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Reflecting the state of the industry



C&a

APEX 2011

The seventh Apex exhibition - held over three days in Maastricht, Holland last month - reflected the current state of the access industry. Overall the size of the show was smaller with around 100 exhibitors and there was a reasonable turnout of visitors many of whom were looking to invest in new equipment. The Vertikal Press was out in force both with a show stand and staff from both its UK and German offices. The following review highlights some of the more interesting products and news from the show.

While official visitor numbers appear good, from lunchtime onwards on all three days, many exhibitors in the main hall were playing 'spot the customer'. This certainly was no Bauma and highlighted the 'quality not quantity' of the specialist trade show. The outside area, mainly truck mounted and spider lift producers, was really buzzing most of the time, helped along by several sizeable orders for big truck mounted platforms on the first day.

While the majority of visitors were European, there were a reasonable number from further afield including Australia, South Africa Korea and India. As might be expected most of the equipment ordered was fleet replacement rather than expansion, but several companies including Niftylift, Bronto Skylift, Palfinger Platforms and Power Towers reported significant orders. Overall

most exhibitors were pleased with the quality of the enquiries.

Numbers attending the evening Apex event at the spectacular Chateau Neercanne just outside Maastricht were down - a reflection of the high ticket price and limited catering at the last Apex? However those that attended had a thoroughly enjoyable evening mingling and enjoying the various forms of entertainment scattered throughout the Chateau and the food was significantly better than three years ago.

If there was one product that was universally mentioned and which stood out as the 'must-see' item of the show, it was the Tunlift 737-500, a platform designed specifically for tunnel maintenance by recently formed Italian company Sky Aces. More on this later. The International Powered Access Federation (IPAF) launched its 'Spread the load!' safety campaign

which calls for proper ground assessments and the correct use of stabilisers, outriggers and spreader plates. The message is simple - spreader plates should always be used with boom-type platforms when supported on outriggers. For more information on this subject see this month's feature on page 43.

During the exhibition, a six kilometre fun-run in support of the Ronald McDonald Huis in Maastricht raised €3,690. The run - the idea of Jan Denks of Bronto - helps provide accommodation for families visiting sick children at Maastricht's hospital. More than 40 runners completed the run around the MECC exhibition centre. The winner of the run was José Miguel Peña Haro from Terex/Genie.



Overall this was a good show with plenty of new equipment to see and reasonable levels of business activity. See you at the next show in 2014!

Sky Aces

Sky Aces launched its first product at the show, winning our best new product of the show award. The company - managed by majority shareholder and chief executive Paolo Balugani - showed the innovative Tunlift platform aimed at the road and rail tunnel maintenance market. The unit can be mounted on several chassis, including the Iveco 65-4350 and MB Atego 818-3620 (which is slightly shorter at 7.2 metres but 50mm higher at 2,760mm) giving a maximum working height of seven metres and a maximum platform capacity of 500kg. The platform is built in three side-by-side sections 3.7 metres long with a total width when the side extensions are fully hydraulically extended of three metres. The centre section is fitted

to the sigma type lift mechanism, while the two side sections are fitted to a hydraulically activated pivot assembly so as one side rises the other side falls thus adjusting to the tunnel profile and allowing up to three operators to work on the curve of the tunnel roof and sides.



Sky Aces showed the innovative Tunlift platform aimed at the road and rail tunnel maintenance market

A neat option is the levelling stabilisers, fitted with hydraulically driven and steering wheels at the front and simple driven wheels at the rear, giving the unit a creep speed of 0.8 kph and operated from the platform. Other options include a 230 volt, 5kW generator, a 10 bar air compressor with storage tank



The Tunlift can be levelled and self-propelled from platform controls



Participants in the APEX Fun Run

and 200 bar high pressure water jet with 900 litres stored in two tanks.

"Interest in the platform has been excellent and we have agreed deals for two machines at the show," said Balugani. "We have orders for a further eight this year and 40 to be delivered next year. This is just the first of four different types of specialist platforms that we will be introducing."

Genie

Genie surprised everyone with a new 40ft platform height/14 metre working height narrow aisle electric scissor lift – the GS4047. Destined solely for the European market, it will be built in the Terex plant in Coventry, UK and will be available in the first quarter 2012. With an overall width of just 1.19 metres it will go head to head with similar offerings from Iteco, Holland Lift and Haulotte. The new lift is 2.44 metres long, weighs 3,221kg and has a platform capacity of 350kg.



Genie launched a new 14 metre working height narrow aisle compact electric scissor lift - the GS4047.

