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The new ultra-compact **JLG® Model 1230ES**, a self-propelled mast lift that weighs only 790 kg and provides up to 5.7 m working height. The 1230ES features the same energy saving 'direct electric' drive system, found on the popular JLG ES Series scissor lifts. This system provides up to three times the number of duty cycles compared to other models in its class. Comfortable to operate with fully proportional control for drive and lift, it also features a new hydraulic system that provides elevation to full height in only 12 seconds.

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JLG

Third time lucky



After two wet and windy Vertikal Days, this year's event at Haydock Park - situated mid-way between Liverpool and Manchester - attracted record numbers of visitors and two gloriously sunny days. Almost 1,100 lifting professionals attended the growing event, up by 11 percent over last year. With 3-400 visitors attending on both days, this takes the total number of visits as measured by most exhibitions to 1,400 with the vast majority being rental companies or major end users.

Now in its third year, the event's relaxed format and atmosphere are helping make it THE UK lifting event. Around 70 access manufacturers, 40 crane and telehandler producers and more than 20 related companies were represented. and while the current economic climate may have put a damper on the number of orders being handed out, there were some notable deals made or confirmed, while other discussions focused around new products and plans for later in the year or 2010.

For the visitor there was plenty to see, with almost every stand showing a new product or service and many making their UK debut. Because of the extensive preview in last month's issue of Cranes&Access, this review concentrates on the very latest products, news and deals. More information can be seen on our website (www.vertikal.net) including a large selection of show photographs.

Mecaplus

In its first outing in the UK, specialist Spanish access manufacturer Mecaplus showed its two, 12 metre working height, self-levelling



The 12 metre working height Mecaplus ME12SL is specifically aimed at the arborist sector being fitted with a compressor to power air tools in the basket.

platforms specifically designed and built for the arborist sector. As well as being able to level 30 percent side to side and 16 percent longitudinally, they are equipped with a powerful air compressor, feeding three take-off points in the basket to operate air tools such as pruners and chain saws. The platforms are designed for one or two people, with working speed helped by the use of foot controls. To protect against falling cut branches, the body of the platform is made from 3mm thick steel and all hoses and electrical cables are

fully protected resulting in a very clean-looking machine. Two wheel drive is standard but 4WD is an option as are tracks.

According to Mecaplus' Alberto Bayona Gomez, the platforms can speed up tree pruning work by as much as 300 percent, and the units can be registered for road use. The company currently sells between 25 and 30 platforms a year in Spain but is looking to begin exporting as well as modifying the products for general applications.

An impressive row of trailers and cranes from Tinsley, Liebherr and Tadano Faun



This 32 metre Bizzocchi KJF 320 was seen on the CTE stand



Altec's new AT130F van mount



Martin and Brendan Ainscough paid a short visit to the show, seen here on the Liebherr stand with a poster of the first Cranes & Access cover



Jekko

Italian tracked mini crane manufacturer Jekko used Vertikal Days to show off its largest machine to date, the new four tonne capacity SPX1040. Described as a 'Unic 706 without the maximum lift capacity' the machine is available in two distinct versions - the 1040.IS with a 14.5 metre four section boom and 4.8 metre swing-away with 2.7 metre stinger extension and the IIA with an 11.2 metre long, three section boom and extendible track width, which improves its maximum pick and carry capacity from a one tonne maximum to 2.4 tonnes. Two track widths - 1.45 and 2.05 metres - are available both giving the same lifting charts, but the wider allowing the load to be slewed. The most significant new feature is the stability control which provides the operator - who inputs the configuration - with a graphic display of the working area through automatic monitoring of the outriggers. Transport dimensions of the 1040.IS are 1.4 metres wide, 5.3 metres long and just under two metres high with the 1040.IIA slightly larger.

Jekko SPX 1040 has a 4 tonne lifting capacity



Australian Crane and Machinery

Easily travelling further than anyone else to exhibit was Australian Crane & Machinery from Melbourne, Australia. The company is the Kobelco crawler crane distributor for Australia, New Zealand and the Eastern Pacific, as well as being an XCMG truck crane dealers since early 2005. However its focus was on its truck mounted platforms and pick and carry crane, hoping to break into new markets including the UK, Ireland, mainland Europe and South Africa.

With about 380 units sold in Australia last year, the pick and carry crane is a popular product, so Australian Crane's ARC 20 - launched last September - has a good market to go at. The unit is a 20 tonne capacity, articulated crane with a four section, 12.9 metre long boom that can be extended to 16.8 metres by adding a manual section. Most of the unit is built by XCMG in China from a design by Australian Crane. The unit, which weighs 20 tonnes with fly jib has a maximum road speed of 78 km per hour, gradeability of 50 percent, while measuring 2.5 metre width by 9.15 metres long with an overall height of just over three metres. While not a typical UK product, it did generate some interest.

