

APEX 2008

C&a

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APEX has now firmly established itself as the international access equipment show, having changed to a three year cycle to avoid clashing with Bauma and Intermat. The sixth APEX was a success on several levels, with several companies using the event for global product launches while visitors were spread across a wide number of countries. Our review covers the show's highlights.

The first sign of Haulotte's acquisition of Bil-Jax was a single machine exchange between the two stands. Right in the middle of Haulotte's indoor stand was a Bil-Jax 3522A trailer lift, while a Haulotte scissor was prominent on the Bil-Jax stand outside. Although nothing official has yet been released regarding the merging of the products or distribution, it is thought that Haulotte will add the American-built Bil-Jax models rather than its Dinolift-built range, while the successful Bil-Jax distributors will continue as before, these include Promax in the UK and Lift-Profi in Germany. Neither manufacturers showed anything 'brand new' - but Haulotte's latest H28 TJ+ 28 metre boom with six metre telescopic jib does look an interesting addition to the market.



Bil-Jax haulotte

Andrea Certo, managing director of Oil&Steel announced that 15 platform manufacturers operating in Italy - including Oil&Steel, Pagliero, CTE, Socage, Haulotte, JLG and Genie - have formed an association called ANFIA which is aimed at improving the quality of truck mounted lifts operating in the country.

Certo hopes the association can improve the annual inspections, so that sub-standard machines will not be certified.



A JCHI scissor

First time exhibitor JingCheng Heavy Industry - JCHI - from China was lucky to have all of its four machines on show after transport damage to one of the booms. Fortunately repairs were completed in time and the machines - two scissors, a vertical mast lift and a boom - were all sold to its new, so far unnamed, dealer in Poland. The mystery dealer will also sell the JCHI range of cranes.

Bai Ri of JCHI also confirmed that the company is looking to use one of its own three and four axle crane chassis for a larger truck mounted platform - with a working height of 60 metres or more. The large contingent of JCHI personnel at the show included president Su Jie.

Jim Tolle, president of MEC was in a positive mood on the PSE stand - the MEC master dealer for Europe.



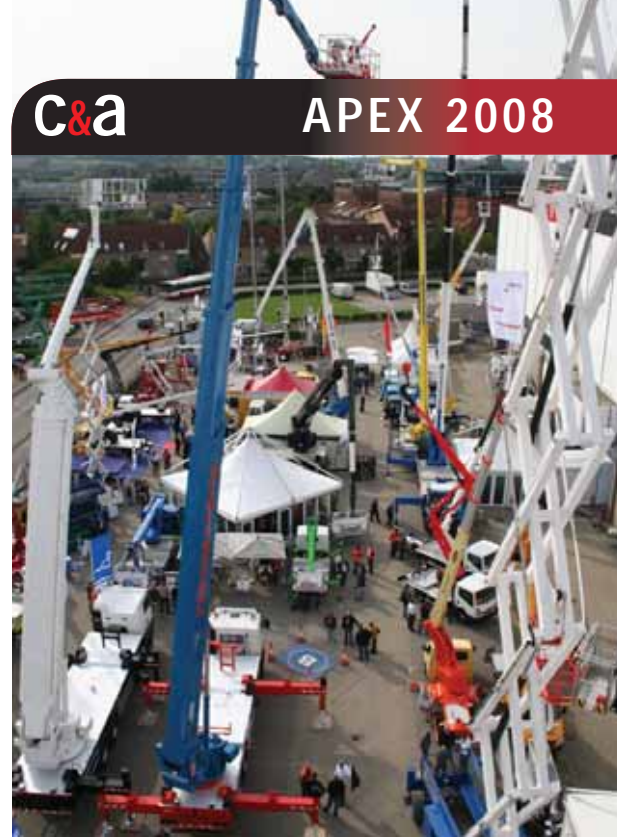
A large contingent of JCHI personnel

He said that the factory is on double-shifts to keep up with demand for its battery powered RT scissor, the 4x4 3772ESHD, with non marking

tyres and 40 percent gradeability. With fuel costs rocketing, he says that the fuel savings with battery machines is attracting buyers.

Genie unveiled two new machines - the 12ft platform height GRC-12, a 'contractors' version of its GR-12 runabout with a steel box section mast replacing the usual AWP aluminium mast. The new model is clearly intended to go head to head with the UpRight TM12 and JLG ES1230. The unit weighs a little more than the standard Runabout and it remains to be seen if the additional features will be enough to take the Runabout into the TM12 market.

The company also unveiled its new S80/S85. While completely redesigned the new model retains much of the running gear of its predecessor. The key difference is the elimination of its extending axles, now a 'No-No' on this size of machine. The new model is far more compact, particularly in working mode and thanks to the adoption of Genie's 'virtual boom pivot' design is only marginally heavier than the old extending axle unit. The parallelogram style boom pivot automatically moves the whole boom towards the centre of the machine as the boom angle increases eliminating rearward stability problems while marginally reducing outreach at low boom angles. Other benefits include a very fast 68 seconds to full height while steel hydraulic lines are used wherever possible in place of long hose runs. The new models are already being shipped with CE models due to arrive in the New Year, priced similarly to the existing model.



As usual, Holland Lift - the Dutch manufacturer of heavy duty scissor lifts - had a very colourful and tightly packed stand, due to the fact that all of its units are sold and in customer colours. The star of the stand was the new 87ft/26.2m narrow -1.3 metres - aisle electric 4x4x4 scissor lift with 750kg lift capacity and optional levelling jacks which also provide it with full outdoor approvals.