An eight unit double battery pack ensures sufficient power to keep the heavier unit moving. Genie also launched four point Trax steered crawler models of its S-40 and S-45 telescopic boom lifts.



Also launched were two, four point Trax steered crawler models - the S-40 and S-45 (pictured) telescopic boom lifts

Comet

Italian manufacturer Comet celebrated 50 years in business with a surprisingly large stand and three interesting new models. The X4 is a 12 metre working height, 150kg platform capacity lift on an Isuzu single cab or Mitsubishi L200 4x4 was the smallest. It is unusual in that the double pantograph risers and telescopic boom stow across the chassis similar to a loader crane, which leaves cargo space in the back of the 4x4. Up and over height is five metres and maximum outreach 4.5 metres in a 180 degree arc over the rear of the vehicle with twin centre mounted outriggers linked directly to the lift base. Other new products included the 2.2 tonne Piaggio Porter Maxxi-based Eurosky 14-2-6 (14 metre working height, six metres outreach and the 3.5 tonne 17 to 22 metre Eurosky range with double pantograph riser, telescopic boom and articulated jib.



The X4's unusual feature is that the double pantograph articulated telescopic boom folds across the chassis similar to a loader crane

Ruthmann

German truck mounted platform manufacturer Ruthmann pitched its new 28.5 metre T285 to tempt Wumag/Palfinger users who might be looking to replace similar sized machines they purchased around five years ago. In those days Ruthmann was too expensive it says, but now its platforms are 'priced to sell'.

The T285 is mounted on a 7.5 tonne chassis with up to 21.1 metres outreach. Overall length is just over eight metres and with one-sided jacking and the turret remaining within the vehicle's over-



Ruthmann's new T285 platform on a 7.5 tonne chassis

all width, the T285 is ideal for work in high-traffic areas. The T285's big brother is the 33 metre T330, 100 units of which have been ordered/sold since its launch in May.

Multitel

Multitel Pagliero is celebrating 100 years in business and it has been very busy in terms of the number of new models launched. The articulated 25 metre MX250 mounted on a 3.5 metre chassis has up to 12.2 metres of outreach and uses an aluminium sub frame to keep the weight down to 3,280kg.



The 32 metre MJ320 was the largest new platform on the Multitel stand

The 17 metre/8.6 metre outreach SHX 190 spider lift (H for all hydraulic controls) uses the superstructure from the MHX195 and the same undercarriage as the SMX 170 spider. Weighing 2,300kg, the unit to be easily towed by most 4x4 vehicles. Also on show was the 32.1 metre MJ320 mounted on either an 18 or 15 tonne chassis. Platform capacity is 230kg with outreach of 22 metres or 23.5 metres with 120kg.



The new aluminium subframe on Multitel's new 25 metre MX250 articulated boom lift

Bronto Skylift

Bronto unveiled its all new 50 metre S50 XDTJ with three section telescopic jib giving an outreach of 15.5 metres at up to 32 metres high. The other big news was the sale of two, 90 metre S90 HLA units to Irish-based Easi UpLifts. The platforms will be the flagship models in a new dedicated truck mounted division currently being set up by the company. The new machines are likely to be based in London and Manchester and available for re-rent throughout Europe. Both units will be mounted on Volvo FM460 8x4 chassis complete with Estepe rear steer tag axle. The S90 HLA has an increased platform capacity of 700kg with the standard cage. Easi UpLifts has also taken both machines with the 600kg capacity hydraulically extendable cage with camera posts, one new Bronto 360 degree Camera Cage, which includes removable seat, 360 degree slewing and hands-free safety break and 300kg capacity CW300 cage winch. The machines are also fitted with air, water and internal cable for camera data transfer.



Easi UpLifts purchased two 90 metre Bronto's with further large machines to come. A happy Ian James of Bronto with John Ball (L) and Gerrard Jennings (R) of Easi UpLifts.

Matilsa

Spanish manufacturer Matilsa displayed several new platforms including the trailer mounted Parma 7. Based on an old concept, the simple, light (380kg) platform can be easily manhandled into position



The Matilsa Parma 7 is an old, simple trailer design that is light (380kg) and has a 7.5 metre working height and a useful 500mm outreach

and has a 7.5 metre working height and a small but useful 500mm of outreach. When folded it measures 1.9 metres high, has a 180kg platform capacity and is battery electric powered. Cost is around €6,000. The self-propelled 4x4x4 boom range has been extended to three units with the new 18 metre Parma 18D filling in between the 16 and 21 metre models. The 18 has 11 metres of outreach and 180 degree jib. The company also confirmed the appointment of Hi-Lift Access as its UK distributor.

