

First Integrated Newsletter



Welcome to our first newsletter! These last few months have been a busy but exciting time for First Integrated! We're excited to share with you what we've been up to and what we have planned for the next few months. From acquisitions to events, the First Integrated Team have been working hard to achieve great things!

Dive in to see what we've been up to the last few months!

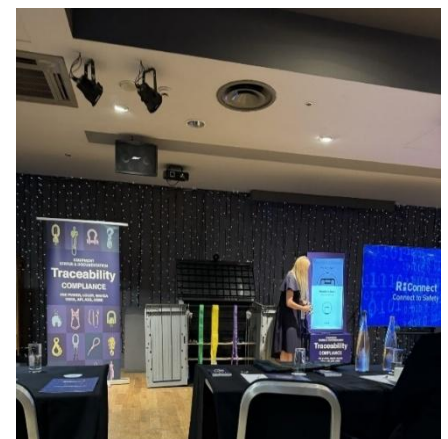
What to expect



Acquisitions



Events



Training

and lots more.....

Continuing to Grow!

Tusk Lifting Acquisition

In August 2024 First Integrated Acquired Tusk Lifting, allowing us to grow our team, and taking the headcount up to over 130 people. This acquisition enables us to expand into new cities down south including Glasgow, Liverpool, Middlesbrough and Hull. While also allowing us to work together, learn from each other, and combine our strengths to help all the depots, and serve our customers to the best of our ability.

Martin Suttie will continue to act as Managing Director of First Integrated and Chairman of the First Tech Group. Tusk Lifting will keep its name and will work closely with First Integrated, as part of the First Integrated group which also contains North Sea Compactors.

For now, not much will be changing, the name Tusk Lifting will remain, and Kevin Chalmers will continue to operate as Managing Director of Tusk and oversee Tusk Lifting operations. The Tusk depots will also be continuing to run independently, and all staff will remain and operate as normally serving their customers nationwide.

First Integrated has a broader product range than Tusk and the intention is that the broader range will become available nationwide and further depot expansion also is likely to be attractive in the future.

First Integrated has acquired two businesses in the last 18 months and owns North Sea Compactors and Tusk Lifting.



Martin Suttie, Managing Director of First Integrated (left) pictured with Kevin Chalmers, Managing Director of Tusk Lifting (right).

1ST INTEGRATED
LIFTING | INSPECTION | RENTALS

NSC | NORTH SEA
COMPACTORS

TUSK
LIFTING

Website Refresh

Rental, inspection and supply.

First Integrated Solutions sources and delivers safety-critical services and best-in-class equipment so you can be ready for anything.

By listening to the unique needs of our customers, investing in a wide-ranging inventory, and continually developing our multi-skilled team, we provide unrivalled experience and solutions to a range of sectors.

[> Learn More](#)

20,000

Types of plant, tools and equipment available to hire

90

Highly skilled and experienced staff members

800

Worldwide customers

1,800

Projects delivered annually

Our Services



Hire Equipment

From ATEX Equipment to Fabric Maintenance from Power Tools to Rigging, we provide you with the right kit at the right time for the right price to reduce your downtime and keep your team safe.



Wire Rope Sling Manufacturing and Lifting Supply

Conforming to the highest standards, we manufacture and supply dependable lifting solutions that can stand up to the harshest



Inspection and Testing

Ensuring your compliance to Industry Standards. Competent Inspectors providing Load Testing, NDT, Visual Inspections and HAVs Analysis guarantees operations remain safe

Have you noticed our website has had a refresh?

With thanks to the team at Aspect Communications, our website has been updated and restructured so our product and service lines are easier to navigate through.

We still have a few finishing touches to add in, but if you haven't already done so click the link and have a look around our new website. Or even better enquire about how we can help support you.

Check out our new presentation which provides an insight to just some of the many products and services we offer.

