



Achelis



Solutions for the
Technical & Industrial Sector



The Achelis Group is focused on the technical and industrial market as a target sector and is expanding its product range and services by providing equipment for purchase and/or lease as well as providing logistics to this steadily growing sector in East Africa.

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Achelis Headquarters, Bremen, Germany

ABOUT **ACHELIS**

Joh. Achelis & Söhne GmbH is a long-established German trading company that was founded in 1826. It is headquartered in the hanseatic city of Bremen and has a network of associated companies and representatives in many countries in Eastern Africa and South-East Asia. The Achelis Group of companies has a long history in Eastern Africa with operations that have been in existence locally for over 55 years.

The global group operates a network of associated companies and representative offices worldwide.

Our export range is varied, yet tailored to the requirements of our customers, including government institutions, semi-state bodies, private companies etc. in the individual countries. Depending on our customers' preferences, we conclude contracts either as a principal party or acting on behalf of a manufacturer.

Beside our Technical and Industrial Division we are offering equipment and services in other key areas like Medical & Scientific, Water, Energy and Oil & Gas.



Achelis (Kenya) Limited



Achelis (Tanganyika) Limited



Achelis (Uganda) Limited



KEY STRENGTHS

- Achelis offers door to door services across East Africa including customs clearing, freight forwarding and logistics.
- We have an unparalleled sales network across the region.
- We provide a variety of equipment and services as well as full execution of projects on a turn-key basis.
- After sales service is critical to our business and is an essential part of our product offering.
- Our international sourcing offices provide procurement specialist services for all your requirements.
- Professional order execution by our experienced project team.



Range of Products:

- (High Capacity) Forklift Trucks
- Warehouse Trucks
- Telescopic Handler
- Truck Cranes
- All-terrain Cranes

MATERIAL HANDLING EQUIPMENT

Achelis represents key global manufacturers including HYSTER, UTILEV, MANITOU and ZOOMLION for their range of lifting equipment. Our equipment is manufactured to suit all lifting applications ranging from warehousing and palletised goods to containerised cargo.

We offer the widest range of solutions in lifting requirements to suit our clients' needs. Achelis is dedicated to creating and maintaining a strong partnership with you to meet and exceed all your material handling requirements.

Whilst offering quality products our local workshops support our clients' needs by reducing down-times of machines through an excellent after-sales-service and shortest on-site availability.

We offer a comprehensive range of equipment and are the authorised and exclusive dealer for HYSTER, MANITOU and UTILEV for Kenya, Tanzania and Uganda.



Hyster is the global leader in material handling applications. Hyster equipment puts the focus on product innovation and customer satisfaction. The comprehensive line of Hyster lift trucks includes over 100 models with lifting capacities from 1 to over 50 tonnes.

www.hyster.com



The Utilev range of affordable forklift trucks delivers reliable and cost effective material handling solutions for applications across many industries. Utilev trucks offer a range of IC counter balance forklift trucks, designed to meet the needs of light to medium duty operating environments.

www.utilev.com



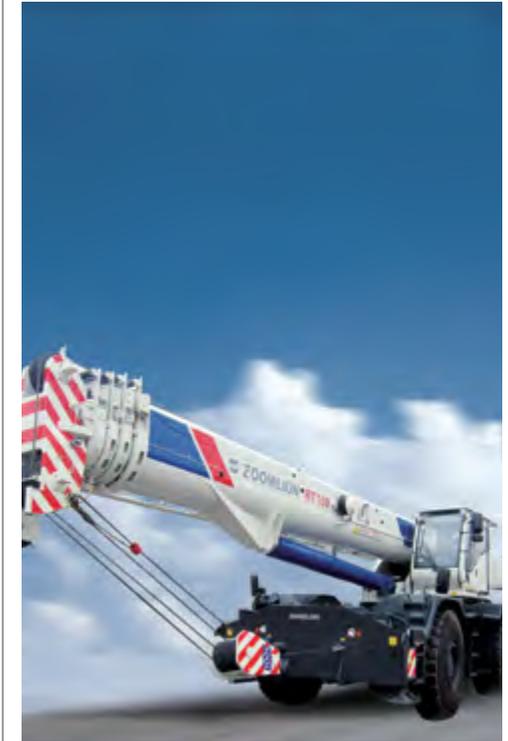
Manitou, the inventor of Rough Terrain forklift trucks, offers the most comprehensive range of Rough Terrain lift trucks to meet all your specific handling and lifting requirements. Manitou has a wide range of dedicated machines well known for reliability, performance and robustness. Using a variety of standard, quick-change attachments, one Manitou machine can be used to perform a variety of tasks. Manitou is the leading global supplier of telescopic handlers, rough terrain forklift trucks and working lift platforms.

