

Thinking of selling or buying  
a hire business?  
... talk to the specialists



With the recent sale of Neon Hire Services to GT Access we have now completed six successful transactions in our first year. And, with five new clients on the books and over thirty interested buyers, we seem to be getting it right.

It could be because we **only** sell hire companies and with many years hire industry experience, we really do understand the market and how to sell a business.

It might also be that our mission is to optimise value for the seller and make the process more efficient but we also help the buyer, because we know what they want and what information they need to make a decision.

Or perhaps it's because we ensure that sellers are properly prepared with a compelling business case and that we find exactly the **right** buyer, for whom the 'strategic fit' represents real value, so the deal gets done?

Whatever it is, it's definitely working. So, if you are thinking of selling or acquiring a hire business talk to the specialists, we would love to hear from you.

6 x businesses sold in  
2020/21

New website  
[thehireexchange.co.uk](http://thehireexchange.co.uk)

Call Chris Harvey or David Graham on  
03303 230643. And visit our new website  
[www.thehireexchange.co.uk](http://www.thehireexchange.co.uk)

**The Hire Exchange**

The specialist advisory for selling hire businesses



## ALLMI accredited Lorry Loader Operator Training Providers

Nationwide

**PALFINGER UK**

Contact: Sunny Patel  
t: 01380 722381 m: 07483 039588  
Email: [sunny.patel@thwhite.co.uk](mailto:sunny.patel@thwhite.co.uk)  
[www.palfinger.co.uk](http://www.palfinger.co.uk)  
Devizes, Bradford and Falkirk

Nationwide



LorryLoader  
Training Ltd

24, Mayfair Drive, Crewe, Cheshire, CW15BB  
Tel: 01270 505 824 Mob: 07970061171  
Web: [www.lorryloader.co.uk](http://www.lorryloader.co.uk)

Nationwide

**ATLAS**  
CRANES UK LTD

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Tel: 08444 996688  
Neale Martin: 07836 238281  
Web: [www.atlas-cranes.co.uk](http://www.atlas-cranes.co.uk)

Nationwide



**Hiab Ltd**

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW  
Tel: 07792 831869  
e-mail: [wayne.ctsl@gmail.com](mailto:wayne.ctsl@gmail.com) • Web: [www.hiab.com](http://www.hiab.com)

**Are your Lorry Loader Operators properly trained? Call an  
accredited ALLMI training provider and insist on the ALLMI card.**

**The training accreditation service for the lorry loader industry**

ALLMI, Unit 7b, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire. SN14 6LH.

tel: 0344 858 4334 email: [enquiries@allmi.com](mailto:enquiries@allmi.com) web: [www.allmi.com](http://www.allmi.com)

# UKCA marking - update

ALLMI has informed its members of a delay to the phasing in of UKCA marking, which commenced on 1st January this year. The Government's 12 month postponement to various stages of the process now means that the following timeframes will apply:

- 1st January 2021 to 1st January 2023: CE marking can still be used.
- From 1st January 2023: a product bearing the CE marking will still be valid for sale in the UK, so long as it is also UKCA marked.
- Until 1st January 2024: option to affix the UKCA marking via a label affixed to the product or an accompanying document.
- From 1st January 2024: UKCA marking must be affixed directly to the product.

ALLMI is in the process of producing a Guidance Note covering the implications of UKCA marking for the lorry loader industry. Look out for updates in future issues of ALLMI Focus.



## Attachment Working Groups

ALLMI is carrying out a significant revision to its lorry loader operator course. As part of the process, the association will be reviewing its training content for the various attachment types covered by the ALLMI scheme, which will involve the formation of several specialist working groups.

Jon Kenyon, ALLMI training & project officer, said: "We have been seeking volunteers by reaching out to members and training providers, and the response has been excellent. Whilst we have a huge amount of experience and knowledge within the ALLMI team, drawing upon the considerable expertise from within the membership and training provider network is a crucial part of revising any ALLMI course, and it supports our ethos of providing training and guidance which is very much developed by the industry, for the industry."

Working Group meetings will commence shortly, so please look out for further updates, and if you require additional information on this project then please contact ALLMI.



## Strong Industry Recovery

ALLMI has released its loader crane industry sales figures for the first half of 2021. The statistics show an impressive industry performance, demonstrating a healthy recovery from the events of last year and even exceeding 2019 sales for the same period. Demand for remote controls continues to be strong, with over 50 percent of invoiced sales relating to lorry loaders with control units of this type, and the figure reaching 100 percent in certain segments of the market.

## Safe Use of Remote Controls

ALLMI's market statistics demonstrate the increasing popularity of remote controls, which bring many benefits to lorry loader operation. However, it is important to remember that they can create potential hazards if used incorrectly and so those responsible for lorry loader operations are encouraged to adopt the association's freely available 'Safe Use of Remote Controls' campaign material. This includes a web based video, an information leaflet aimed at operators and their immediate supervisors, and a ready-made toolbox talk template.

To access these resources, please visit: [www.allmi.com/safe-use-of-remote-controls](http://www.allmi.com/safe-use-of-remote-controls) or download the ALLMI app from the Apple or Google Play store.



## Virtual membership meetings

ALLMI has announced the dates of its 2021 membership meetings.

Taking place online, the meeting for manufacturers, service companies and ancillary equipment suppliers will be held on 4th November, with an Operators' Forum (fleet owner) meeting scheduled for 8th November.

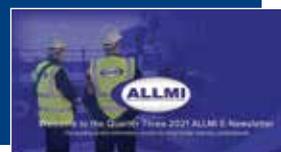
ALLMI chief executive Tom Wakefield said: "Having used the online format in 2020, we know the platform works very well and that, as always, the meetings will provide an excellent basis upon which to update members concerning a wide range of topical issues affecting the lorry loader industry, as well as numerous projects and activities being undertaken by ALLMI throughout 2021. We will also facilitate further engagement via a Q&A session. Of course, we very much look forward to engaging with members in person via physical meetings. We currently have this planned for March next year and look forward to communicating further details in due course."

For further information on the Association's membership meetings, please contact ALLMI.



## New ALLMI e-Newsletter

ALLMI has released a new look e-Newsletter. Redesigned along the lines of the association's new website and produced in a responsive format for improved viewing on mobile devices, the quarterly e-Newsletter will continue to provide updates on lorry loader industry issues and association activities. Subscribe at: <https://mailchi.mp/allmi/newsletter-sign-up>.



For details of ALLMI standards, guidance documents and training, visit: [www.allmi.com](http://www.allmi.com)