HAB

German heavy duty scissor manufacturer H.A.B. launched two new compact scissor lifts - S105 and 125-16 E2WD - in its Efficiency Line. The new direct electric drive system from the larger S142-12



H.A.B launched two compact scissor lifts and its new mega basket system for its telescopic booms



The new 17 metre E170TJV van mount from GSR

E2WD is more efficient, offers better gradeability and higher drive speeds. The new platforms can be used externally and have a 450kg platform capacity on the in deck or 1.2 metre extension. The company also launched its mega basket system for its T20 and T24 telescopic boom lifts. It says that in less than 15 minutes the five metre wide, 250kg capacity basket can be converted back to a two metre width with almost 400kg capacity.

GSR

Three new platforms from GSR included the 32 metre articulated E320PXJ mounted on an 18 tonne chassis. It offers an articulated jib, 20 metres of outreach and 280kg platform capacity. Also new was the 24 metre working height E240PX, the 3.5 tonne articulated/telescopic with up to 10 metres outreach. The company also showed a 17 metre E170TJV telescopic boom with articulated jib, mounted on a five tonne MB Sprinter van with up to 1,000kg of payload and one kV insulation.

Dingli

Chinese manufacturer Dingli used Apex to learn more about the European market and said that it will focus on Bauma 2013 to be fully established in Europe with a strong dealer network. It showed a

good range of products but its new 40ft platform height narrow aisle scissor lift never made it.



Dingli used Apex to introduce the company

Manitou

French telehandler and access manufacturer Manitou launched two new boom lifts. The new models – the 26 metre 260TJ and 28 metre 280TJ - are two variants of the same base unit. Both use a short single stage riser and three section telescopic boom, but while the 26 has a regular fixed length articulated jib the 28 employs a two section telescopic jib. The new models are an interesting combination in terms of specification thanks to the fact that they are articulated booms they are more compact and yet due to the short length of the riser outreach is closer to that of a telescopic boom lift. With tuck under jibs stowed overall lengths are around eight metres. Maximum platform capacity is 400kg and 350kg respectively.



Manitou launched two new articulated/telescopic booms with 79 and 85ft platform heights.



Easi UpLifts took delivery of its 52 metre Falcon FS520 – the first in Europe and a world first for a rental company. (L to R) John Ball, Brian Falck Schmidt of TCA Lift and Gerrard Jennings.

Falck Schmidt

The world's largest spider lift - the 52 metre Falcon FS520C - finally made it to an exhibition, following which the machine will be delivered to Irish-based rental company Easy UpLifts. The company ordered the unit more than a year ago and is

the fifth to be made - the first four all being supplied to end-users in the Far East. In addition to the FS520C, Easi UpLifts is taking two 32 metre FS320 and a 42 metre in January 2012.

Platform Basket

While not launching any major new products, Platform Basket announced its new Pro range upgrade and showed its 18.90 Pro spider lift which was fitted with a new water-cooled Kubota diesel as an alternative to the Honda petrol engine. The new engine is quieter, has lower noise emissions and meets all worldwide environmental rules. The PRO range is also comes with automatic outrigger set up.



Platform Basket was showing its restyled PRO version of its 18.90 spider.

Hoeflon

Hoeflon launched this new, fully remote control C601 mini crane which has a capacity of 270kg and overall weight of 940kg. The unit can cleverly lift its own 280kg of ballast on and off using the rear of the boom, thus reducing its overall weight if required to travel in lifts etc. Measuring 700mm wide the unit has extending its tracks to



Hoeflon's new, fully remote control C601 mini crane

1,100mm for extra stability. Maximum lift height is 3.85 metres.

Maeda

Maeda's European distributor Kranlyft showed an MC285CRM(E)-2 one of the new Dash 2 series of its MC285C mini cranes that were announced at the end of August. Features include a new crane and outrigger interlock system, improved and faster winch, a new LMI, new hook block for quicker reeving changes, new remote control and data logger system, a voice warning system, an EPA Tier 4 compliant Yanmar engine and new safety searcher hook system. Kranlyft UK sales manager Kevin Bell was also at the show and has added France to his territory.

IPS

Replacement parts supplier Independent Parts & Service (IPS) launched its new 'fast moving parts' catalogue with a price match promise, a new decal catalogue and introduced the ECO Lift Outrigger Pads range.