The company was also a Tadano aerial lift distributor and since Tadano ceased its platform exports, has developed its own versions of Tadano's products. The ACM280 is a 30 metre working height, 250kg capacity platform mounted on a 12 tonne GVW truck. Based on the Tadano 26 metre machine, the ACM 280 is said to be 'an improved version' with a modified boom. The ACM200 SP Super Platform is a 20 metre working height, 10 metre outreach truck mounted lift on a 12 tonne GVW chassis with a large - 3.8 metre long, 1.9 metre wide platform with 350 degrees rotation 1,000kg lift capacity to around 10 metres.

David Potter of Australian Crane said that exhibiting at Vertikal Days

is the beginning of a five year export marketing plan. He also said that it is looking at the growing market for platforms up to 80 metres and insulated booms from 50 metres to 100 metres.

Artic Crane

One of the major tower crane launches of the year - well part of it - could be seen on the City Lifting stand. Unfortunately for new tower crane manufacturer Artic Crane, its first model - the Raptor 84 - has so far taken one and a half years from concept to production but was not quite fully ready for the show.

The crane is unusual in that it has an articulated 'K' type jib which allows a very small out of service radius of just four metres making it ideal for confined inner city sites, where oversailing and air space is an issue. High quality components have been used throughout, so although prices have yet to be announced, it will not be the cheapest. City Lifting, the UK distributor for the crane played a major part in its development and says that it intends to replace all its existing luffers with this type of crane, which it believes will offer increased reliability and therefore lower total life costs.

A powerful, 30kW hoist motor can lift its maximum four tonne load at 21 metres at a speed of 45 metres a minute and a two tonne load at 32 metres at 85 metres a minute. Its free standing height is 32 metres on a standard 1.2 metre tower.

According to Stefan Olsson of Artic



This Galizia G35 electric - the second smallest in the range - was on the GGR Unic stand



Easi UpLifts had two Bronto truck mounts at the show - a 70 metre and this 46 metre S46XDT



A 250kg capacity Geko mini glass robot on the GGR Unic stand



Muni-Serv launched this Hiab XS, a completely EN280 certified aerial work platform



Although just the cab section was at the show, the Artic Crane Raptor 84 is an articulated 'K' type jib tower crane with an out of service radius of just four metres.



Stefan Olsson of Artic Crane.

Crane, all the drives are controlled by PLCs and frequency invertors for optimum smoothness. The cab at the show had a modern, clean design that showed a lot of thought and quality, such as the tempered reflective glass which keeps the sun's heat out of the cab, a fully adjustable seat and a display screen system that provides the operator with all information at a glance. The first machine will be ready at the end of August and Cranes&Access will have a full report.

Higher Concept

Higher Concept reported a very positive show with high levels of interest in its software workshops. It also went out of its way to support a new client, Manchester-based Industrade - which has recently ordered the company's Syrinx rental software - and was exhibiting the Böcker range of hoists at the show.

Industrade was keen to take advantage of the training workshops but did not want to leave its stand unattended. So Dean Hammond, account manager for HCS, volunteered to man the stand whilst Stefan Devonish, the company's owner and Paul Martindale, his manager, attended the workshops.

Devonish said: "After looking at other hire software packages on the market, I made the decision to purchase Syrinx as it's easy to use. It also came highly recommended to me by other hire companies, in particular Rob Critchley, owner of lifting equipment specialists Conquip, who told me they'd been using Syrinx since 2005. The Syrinx workshops were well worth attending and it was so refreshing to see a company give something back to its customers."

Tinsley Special Products

Stockton on Tees-based trailer and trailer safety system manufacturer Tinsley had a good show, booking its first sale early on the first day. John Sutch Cranes took three of its 'Safety Gard' trailer systems and crane mats. In the short time the system has been available the company has sold 85 systems, 50 of those to Ainscough Crane Hire. The trailer fall prevention system is quick and easy to deploy and features an integrated aluminium ladder for safe access to the trailer. Rigid handrails front and rear are augmented by optional manually winch-tensioned length restraining cables held in position with rigid 100mm x 50mm side posts.

JLG had a wide range of equipment on show.



Tinsley had a good show with its first 'Safety Gard' sale early on the first day. In total it has sold 85 systems, 50 of those to Ainscough Crane Hire.

