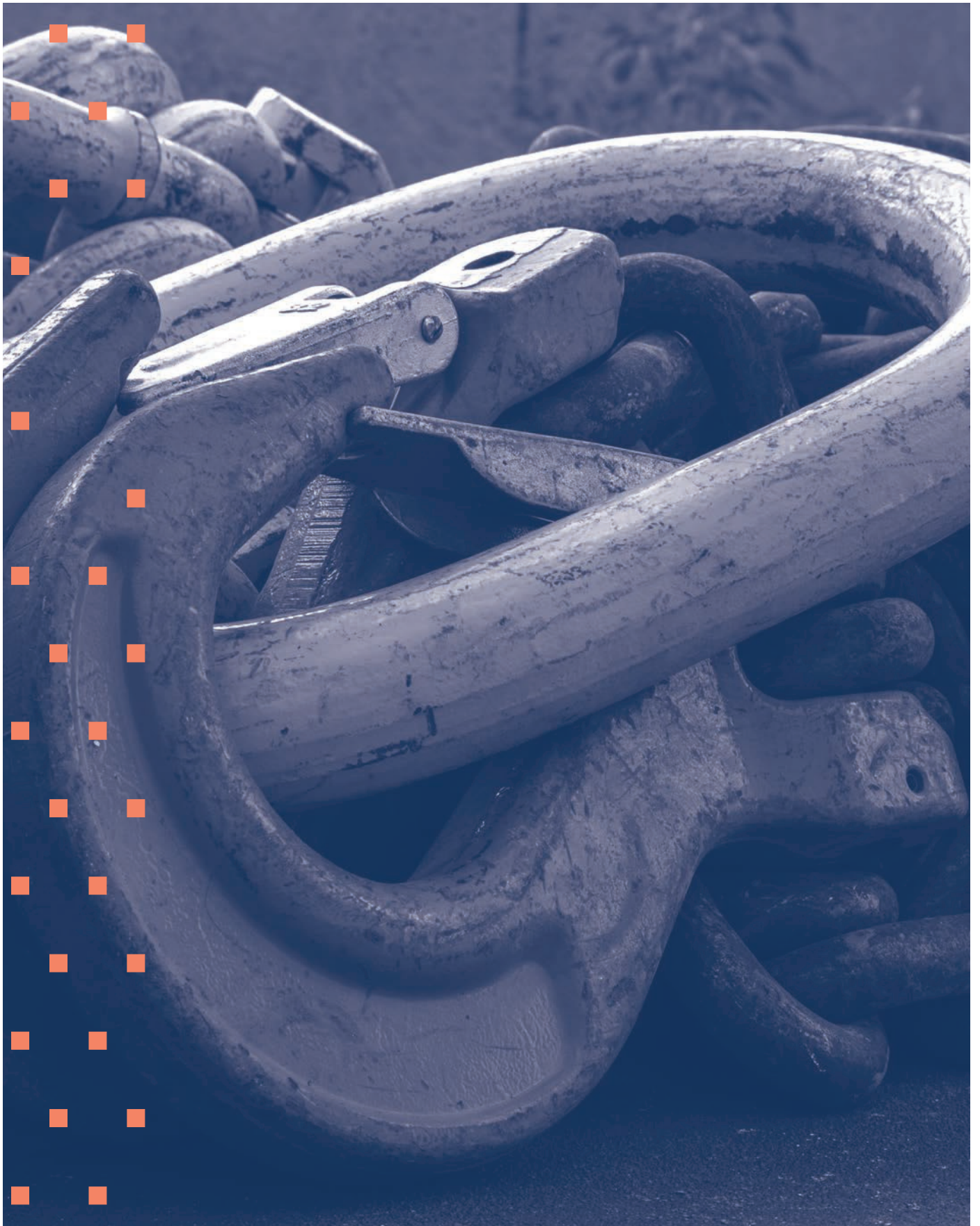
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LEEA is established across the globe as the respected and authoritative representative body for all those involved in the lifting industry worldwide.

