

# SED still Rockingham two years on?

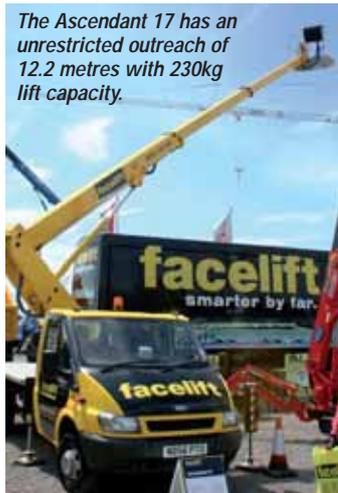
All eyes were on this year's SED - the second year at Rockingham Circuit in Northamptonshire. Would the horrendous traffic problems of last year be sorted? Would visitors be 'showed out' with Bauma and Hillhead this year? Cranes & Access brings you the highlights of SED 2007.

Official figures indicate that the show attracted almost 19,000 visitors, down on last year and 15 percent off the record 22,000 in 2005. There may have been fewer people, but visitor quality was well up according to most exhibitors. Three exceptionally sunny days helped keep the numbers up, with Wednesday - the middle day - the most popular.

With most new products shown at Bauma, there were only a few novelties this year, here are some of the most newsworthy.

## Facelift

In conjunction with Finnish manufacturer Bronto Skylift, Facelift has developed an unusual boom attachment for its 52 metre platform. A small lattice extension and chain hoist fitted to the main boom allows it to lift a load up to 1,300kg to a height of 27 metres whilst maintaining the full functionality of the work platform. This gives installers the ability to lift, guide and fix objects such as glazing and cladding panels, mobile phone masts, lamp columns and small wind turbines from one machine.



The Ascendant 17 has an unrestricted outreach of 12.2 metres with 230kg lift capacity.

Facelift also showed the new Ascendant 17, a 17 metre working height machine that has unrestricted 12.2 metre outreach with 230kg platform capacity and a working width of just 3.2 metres thanks to its one-sided outrigger system.

Facelift has ordered the first 15 off the production line.

## Bobcat

Bobcat launched its new T2250 telehandler in the UK - its first all new telehandler since Bobcat took over Sambro. The new machine is claimed to be a new concept, positioned between a conventional telehandler, skid steer and articulated loader and has the option of being fitted with the Bobcat quick hitch system.

## Russon Access



Alan Russon (L) with Mike Wishart and the first of two new 32 metre Holland Lift scissor lifts.

Russon Access had an excellent show particularly with its Holland Lift scissor lift range. Managing director Alan Russon was kept busy with 'UK first' machine hand-overs, including the new high capacity 23 metre 4x4 scissor to Paul Richards of Hi-Reach and then the first of two, new 32 metre G-320DL30 4WD units to Mike Wishart of Access Rentals.

Access Rentals has also ordered four, 27 metre high M250-27 with full platform length, 1.2 metre wide side deck extensions - specifically developed for the company. The machines should be delivered in time for next year's SED/Access Days. Access Rentals has opened its 11th depot in Reading and is hoping to end the year with a fleet of 2,000 machines.

## Bravi

Although not showing anything new, Bravi is benefiting from growing demand for its small lifts. The UK is now its best market and it is expecting to deliver around 500 units this year, doubling to 1,000 in 2008.

## Gardner Denver

Main attraction on the Gardner Denver stand was the new VM135, a 13.5 metre working height platform mounted on a Landrover 110 chassis. The unit has a 6.4 metre outreach with 200kg lift capacity. Because the basket is stowed within the length of the vehicle the full tow bar functionality is retained as is the front winch option. The first unit has already been sold to SHB Hire, and the company hopes that a further 30-35 machines will be sold this year. A 13.5 metre Unimog based platform is also under development.

