

# ***LIFTING GEAR HIRE***

## **A WORD WITH:**

**NIELS VAN DER BREGGEN**  
**BUSINESS DEVELOPMENT MANAGER**



***"More and more specialised knowledge is expected of us"***

**What is your work and educational background?**

I started in horticulture automation at Technison where I gained most of my technical knowledge. While there I did various welding and assembly work, manufacturing and installation. When it comes to education, I went from VMBO-TL to MTS mechanical engineering followed by a Bachelor course in business administration at the ISBW.



## **And your history within LGH?**

I have been working at LGH since the 1st of March 2012. I began my journey with a 6 month internship, became a Sales Engineer and recently moved to the role of business development manager. Since the beginning of March 2018 I am responsible for the development of our 'new' focus, the specialist 'heavy range'. This includes all equipment with a capacity upwards of 100t and specialist (hydraulic) systems.

## **What trends do you see within the market?**

The heavy lift trend is growing in the market. Equipment is getting heavier and heavier, and we try to push the boundaries of what is possible. We see heavier cranes, heavier and larger project cargoes (breakbulk), and constructions are getting bigger and heavier in the offshore sector. All these developments ultimately have consequences in the demand for lifting equipment.

Additionally, more and more specialised knowledge is expected of us as LGH and that is a good thing! We often take part in project discussions and advise the suitable lifting equipment.



## How do you respond to this as an organisation?

The demand for heavier lifting equipment encourages us to investment in this area in both knowledge and equipment. Recently we have added industry leading Modulift spreaders, GreenPin shackles, Straightpoint load indicators and compression loadcells to our fleet. We have also added special multifunctional lifting beams such as Multi Lugs to our range.

Furthermore, with the growing demand for specialist advice, it is very important to have and keep our knowledge level as high as possible. Our workshop, the office staff, including the Rental Desk, and the Sales Engineers, all have the most up-to-date knowledge. Luckily, we have a training area where we do a lot of the learning in-house as well as attending courses at our regular suppliers. After all, they know best how their equipment works.

## Any examples of recent projects that meet the new trends?

One of my favourite examples involved the weighing of a yacht last November for Gebr. Buijs Scheepsbouw B.V. The customer needed several load indicators to perform their requirement and came to LGH as we have the experience necessary for the job. We decided to carry out the weighing ourselves as we have been rigorously trained by Straightpoint to use their equipment and software.





On the day of the lift all we had to do was open the laptop, begin the software and safely weigh the yacht (hull) from a safe distance. This resulted in an accurate weight reading (418t) and a satisfied customer.



### **Why choose LGH?**

On one hand, I think we have a lot of technical knowledge in-house to deliver tailor-made solutions. Not only from behind the computer, but also often face to-face. We feel that personal contact is important as it builds relationships with our customers. In addition, we regularly receive last-minute requests for complex lifting solutions. At LGH we strive to deliver quickly and correctly, we always aim to meet our customers' requirements no matter what.

### **When should people contact you?**

Please contact me for more information about our equipment, project work, or if you have a lifting challenge where you need expert advice on anything from hoisting to lifting projects. Preferably above 100t.



# LIFTING GEAR HIRE RENTAL SPECIALISTS



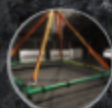
HOISTING



PULLING



JACKING



RIGGING



HANDLING



SAFETY



**SAFETY**



**CERTAINTY**



**GREAT SERVICE**

please note: if it's not in our catalog or on our website, **call us!**  
We expand our fleet on **very** regular basis.

## OUR STRENGTH

AIR CHAIN HOISTS	100T
HYDR. GANTRY SYSTEM	125T
LOADCELLS & SHACKLES	500T
HYDR. CYLINDERS	500T
COMPRESSION LOADCELLS	600T
GREENPIN SHACKLES (WB)	700T
HYDR. SKIDDING SYSTEM	800T
SPREADERS AND RIGGING	1000T

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