Tinsley also showed its latest single-beam semi-trailer with extendible load floor.

Power Lift UK

Another company showing new product was Cambridgeshire-based Power Lift UK with its new 12.5 metre LV125 van mounted platform on a 3.5 tonne Transit chassis which has 330kg payload. Also first time in the UK was the tracked spider Easy R160, a more compact lift than the R150 seen at last year's event yet with an extra metre of height. Malcolm Kitt of Power Lift said that the new 21 metre

Power Lift UK was showing several new machines including the Easy R160 spider and the 12.5 metre LV125 van mounted platform on a Transit chassis with 330kg payload.



EZ220 mounted on a Nissan Cabstar should be ready in August.

Russon Access

"Best show ever" was how Alan Russon of Holland Lift and Iteco dealer Russon Access described the event. Well, he was in a good mood having sold £1 million worth (six machines) of Holland Lifts - both electric and diesel powered - over

the last six weeks. And the sales continued with rental company Lifterz adding a further four Iteco IT12122 scissors to four units already in its fleet.

This was the show launch of the distinctive green Iteco machines in the UK since Russon took on the distribution late last year.

Lifterz Ben Bowers and operations director Ben James were on the stand to finalise the IT 12122 deal saying they 'liked the niche product's ability to drive at full height with full capacity on the platform and the 1.5 metre platform extension'.

Alan Russon is sandwiched between Ben Bowers (l) and Ben James of Lifterz after confirming an order for four more Iteco IT12122 scissors.



Merlo showed off its 40.25 Roto with 300kg capacity and 4.5 metre platform



The Skyking stand had several GSR truck mounts including this 228TJ as well as an E200PX



Time for a quick lunch



Ainscough Crane Hire has confirmed a 20 machine order for the 150 tonne Liebherr LTM1150-6 All Terrain crane. The first unit was at Vertikal Days

Bravi UK

The two Bens (Bowers and James) from Lifterz also featured elsewhere purchasing the first two Bluelift spider platforms - an 18 metre and 21 metre - sold since Bravi was appointed distributor early in June.

"After looking around at all the spider products, we decided to go with the Bluelift products because of its quality finish and ease of set up," said Bowers.

Bravi UK was also showing its new two man push-around lift, the 1.65 metre platform EddieLift Phat which weighs just 260 kg and yet has a lift capacity of 300kg and an 800mm x 1,000mm platform with dual entry gates.



Bravi UK showed off its new Bluelift machines as well as the new two man EddieLift Phat platform.

Baker Access

Recently appointed SUP Elefant and CMC distributor Baker Access was using Vertikal Days to show off its new products and to sell off its original fleet of Falck Schmidt machines which Nigel Baker says is still the biggest fleet of these machines in the UK. His long-term intention is to sell all the hire machines and concentrate on sales including new Falck Schmidt and Denka lifts. On display was the 15 metre SUP Elefant spider platform.

Promax Access

Platform Basket's latest spider platform the 22 metre, 22.10 could be seen for the first time in the UK although the prototype machine (seen originally at InterMat) will undergo a few more modifications such as re-routing cables before the first units are delivered. Confirmed just prior to the show, Promax Access has also taken on the Isoli franchise for the UK and was showing one of its highly regarded truck mounts, the PNT 205, on the stand.



First showing in the UK for Isoli and one of its truck mounted platforms, on the Promax Access stand.

Custom and Eazzi

UK-based aerial lift specialist, AJ Access ordered one of the first Hybrid HB1030CE compact light weight scissor lifts, making its European debut at Vertikal Days. The lift, which is likely to be one of many, was ordered from UK distributor R2 Access. Russell Rowley of R2 said: "This event has been a great launch pad for the Hybrid scissor lifts we have taken or closed orders for more than 20 units during the show"

The Hybrid products are built by Custom Equipment in the USA and are designed for applications that require low weight and ground bearing pressures such as hollow floors. The HB1030 offers up to three metres of platform height and weighs less than 700kg. It also features a special dual wheel steer wheels that allows full turning without 'rucking' or scrunching up carpets.



Russell Rowley of R2 with John Swift and Nick Cragg of AJ Access

R2 and one of its other Eazzilift products was at the heart of the charity auction at the Vertikal Days evening event on the first evening. Martin Davies of MEC Europe did an outstanding job as auctioneer taking a winning £2,800 bid from Dave Williams of Platform Hire for the pink lift. However, shortly after the end of the auction, Tony Crawford of Mr Plant Hire bid £3,000. A quick



(L-R) Russell Rowley of R2 Access, Dave Williams of Platform Hire and Tony Crawford of Mr Plant Hire.

conference between R2 and Eazzi resulted in an agreement to sell a second unit in aid of the Woman for Woman and Lighthouse Club charities. In all more than £7,000 was raised and a big thanks must go to all those involved.

