



Able Equipment named Magni dealer

By Lindsey Anderson

Magni America LLC has welcomed NY-based Able Equipment Rental to its growing dealer network. Able will offer Magni's line of telehandlers throughout parts of Connecticut, New York and Pennsylvania, and across all of New Jersey and Delaware.

Able will carry 16 Magni rotating telehandlers with lift heights ranging between 57 feet and 167 feet and lifting capacities of 8,000 pounds to 28,600 pounds. Able will also offer eight of Magni's heavy-duty telehandlers that have capacities between 22,000 pounds and 110,000 pounds. The rental company will also have a range of Magni's fixed boom telehandlers with lift heights of 63 and 78 feet and capacities of 11,000 pounds and 13,000 pounds.

Able will sell, rent, service and provide support for all models.

"The rotators have been an integral part of our growth strategy and our alliance with Magni is key to this continued growth," said Steve Laganas, CEO and founder of Able. "Our customers demand better products to reach new heights and capacities. The versatility of the Magni Rotator and heavy lift telehandlers will give them that and more," Laganas added.

Philippe Bisson, Able's business development director for the rotator and telehandler division said, "This strategic partnership with Magni will allow Able to be the largest rotator dealer in North America. Able has developed an impressive expertise on the Rotators over the last 10 years and the Magni products will allow us to provide our customer base even more options and solutions to their demanding jobsites."

"Able was chosen after very careful consideration and we are highly confident that ABLE will bring tremendous value to Magni customers," said Gary Weisman, vice president of Magni America.

"Magni America is very excited to welcome Able Equipment Rental to the Magni dealer network, and we look forward to working with them to bring Magni Telescopic Handlers to their customers" said Joe Leinwol, vice president of sales at Magni America LLC. "Able's deep commitment to customer satisfaction is the cornerstone of Magni's philosophy."