

# CORPORATE HANDBOOK

*World Class Access, Fall Protection  
and Façade Maintenance Systems*

SAYFA<sup>®</sup>  
GROUP



# **WE SAVE LIVES**

This is our mission which drives our vision to bring every worker home safely.

We are an Australian company manufacturing world class height safety systems to installers everywhere.

Our complete product range is designed and developed by our in-house engineers, with simple installation and user-friendly design at the forefront of our product design criteria.

20 years of height safety experience means our industry knowledge is unsurpassed, and we pride ourselves in consistently pushing the boundaries to provide safer workplaces across Australia and beyond.

# About Us

Our people, culture and values

# Who We Are

*The people and culture behind SAYFA*



Our staff are our lifeblood and together with our customers are the reason why SAYFA is where it is today, as industry leaders in the working at height sector. At SAYFA we seek to encourage the team to take ownership and responsibility, and encourage open and honest feedback in order to develop the very best outcome for our those working at heights..

Our staff are experts, challengers and champions, always pushing boundaries and growing together. Ever-present supportive and passionate people, the SAYFA family is the core of our past, present and future growth.



**Our team is filled with passionate, supportive people who care and want to progress and help the industry. We share our values, and that's why we are where we are today.**

*- Sue, SAYFA Staff*



Our team is made of hungry and humble talent, and we recruit new staff to add value to the team. We want our team to be positive, accountable, professional and self managed. We encourage our people to be driven and willing to always give 110%, to be open to learning new skills and ideas, and be ready to bring their own experience to the table. If you are looking to work at SAYFA, we encourage you to apply. We are always on the lookout for new perspectives and ideas, so bring your A-game!



Visit Our  
Vacancies Page

# Leadership Team



**Anton Voss**  
General Manager



**Murray Voss**  
Technical Manager



**Barry Voss**  
Customer Service Manager



**Doug Voss**  
IT Lead



**Adrian McAlpin**  
Strategic Partner BDM



**Ken McAlpin**  
Production Manager



**Glenn Vos**  
Finance Manager



**Craig Arnot**  
Procurement Manager



**Chiquita Voss**  
Marketing Coordinator



**Bec Pratt**  
People & Culture Lead



**Damian Vos**  
Operations Manager



**Pat Driscoll**  
Chief Of Sales



**Glenn Pudney**  
Outwards Goods Lead



**Barry Greig**  
Chief Finance Officer



**Rodney Pudney**  
Drafting Team Lead

# Our Values

*The things we believe in that make our company a market leader*



## Care

A personal eye for detail and genuine effort to support on-site installation complexities and to ensure nothing is overlooked.

## Trust

No compromise. We are prepared to do whatever it takes to earn trust from our people, our clients, and our stakeholders.

## Leadership

We are hungry, humble, and committed to take ownership of being leaders in our space.

## Innovation

Modular, functional, intelligent. We create safety. We anticipate change.

## Agility

Athletic, intense, ready to adapt, execute with precision.



Our number one priority at SAYFA is safety.

The fall statistics reflected by WorkSafe Australia in recent years resulting in fatality or serious injury are staggering and indeed heartbreaking for those affected, which is why we are so passionate about making a difference.

The truth of the matter is there is an answer and a way that we can all do our part to lower this figure. The onus of ensuring all workers return home safely at the end of the day does not just rest on one person. In fact, it is everyone's responsibility, from Designers, Building Owners/Managers through to System Users, whenever a person is conducting work at height it is imperative that the correct equipment, training, and procedures are adhered to.

This supports our mission to save lives. Everybody has a role to play in keeping everyone safe, and our team are constantly innovating and improving processes to maximise safety in all areas of our company.

# SAYFA Timeline

**2002**

SAYFA's journey begins in 2002. Founded as Safe Access Systems we commence the supply and installation of basic access and fall protection systems.



