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NEWS RELEASE

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Xena Systems go global with innovative construction system

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UK-based Xena Systems, is going global with an innovative platform and hoist system used by VINCI (formerly Taylor Woodrow), and developed in consultation with Skanska.

The company's highly developed Loadswift system, used on both new builds and the extensive redevelopment of existing buildings, has boosted Xena's chances of breaking into the US market. It has also won an important award in Northern England.

The system negates the requirement for traditional tower cranes as it operates as a self containing loading system. It can lift the majority of required products for building fit out and is significantly more efficient than alternative methods by loading three tonnes at 30 metres per minute. This is done directly from the transport onto the building floor without the need for additional handling

The Teesside-based firm currently hire out its products to the UK market, with the efficiency of the product the key to its popularity. Having completed a fact finding mission in the United States, Xena is ready to export its product to the US construction industry with eight enquiries since the product launch in January.

Husband and wife team John and Debby Fuller have established the export arm of the business. The couple, who have been with the company for two years, are now working to increase the presence of Xena Systems in the US and the Middle East.

John Fuller, Chief Executive Officer of Xena Systems said: "We've been very effective in operating in the UK market with our platform based products. Over 250 project managers nationwide are aware of us, making Xena one of the best known loading systems brand in the country and we continue to provide excellent service to our client base in the UK."

The firm currently has LoadSwift systems hired out across the country. Having just completed its service in Glasgow, Mike King, project manager for VINCI said: "The Loadswift system is unique and efficient. The programme demanded that we achieve an incredibly tight Concrete Programme and at the same time pre-load the floors with material for the building envelope and the internal fit out. We would have had to sacrifice considerable hook time from the concrete programme if it were not for the Loadswift system which was able to function independently to load out the building. Without the system we could have potentially lost 2 to 4 weeks on the Concrete Programme."

Debby Fuller added: "The safety of our product has been the key to generating interest from the US construction industry. We have applied for a patent and we will be expanding our business in the coming year with the sale of the system abroad."

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Editor's Notes

Xena Systems has the largest, most flexible fleet of dedicated loading platforms and systems in Europe.

The Loadswift system was developed with key areas of safety, efficiency, cost and the environment in mind. The systems can give customers up to a 50% reduction in cost and an 80% increase in throughput and it uses 1/6th of the energy of a typical tower crane.

The company is based on Teesside with clients right across the UK and interest from across the globe.

The LoadSwift system doesn't require a skilled operator and has a low deck height as well as fast lift speeds to ensure it maximises its efficiency.

Xena Systems was established in 2004 but was originally part of Dorman Long Access Systems.

The LoadSwift System was awarded the North East Business Awards Innovation Award and are aiming for export awards in coming years.

For more information on Xena Systems visit www.xenasystems.com

For more information on LoadSwift outside of the UK visit www.loadswiftinternational.com

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