



LTM


LTM
LIFT | TURN | MOVE | LTD

Technical Newsletter

Issue 04 January 2007

HAPPY NEW YEAR

It's been an exciting year at LTM, our second since we started in September 2004 as a new company.

The clients amongst you will know how much we've tried to keep the levels of service that we started with, we know that ultimately what matters is how we treat our clients, responses to emails, quotes and on time deliveries are what we stand by.

If we get a problem we try to tell you rather than you coming shouting to us. In two years we have still not had an argument with a customer, we're very pleased about this and intend that that should be the way we continue.

In the office we managed to move upstairs to the first floor, our building was occupied by a company that made clothes. It employed 133 people (how times change). The upstairs was a canteen and it took quite a bit of time cleaning and getting rid of the kitchen equipment, revamping everything and painting and decorating etc.

Unfortunately we moved upstairs about a week before the heat wave hit us, it was a warm summer and shorts and T-shirts were not enough to keep us cool.

Perhaps by next year we will have an air conditioning system in, however we cooled down slightly by taking the windows to the workshop out; hopefully we will have a less noisy solution by next year.

Dawn Gerrard in accounts went off to have her second baby- Alfie, she's back now doing the accounts- thank goodness!

We increased our staff through the year by 5 people

Dan Holme joined us in February, he did a long stint at Tomcat UK in the Sales Office and spent time at Robe (UK). Dan seems happy to be with us, and we're happy too. Dan is out and about on the road helping our clients choose the equipment they need – if you want to see him his email is DanHolme@liftturnmove.co.uk.

Alison Jones joined us in late October; she's helping out in accounts and admin and giving us a bit of breathing space to us all in what's been a very busy year.

Paul Hadfield left us in early December for pastures new; he leaves with our best wishes for the future for him and his family. We are looking to make an immediate appointment so that our service levels do not slip.

Jenny Hobday, Dave King and John Jones are here and ploughing through the sales and office work.

In April we advertised locally to find a works Engineer and recruited Lee Culff who is an ex lift engineer, whilst he hadn't worked exactly in what we do, a lift is very similar to a hoist, Lee has fitted in well.

Dean Ward (Dave Wards brother) joined us as Warehouse Manager in October, due to our 30% growth this year we had a few issues through the very busy summer and made immediate moves to strengthen the works staff by appointing Dean. As a company we now feel like we are in our second stage of growth, procedures and responsibilities have had to be put in place and things have settled down now that Dean is sorting out the Warehouse.



Dave Ward and Dan Holme at Plasa, on the TMB Stand

We also recruited our first apprentice, Phil Newton who joined us in September. Phil's hobbies include playing the guitar and he was beaming with joy as he pushed the flight cases into the training room when the first Motor School was held recently.

We exhibited this year at Prolight & Sound in Frankfurt, PALME in Dubai, ABTT and PLASA in London and PALA in Mumbai. We also did smaller exhibitions at Blacklight in Edinburgh and the Royal Scottish Academy of Music and Drama in Glasgow.

The move of the office to the upstairs level gave us the ground floor office to use and we converted this into a show room, meeting and training room. We presented our first full Lodestar Motor School in October 2006.

We had visions of presenting our first course to 16 people and that seemed an ideal number. Dave Ward and John Jones presented the course, Dave doing the technical stuff and John telling the stories and jokes and it worked pretty well. We presented another course in January, and are planning more courses through the year. If you are interested please get in touch.

CHAIN BAGS



We spent time looking at chain bags over the last year, having seen some bag problems and understanding a little bit more the perils of using an incorrect bag, a link follows to a PDF of the information shown on page 11 from our latest catalogue, which is the third one we have issued since we started two years ago.

Basically the Bucket type bags are fine for inverted hoists i.e. hoists which climb the chain as long as the bag is not contacted by other equipment, they should not be used for other applications.

If you have an upright, motor up application where the hoist is in the roof then either the Strap bag or the ARS bag can be used.

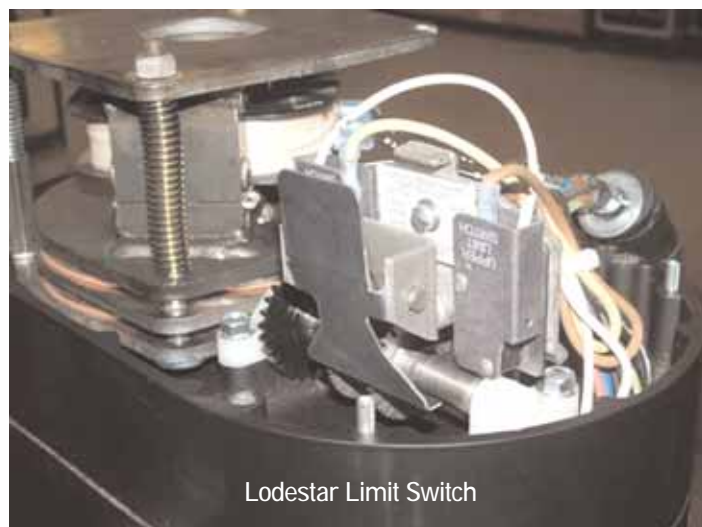
If your application is touring and you are using the hoists in both configurations the only safe bag to use is the ARS bag, this can be used for climbing or upright hoists and the bag simply rotates into the correct position.