**2004**

Realising there is a shortage of quality proprietary equipment available, we begin manufacture of access and fall protection systems for our installations.



**2006**

Purchased our first robotic welding machine, which vastly increased the production output of our manufactured systems.



**2012**

We make our first entrance in the US market with our KATT Modular Ladder System, and SAYFA's first website goes live.



**2009**

SAYFA expands into a second purpose built factory to facilitate manufacturing demand and ability.



**2008**

We move away from installation to focus on manufacture and supply of specialist access and fall protection equipment. We also change our name to SAYFA SYSTEMS.



**2007**

We launch our 3SIXTY Fall Arrest Anchors and TRAVEL8 Static Line Systems.



View the 20  
Year Video

## 2014

With rapid expansion in all areas of the business we again require more room to move and relocate to our current state of the art premises, and SAYFA Systems becomes SAYFA Group.



## 2016

After rigorous engineering we develop and patent the innovative KOMBI Platform System.



## 2017

We develop and release our Generation 2 SAYFA website offering increased interactivity and functionality.



## 2018

The KOMBI Builda Configurator is launched, revolutionising the design of KOMBI Stair and Platform Access Systems, and significantly reducing design time.



## 2022

Our 20th year in the industry sees the release of multiple game-changing products. Including the 3SIXTY Rapid Anchor, KATT2 System and RAPTOR 80 Rail.



## 2021

Our RAPTOR Range expands, and we release two new rope access systems to our suite; the RAPTOR Davit and RAPTOR Needle.



## 2020

Training moves online with the SAYFA Academy providing a streamlined and user friendly interface to ensure Installer competence.



## 2019

12 Years on and still going strong, we put the 3SIXTY Fall Arrest Anchor to the ultimate challenge.



# Products and Services

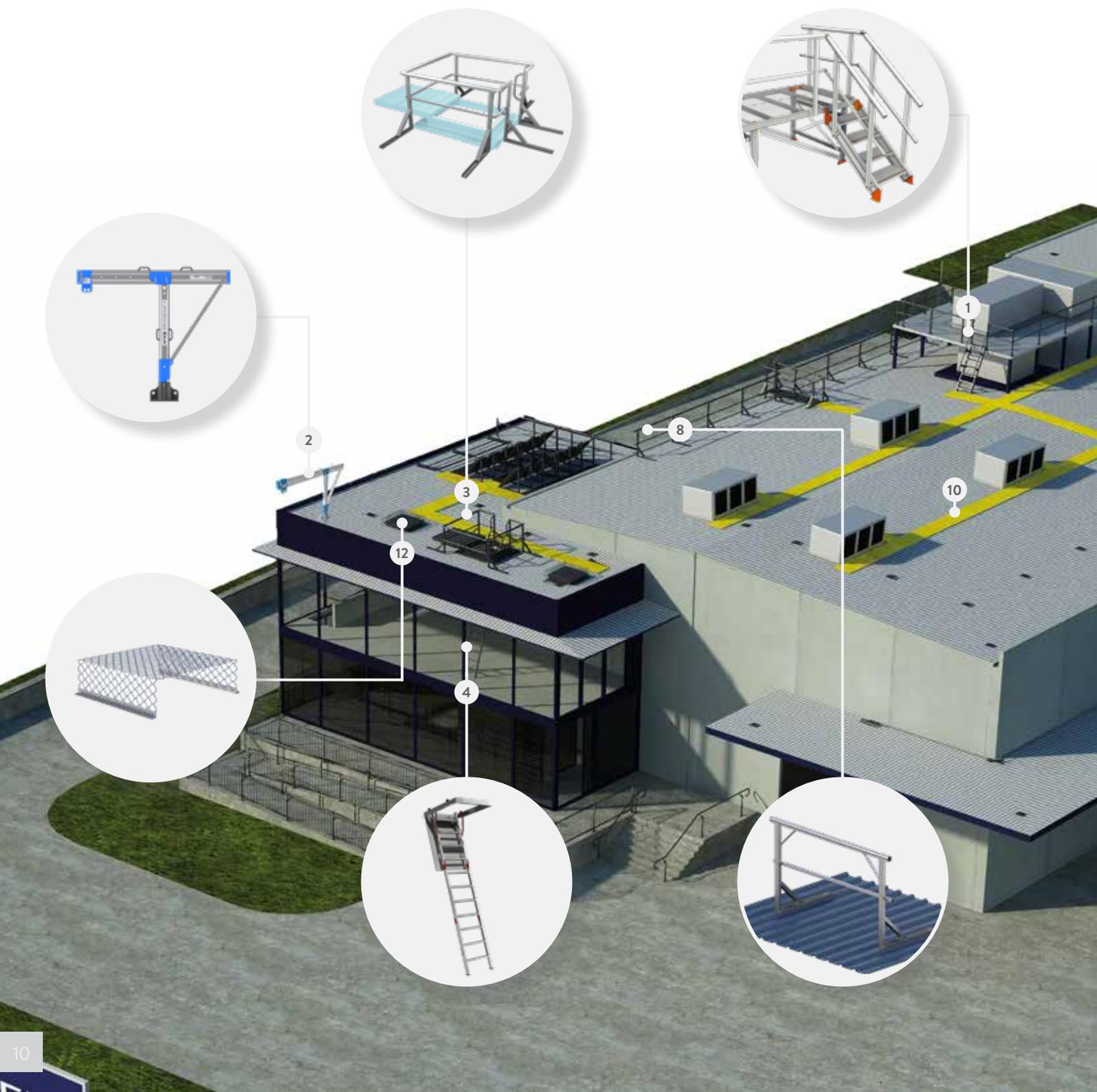
Height safety solutions for those working at heights