Movex

A new Mini Cooper roof rack mounted platform? Not for real, but the Spanish-based manufacturer was looking for customers and



The new 12 metre battery powered Hybrid Movex P120TLH on a 3.5 tonne Nissan Cabstar



A new Mini-based platform?



Palazzani launched the new TSJ 30.1 and the TSJ 35 spider lifts

dealers for its 12 metre P120TL Land Rover-based telescopic boom lift and the 12 metre battery powered Hybrid P120TLH on a 3.5 tonne Nissan Cabstar.

Palazzani

Several new machines were unveiled by Palazzani including the new TSJ 30.1 spider platform (a restyled 27 metre) with 14 metres of outreach and 30 metres working height. Also new was its 35 metre TSJ 35.

Dinolift

Another stand out new product at the show was Dinolift's first fully self-propelled articulated Rough Terrain lift - the 55ft platform height/18.5 metre working height 185XTS - with dual heavy duty risers, three section over centre boom, 1.6 metre articulated jib, 180 degree platform rotation, 250kg capacity and 45 percent gradeability. The unit which will be available for delivery in the spring is an excellent addition to market.

Sinoboom

Sinoboom - one of three Chinese manufacturers at the show - has appointed a dealer for Benelux - Kranen Bouw of Bergeik - and is looking to appoint others in



Dinolift's new Dino 185XTS fully self-propelled articulated boom lift.

Germany, Italy and Sweden. It says about 50 percent of access production is currently exported, primarily to the Middle East, South America and Australia. The company offers telescopic booms from 20 to 44 metres, articulated booms to 20 metres and scissors to 12 metres. However it says that it is planning to add a spider lift and telehandler next year. The first phase of a new 200,000 square metre production facility has already been completed and will be fully open in three years.



Sinoboom is looking to expand its equipment range next year

Teupen

A lot of activity on the Teupen stand with two new spider lifts, a new truck and a new trailer lift. The two spider lifts are 'Plus' versions of the Leo 18GT and Leo 15GT which feature new stabilisers



The Euro B18GT truck mount has 18.8 metres working height



The Gepard 13GT trailer lift

and an articulating jib. The new truck mounted Euro B18GT has the same boom as the Leo 18.8 metre 18GT Plus and weighs in at 3,240kg with an overall height of 2.35 metres. The 12.1 metre Gepard 13GT trailer lift offers over six metres of outreach and is available with battery, Honda engine or AC power units.

Palfinger

Palfinger said that it had an "unexpectedly good show" announcing the sale of eight large truck mounted platforms to its Australian dealer and rental company Brisbane-based Lincon Hire. The deal included two 70 metre, two 61 metre, two 45 metre and two 32 metre platforms. New for the show was the 30 metre PK300 KS mounted on a 7.5 tonne chassis and featuring a counter slewing system to reduce overall machine length, weight and tail swing. The unit is also available with a standard superstructure which leaves more space for storage lockers etc. Also new was the 21 metre P210 BK on a 3.5 tonne chassis with jib and 180 degree platform rotation.

A key exhibit though was the company's new control panel available on larger models. It includes colour screen and has a setting to 'imitate' Ruthmann and Bronto controls, allowing operators to be instantly familiar with the machine.



SJ 12 Vertical Mast Lift



Skyjack's new SJ12 self propelled vertical mast lift provides a compact footprint and superior maneuverability. When operating in tight workspaces, a high degree steer angle allows for maximum functionality and flexibility by offering zero inside turning radius. The SJ 12 also features a 20" traversing platform, providing increased access and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position.

Skyjack's standard color coded and numbered wiring system with hard-wired relay based controls help to ensure the new SJ 12 lives up to Skyjack's reputation for quality and serviceability.

For information call +44-1691-676235
or visit us online at www.skyjack.com

SKYJACK



Palfinger's new 30 metre working height, counter slewing P300 KS



New from PB at the show was the S175-19E and a new Bi-power charging system. PB Liftechnik's Gunter Hubner shows off the stability of the PB machines.



Time Versalift launched the LT-23/30-TB Electric platform, the first based on the VW Amarok 4x4. Working heights are 9.2 metres and 11.2 metres with 4.2 metres outreach.



The new 2.55 metre platform height XP5 E is one of two new push around scissor lifts from Airo. The other is the similarly sized but 3.34 metre platform height, XLP5 E. Also new were two new battery powered articulated industrial boom lifts the A12JE and the A15JE.