In the catalogue information we have shown bag capacities for each size of chain, these are based generally around the BS7905/7906 standards which specify 50% fullness in a chain bag, we show different figures for capacities in different bags based on type of use envisaged, we hope this may be of some help to you.

Don't forget we can embroider bags as well, we have a sewing company locally that do a really good service and provide excellent logos on bags, gives you some identification on site, possibly some sales opportunities and may stop bags and rain covers being acquired by someone else.

for more information on chainbags visit:

http://www.liftturnmove.co.uk/lodestar_accessories.html



Lodestar Limit Switch

NEW LODESTAR LIMIT SWITCHES

Columbus McKinnon has recently introduced a new Limit Switch Kit for longer lifting heights.

Limit Switches with 44 and 56 threads per inch (tpi) have always been available and a new 64 tpi assembly.

These new limit switches allow longer lifting heights to be provided without the problems of designing special switches (which can be done). For example on the Model JJ, 1/2 Tonne, 16 m/min hoist we can now operate Limit Switches over a distance of 112.5 m rather than the 98 m on the 56 tpi and 77 m on the 44 tpi switches.

Whilst the extra lengths do not look very much, sometimes we have found standard switches to be insufficient and this should avoid problems for customers.

LTM SALES SUPPORT

Why not buy your equipment from a Professional organisation who specialise in Rigging equipment.

LTM Staff have years of experience- manufacturing, assembling and selling hoisting and rigging Equipment and can answer most questions.

We assemble our hoists in the same building that we sell from so we have instant access to any information you need.

When you deal with LTM you get advice and support free of charge

SO WHO IS COMPETENT IN INSPECTING LIFTING EQUIPMENT?

This is a question we are often asked... According to the **Lifting Operation and Lifting Equipment Regulations (LOLER)**

A competent person has such appropriate practical and theoretical knowledge and experience of the lifting equipment to be thoroughly examined as will enable them to detect defects or weaknesses and to assess their importance in relation to the safety and continued use of the lifting Equipment.

It is essential that the competent person is sufficiently independent and impartial to allow objective decisions to be made. This does not mean that competent persons must necessarily be employed from an external company.

If employers and others within their own organisations have the necessary competence then they can use it. However if they do, they must ensure that their "in-house" examiners have the genuine authority and independence to ensure that examinations are properly carried out and that the necessary recommendations arising from them are made without fear or failure.

Hope this clarifies things for you

MOTOR SCHOOLS



An update on training, we ran the first full Motor School at our address on the 16th/ 17th of October. (Photo Above)

The second took place on 16th and 17th of January. Further courses will take place on March 21st and 22nd and then through the year.

The first few months of the year are typically a quieter period for us and we aim to get out doing training with clients. So if you have got a reasonable sized group we can perhaps schedule something where we come to you.

Please get in touch with Dawn Gerrard for more information on training, DawnGerrard@liftturnmove.co.uk

NEW APPRENTICE SCHEME

"We became acutely aware of the engineering skills shortage needed in our specific area of the industry when we were recruiting a workshop Engineer recently" explains LTM's David King.



Following the expansion of the workshop they decided that training an apprentice with the right attitude and attributes would be a great asset. Out of 6 applicants, they chose 17 year old Phil Newton.

"Phil wants to learn, he has a very positive temperament, a good brain and there's always a smile on his face" says King.

Newton's apprenticeship in 'Electrical & Mechanical Engineering' lasts three and a half years, and will be a valid qualification that he can use in other sectors of industry.

He works at LTM's Wirral base four days a week and attends Wirral Metropolitan College in Birkenhead one day.

King adds, "I think it's a great testament to the structure, success and stability of LTM that we feel mature enough as a business to offer an apprenticeship after only two years of trading, we are proud to be putting something back and training a young person."

PAYMENTS

Just to let you know that as well as having a Pounds Sterling Account we have also got a Euro and a Dollar Account for payments.

We can also accept payment by Credit Card although only in Sterling on the Card Machine. For our clients overseas this may help you avoid some bank charges.

Please specify at the quotation stage which currency you would like a quotation in and we will sort things out.