# SAYFA Products

*Our innovations and systems*

SAYFA designs innovative, modular and easily installed height safety products and systems that meet or exceed Australian Standards. Our modular aluminium systems are manufactured from the highest quality materials and are designed by our in-house engineering team, using feedback from end users and installers to make ease of use and installation at the forefront of our product design.

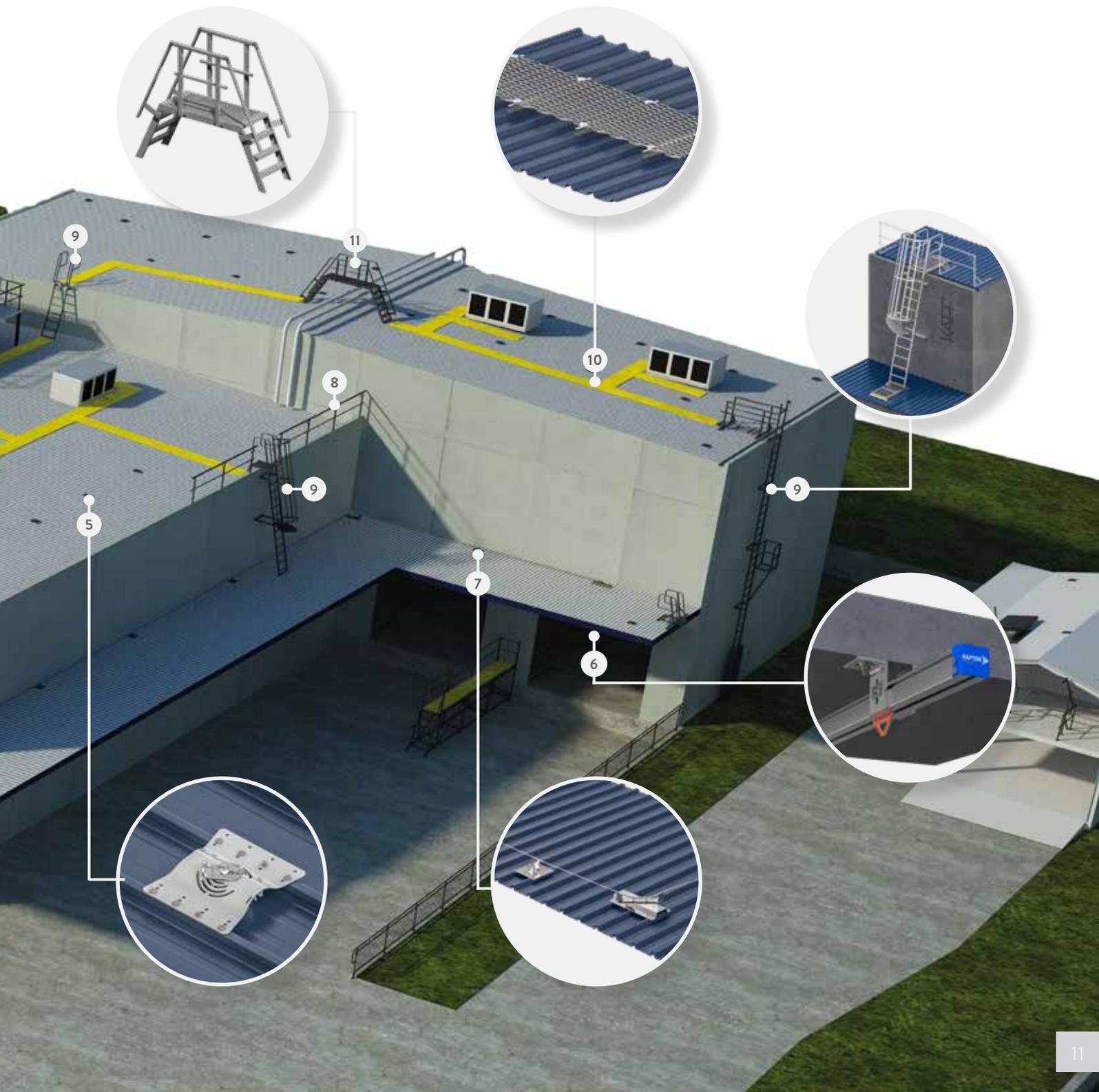
Working at heights poses an undeniable risk, and effective fall protection systems can be the difference between life and death. Installing a SAYFA system gives you total peace of mind.





Learn More

1	KOMBI	Stairs & Service Platforms	7	TRAVEL8	Static Line Systems