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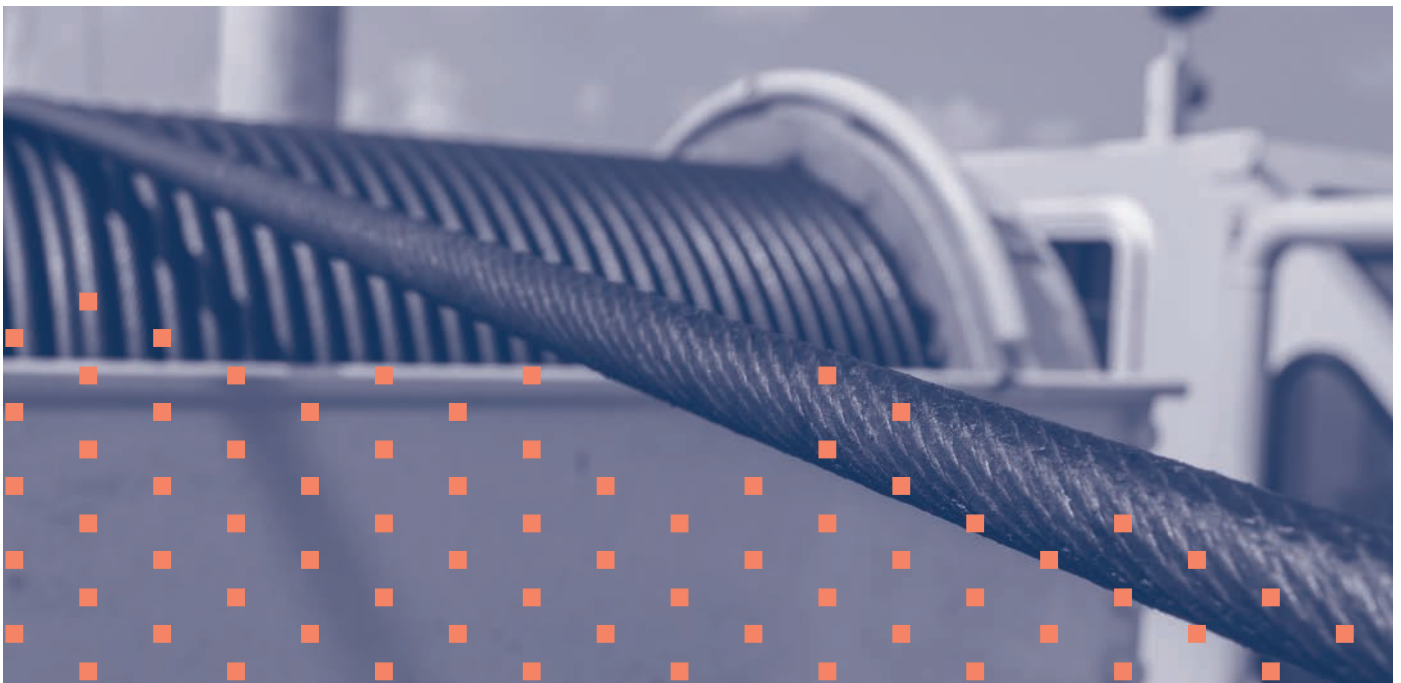




# Company Highlights 2018

LEEA is actively involved in all aspects of the industry, promoting the highest technical and safety standards and offering a wide range of services and support to our worldwide membership, including: Training Services, Official Industry Representation, Publications, Technical Support, Health and Safety, Standards Setting and Marketing.

We have over 1,170 member companies based in 69 countries. We hold a database of 12,000+ practitioners who have qualified as testers and examiners through our Diploma/Advanced Programme Training Schemes.



## Learning, Development and Training

# 718

days of face-to-face training delivered by LEEA trainers.

We have arranged and delivered

# 462

LEEA assessment events across the globe (321 in 2017).

# 483

LEEA qualified technicians (170 in 2017) have completed 1681 TEAM Card refresher courses.

# 1,224

online students have been studying online in 2018.

Instructor led training has been delivered in **17 countries** (12 in 2017)

### Combined Member Training

events have been delivered in Qatar, Trinidad, Australia, Egypt and Saudi Arabia.

# 17,391

online learning modules have been completed so far this year.

We have begun the process of developing an Apprenticeship.

## Over 1.3 million

minutes (22000 hours or 900 days, 2.5 years) has been spent on LEEA studies by our e-learners (increase of 48% on 2017 figures).

LEEA has recruited 2 new trainers to respond to the demand for training.

# 1,659

assessment papers have been submitted, marked and returned (up 25% on 2017).