[First Integrated Website](#)

LinkedIn

LinkedIn

We have increased our following on LinkedIn this year and have exceeded 6,000 followers, so if you are not already following the First Integrated page make sure to sign up!

We frequently post on this page from our product lines, to services, to events, so follow along so you can see what we get up to.



**First
Integrated
Solutions
Ltd.**

6,060 followers

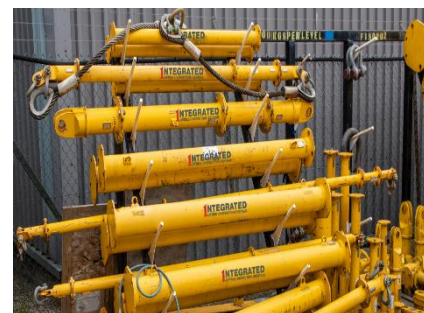
Training

Modulift

Our internal and external sales team undertook some Modulift training hosted by Malcolm Peacock and joined by Mike Duncan. This session included a mix of staff, from individuals who had little to no experience to staff who were knowledgeable in lifting and familiar with the various Modulift products.

This session was great for those unfamiliar with Modulift products as it provided an overview of the components, how to assemble the components correctly to ensure they perform a safe lift.

The Tusk acquisition has meant we have significantly increased our volume and range from Mod 6 to Mod 500 beams.



Ri Connect Seminar

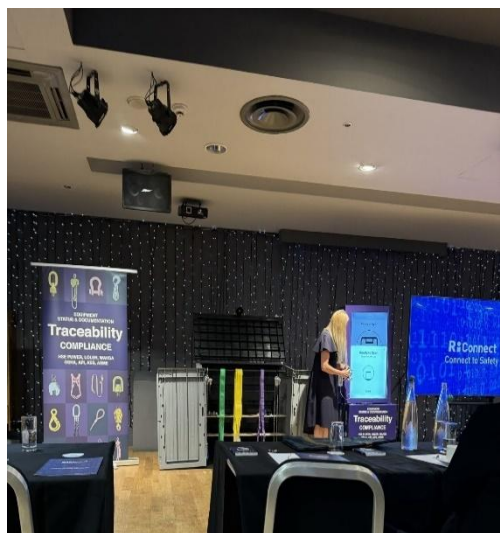
September was a busy month for us as we had lots of events lined up!

This event was attended by a variety of lifting providers including Tiger Lifting, DLM, Yoke and more. They heard insightful presentations from speakers including Leanne Whitehurst-Maiden from Ri Connect, Andy Charlesworth from Yoke, Oliver Auston from Safehold, and from NSL ASCO. Each of them mentions the importance of Safety, Traceability and Competency.

Each of the speakers shared their thoughts on usefulness and safety factor on Ri Connect and experiences they have faced in which if they had access to this technology the outcome could have been so different.

At First Integrated we have been trialing this for one of our big clients rigging loft. We have also planned for each of our rental equipment to be tagged mainly for the safety factor but also so it can be located to save our customers on write-off costs. As we have a fleet full of kit we are aiming to do the tagging in stages, first starting off with the lifting equipment and rigging lofts and moving to tooling.

We have also tagged our fixed items in our premises such as racking so record keeping is made easier for maintenance and inspection.



Events

AGCC Business Breakfast 'Deal Makers'

Our Managing Director, Martin Suttie, was invited along to speak at Aberdeen Grampian Chamber of Commerce Business Breakfast 'Dealmakers' which was held on the 10th of September, at the Marcliffe Hotel.

We heard from sponsors, CMS & Alba Partners along with a talk from Mairi Spowage, a professor at Fraser of Allander Institute. Mairi joined the panel where we heard from Craig Wilson, Partner at CMS, Jennifer Heiton, Chief Financial Officer at Trojan Energies, and Martin.

We heard from each of the panellists sharing their thoughts on the region's mergers and acquisitions, Aberdeen's current economic market, growth opportunities offered by the energy transition, and what GB energy could mean for Aberdeen.

