

LIFT AND LOAD OUT

The Newsletter for Xena Systems Limited

Issue Jan 2009

New Structure

Major new investment into the company is allowing us to pursue our international expansion plans. Essentially, the company will split into two divisions. The Xena division will remain the UK hire business continuing as before and the new LoadSwift International division will concentrate on the sale of the systems to overseas customers and the development of new products.

John Fuller will be the Chief Executive Officer overseeing both divisions, while Jonathan Harbron will run the Xena part of the business. Ian Evans our marketing manager will now concentrate on our international efforts, handing over the Xena UK sales role to Stuart Rowlands.

LoadSwift starting to take off

The first LoadSwift system has now been installed in London and another is due to go on a Taylor Woodrow site in Glasgow before the end of this month.



Ian Evans will be demonstrating the system to a group of visitors from India next month before leaving for the USA to speak with customers over there.



Everyone's a winner with Xena.

We would like to thank all those who completed our survey and announce that the winner, randomly selected, was Gareth Dale of Bovis. We hope he didn't spend all his M&S vouchers on Christmas cheer!

A brief summary to the six questions shows everyone is a winner with Xena.

- Q1 How responsive are we to your enquiries ?
100% said we met or exceeded your requirements
- Q2 Is our pricing competitive ?
97% agreed that we are competitive
- Q3 How efficient you think our systems are ?
83% said our systems were better than other methods
- Q4 Keeping you up to date
90% of you think we have got it about right
- Q5 The quality of our on-site training
93% think it is good, very good or excellent
- Q6 The performance of our on-site staff
100% said it is either good, very good or excellent

Some of our staff just can't resist a pose!!

Big Steve thinks he is pretty cool, but at 6ft 4in who is going to argue with him.



"satisfy the customer without compromising safety".