

# No. 02 Lisman news

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## 02 DISTINGUISHED TECHNICAL EXPERTISE

It is our expert testers' full-time responsibility to technically judge all machines.



## 02 LISMAN INVESTS IN CE-CERTIFICATION

A guarantee of quality with authentic CE-declarations on a broad range of more than 100 different types of machines.



## 03 NEW IN OUR PRODUCT RANGE: ACCES EQUIPMENT

All the distinguished brands such as Genie, JLG and Haulotte now available in many different varieties.

## 04 LISMAN SALES FORCE

Lisman's Area Managers speak their languages very well and are the heart of our company.

## 04 QUICK SEARCH ON WWW.LISMAN.NL

We've recently given our website [www.lisman.nl](http://www.lisman.nl) a good update. Do visit our website soon!

Lismannews is a Lisman Vorkheftrucks BV publication

Lisman premises



## LISMAN ADDS VALUE

### LISMAN OPENS NEW PRODUCTION LINE

Lisman is very active in IJsselstein! After we opened a second location in the spring of 2005 at the Archimedesstraat we've finished yet a new project: the establishment of all our technical departments in one central part of our headquarters.

It has been an extensive investment. But we're already enjoying the benefits. Our new production line helps us work much more efficient. What has the project been about?

### ALL TECHNICAL DEPARTMENTS UNDER ONE ROOF

In our new production line all forklifts will be prepared for sale. From As-is to Ready to Move. The working space has a capacity for more than 7.000 machines per year. In these modern surroundings we can work fast, efficient and environment-friendly.

The production line is equipped with an extremely advanced battery charge location, a cleaning location, a workshop and a separate location for the environment-friendly scrapping of old trucks.

Concentrating all these high quality facilities in one building is unique in the international world of forklifts.

### COMPETENCE AND RELIABILITY

Working the line has been better than ever. All machines will be cleaned. When necessary the machines will be provided with a replacement seat and/or tires. For the mounting of masts and narrow aisle trucks we are very well equipped with a 10 tonne overhead crane. Batteries will be charged. Combustion machines will get an oil and water check. With that we also make sure that the anti-frost fluids will be filled up in the winter. In the mean time our experienced testers will get to work. They submit the machines to a technical check-up. You will read more about this further in this newsletter. All conclusions will be recorded in a file. There is a complete file available from every machine that Lisman offers. Because competence and reliability are the keywords!

### HIGH QUALITY STANDARD

At the end of the production line the machines will be photographed. The photographs will be placed in our database and on our website [www.lisman.nl](http://www.lisman.nl). You can be assured that every machine that leaves our production line meets our high quality standard. You can safely buy such a forklift truck without any inspection beforehand!





Lisman machine tester at work

# 02

Lisman is a wholesaler with a wide range of used equipment. This asks for a broad technical expertise. Our clients should be able to trust that our judgement of quality of different machines is competent and consistent. That's why we staff two senior testers. It is their full-time responsibility to technically judge all machines. Our expert testers have gained considerable knowledge in the material handling branch.

## DISTINGUISHED TECHNICAL EXPERTISE



### TESTING CRITERIA

Our testers examine each machine on 50 different checkpoints. The criteria of judgement vary per machine category. The testers make the distinction between electric machines and I.C. machines. For access-equipment and telescopic handlers they apply different testing requirements. A checklist is made for every machine which states the exact technical condition. We do not publish this checklist on our website, but your Area Manager will gladly provide you with more information when you have an interest in a certain machine.

### SECOND OPINION OF MANUFACTURER

We have plenty of technical expertise, but sometimes a question rises that goes even further. In that case we gladly use the know how of our truck manufacturers. Therefore we maintain in close contact with renowned manufacturers. As a strategic outlet for used machines of several top brands we have access to their technical databases. And they will gladly support us and give a second opinion. In all circumstances you can be sure that Lisman can answer all your questions sufficiently!

