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ALE SIGNS USA AGREEMENT TO OFFER INNOVATIVE LIFTING SERVICE



As part of a strategic move to enter the USA civils market, ALE has signed a Memorandum of Understanding (MOU) with American crane service business Specialized Hoisting Solutions (SHS) to optimise ALE's Lightweight Service Crane's capabilities.

SHS is a division of Rebel Trucking and Rigging, based in New Jersey and Georgia, with 30 years of rigging and business owner experience in the North American crane industry. They provide specialised hoisting solutions, high-rise rigging of building maintenance units (BMU), window washing units, as well as life science rigging including; sterilizers and rack and cage washers.

Combined with ALE's global network and unique Lightweight Service Crane, this agreement means the two companies can utilise their crane fleets and project management services to work together and provide more strategic solutions for clients.

The Lightweight Service Crane, launched in 2016 as versatile, modular crane, has the innovative capability to be assembled by hand from component parts small enough to fit into a service elevator and then be used for lifting operations where space is limited and access is difficult, such as roofs of high-rise city centre buildings. This is a more flexible solution to heavier cranes currently operating in some of America's major cities.

Richard Verhoeff, Sales Manager for ALE, commented: "We have already been approached by clients in the USA looking for flexible and lightweight lifting solutions for exchange projects, such as air conditioning units, on high-rise buildings. By joining forces with SHS,

we can focus on the civils market by optimising their local expertise with our unique Lightweight Service Crane and so introduce our business model to the United States' high-rise market. This agreement sets us apart and shows our dedication to find suitable safe and cost-effective solutions for our clients in the American civils sector.”

Jeff Mottola, Managing Partner for Rebel Trucking & Rigging, explained the benefits for local clients: “We are already familiar with the local processes and permitting in New York City. Where we will provide the contracts to help facilitate work using the Lightweight Service Crane, ALE’s engineers can provide the necessary rigging and hoisting solutions for our clients. We are already discussing these opportunities with clients, such as the replacement of BMUs and electromechanical equipment as well as pedestal curtainwalls.”

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Issued by the ALE Press Office. For more information or images, please contact Sarah Maia on (+44) 1782 977146 or email s.maia@ale-heavylift.com

Image 1: ALE lifting a BMU using the Lightweight Service Crane in London, UK.

Notes to editors:

ABOUT ALE

ALE delivers a highly tailored, end-to-end service covering every aspect of the handling, transportation and installation of heavy, indivisible loads, including lifting, transporting, installing, ballasting, jacking and weighing.

ALE provides strategic heavy-lift services to a wide range of sectors, including civil, oil and gas, energy, nuclear, offshore, renewables, petrochemical, ports, marine, minerals and metals and mining.

ALE has a presence in 40 countries worldwide. It is fully compliant with international standards of safety and excellence, including Quality standard ISO 9001:2015, Environmental standard ISO 14001:2015, and Health and Safety Standard OHSAS 18001:2007. Further information can be found on the ALE website at www.ale-heavylift.com.

ABOUT SHS

Specialized Hoisting Solutions (SHS) is a division of Rebel Trucking and Rigging, which has been in business for four years. Rebel and SHS are owned and managed by Jeff Mottola and Chris King. They have a combined 30 years of rigging and business owner experience.



The companies are based in South Plainfield, New Jersey and in Cartersville, Georgia. Rebel specializes in high rise rigging of building maintenance units (BMU), window washing units, as well as life science rigging including; sterilizers and rack and cage washers. The parent company, Rebel Trucking and Rigging also performs rigging of chillers, cooling towers, generators and electrical equipment.

Specialized Hoisting Solutions will offer many opportunities to utilize lightweight service crane in the United States.