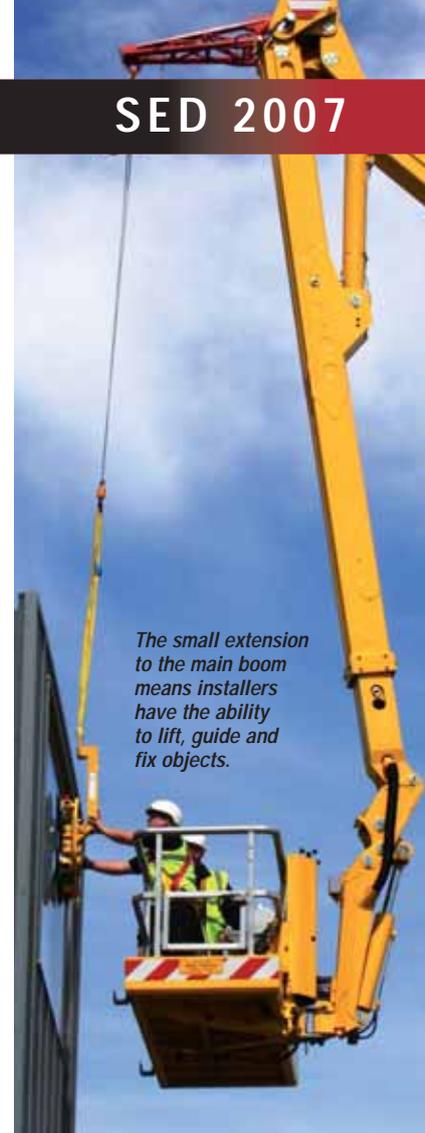


David Heaney (L) and Gary Seaborn with one of their new van mounted platforms from Gardner Denver.

Van mounted platforms are making a strong recovery with more than 50 units sold in the first quarter. Claiming to be the UK's largest van mounted operator, David Heaney, sales director of Aquarius Leasing, was on the stand for the hand-over of an additional 12 van mounts with working heights from 12.5 metres to 16.5 metres. The company has 210 van mounts in its fleet and will add a further 30 by the end of the year.

## UpRight

The speed of UpRight's development has taken even its owners by surprise. Its biggest challenge now is building enough machines but at 120 per week it is way ahead of predictions made a year ago.



The small extension to the main boom means installers have the ability to lift, guide and fix objects.

The latest development is the company's return to larger boom lifts with the refreshed 46ft AB46 articulated boom in both Electric, RT 4x4 and eventually a new Bi-Energy versions. Another new machine is the UL35E push around lift with fork-truck type aluminium mast.



Keeping a low profile on the UpRight stand was the new UL35E platform.

## Allan Access

At Allan Access it was more a case of what wasn't new than what was. Custom builds, spider lifts, 3.5 tonne and 7.5 tonne, 4x4 and van mounted vehicle mounts - they were all on show.

# nifty gives you more

**more  
specification**

**more  
reliability**

**more  
performance**

Nifty's range of self propelled work platforms now gives you **more** than ever before.

With working heights ranging from 10m to over 21m you may be surprised at how much **more** they can deliver.

**Rough terrain** 4x4 booms with class leading specifications and now **New Narrow-Aisle** models with Nifty's superb **Bi-Energy** power options are available.

Call **now** to find out how much **more** you could be getting with Nifty Work Platforms.

**SEE US AT**

**Vertical  
days**

**19th/20th SEPT 2007**

**Contact Details:**

Fingle Drive, Stonebridge,  
Milton Keynes,  
MK13 0ER, England  
Tel: +44 (0) 1908 223456  
Fax: +44 (0) 1908 312733  
Email: sales@niftylift.com  
info@niftylift.com  
Web: www.niftylift.com



**niftylift.com**



Mounted on a Merc 7.5 tonne chassis, the Esda TG1800 has an 18 metre working height narrow operational width.

New machines included: The Esda TG1800 mounted on a Mercedes Benz 7.5 tonne chassis with 18 metre telescopic boom, 180 degree rotating jib and 280kg lift capacity. Main features include vertical jacks and the ability to drive with the boom extended.

The new Socage Navaho DAJ17 spider lift has a working height of 16.6 metres, an outreach of 7.5 metres and 200kg platform capacity.

The Overland Arbtruck uses a 4x4 Mitsubishi Canter chassis with a 15 metre Niftylift boom to create a vehicle specifically aimed at arborists. Shown originally at last year's APF forestry show, Allen Access is working with Arbtruck to refine the basic design which will hopefully be available later in the year.

### Mantis Cranes

A prototype at last year's SED, the Mantis TC25, 30 minute, self erecting tower crane is now in full production. Improvements include a swing-out draw bar for towing, an optional 30 kVa on-board generator to power tools and equipment, modified magna-type ballast, repositioned to make towing easier and curved hydraulic outriggers. The unit is proving popular with UK rental companies says Mantis, while Irish sales have largely been to contractors. The crane offers a 25 metre jib, with 19 metres under hook and has a footprint of just five metres square. Production of one machine per week will double with a new extension at the factory.

No longer a prototype, the Mantis TC25 is proving very popular in the UK with rental companies.



### Ladybird Cranes

Distributor for Terex Comedil in the UK and Ireland, Ladybird Crane Hire showed the new CBR 32 Plus - the Plus indicating the control panel being integrated into the ballast. The CBR26 now has single or three phase power and 2,000kg maximum capacity with 800kg at 26 metres. The CBR 26 Plus will be available from the end of July.



The CBR 32 Plus now features the controls within the ballast. Look out for the CBR26 Plus in July.