One of the 'must see' exhibits - the TB260 a 26 metre articulated platform on a 3,500kg chassis from CMC. Also on the stand was Jonathan Wiseman who announced he had joined CMC from CTE to look after sales and support in the UK and Ireland.



The new Palfinger control panel can mimic other manufacturers' controls.



Simone Scalabrini of Cella with the company's brand new 24 metre DT24. With similar dimensions to its successful DT21 new lighter weight high strength steel allows for an extra boom section without increasing the overall weight. Cella booked several new orders over the three days and reported a very successful show.



Niftylift had the greenest and one of the busiest stands at the show and did some very good business over the three days. On the first day alone it announced three equipment deals with companies GT Access, Advanced Access Platforms and Facelift.



Not new but as impressive as ever - particularly with its huge basket - the Giraf Track



CTE showed this quick-release winch attachment for its Tracess spider lifts that can lift 250kg.



CTE brought along its new 20 metre ZED 20 CSH - the S indicating a higher working capacity of 250kg compared to its ZED 20 CH model.



Italian platform manufacturer Easylift showed this new, 13 metre EV130 van mounted platform.



As usual the Holland Lift stand was crammed full of exhibits, including its new 39ft platform height/14 metre working height compact Ecostar and 86ft/28 metre N265-EL13 narrow aisle heavy duty scissor.



JLG exhibited the world's largest self-propelled boom - the 150ft platform height /47 metre working height JLG 1500SJ - on its outside stand. Visitors could see the recently launched 340AJ and the new smaller Toucan 8E mast boom.



Chinese crane and access manufacturer Beijing Jingcheng Heavy Industry (JCHI) has been looking at the Western European market since 2008 and is still pondering dealer appointments, although it has made some six metre scissor sales to Hungary.



Apex was the first chance for many to see the JLG X14J compact crawler boom (spider lift?)



Power Towers, exhibiting with its new Dutch dealer, Power Towers Nederland had a good show reporting several orders including a breakthrough order with Loxam.



No-one guessed the age of Holland Lift's 'as new' refurbished, or is it rebuilt machine which was originally sold to Loxam in 1999 and costing 50 percent of a new machine.



Dieci was one of a few dedicated telehandler manufacturers at the show and featured the Apollo 25.6 and Pegasus 40.25.



Mavel Tech's new 9.7 metre Airlift SF10 3.5 tonne truck mounted scissor with 500mm platform side extension was first seen at Bauma but is now in production. The company also manufactures narrow wheeled and tracked scissors to 20 metres.



The busy Skyjack stand closed a good deal of business and was one of the most popular of the show.



Vertimac is a new company owned by the Naessens (DK Rental founders) dealing in new and used equipment.



Tim Whiteman of IPAF (L) and Leigh Sparrow of Vertikal and the launch of Denis Ashworth's history of Simon and the access industry.



Irish-based alloy tower producer Instant Upright demonstrated its new web-based tower-build configurator, new advanced guardrail and low level platforms.



Main exhibits on the Mec stand were its impressive Titan boom 40S and Crossover 2659, the company says that it is planning a 60ft version of the Titan for next year.

Italian manufacturer Socage had several new models including the 'totally ecological' compact A314 NAT on an AC drive Ecomile FAAM truck and the A324 Up on a Piaggio Porter chassis. Coming 'soon' is the 54 metre, 40 metre outreach TJJ54 mounted on a 32 tonne chassis.



Finn Schlitlerlau (L) CEO and Thyge Mikkelsen CFO of the newly formed TCA Lift (formerly Skako/Falck Schmidt).



Isoli was supposed to launch two new articulated booms on short wheelbase 3.5 tonne Nissan Cabstar chassis but unfortunately the 23 metre PNT 230 didn't quite make it although the 20.5 metre PNT205LNX - a deluxe PNT205S with 230kg platform capacity - did.



Situated at the entrance outdoor area, Hinova showed its updated 14 and 17 metre spider lifts and its improved Lithium Ion battery pack.



Faraone had a wide range of its products on the stand



Tommy Jørgensen, the creator of the award winning, intelligent charger and owner of Gantic, demonstrating the product to a potential customer.



Oil&Steel launched its new 23 metre Snake 2311 Compact REL mounted on a 3.5 tonne chassis and in-board outriggers aimed at the rental sector.



Shown for the first time in Europe, Bravi's dry wall/plaster board handling device for its Leonardo lift.



Dutch scaffolding, suspended platforms and ladder company Altrex had an impressive stand.



Custom Equipment's founder and president Steve Kissinger with some of the low level, lightweight platforms.