www.manitou.com



Zoomlion manufactures a wide range of cranes in four segments; truck cranes, all terrain cranes, crawler cranes and rough terrain cranes. The Zoomlion truck crane is a new generation product with high performance, developed in accordance with market trends and consumers' demands. The key technical differentiators are lifting height, boom length, working speed and lifting capacity. Zoomlion equipment have been widely used in various sectors including oil and gas, construction, power plants, rail and logistics.

www.zoomlion.com



Range of Products:

- Excavator
- Wheel Loader
- Crawler Dozer
- Grader
- Refuse Compactor
- Drum Rollers



CONSTRUCTION EQUIPMENT

By providing state-of-the-art equipment, outstanding support and unrivalled service, Achelis is the partner of choice within East Africa's construction sector. We partner with the world's most renowned manufacturers and build meaningful markets for them.

We are used to working to quick turnarounds and tight deadlines, providing superior service and performance-enhancing machines that help you get the job done on time. Our local workshops employ skilled technicians who assure a proper after-sales-service for our clients.

The technical division is geared towards providing solutions to the individual needs. We supply earth-moving, compaction and construction equipment and are the authorised and exclusive dealer of CASE and BOMAG for Kenya, Tanzania and Uganda.





Case sells and supports a full line of construction equipment around the world, our history spans more than 170 years.

Through Case dealers, customers have access to a true professional partner—with world-class equipment and aftermarket support, industry-leading warranties and flexible financing.

www.casece.com



Bomag is the worldwide leader in compaction equipment with particular emphasis on cost saving mechanisms by incorporating the latest technology. Bomag's intelligent machines are reputed to save time and money. Bomag's products range from light equipment such as vibrating tampers and tandem vibrating rollers to heavy equipment such as pneumatic rollers and single drum rollers to specialist products for road rehabilitation, soil stabilization and land fill compaction requirements.

www.bomag.com





PORT & TERMINAL EQUIPMENT

In an ever-growing economy fast cargo and container handling is a fundamental aspect. Especially for ports throughout the world it is crucial to steadily enhance the efficiency of transport. Achelis provides contractors and clients with a wide range of flexible solutions and equipment operating in the port. We are the authorised and exclusive dealer of HYSTER for Kenya, Tanzania and Uganda.

We are not only a recognised supplier for material handling equipment but also for marine equipment e.g. ferries and cargo barges.

Range of Products:

- Empty & Full Container Handler
- Reach Stacker
- Forklift Trucks upto 50 Ton
- Platforms & Trailer
- Marine Equipment





GROUND SUPPORT EQUIPMENT

Achelis provides a full range of Ground Support Equipment (GSE) as well as other airport equipment according to the individual needs of our clients. We as well as our manufacturing partners are committed to offer solutions with the highest technical standards for airports throughout East Africa.

Range of Products:

- Passenger Boarding Bridges & Stairs
- Push Backs Tugs & Tractors
- Aircraft Rescue & Firefighting (Arff)
- Conveyor Belts
- Airport Equipment & Others



UTILITY EQUIPMENT



We are the authorised and exclusive dealer for Pramac who is one of the leading manufacturers for power generators ranging from 10kVa up to 2500 kVA to find the unit best suited for your job needs. In addition we also supply insulated aerial work platforms to our clients as well as digger derricks completing our portfolio of utility equipment.