Martin also touched on the challenges he's encountered when trying to acquire a new business, and tips for companies getting bought over. He also shared his enthusiasm towards floating offshore wind and how the North-East of Scotland is the prime location and weather to be at the forefront of this.



Safety Expo

First Integrated exhibited at Safety Expo this year! This event highlights local safety related solutions, products and services and we were delighted to be part of it! We focused on Safety Critical Solutions, discussing how our services help customers to ensure their operations are carried out without risk.

As a manufacturer of high-quality wire rope slings, we understand that the integrity of your equipment directly impacts the safety of your operations. 🛠️ Secure the Lift, Secure the Future! 🏗️

Our Business Development Manager, Emma Dressel (Left), and Business Development Co-Ordinator, Amy Prentice (right), attended the event along with Rob Whitehurst-Maiden from @Ri Connect.

It was great to see such a strong turnout for the event and to hear from enthusiastic individuals discussing all aspects of safety. It was also lovely connecting with new people and catching up with clients and suppliers.

1ST INTEGRATED

LIFTING | INSPECTION | RENTALS

Safety is integrated into everything we do

First Integrated are an Equipment Rental, Lifting, Inspection and HAVs Management service company. We believe Health and Safety Comes **FIRST**, which is why we work with customers to provide Safety Critical Solutions to ensure their operations are carried out without risk.

A manufacturer of high-quality Wire Rope Slings, that understands, the integrity of your equipment directly impacts the safety of your operations.

Secure the Lift, Secure the Future



LOLER Inspections & Proof Load Testing



PAT & HAVS Testing



Wire Rope Sling Manufacturing



Hazardous Equipment



Rigging Lofts

www.firstintegrated.co.uk | First Integrated House, Bridge of Don, Aberdeen, AB23 8EE | 01224 707585



Fun at First

Paintballing

Our Hire Supervisor organised a staff day out to go paintballing!

Not to worry, no staff were harmed on this occasion, and everyone made sure they operated safely! This event took place on the 17th of August at Battle Grounds in Banchory and gathered staff from various departments.

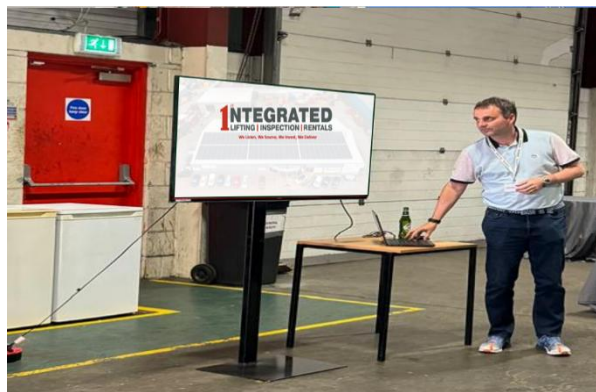
Thank you to Paul for organising this day out!



Staff Social Day

Each and every one of our staff have worked immensely hard this year, whether it's servicing kit to handling customer orders, everyone has contributed to getting jobs completed efficiently. As a thank you, we arranged a social day which took place on Friday 6th September. On this day our staff finished early in the afternoon, and enjoyed some delicious food catered by Absolute Roasters!

Our Managing Director, Martin Suttie presented a townhall for all the staff. As we have increased our headcount, we have a lot of new starts which have joined us since the last townhall, so this was really important for everyone to know how we are getting on for Q3. Martin then encouraged the staff to ask him any questions which were welcomed and discussed.



Hear more about....

Kito Crosby Seminar

We are working together with Kito Crosby to deliver a lifting and Rigging Seminar presented by Ashley Hall, Product Specialist and Trainer, on Wednesday 13th November at our offices in Bridge of Don.