## LISMAN INVESTS IN CE-CERTIFICATION

*"In this area we guarantee quality as well."*



Nowadays everyone knows the CE-logo. The European declaration of conformity has become a standard requirement in European trade. This sets the quality requirements which products should meet. Since 1989 forklift trucks have been provided with a CE certificate. For access equipment this certification started in 1997.

### INVESTING IN CE-CERTIFICATION

The declaration of conformity on forklift trucks is important when an owner wishes to have a machine approved or financed. That's why we have taken the CE-declaration seriously from the moment it was first introduced. We've invested substantially and are now accredited to issue CE-certificates. With this we have taken a lead over other suppliers. We dare to say that in the CE-declaration department we've taken in a unique position in the world forklift trucks.

Lisman is accredited to issue CE-certificates on trucks which already have a CE mark on the serialnumber plate from the factory. Also we have the disposal of a CE database of machines that have been parallel imported or, in some cases, have been produced before the CE-era.

### BROAD RANGE OF MACHINES

Lisman can issue authentic CE-certificates on a broad range of more than 100 different types of machines. For more than 20 years we have been working together with the European accredited Technical Testing University. One thing's for sure: when Lisman can't issue a CE-certificate, it means that this machine really isn't qualified. In this area we guarantee quality as well.

## New in our product range ACCESS EQUIPMENT



For more than 10 years telescopic and rough-terrain machines have been part of the Lisman range. Now we've added access equipment of all the distinguished brands such as Genie, JLG and Haulotte. There are many different varieties available such as Scissor lifts, Telescopic-booms and Articulated Man-lifts. With 2x4, 4x4 and 4x4x4 wheel drive and steer. At choice: electrically powered-, diesel- or bi-fuel version. And of course CE marked.

### SEPARATE LOCATION FOR ACCESS EQUIPMENT

In IJsselstein we have over 20.000 m<sup>2</sup> at our disposal for our enormous assortment. Here we permanently stock 1.400 units. It shouldn't come as a surprise that we do not have the required space for our new range of access-equipment at the moment. But they do deserve it! Therefore we temporarily stock our access-equipment in Nieuwegein. At the Ravenswade in Nieuwegein, less than 10 kilometres from IJsselstein, you'll find our large assortment of access-equipment on 4.000 m<sup>2</sup> of floor space. They're all ready to demonstrate and ready to sell. Whether you

buy in IJsselstein or Nieuwegein; each machine has gone through our production line and has submitted the Lisman quality-check.

### TEMPORARY OFFER

Lisman likes to do something for its regular clients. Therefore there's an attractive temporary discount offer. When you close a deal at once, you'll get a € 1.000,- discount on every second piece of access equipment you buy in one deal. You can benefit as many times as you like – as long as the action is valid: until 30 June 2006. Come and get it!

**€1.000,- discount on second piece of access equipment!**

## NEW Expansion Lisman Crystal Collection

### HAVE YOU SEEN THE LIMITED EDITION COVENTRY CLIMAX FORKLIFT TRUCK FROM OUR CRYSTAL COLLECTION?

Soon we'll introduce four more miniature classics. When you close a deal with us during a visit at Lisman in the coming weeks, you'll receive one of these collector's items for free. The four new models have been produced in a limited edition. This offer is valid subject to availability.

The following models have been produced in crystal:

- Hyster VT-75, 1943
- Yale KM-30-1.5-M, 1948
- Salev 153-PE, 1953
- Clark Planeloader, 1952



# 03

## PRODUCT RANGE

### 6 FORKLIFT TRUCKS

From small to very large (Lifting capacity from 500 kilos to 60 tonnes). I.C (Petrol/LPG gas and Diesel) or Electrical powered. All brands of the World, Japanese and European. And always with the Lisman quality guarantee.

### 8 MATERIAL HANDLING EQUIPMENT

All sorts of material handling equipment: pallet trucks, stackers, order pickers, reach trucks and narrow aisle trucks.