### Access Industries Group

Access Industries showed the latest Multitel MX truck-mount, the MX170 - a development of the MX200 the fastest selling truck mounted platform in Europe with more than 500 units delivered since its unveiling barely 18 months ago.

The MX170's shorter telescopic booms reduce the work height by three metres compared to the MX200, but it is 500mm shorter, straight down jacks and has 7.85 metres of outreach.



MD and designer Alan Watt with his 4.5 metre platform height, towable Monkey Tower.

### Monkey Towers

The UK produced Monkey Tower is a towable, quick erect access system that can be hand winched in 250mm intervals to a maximum working height of 6.5 metres. The unit's total weight of 300kg means that it is easily towed and manoeuvred on site. With the



The new off-road platform from Gardner Denver is available on both the Landrover 110 and 130 chassis.

roadwheels at their narrowest position and stabilisers removed, it can pass through a single doorway.



This novel sheet/materials handler (for crane or telehandler) was spotted on the Nethergate Developments stand.

The company sold two units at the show (retail price is £4,300) and hopes to sell 'a few hundred a year' through a new dealer network.

### Vanson Cranes

Vanson Cranes launched its LCL 20.1 hydraulic luffing tower crane claimed to be the smallest crane of its type on the market. Operated via radio remote control, the unit has a maximum jib length of 20 metres with a jib tip capacity of 1,000kg and 3,500kg at three metres radius.

Trevor Vanson, managing director, says that its compact design and luffing jib action make it ideal for congested city centre and urban

redevelopment areas where over-sailing adjacent airspace is a problem. The new crane can be mounted on a tower, used on its own feet at ground level, be bolted onto steelwork or on a rooftop base on the top of a building.



The Bil-Jax tomCat 24 is fully CE marked.

### Bil-Jax

As well as its new range of trailer machines, Bil-Jax showed one of its tomCat push around lifts. So far only the 7.21 metre (24ft) platform height tomCat 24 is CE marked but the 4.47 (15ft) and 5.87 (19 ft) models will also be available soon.

For more photos from SED see [Vertical.Net](http://Vertical.Net)

Versalift recruited a double decker bus to transport visitors to its recently extended factory



# BIG BLUE IS BACK!



Back and better than ever:  
the **UpRight AB46** self-propelled boom.

**UpRight Powered Access** is proud to  
announce the return of the much-loved  
AB46 boom lift:

- Superb "up and over" ability
- Same legendary boom lift speed
- Same zero tail swing

#### **New features:**

- Simple to maintain, hard-wired control system
- More spacious basket
- Low profile, high grip tyres
- Quieter tier 3 diesel engine

**Available in 2WD electric and  
4WD rough terrain configurations.**

2007 is the year of UpRight:  
**Big Blue is Back!**

UpRight Powered Access Sales U.K.  
Unit A, Hortonwood 2, Telford, Shropshire, TF1 7GW.  
Tel: 0845 900 0202 Fax: 01952 671 471

[www.upright.com](http://www.upright.com)

**UpRight**  
POWERED ACCESS

# situations vacant



UpRight Powered Access is enjoying phenomenal global success as the fastest-growing aerial lift manufacturer in the world today.

This dynamic growth company represents a fantastic opportunity for hard-working professionals who share our philosophy of team work, creativity and ambition.

We are currently looking for dedicated and driven people to fill two high profile roles, to help us build on our remarkable progress and power UpRight through its next stage of global development.

## **Product Support Manager**

This vital international role requires an experienced and highly capable manager, who prides themselves on service excellence and has the acumen to grow and develop our global after-sales operations. Responsible for all aspects of product support, including technical service support, training, spare parts and warranty, a thorough understanding of meeting customer needs through a distribution network is essential. The ability to build and manage a world class team is vital, while language skills in addition to English will be an advantage.

## **Sales Manager - International**

Primarily working in Europe, Africa and the Middle East, we require a talented, experienced and creative Sales Manager to recruit, develop and manage distributors as well as selling directly to major fleet customers. Working with our expanding team of District Managers, the successful candidate will be expected to continue the rapid growth of sales as new products are added and ensure every opportunity to increase UpRight's market share is exploited to the full. Involving extensive travel, a high degree of professionalism and motivation are essential for this demanding role.

## **Other Career Opportunities**

As our rapid growth continues, we are continually creating new opportunities all over the world for talented technical and commercial people with an access or lifting industry background. If you feel you will fit the industry's most fast-paced organisation, please email your CV to: [maria.stanley@upright.com](mailto:maria.stanley@upright.com); along with details of the position you are seeking.

# BIG BLUE NEEDS YOU

**UpRight**  
POWERED ACCESS