Range of Products:

- Power Generators
- Lighting Tower
- Insulated Aerial Platforms
- Digger Derricks



- Ziegler's product range:
- Small Fire Trucks
 - Fire Engines & Rescue Fire Engines
 - Tankers
 - Rescue Trucks
 - Equipment Carriers
 - Airport Crash Tenders (ICAO)
 - Monitors
 - Roll-Off Containers (Swap Bodies)
 - Aerial Ladder Platforms



FIREFIGHTING EQUIPMENT



Ziegler is one of the world's leading suppliers of firefighting vehicles and firefighting equipment with a rich tradition of quality, experience and innovation.

Ziegler develops and manufactures all types of firefighting vehicles; where reliability, uncompromising safety, functionality and long service life are the hallmarks of each vehicle. Ziegler is also a market leader in firefighting equipment accessories. One of their core

competencies is the development of state-of-the-art fire pumps and extinguishing technology.

Ziegler centrifugal fire pumps are in a class of their own. Robust, reliable and maintenance-friendly, they are produced in single-stage or two-stage configurations in sophisticated design and top quality. Their practical organization, clearly legible measurement instruments, and automatic switching, venting and pressure regulation systems makes operations extremely easy.



MUNICIPAL EQUIPMENT

Achelis is experienced in supplying its customers according to their special needs and our portfolio includes a full range of municipal equipment like solid waste, recycling, suction/flushing vehicles and street sweeping products.

We are proud to bring the latest technological advancements to our customers.

Range of Products:

- Solid Waste Equipment
- Garbage Trucks
- Suction/Flushing Vehicles
- Sweeping Products



Range of Products:

- Baggage Scanner
- Complete Lane Systems for e.g. Airports
- Body Scanner
- Heavy Cargo and Vehicle Inspection
- Explosive and Narcotic Detection
- Port and Border Control