### 6 ROUGH TERRAIN FORKLIFT TRUCKS

Rough terrain forklift trucks with masts. Two and four-wheel drive. Very suitable for the industry, construction and agricultural sector.

### 8 TELEHANDLERS

Rotating and telescopic trucks. Suitable for rough terrain with four-wheel drive and four-wheel steer.

### 8 ACCESS EQUIPMENT

Self propelled telescopic booms and articulated man-lifts. Electrically powered, diesel or bi-fuel. With two or four-wheel drive.



### 8 SCISSOR LIFTS

Man-up scissor lifts. Electrically powered, diesel or bi-fuel. With two or four-wheel drive and steer.

### 8 CONTAINER HANDLING EQUIPMENT

Machines with masts or reach stackers, suitable for moving full and empty containers.

# 04

# LISMAN SALES FORCE



At Lisman's we are proud of our Area Managers. Our co-workers are the heart of our company. They maintain close contact with all of our clients. And that's not to be taken for granted, because our clients come from all over the world.

Fortunately Lisman's Area Managers speak their languages very well. On an average day when everyone is on the telephone with their international relations, our Area Desk matches a true tower of Babylon.

## SALES MANAGER

### SATELLITE BENELUX, SCANDINAVIA



Ad Nieuwenhuizen

Wout van Helsdingen

Niels van 't Wout



### SATELLITE SOUTHERN EUROPE, SOUTH AMERICA



Alexander van Halem

Loris Scarpa

Costantino Granata



### SATELLITE UNITED KINGDOM, FRANCE, AFRICA AND OVERSEAS



Kouakou Adjoumani

Eric Larède



### SATELLITE GERMANY, CENTRAL-/EASTERN EUROPE, RUSSIA



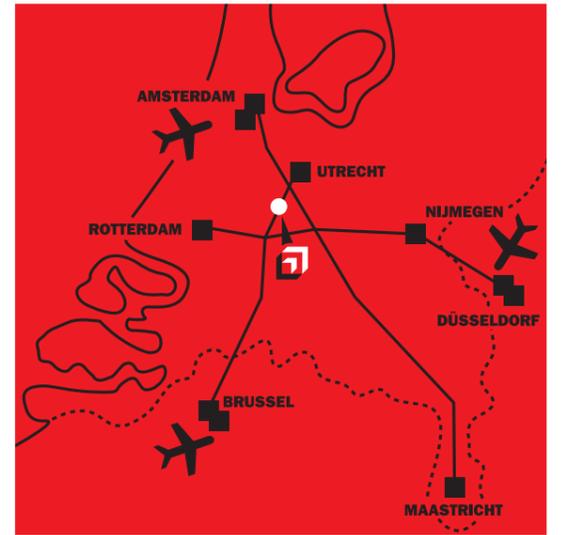
Johan van Bulken

Agnieszka Konowalczyk

Grzegorz Nowakowski



*“The Area Managers are speaking your language!”*



Lisman is centrally situated in the Netherlands and is only 30 driving minutes away from Schiphol International Airport at Amsterdam. Your Area Manager will be pleased to pick you up.

# QUICK SEARCH ON WWW.LISMAN.NL

A company that is continuously developing also works on its website. Therefore we have given our website [www.lisman.nl](http://www.lisman.nl) a good update recently. Do visit our website soon!

## SEARCH ENGINE ADAPTED

From now on you'll find your way through our enormous stock a lot faster. The site contains a new tree structure with which you can easily click through to the machine desired.

In our virtual showroom you can always see which machines meet the

selection you made. At the request of many users we even offer the possibility to view those machines that are just outside your selection. This way you'll get a perfect image of our continuously changing stock of 1.400 units. You can search on brand name or version. But it's also possible to select on Routing number (the Lisman item number)

Let your mouse do all the work for you! Should you have any questions or remarks - while surfing our website or later - please contact your Area Manager. We'll be pleased to assist!

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