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UIPR-25-05-07

Record Results for UpRight International

UpRight International (UI), manufacturers of the world's leading alloy tower systems has recorded growth of more than 60% in less than two years. Turnover increased from €15 million in 2005 to €24 million in 2007 with projections for 2008 and 2009 looking to exceed €30 million.

Dublin based since 1965 the company manufactures Instant, Zip-Up and UpRight tower brands which includes aluminium Span Tower Systems, Spandeck Walkway systems and Boiler Scaffolds which are distributed on a global level.

John Nevin, UI's General Manager is currently reshaping the business to manage the projected growth and whilst obviously pleased with the results, recognises that there is no gain without pain. "The business is going from strength to strength with a healthy order book. To manage increased growth and sustain lead times that are acceptable to the marketplace we have invested heavily in production capacity".

This includes new equipment and a second shift being added at the Dublin plant with a further 20 production staff being employed. From May output capability of frames will be between 14,000 and 16,000 compared to a previous 8,000. The company will have appropriate buffer stock in place from Quarter 3, 2007 onwards to satisfy unscheduled orders. Furthermore, they will have the ability to meet two to four weeks lead times consistently throughout the year.

Rental Company Identity

Demand for non-standard materials such as painted towers is also on the increase. This year 50% of the company's turnover will come from painted towers compared with 30% in 2006. The painted tower 'option' first became available in 2003 and quickly grew to become a 'must have' for major rental companies throughout Europe who wanted to replicate their corporate identity on site. The paint option that UI offer is unique in the access tower market. Our Span Systems are constructed from modular, non-welded components (including the patented cold-formed Rib Grip Joint) allowing base components to be individually finished. In contrast, other scaffold systems make it difficult to isolate and paint selective parts of the components as rung and vertical members are welded into prefabricated sections before painting.



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New business growth for Instant

New Instant tower business from Southern Europe and the Far East is contributing to the overall increase in orders. Major Spanish rental companies, Nacanco and Vamasa have both placed orders this year for Instant towers. Boiler scaffold success in the Far East continues to grow with the latest order from Malaysia. UI rental customers, Cramo and Ramirent (Eastern Europe's largest rental companies) are expanding their own operations in Poland, Hungary and the Baltic States and this has led to increased order levels for Instant towers.

US Distribution

In North America, where the Tanfield Group distribute the UpRight tower range, orders in excess of \$1.5 million were placed during Spring. Tanfield commenced distribution of the UpRight tower range in June 2006 when it also purchased the powered access side of the business from UpRight International.

Moving forward

Nevin says that UI have their focus firmly placed on taking a larger slice of the worldwide access tower market and moving the company forward to achieve world-class manufacturing. "We know where we want to take the business - we have to work hard to make it happen"

Ends.

- Image 1 "Making it happen" - The new UI Senior Management Team
Back Row: L:R Paul Elson, Arne Dirckinck-Holmfeld, Pat Kennelly, Noel Corcoran
Front Row: L:R Frank Thornton, Liam Geraghty, John Nevin
- Image 2 The Instant Tower has a solid reputation for quality
- Image 3 All the colours of the rainbow – Painted towers now form 50% of the
company's turnover

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ENDS

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IMAGE 1



"Making it happen" - The new UI Senior Management Team

Back Row: L:R Paul Elson, Arne Dirckinck-Holmfeld, Pat Kennelly, Noel Corcoran

Front Row: L:R Frank Thornton, Liam Geraghty, John Nevin

IMAGE 2



The Instant Tower has a solid reputation for quality

IMAGE 3



All the colours of the rainbow – Painted towers now form 50% of the company's turnover