

New Mindset



Rethinking your Business

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The Challenge:

- 1 To develop a facilities plan to support planned expansion and to review existing management information systems to improve performance.
- 2 To review market potential for load testing services and to review market potential for New-Tonne training services.



A New-Tonne crane on it's way to a client.



Handling Systems.



Weighing hook block for crane.

New-Tonne Lifting Services Ltd manufactures and installs and services a wide range of overhead and jib cranes, runway systems, davits and other lifting equipment. The company also offers a range of testing and inspection services.

The Solution:

- 1 New Mindset worked with New-Tonne Lifting's Managers to develop the facilities plan to enable New-Tonne to evaluate the advantage's and disadvantage's of expanding workshop capacity.

New Mindset has evaluated information needs and has produced a phased plan for New-Tonne Lifting to follow to improve its MIS*. We are also introducing a new account management process which is currently being adopted by New-Tonne Lifting Services.

New-Tonne's clients are now reaping the benefits of an improved customer relationship system which allows faster and more efficient responses to customer enquiries from receipt to completion.

- 2 New Mindset has evaluated market potential for both load testing services and training services, Our recommendations are being implemented, and the market place will be informed in due course. Client confidentiality prevents us revealing more at this stage.

For more information on New-Tonne Lifting visit www.lifting-engineers.co.uk

* Management Information System.

Think you have what it takes.....
Are you ready for a New Mindset...?

...then contact our Head Office on
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