# “

The Learning and Development team at LEEA is an integral part of the value of membership. As the Chair of the Learning and Development Committee, I support the team to ensure that the curriculum and training LEEA delivers is absolutely in line with what members need now and in the future. I have been delighted to be involved in this process, and look forward to seeing LEEA continue its work in this area.

Kat Moss, Chair of the Learning and Development Committee

# ”



## Technical Support

We have introduced a new system to manage and respond to technical queries. In the initial 16 weeks the LEEA Technical Triage process received and dealt with 116 technical enquiries, with 60% being fully resolved within 48 hours.

# 13

technical meetings will have been held in 2018.

We are currently **recruiting** a new member of the team to add capacity and additional expertise.

In 2018 we had

# 159

attendees (in 2017 we had 122) representing 77 member companies (2017 - 44) at our Technical Committee and sub-committee events in the UK.

In 2018 we had

# 33

attendees representing 18 member companies at our working group meetings.

The technical team is currently working on the **development of 7 standards and 8 guidance documents.**

# “

As promised, 2018 has been a year of progress. The Technical Support team have worked tirelessly to roll out the additional Technical sub-committees to enable engagement with a greater number of our members than ever before. All these results brings an even greater need for competent advice, and we are in the process of actively recruiting more technical resource to support these endeavours.

Derek Buck, Chairman of the Technical Committee.

# ”



## Member Engagement

580

completed audits (331 in 2017).

834

visits to members  
(348 in 2017).

We have received

183

new member applications. 12% of applicants were refused membership at the first hurdle.

Monthly LEEA Bulletin for members is content-led and is delivered to

1,756

recipients. Open rate is 29.9% v sector average of 16.5%.

The Lifting Engineer has been refreshed, is content led, issued quarterly and its first edition was distributed alongside LHI magazine, reaching 12,000 in print and a further 18,000 in digital.

## Member numbers

Region	Total 2017	New for 2018	Exiting members 2018	Total 2018	Growth vs. 2017
Rest of World	692	58	19	731	5.64%
UK	417	26	9	434	4.08%
<b>Total</b>	<b>1109</b>	<b>84</b>	<b>28</b>	<b>1165</b>	<b>5.05%</b>

## Business Support

3,473

enquiries about general LEEA business were actioned.

We have sent out

2,300

pieces of correspondence to our members.

646

inbound emails for LEEA assessments were actioned.

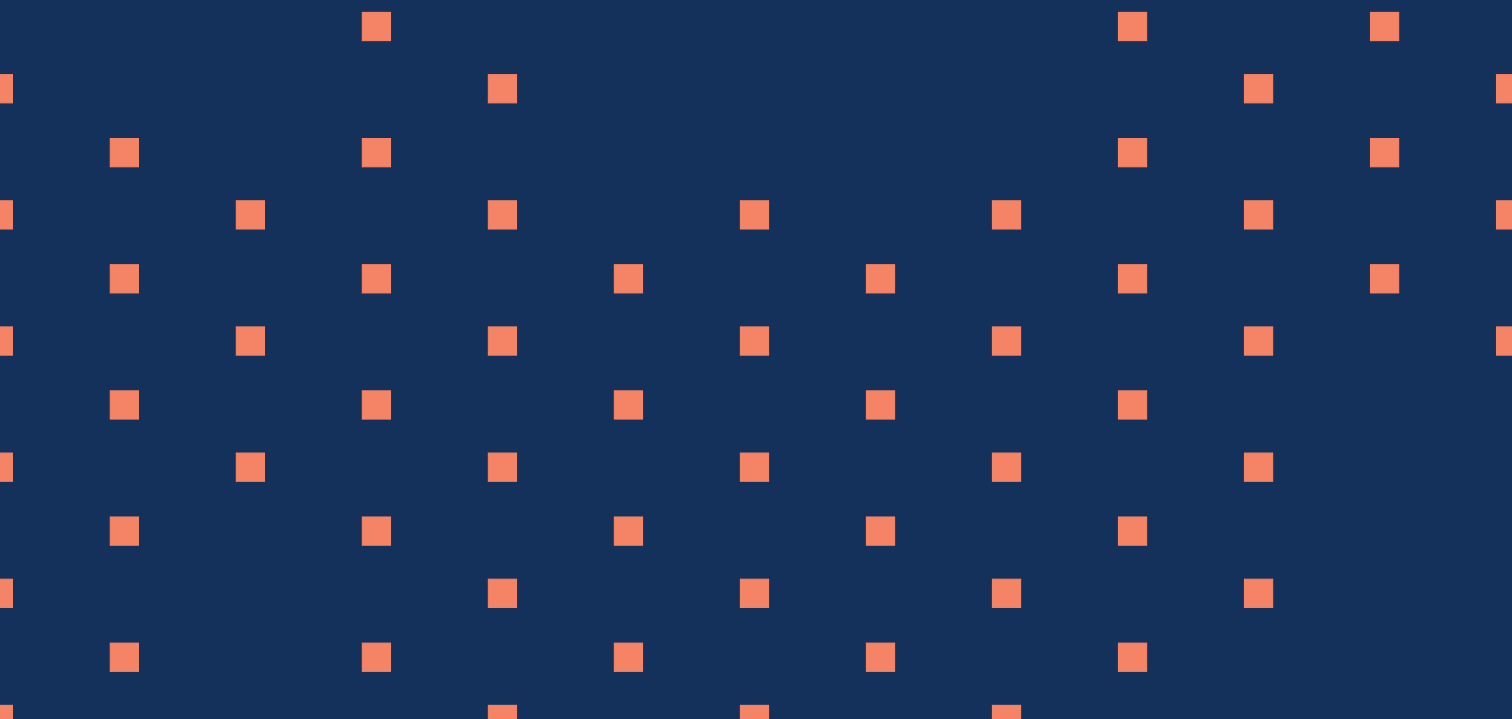
The team processed 542 requests for publications.

