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## New 17m VTM joins the Versalift van-mounted range

A new product has joined the VT series of van-mounted platforms launched last year. The VTM-170-F has 17 metres of working height, 10.5 metres of outreach and 3,000kg of spare payload.

Featuring the same ultra-high strength profiled boom as the VTL range, the VTM-170-F has been designed and developed to equip highway maintenance contractors with improved performance and productivity through additional outreach, working height and payload.

There's a host of customised options to choose from including a secondary guarding anti-entrapment system available across the VTL and VTM range.



**VTL SALES NEWS**



First of 10 VTL-135-F units being handed over at Vertical Days to Ian Burton (L) of SHB Vehicle Hire by Versalift UK's Chris Wrenn (R)

## SHB places 30+ VTL Order

Ian Burton of SHB Vehicle Hire collected the keys for the first of 30 13.5m Versalift VTL-135-Fs mounted on 3.5T GVW Ford Transits. The order will be completed between May and October 2019 with the initial 10 units being utilised immediately for the expanding vehicle hire business.

Over the last ten years SHB have added Versalift van-mounted and pick-up mounted platforms to its 18,500 strong vehicle fleet, utilised across its 16 key locations nationwide. Ian Burton, SHB Hire's MEWPs Product Manager commented "We are keen to keep our expanding fleet diverse and by working with Versalift, we know we can achieve that".

## IT'S OFFICIAL

In May this year we officially changed our trading name to Versalift United Kingdom Limited. This was as a result of our parent company, Time Manufacturing, consolidating the international business around the market leading 'Versalift' brand. 2019 is an important milestone for the Company as we celebrate 25 Years and 7,000 platforms in the UK and Ireland.



25 YEARS  
7,000  
PLATFORMS

## NEW SERVICE FLEET

In-line with our expanding aftersales operation, we have invested in a new fleet of service vans for our national team of field engineers. Look out for the vans with their striking new livery.



New service vans supporting 7,000 Versalift platforms in the UK & Ireland



## More space for production

A new building has been added for Production to the Burton Latimer headquarters as a result of increased sales orders. This significant investment provides additional space for the finishing and PDI process.

## building skills

As well as gearing up for production, we have been busy adding and developing the skill set within the Company with new appointments, internal promotions and apprenticeships.

**Emma Williams** joins the Service Department to cover Hannah Varney's Maternity Leave. Emma has a wealth of experience in Warranty and Administration.

**Darren Carney** has been promoted to Production Supervisor to help ensure we deliver our Company targets, implement the Flow Line and drive change and efficiencies. He started with us in 2002 as an electrician.

**Sandor Kobol** has been promoted to Electrical Team Leader with responsibility for the van build electrical team. Sandor has been with the Company since September 2012 and like Darren, joined as an electrician.

**Ady Coleman** has been promoted to Big Build Electrical Team Leader. Ady has been with Versalift since April 2016 and has been a trainer and mentor to some of the new starters in the electrical department.

**Mariusz Kozak** has been promoted to Mechanical Team Leader.

**Beata Wielgat** joins the Engineering team to work closely with our production department to help increase efficiency and productivity.

Through internal promotions, we aim to provide a succession plan and ensure the skills and experience remain within the Versalift Family.

**SPECIAL OFFER ON WALK-IN BUCKETS -  
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Sales across the full Versalift range continue to grow, here's a selection of recent sales activity.

## Latest Unimog for Scottish Power

One of 12 units has been delivered for use by depots across Scotland and the North West. The Kilmarnock team were happy to see the latest Unimog fitted with their preferred VOE 36 insulated platform and bespoke locker layout and options.



The Scottish Power team with their new and old Unimogs

## Mind-Blowing Outreach!



Sparkx took the optional limited working envelope function which enables the crew to work at full height over the back of the vehicle without the necessity to deploy stabilisers



## Electricity North West update fleet

With new colourful branding, Electricity North West have been updating their fleet with the purchase of 17 Isuzu pick-up platforms. The LAT-135-H provides 500kgs of payload after driver/passenger and fuel which has allowed for a number of locker combinations and options to be built into the models.

Sparkx has now taken delivery of the first of six new Versalift VTL-145-F van mounted platforms on a mix of 3.5 tonne and 5 tonne new style Mercedes Sprinters.