2	RAPTOR	Davit and Needle Systems	8	SENTRY	Roof Mount Guardrails
3	SENTRY	Hatch Guardrail Kits	9	KATT	Rung Ladder Systems
4	VISTA	Fold Down Ladders	10	PACE	Aluminium Walkways
5	3SIXTY	Fall Arrest Anchor	11	ALTO	Step Ladders & Step Bridges
6	RAPTOR	Rigid Rail Systems	12	PROTEX	Skylight Protectors



# SAYFA Services

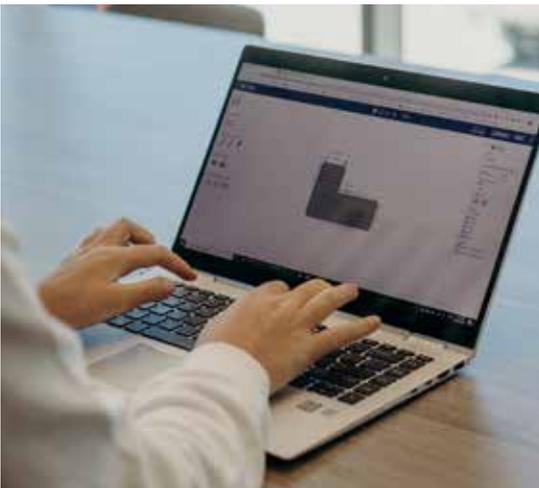
*How we can help you*



## Project Design Service

We know the responsibilities on building owners, engineers and architects to adhere to Section 22 of the WHS Act, and the difficulty in knowing the correct safety products and solutions for your building. Our design service is used to bridge the gap between safety and understanding. In a design consultancy we give you:

- Height Safety Systems layout plan
- Height Safety System proposal including Schedule of Components
- Indicative supply and install price use for budgeting purpose
- Assurance your design adheres to standards



## SAYFA Configurators

Our configurators are the ultimate tool for any project scope. Our Roof Builda helps with those who need a full plan of their roof fitted with all the correct height safety equipment and solutions for those working on it.

KOMBI Builda is our configurator exclusively for those using KOMBI modular access on their building. Our online program gives you the tools to progressively build your required system with the ability to view in 3D and make changes in real time. It also ensures your system is up to all regulations and standards applicable.



## SAYFA Academy

Our SAYFA Academy is an online training portal providing those working at heights with important information regarding the selection, use and maintenance of SAYFA's systems and components. Years of accumulated knowledge of products, design, standards and regulations, provide installers with critical install information as well as any compliances they may be affected by.

Completing this course will register the user a certified SAYFA installer, and has the skill to install height safety products correctly and safely.

# Product Development

*The product life cycle*

## 01 New Product Development

Our technical and in-house engineering teams are constantly innovating, designing, building and extensively testing all the products we sell. This is an integral part of who we are at SAYFA.

We pride ourselves in our years of industry knowledge and expertise in creating these products, as we know the trust those working at heights have in our solutions. Our NPD team has extensive knowledge in building and structural engineering, and the latest height safety and building standards and regulations.

## 02 Supply

As with our clients and stakeholders, SAYFA regard our suppliers as an equally important part in the SAYFA ecosystem. SAYFA's aim is sustainable and responsible resourcing, to reduce the amount of waste produced, re-purpose as much as we can and recycle items wherever possible.

The recent pandemic and its effect on global supply chain has resulted in SAYFA returning 70% of their supply to Australian shores, and sourcing from local suppliers. We are continuously on the lookout for new supply partners who will uphold the exceptional quality that SAYFA Group strive to maintain.

## 03 Manufacturing

Our on site manufacturing teams are the building blocks of our entire operation. They bring systems to life, fabricating every product with precision to ensure only the highest quality products are supplied.

The SAYFA manufacturing team is always growing along with their facilities and capabilities, updating all processes and procedures in order to maintain the utmost efficiency in their roles. Our teams are constantly striving towards 100% accuracy and know quality assurance is essential in the production of all our height safety equipment.



# Projects

Our products in action and customer testimonials

# Landmark Projects

*Some of our landmark projects Australia wide*

## 01

### Quay Quarter Tower, Sydney NSW

This innovative building design required a rope access system that allowed effective facade maintenance without impacting the architecture of the tower. RAPTOR Rope Access Rail did just that, providing an unobtrusive design and easy facade rope access use. RAPTOR Rail was also installed in the internal stair voids, for maintenance on internal facades.

Installer: RIGCOM Access



## 02

### Junction Oval, St Kilda VIC

This project required an effective access solution up to and around multiple roofs for maintenance and a means of entry for television film crews. KOMBI Modular Access was a perfect solution due to its strength and ease of installation, and that no ongoing maintenance would be required. The KOMBI Builda Configurator made the process from design to install a breeze.