Pyrascaf

Irish company Pyrascaf was constantly busy demonstrating its new, patented mobile alloy tower system that can be erected from the ground. The prototype version on display has since been improved making erection easier, but still it impressed many with its safe build method and centrally mounted integrated fall arrest system. The modifications link both outrigger/lift arms so that the tower is kept level and raised more easily.

Irish company Pyrascaf was constantly busy demonstrating its new, patented mobile alloy tower system that can be erected with two men from ground level.



ATN

French company ATN made its UK debut at Vertikal Days with its range of tracked and wheeled mast booms as well as showing its new 12 metre Zebra rough terrain boom lift, unveiled at InterMat.

Another UK debut with ATN showing its tracked and wheeled mast booms as its new 12 metre Zebra rough terrain boom.



Ascendant Access

Flying the British truck manufacturer flag was Ascendant Access which had a varied stand of van and truck mounted platforms. Two new van mounts included the 3.5 tonne chassis mounted 12.5 metre VM12.5 with 370 kg payload, and the 5.2 tonne chassis, 15 metre 15VM with 1,000kg available payload. The company said that it was very busy and working on a new articulated boom on a 3.5 tonne chassis - the Z20 - which should be seen at the end of this year.

British truck manufacturer Ascendant Access showed off two van mounts with 370 and 1,000kg spare capacity.





Nooteboom's new semi trailer has been designed specifically for aerial lifts.

McNally's 103 metre Wumag WT1000 turned up for a short time on the first evening after going to a wind turbine emergency



Versalift's Merc Unimog U4000 mounted ET36NF 'Low voltage Insulation' utility spec vehicle



Skyking's new Land Rover based 12 metre platform uses a Matilsa-built super structure



The UK launch of the Tadano Faun HK40 truck crane in John Sutch colours



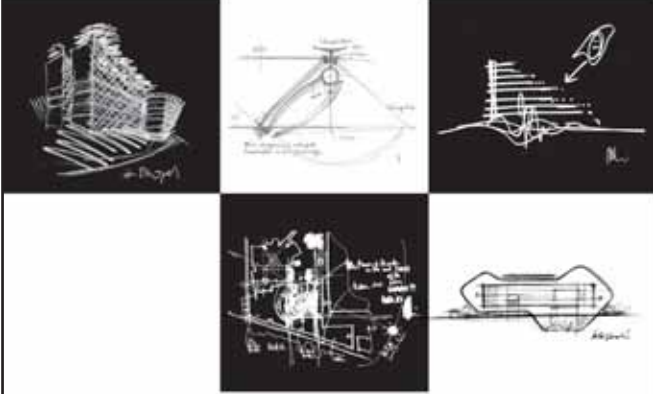
Palfinger claims its 25.8 metre P260B is the highest platform on a 3.5 tonne chassis



One of the most impressive sights at the show - four synchronised Spierings mobile tower cranes

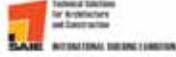
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Testcentrum

This was the first UK outing for the impressive tracked Giraf Track boom, with its 13 metre long platform. A problem with its cab supplier meant that the machine on show was the version seen at Intermat. The new model while delayed will be delivered to UK based CropMech later in the year.

inspHire

Access hire software specialist inspHire had a busy show announcing new business from two exhibitors, Height for Hire/Easi UpLifts and Ranger Equipment.

Easi UpLifts has adopted the rental management system to help with the company's rapid growth. After opening its new purpose-built premises in Dublin. Using inspHire's Web Portal, Easi UpLifts will now be able to offer customers a secure log-in to gain access to information such as invoice details, what is on hire and where and other key information.

John Ball, managing director of Easi UpLifts said: "The software is simple and easy to use. The fact that inspHire integrates into leading accounting solutions like Microsoft Dynamics was a key factor, in that we can be reassured by using a solid state of the art accounting solution."



Access hire software specialist inspHire had a busy show announcing new business from two exhibitors, Height for Hire/Easi UpLifts and Ranger Equipment. Here Andy Bray of The Spiderlift Company is with Karen Miles of inspHire in a Leo 50 GTX.



Jason Seddon of Aerial Platforms with Terry Fellner and Martin Davies of Thermoil.

Thermoil

US-based battery protection and refurbishment product manufacturer Thermoil reported a very busy show with good attendance, a large number of very strong enquiries and some orders.