SECURITY EQUIPMENT

smiths detection

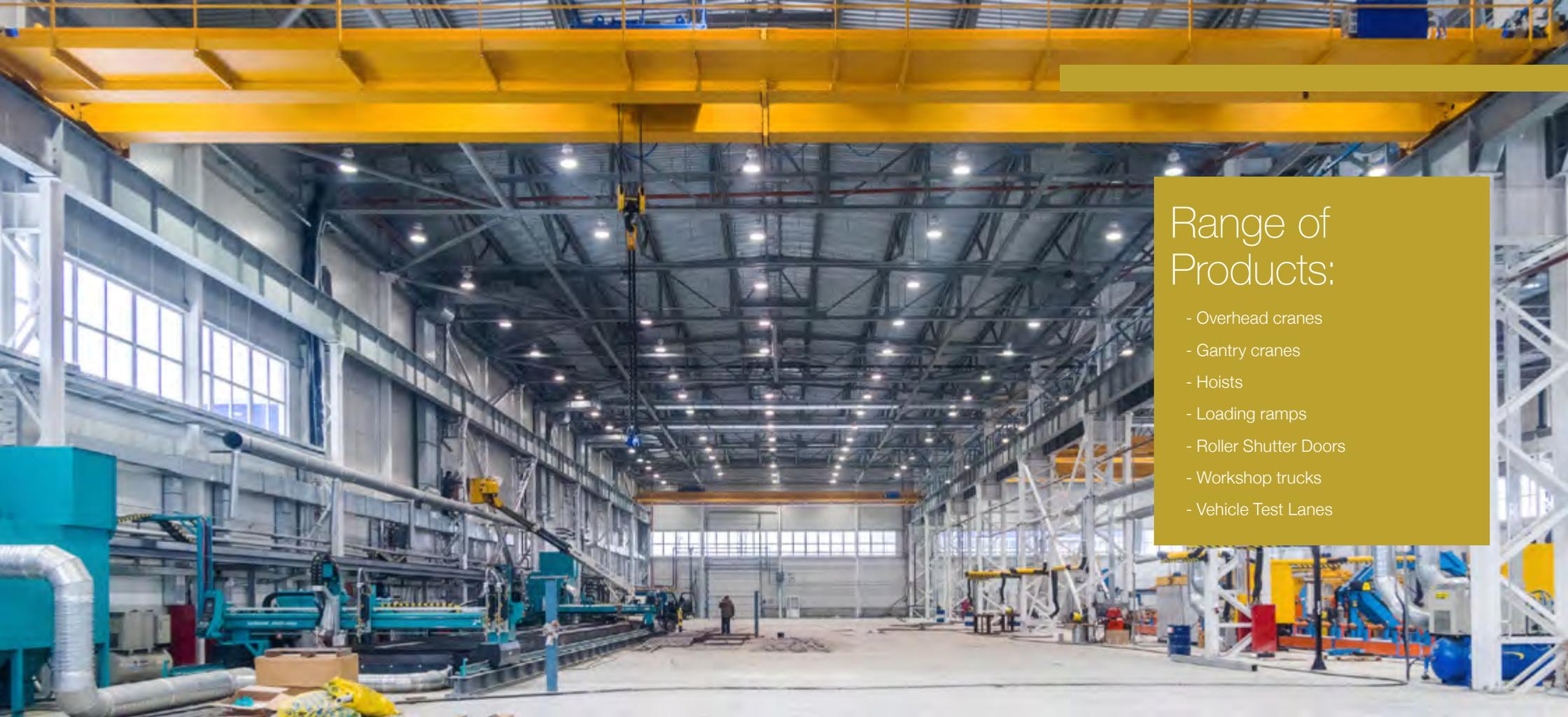
bringing technology to life

We are the authorised and exclusive dealer of the worldwide renown manufacturer Smiths Detection.

Smiths Detection is a global leader in threat detection and screening technologies for military, transportation, homeland security and resilience applications. We apply multiple technologies to identify a range of threats that include biological and chemical agents, toxic industrial chemicals, explosives, narcotics, weapons and illegal items.

Our range of products varies from small baggage x-ray scanners to complete lane systems for baggage handling at airports up to large vehicle and cargo scanning solutions for e.g. border protection.

Behind our comprehensive range of solutions there is a highly responsive service team of skilled technicians that serves our clients with an excellent after-sales-service in order to reduce down-times and assure an efficient use of machineries.



- ### Range of Products:
- Overhead cranes
 - Gantry cranes
 - Hoists
 - Loading ramps
 - Roller Shutter Doors
 - Workshop trucks
 - Vehicle Test Lanes

GARAGE EQUIPMENT

Since decades Achelis provides its clients throughout East Africa with an innovative product range of workshop and garage equipment. Our customers value our expertise when it comes to finding individual solutions which are capable of solving everyday challenges.

In addition to equipment like cranes, hoists and ramps we also provide vehicle inspections systems and complete test lanes for various types of vehicles and containers. As ever our local technicians provide excellent after-sales-service to maintain a first-class performance of our products.



VALUE ADDED SERVICES

Our Technical Support Division is backed by over 100 technical staff

After Sales Service

After sales service is critical to our business and is an essential part of our product offering. Achelis has qualified engineers to guarantee appropriate machinery installation and commissioning as well as full uptime of the supplied vehicles and machineries.

We have a well-stocked parts warehouse for backup support and regular maintenance, well equipped service vehicles and equipment for delivery, installation, commissioning, regular maintenance and repairs. All these are complemented by highly trained and skilled personnel to handle all service requirements. Spare parts are available ex-stock and on order.

Turnkey

Achelis can provide complete turnkey solutions. Depending on the requirements, we can realize large projects including planning, consulting, specific civil works, delivery, installation, training and service.

Workshop

We also offer service and maintenance contracts on an annual basis and/or during the life of the equipment based on customers' requirements. Service can be done on site or in our workshops.

We guarantee a quality service across all of our operations. Our quality is guaranteed through a combination of high standards, careful process planning, intelligent direction and skilful execution.

Our Technical Support Division is backed by over 100 highly skilled technical staff in the region.