Chris Rogers, Director for Sparkx commented; 'We've been impressed by the VTL range since its concept, taking the best bits of the VDT and integrating them into the smaller platforms. The mind-blowing outreach, and no need to deploy the jacks for certain jobs will provide our crews with excellent flexibility on site and increase productivity. We're looking forward to receiving the rest of our order and rolling out the VTL across our crews.'

## Highway Hire Reasons to be Cheerful



We asked Highway Hire Ltd why they chose to add 10 more VTL-135-F platforms fitted on to Ford Transits to their fleet. Here's what they said:

1. Excellent product support from Versalift service department!
2. Proven customer acceptance!
3. Easy operation of both vehicle and platform!
4. Market leading product!
5. Outreach of 8.4m and working height of 13.5m

Graham Papierowski, Operations Manager for Highway Hire said "We added the VTL this time to our ever-growing fleet of van-mounted MEWPS, because our customers requested greater outreach due to the types of work they are carrying out. We mainly offer self-drive hire into the telecoms and street lighting industry. We also opted for walk-in baskets this time, again because our customers were requesting this."

"This latest investment in Versalift platforms is part of our growth plans"

**DID YOU KNOW?** Versalift is an Authorised Converter for:



We have a selection of demonstrator models available – to book, contact [sales@versalift.co.uk](mailto:sales@versalift.co.uk)



## SPONSORSHIP

### SUPPORTING BIG IDEAS - University of Northampton Business Innovation Grant 2019



Forming relationships with the University of Northampton's engineering talent pipeline.

Versalift is collaborating with the University of Northampton with a Business Innovation Grant to develop an automated process for stability loadings. The grant of £5k is open to businesses in the local area to work together with academics from the University of Northampton to boost growth and development of ideas.

The bursary was approved in May and the project is being headed up by Tom Johnson, Versalift's Engineering Manager. We will be reporting back on the success in the next issue.

## VERSALIFT SPONSORS Northant Titans Youth Team



The Youth team in their new jerseys

The youth players of Northants Titans American football team have new jerseys for the current season thanks to Versalift which has sponsored the club. The blue jerseys look fantastic with the new Versalift United Kingdom logo on the front and back. Sponsorship of this type supports local clubs and allows youngsters to take up the sport.



## EVENTS



Versalift and Iveco have a successful show

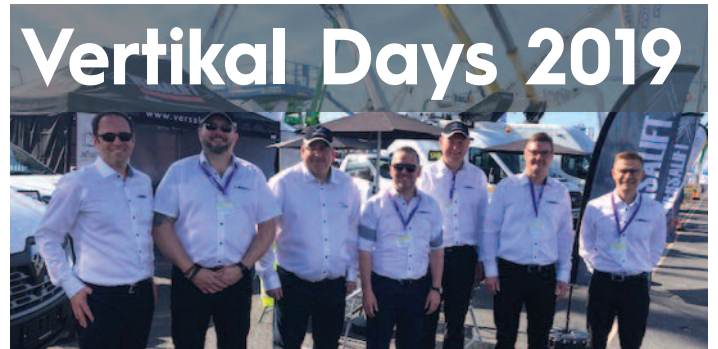
Versalift returned to the 2019 APSE Waste and Grounds Seminar in Aviemore Scotland sharing a stand with CFS, the Iveco dealer for Glasgow. This successful partnership resulted in a number of leads being taken and lots of customers interest in the latest VTL platforms.



### LINCOLNSHIRE SHOW

Isuzu dealer, Duckworth featured the Versalift LAT-135-H demo unit on their stand at the Lincolnshire Show, with the platform providing a good focal and talking point.

Duckworth's were keen to promote alternative conversions for the Isuzu single cab



The sun shone on both days at Donington Park for Vertikal Days where we launched the new VTM-170-F van mounted platform which featured alongside our VTL van mounted range and the popular LAT-135-H pick-up with its market leading 500kg payload. Two products from the Time Manufacturing portfolio also made an appearance - the 100% Electric VTL-120 and a Dual Telescopic VDTL-155.

## What's in the calendar?

- >> CONFOR WOODLAND SHOW  
**September 5th/6th, Longleat Estate**
- >> WORK AT HEIGHT FORUM  
**September 19th, Heythrop Park**
- >> CONTRACTOR'S DAY  
**October 2nd, Old Trafford**
- >> HEA CONFERENCE & EXHIBITION  
**October 31st, Celtic Manor, Newport**
- >> IPAF ELEVATION  
**November 27th, Coventry**



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