Installer: Conform

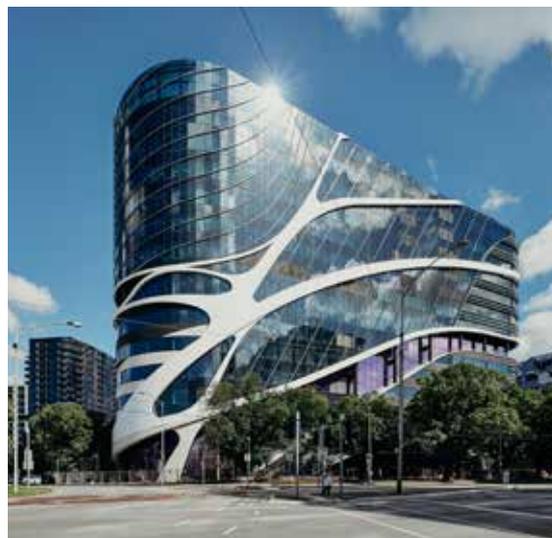


## 03

### VCCC Building, Melbourne VIC

The new cancer research hospital required a large majority of SAYFA products for access solutions and safety during maintenance at heights. ALTO Step Ladders, KOMBI Modular Platforms, SENTRY Guardrails, PACE600 Walkways, TRAVEL8 Static Lines and 3SIXTY Anchors were all installed on the exterior of the building, and Multiple VISTA Fold Down Ladders were installed inside. RAPTOR Rails were also installed to provide building facade access.

Installer: Signal and Hobbs, Synergy



## 04

### Victorian Heart Hospital, Clayton VIC

The new hospital situated on the Monash University Campus will be Australia's first specialist cardiac hospital. Multiple height safety and rope access systems were needed to provide safe work at heights and facade maintenance. RAPTOR Rails were installed on the exterior of the building. With low visual impact and the ability of the system to be shaped to follow the curves of the building design, it was the perfect solution. KATT Ladders, XPLORE Anchors, SENTRY Guardrail and PACE600 Walkway as well as some TRAVEL8 Static Line Systems were also installed.

Installer: APS Industrial Services



## 05

### Royal Exhibition Building, Melbourne VIC

One of Australia's oldest buildings, the Royal Exhibition Buildings were in need of safe access to and around the roof, in order to maintain multiple lights and flagpoles. KATT Ladder Systems, KOMBI Modular Access Systems and TRAVEL8 Static Line Systems were installed which now offer peace of mind for all users. Due to the building's heritage listing, the majority of the systems were powdercoated to blend into the building's facade, in order to not impact the amazing 140 year-old architecture.

Installer: Hieght Safety Engineers



## 06

### 1-9 Sackville St, Collingwood VIC

Our engineering team developed a new state-of-the-art rolling RAPTOR Rope Access Davit System to provide effective, low impact facade access for an office building. Instead of installing permanent bases, the RAPTOR Rail allows the RAPTOR Davits to be moved side to side with ease, saving time and providing a strong, simple and lightweight system at the same time.

Installer: Britesafe



Visit Our Case  
Study Page

# SAYFA Customers

What our customers and stakeholders say about us



“

I can't think of anything that you guys need to improve on, so that says a lot - your assistance with projects, quotes and technical advice has been fantastic.

*Andy - Installer*

”

“

I think the entire SAYFA team do a great job. Regardless of who you speak to at SAYFA, everyone has the same “how can we help” attitude, which I think is an amazing effort. So, well done.

*Chris - Installer*

”

“

SAYFA has been a fantastic support to us. No matter which staff member you contact they are always very professional. I have not dealt with a company whose staff are more helpful. It is a credit to you all.

*Daniel - Installer*

”

“

A big thank you from myself and all of my team to all of the SAYFA family, I know that you have all had challenges we can't comprehend, so to be able to support our business the way you have whilst facing your own adversities is simply amazing.

*Brent - Installer*

”

“

In all projects where we have engaged SAYFA, the solutions they have presented have taken into consideration all aspects of safety in design, at the same time as considering the end user and all other stakeholders.

*Peddle Thorp Architects*

”

“

As a head contractor, I can say I wish there were more subcontractors like SAYFA who are genuinely interested in forming meaningful relationships and working cohesively to make construction a little easier. Thanks for your efforts, I look forward to the next project with you.

*Kapital Group*

”

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