Jason Seddon of Leigh-based Aerial Platforms took time at the show to meet with Thermoil's president, Terry Fellner and confirm an order. Over recent weeks, Aerial Platforms has been evaluating Thermoil's Battery De-Mister and says that the results have been immediate. "We have noticed from the start of treatment that the units with the additive charge more quickly than the untreated units and maintain their water levels completely," said Seddon.

Niftylift

Aerial Platforms Jason Seddon also popped into the Niftylift stand just as the show was closing on Thursday and put in the first order for Nifty's brand new HR21 'Hybrid' -21 metre articulated self propelled boom which introduces an environmentally conscious drive system that could easily catch on in the aerial lift industry.



The almost indestructible Toughcage.



Tim Ward concludes the deal with Jason Seddon and Adam Blair of Aerial Platforms.

The four wheel drive Bi-Energy unit, has a smaller, three cylinder Kubota diesel engine fitted with an exhaust purification system, and uses the electric drive motor to boost power on steep grades or rough terrain. When operating as a diesel under normal conditions the motor turns into a generator/alternator, charging up the machine's battery pack.

The unit is also equipped with Nifty's latest basket, the 'Toughcage' with its almost indestructible composite base and large diameter steel tube guardrails.

Ranger Equipment

Two new product ranges - the Japanese Aichi and German PB Liftechnik -were displayed for the



Ranger was showing Aichi and PB Liftechnik products for the first time in the UK.

first time on the Ranger stand as well as a new, lower-cost entry level Teupen Leo 13GT.

Oil&Steel

After five world premiers at Intermat, Oil&Steel brought two new products - the Octopussy 1500 Evo tracked spider and Snake 1770 compact truck mounted platform. The company has also joined forces with Cumberland Industries producing a 25 metre platform with insulated basket mounted on a 14 tonne chassis and designed specifically for the market in the Middle East. Sales of this machine have already reached three figures and there is thought to be other models in the future.



Oil&Steel has joined forces with Cumberland Industries producing this 25 metre platform specifically for the Middle East.

Kranlyft

Maeda's two new cranes - the LC1385 and MC174 - were finally given their UK debut, along with an MC285 with glass suction unit which attracted 'quite a bit of interest'.

A steady flow of visitors from right across industry saw the completion of a deal for a MC285CRM-E to Palazanni distributor and mini crane rental specialist Tracked Access, its 25th Maeda crane.

"Everyone that came to our stand was extremely positive about the future with new jobs coming up and business seemed, if not booming, at least to be on the up once again," said Kranlyft managing director Terry Marnock. "With meetings and deals lined up we are looking forward to healthy growth in the next six months of the year."

Youngman

With equipment in several different places around the show, Youngman showed off a wide range of new equipment including the impressive 4.55 metre working height push-around Boss X3 scissor lift which incorporates big machine features such as overload and tilt alarm cut-outs and platform descent interrupt switch.

The aluminium tower specialist also showed a wide range of new

equipment including its 'T-jointless' BoSS Evolution tower system, a telescopic platform ladder Teleguard and Transforma - a professional multi-function ladder.



The well-finished Youngman Boss X3 attracted the attention of visitors on the way to the various seminars

MCS

First-timers at the show, hire software company MCS demonstrated its MCS-rm product which generated several contacts with interested companies.

"This is a critical market sector for us and we were extremely impressed with the quality of attendees and the atmosphere of informality which characterised the exhibition," said MCS sales manager, Nick Thomson.

"At the event we had the opportunity to discuss much wider business and market issues that affect all of us," said Thomson. "Despite the recession, we found that everyone was surprisingly upbeat and hopeful of recovery."

Of particular relevance is the 'Certification' functionality within MCS-rm which enables hirers to manage the critical certification process. A recent upgrade of MCS-

rm offers greater ease-of-use and enhanced user-friendliness.

With the significant increase in visitors and exhibitors, the event looks set to grow. The dates for Vertikal Days 2010, have not yet been set in stone, but with the World Cup conflicting with the June 23rd/24th dates and FIFA refusing to reschedule, the organisers are looking at June 9th and 10th back at Haydock Park.

Almost a third of this year's exhibitors have already reserved their specific spaces for next year and the organisers are determined to make the 2010 event even better. Hopefully the North West weather gods will oblige again.

**Vertikal
days**



(L-R) Richard Bryant of Skyking with Mark Bell and Jamie Bairstow, joint owners of fast growing Blade Access with Stephan Kulawik of Palfinger and Martin Cowley of Skyking in front of its latest addition, a 70 metre Wumag WT700 its biggest lift yet.

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