1,123

certificates were printed and issued for successful candidates (832 in 2017).

3,651

LEEA Academy enrolment and support emails were processed.



# Raising Awareness

Over the last 6 months LEEA has been featured in at least 32 publications. These have a mix of UK, US, Canada, Australia, New Zealand, South African and International readership. The publications are in Lifting, Construction, Manufacturing, Ports, Logistics, Materials Handling, Recycling, Energy, Training and Plant Maintenance. Titles include:

American Journal of Transportation

Apprenticeships Directory

CILT Logistics Focus

Crane and Hoist

EEDesignIt

Engineering News

Forklift Action

Forklift Revolution

Handling & Storage Solutions

Industrial Plant & Equipment

Informed Infrastructure

Inside Construction

International Cranes

Lift & Hoist International

Logistics Handling

Logistics Voices

Manufacturing.net

Material Handling Network

Material Handling Wholesaler

Materials Handling World

North American Clean Energy

Plant Engineer

Ports Strategy

Rock Road and Recycle

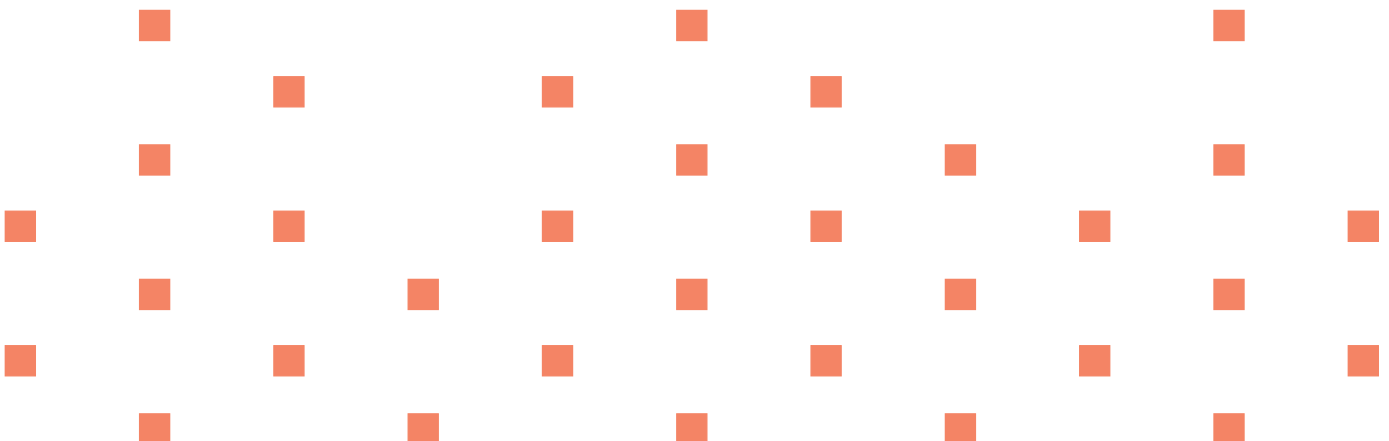
Storage Handling & Distribution

The Manufacturers Success Connection

Warehouse Magazine

Warehousing & Logistics International

Wire Rope News





We are developing relationships with end user trade associations and other relevant stakeholders. These include:

- Chartered Institute of Logistics and Transport
- Confederation of British Metalformers
- Royal Society for the Prevention of Accidents
- British Plastics Federation
- Cogent Skills
- Institute of Manufacturing
- Construction Products Association
- Abu Dhabi Quality and Conformity Council
- Bahrain Ministry of Labour
- Emirates National Accreditation System
- Singapore Ministry of Manpower
- ECITB

Met with governmental agencies, politicians and stakeholders raising awareness of LEEA members across the globe.

LEEA has exhibited across a number of supply chains and countries.

38 59

companies applied for the LEEA Awards from 14 countries.

applications across 8 categories for inaugural LEEA Awards.





# Financial Information

## Statement of income and retained earnings for the year ended 31 December 2017

	2017 (€)	2016 (€)
Turnover	2,676,673	2,608,047
<b>Gross profit</b>	<b>2,676,673</b>	<b>2,608,047</b>
Administrative expenses	(2,652,509)	(2,745,613)
<b>Operating profit/(loss)</b>	<b>24,164</b>	<b>(137,566)</b>
Interest receivable and similar income	2,412	5,278
Interest payable and expenses	(2,455)	(3,800)
<b>Profit/(loss) before tax</b>	<b>24,121</b>	<b>(136,088)</b>
Tax on profit/(loss)	(1,393)	8,138
<b>Profit/(loss) after tax</b>	<b>22,728</b>	<b>(127,950)</b>
Retained earnings at the beginning of the year	1,309,734	1,437,684
Profit/(loss) for the year	22,728	(127,950)
<b>Retained earnings at the end of the year</b>	<b>1,332,462</b>	<b>1,309,734</b>

## Balance sheet as at 31 December 2017

	Note	2017 (£)	2016 (£)
<b>Fixed assets</b>			
Tangible assets	5	895,860	1,008,603
<b>Current assets</b>			
Stocks	6	24,056	22,769
Debtors: amounts falling due within one year	7	150,101	168,558
Cash at bank and in hand	8	791,331	674,812
		<b>965,488</b>	<b>866,139</b>
Creditors: amounts falling due within one year	9	(405,609)	(412,915)
<b>Net current assets</b>		<b>559,879</b>	<b>453,224</b>
<b>Total assets less current liabilities</b>		<b>1,455,739</b>	<b>1,461,827</b>
Creditors: amounts falling due after more than one year	10	(112,915)	(127,457)
		<b>1,342,824</b>	<b>1,334,370</b>
<b>Provisions for liabilities</b>			
Deferred taxation	12	(10,362)	(24,636)
<b>Net assets</b>		<b>1,332,462</b>	<b>1,309,734</b>
<b>Capital and reserves</b>			
Profit and loss account		1,332,462	1,309,734

## LEEA Board Members

**Paul Fulcher, Chairman**  
Rigging Services

**Richard Money, Vice Chairman**  
Sahm-Splice Ltd

**Oliver Auston, Past Chairman**  
Checkmate Lifting & Safety Ltd

**Derek Buck, Technical Committee Chair**  
Delmark Lifting Equipment Ltd

**Kat Moss, L&D Committee Chair**  
Catena Inspection & Engineering Services Ltd

**Tim Burgess**  
William Hackett Ltd

**Kevin Smith**  
Certex UK

**Tony Longmire**  
FLG Services part of 'A' plant plc

**Stewart Allister**  
Select Plant Hire Co Ltd

**Ashley Thacker**  
Ranger - Lifting | Rigging | Safety

**Yassin A. Al-Hussain**  
Central Plant Services Arabia Co.

**Austin Joseph**  
JC International Ltd

**Santosh Gupte**  
ICO Asiapacific Group



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