This seminar is great for anyone new to the industry or to refresh your knowledge on lifting requirements. Ashley will deliver a 4-hour seminar, discuss the best rigging practices and inspection knowledge when using slings and rigging hardware, and will touching on RISK Assessments, Rigging Principles, Application and Inspection of Slings and more!

Spaces for this seminar have already been filled, however if you are interested in attending future seminars please get in touch with Amy on amy.prentice@firstintegrated.co.uk and she will reach out to you when the next seminar date has been confirmed.



Kito Crosby brings the fundamentals of rigging seminar to the UK

This four hour course offers a comprehensive review of best rigging practices and inspection knowledge when using slings and rigging hardware. A rigging workshop for all personnel involved with rigging. Crosby® rigging workbook and pocket rigging card will be utilized.

Topics include:

Risk Management and CEN norms - Rigger's Responsibilities - The Basic Skills	Application of Rigging Hardware - Hooks - Shackles, Rings
Rigging Principles and Load Control - Centre of Gravity - Load Stability	Application of Slings - Wire Rope - Synthetic
The Rigging Triangle - Sling Loading - Sling Selection	Inspection of Slings - Wire Rope - Synthetic

Date: Wednesday 13th November 2024

Time: 8:30am-12:30pm

Venue: First Integrated House, Bridge of Don, Aberdeen, AB23 8EE.




Crane Forum

Our Business Improvement Manager, Richard Seaton, will be organising and hosting another Crane Forum on Thursday 14th November at the Holiday Inn, Westhill, Aberdeen which is sponsored by First Competence.

The FORUM is an independent, non-commercial and informal opportunity for individuals with an interest in crane and lifting safety to share and discuss any regulatory queries, review recent industry safety bulletins, incident reports or share lessons learned.

The Crane Forum is now a significant Aberdeen lifting event marked on the calendar, and serves as an independent, non-commercial, and informal platform for anyone interested in crane and lifting safety. It's an opportunity to discuss regulatory queries, review recent industry safety bulletins, incident reports, and share valuable lessons learned.

Attendees include representatives from regulatory bodies, certifying authorities, operators, major contractors, trade associations, service companies, and the wider crane, rigging, and lifting supply chain.

The FORUM sessions are held 2-3 times a year. Interested in attending? Check out the website on craneforum.co.uk or email info@craneforum.co.uk for further information and inclusion into FORUM mailing list.

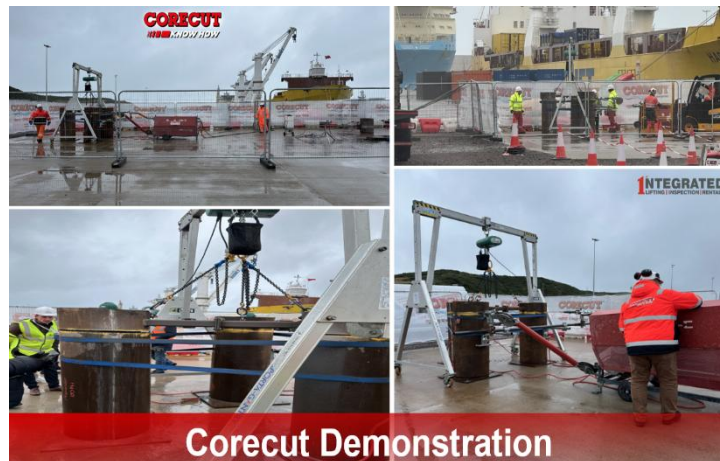
Q4 Newsletter

Thank you for taking the time to read about some of the highlights of what the First Integrated team have been up too. I'm sure you can agree Quarter 3 has been a very busy but exciting time for us, and we're excited for what's to come and can't wait to share more with you in the next newsletter! In the meantime, don't forget to check out our website and hit that follow button on LinkedIn so you don't miss out on what we get up too!



Investing

Contributing



Training

Supporting

Plus, lots more.....

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🌐 www.sales@firstintegrated.co.uk