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- Spans: 400mm to 53m

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- 50t to 6m
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inspHired

recovery of stolen kit

When a £6,000 compressor was stolen from GGH Hire of Enfield, recently, the thieves did not realise that it was fitted with inspHire's new 'Secure Plus' GPS remote tracking and monitoring system. After being advised of the overnight theft by its customer, GGH were immediately able to locate the machine, via a secure website connection, to a scrap yard some miles away.

GGH, along with the customer and local police, made their way to the scrap yard and were able to positively identify the compressor. GGH also identified another piece of equipment belonging to one of its other customers which had been stolen on the same night, while the Police identified two stolen motorbikes.

Paul Houlihan of GGH. Said "I'm delighted, we have used tracking systems in the past, but they just haven't worked for us, we've had plant go missing and never recovered it. But the inspHire system has worked brilliantly for us. We knew



The equipment owner can keep close tabs on his machines.

to within 100 metres where the compressor had been hidden. Even the local police were amazed"

InspHire, has integrated the information generated by the discrete tracking devices, supplied by Matrix Telematics, into the business software systems that it supplies to rental companies.

inspHire's MD Chris Branson-Barnett said "We are delighted that our technology has done its job and that it has led to this recovery. We have been working hard with various bodies to put a solution together that works and then integrating

it with our asset management software to provide a fully integrated solution."

InspHire's "Secure Plus" is a remote monitoring system specifically tailored for construction equipment and integrates into the InspHire rental management software. The system provides remote automatic monitoring for both security and utilisation purposes. It is well concealed in order to avoid detection and consists of a wireless GSM/GPS modem with GPS location and tremble sensor providing sophisticated security and tracking. An automatic "Geo-Fence" facility notifies the user or owner immediately by text message or e-mail if the equipment is moved out of its authorised location.



Paul Houlihan of GGH, delighted to get his compressor back.

A clear picture pays dividends

Intenia, a major European producer of industry specific IT systems for mid market sized companies, recently introduced a product called Product Service Management or PSM which is targeted at operators of large equipment fleets such as rental companies. Andreas Hellström, global industry director at Intenia, argues that many Plant hirers have information "blind spots" throughout their organisation that limits management's ability to optimise the day-to-day performance of the business, and fully exploit opportunities to generate more revenue and profit.

He argues that adopting a fully integrated company-wide business information system that is specifically designed for those that operate, maintain or rent equipment will quickly provide tangible results.

The financial director gains sound, consolidated and accurate financial data over forecasts, margins, budgets and revenues. Visibility on margins is

enhanced thanks to accurate information on which jobs or customers are profitable, real time warnings can provide an alert when a job or contract is set to become unprofitable. Such solutions provide a full history of each piece of equipment, detailing its utilisation and profitability, taking into account all sales revenue, service, delivery and maintenance costs.

Cash flow management is transformed as invoices can be run daily on a rolling basis and not confined to a batch run at a fixed period.

On the customer management side, customers can be ranked according to various criteria, contracts can be tailored to each customer and communication can become two-way with customers having access to online orders and their full account history.

On the service side, a good system will allow field service engineers to generate additional service revenue through mobile sales, without losing control. It also offers the ability to provide predictive and proactive support, and product self-monitoring. The use of spare parts can be properly managed, with the ability to accurately predict spare parts usage and profiling.

An integrated system can eliminate a myriad of disparate systems all requiring difficult interfaces,

the result is a considerably reduced cost of ownership and a system flexible and scalable enough to grow with the business in both the short and long term.

The lack of a fully integrated view of the business prevents managers from getting a complete picture of the business. This means that performance is limited and the company fails to operate at optimum levels. While technology on its own is not a cure-all for the industry, it is a key enabling factor. Solutions that are both technologically proven and deliver dedicated functionality will provide measurable benefits for a company's bottom line.



Andreas Hellström says most mid to large rental company's have information blind spots that limit opportunities.