

Included in this issue -

- 2011 - a surprising and successful year
- New suction pads, new configurations and new products
- S5! New ridge bracket for KSRW panels

2011 proved to be a surprising year with very strong and sustained demand for vacuum lifting and associated handling equipment. Over the year we have significantly increased our hire fleet and in addition many units have been sold in the UK and further afield.

The Cool Boy® range has proved particularly successful with the hire fleet more than doubling over the last 12 months. Feedback from customers continues to be very positive with the compactness of the lifter and competitive hire rates especially welcomed. The launch of the latest Clad Boy® CB4 version also proved successful. More units are now available for hire and a number of machines have been sold to new and existing customers. The additional lift capacity of the new model is proving a boon as panel sizes and weights continue to increase. Growth over the last year has further consolidated our position as the market leader and forthcoming technical developments will ensure we continue to meet the demands of our customers.

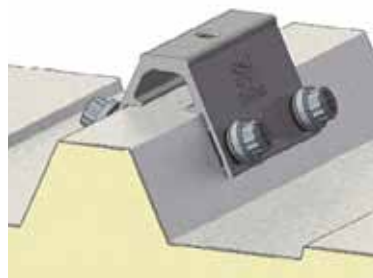


The early signs for next year are encouraging with the re-emergence of the commercial development sector and continued activity in the food retail sector. Hopefully these markets will more than compensate for the anticipated wind-down in public sector projects.

From constant discussions with a wide spectrum of customers there is definitely more optimism at this time compared to 12-months ago and forward enquiry and quotation levels have increased steadily over recent months.



New to the S5! range is a purpose designed ridge bracket for use on Kingspan RW panels. Like most S5! products the bracket, referred to as S-5-Trapbracket™, is manufactured in aluminium and is supplied complete with plastic capped stitcher screws. The Trapbracket™ has been fully tested and comes with a factory applied sealing strip on each contact face to ensure the integrity of the panel is maintained. Although relatively fresh off the production line, the Trapbracket™ is already proving popular in the solar PV installation sector.



The new Trapbracket™ incorporates a threaded M8 hole on the top which can be used to attach a variety of accessories. It is particularly suitable for mounting PV panels and assemblies. When used in combination with the S5! PV kit this offers a complete and cost effective solar PV mounting solution.



The Trapbracket™ has recently been used on several snow retention projects and it is already endorsed by Kingspan for these applications. Following last winter, snow retention is an issue that building owners and operators are increasingly concerned with.

Cometh the panel - cometh the new suction pad!



Over the last year many new panel designs have been introduced by leading manufacturers and we have worked hard to ensure that we have vacuum lifting solutions available to support this trend. Amazingly there are now over 20 suction pad designs and configurations available for the Clad Boy® lifter alone, allowing panels as diverse as sinus profile, louvre and curve wall to be lifted with ease. In addition, new options are under development for the Cool Boy® including multiple pad arrangements for corrugated and trapezoidal panels and a new seal profile to cope with profiled surfaces.



Vacuum lifting of structural decking and floor trays is also on the increase, spurred by increasing restrictions on manual handling and the inevitable trend towards longer lengths.



In response, new suction pads and shaped seals are available for some of the leading decking profiles and these are enhanced by nylon pad locator guides. These guides improve the accuracy of suction pad positioning which is essential when vacuum lifting these elements.

New Leister Varimat V units have been added to our hire fleet to satisfy demand from existing customers.

The weekly rental charge remains at £295 and if combined with the hire of a Clad Boy® or Rota Boy® lifter, the delivery of the Varimat is completely free of charge.



Working in conjunction with Kingspan

we now have timber cladding nailing kits available for hire and these are suitable for fixing timber cladding to the Kingspan Karrier Panel System, part of the Benchmark range. Full details are available from Kingspan or contact us for more information.