Rentals and Leasing

Through our special purpose leasing and rental vehicles in East Africa, the Group can offer the following:

- Financing options depending on volume of the contracts, particularly operating leases for selected equipment.
- Dry rentals (exclusive of operators) for selected equipment. Operator training can be provided at an incremental cost.
- Wet rentals (exclusive of fuel) for selected equipment

Our local registered companies for leasing are:

- + **McLeod (East Africa) Ltd (Kenya)**
- + **Achelis Motorex (Tanzania) Ltd**
- + **Achelis Rental Uganda Ltd**



Our EHS Policy

- At Achelis we pride ourselves on our rigorous Environmental, Health and Safety (EHS) Policy, which is measured by customers, shareholders, suppliers and employees alike, and both adds value and enhances our competitive advantage in the marketplace. EHS excellence is integral to all of our business strategies and we consider stakeholder expectations in our decision-making process.

We focus on the following areas:

- **Sustainable Business**
Achelis is committed to minimizing any impact of our operations and products on the environment. Our EHS efforts focus on the prevention of injuries and illnesses,

protection of the environment, conservation of resources and pollution prevention.

- **Employees**
Health and Safety of our employees is paramount and we believe that all incidents, injuries, and occupational illnesses are preventable. We have strict Health and Safety policies in place. We promote healthy lifestyles for our employees and their families.
- **Business Integration**
We integrate EHS into all phases of the Achelis business across all our East Africa regional offices and operations.
- **Compliance**
We commit to meet regulatory and company requirements consistent with Achelis' ethics and compliance policies on. We work to create a "zero incident mindset" and to

continuously improve our EHS performance through the implementation of Achelis' EHS Management System Standard.

- **Customers, Suppliers and Contractors**
We partner with our customers, suppliers and contractors to create mutual value from our EHS programs.
- **Community and Government**
We are committed to producing products in safe workplaces that are environmentally responsible. We participate in and contribute to local and governmental EHS initiatives that improve the quality of life in the communities where we live and work.
- **Transparency**
Increasing the transparency of our EHS performance will make Achelis a stronger, more sustainable company.

We are committed to measuring, reviewing and reporting on our performance.

- **Governance**
Achelis Management for Health and Safety is responsible for implementation of our EHS policy. The Achelis Board of Directors has oversight regarding significant public policy with respect to our relationships with shareholders, employees, customers, competitors, suppliers and the communities in which we operate.

Achelis complies with international EHS laws and regulations and implements internationally recognized standards. Achelis management and employees are committed to developing opportunities in our markets ensuring compliance with EHS policy without compromising the environment, health and safety and social responsibility.





Germany (Head Office)

Joh. Achelis & Söhne GmbH
Langenstr. 30
28195 Bremen / Germany
T: +49 421 3367 0
W: www.joh-achelis.de



General contact: info@achelis-group.com
Or visit our website: www.joh-achelis.de

Kenya

[Achelis \(Kenya\) Limited](#)
[Achelis Material handling Limited](#)
Akili House, Off Mombasa Road
Nairobi / Kenya
T: +254 020 653 2777

Tanzania

[Achelis \(Tanganyika\) Limited](#)
Regent Estate, Plot 305
Dar es Salaam / Tanzania
T: +255 022 270 0760

Uganda

[Achelis \(Uganda\) Limited](#)
55 William Street
Kampala / Uganda
T: +256 414 344 442

Rwanda

[Achelis \(Rwanda\) Limited](#)
Nyarutarama, KG 10 Street, House No 20
Gasabo District, Kigali / Rwanda
T: +250 788 302 655

Zambia

[Achelis \(Zambia\) Limited](#)
Plot 6051 B, Sibweni Road, Northmead Area
Lusaka / Zambia
T: +260 211 292 000

Ethiopia

[Joh. Achelis & Söhne GmbH](#)
[Liaison Office Ethiopia](#)
Kebele 16, Woreda 10, Summit area
Bole Sub-City
Addis Ababa / Ethiopia
T: +251 944 25 42 73

Other representative offices in:

Bujumbura / Burundi, Lilongwe / Malawi, Maputo / Mozambique