Genie S85

Also on show was an unusual 'Green machine' the SP415L-60EL12, a 21ft/ 6.4 metre platform height scissor, mounted on an electric powered Spykstaal truck. The first unit is sold to an aluminium plant but the vehicle is fully street legal and could prove useful in a wide range of applications.



The colourful Holland lift stand

Almost unmissable in florescent 'Merlo' green was the new Giraf Track GT580B crawler mounted boom lift. Based on a 15 tonne counterweighted Caterpillar undercarriage, Cat engine and hydraulics and a Merlo boom, the 16.5 tonne machine is capable of lifting 750kg with its fully extended 15.5 metre boom and two metre jib - even on a 7.5 degree slope without outriggers. The machine is fully CE approved/EN280 compliant, has full electronic overload systems and 360 degrees rotation. It can also be fitted with a crane jib and to lift materials. All Merlo attachments fit the boom, and the platform is approved for two men plus 500kg of equipment.

According to Frans Van Dooren, Giraf Track export manager, the unit has been extensively field tested over several years with two end users - both of which have purchased the production version. Assembly is currently at the company's Belgium plant, but it lends itself to local assembly.

"The unit is over specified to cope with the rental business," said Van Dooren, "Our sister company is the Merlo importer for Benelux and Merlo was not interested in distributing the machine so we have decided to do it ourselves."



Giraf Track

Another manufacturer showing tracked machines for the first time was Nagano Industries of Japan. Distributor in the Netherlands and Belgium, Nagano Hoogwerkers will be keeping the Nagano name, but for the rest of Europe the machines will be sold under the Hanix banner. Three articulated boom lifts with 9, 12 and 18 metre platform heights, make up the range with the largest offering an outreach of about nine metres at a 10 metre height.



Nagano

In the UK the machines will initially be offered to Hanix mini excavator dealers, with a 9 metre and 18 metre machine arriving at Hanix head office in Manchester in October.

Italian telehandler manufacturer Farasin said that it was saving the launch of two new machines - a 6.28 and a 7.30 for SAIE later this month. Dieci was also waiting for the SAIE show to announce its new machines.

Independent Parts & Service, the UK-based International parts and service provider, signed a 50:50 joint venture to distribute parts in South Africa. George Landsberg of Johannesburg-based Johnson Access signed the joint venture with IPS business development director Rick Mustillo. The company also showed Parts Pal - an easy to transport mobile parts system.



IPS Rick Mustillo and George Landsberg

Leguan unveiled a new prototype, skid steer platform with a 15.6 metre working height. The Leguan 160 should be available next January and will also be available on tracks. Power options include Honda gas, Kubota diesel or electric. The unit has a 1.5 metre jib with platform rotation - features that may well be introduced to existing models. Automatic levelling is not available yet but watch out for it in the future.

In prime position opposite the main entrance, JLG launched a new Toucan the 10E which should be available in February next year. The 10.1 metre working height unit features direct drive AC motors giving a 5.5 km per hour drive speed much better battery life and integrated rapid charge 240 amps per hour power pack.

The largest spider lift indoors was the new, 39.5 metre Teupen Leo 40 GTX, a scaled down version of the Leo 50 GTX. Shown in prototype form, the machine will be available next year and features an upper articulation height of about 23.5 metres with an outreach of 16 metres with 200kg and 13 metres with 400kg lift capacity. The jacked width is just over five metres although this can be reduced to 3.76 metres with one side set up.



The new 39.5 metre Teupen 40 GTX

Italian truck mount manufacturer CTE showed off its new Z21 which is already in production. With a working height of just under 21 metres the 3.5 tonne platform combines a sigma-style dual riser with telescopic top boom and articulating jib with 9.2 metres outreach and 200kg lift



The JLG Toucan 10E



CTE showed off its 21 metre, 9.2 metre outreach Z21



capacity. 360 degree continuous slew is standard. All cables and hoses are routed internally to protect them from damage, while the 1,400 x 700mm basket is made of a 'composite' material, which is said to be far more durable than aluminium, while providing some insulating capability.

Sister company Bizzocchi showed its 51 metre working height KJ-A 510 on its outdoor stand and has its sights set on becoming a major force in the large truck mounted market at least up to 85 metres. It is currently working on the 61.6 metre working height KJ-A 620 which may be ready later this year but will definitely be at Intermaparis next year and it continues to develop its 42.5 metre KJ-A 430.

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ESDA is currently looking to expand out of its German base and is looking towards the UK. Its products range from 15 to 26 metres mounted on trailers and 3.5 tonne trucks. The company produces between 80 and 90 lifts a year but is growing steadily.

News at APEX included Arnie Dirckinck-Holmfeld leaving Instant-UpRight to join German based lift manufacturer PB Lifttechnik. PB showed its ES series of scissors



The ES series of scissors from PB

with the new 68ft/20.5 metre platform height model with automatic self leveling jacks as well as its narrow, 1.2 metre Top12 range and its compact articulated Dino boom lift range. The company



A narrow HAB scissor

says that it is looking at introducing larger scissors, including a 25 metre and possibly a 29 metre model as well as a special 17 metre All Terrain lift weighing around five tonnes. Look out for the new launches in August 2009.



Iteco's biggest scissor ever - the 17210E

Southern German producer HAB also showed a big scissor lift - the prototype S240-25 4WDS with a 67ft/22 metre platform height - with a 28 metre unit on the drawing



SUP Elefant showed 15 metre and 19 metre tracked machines

board. On its indoor stand the company showed a 43ft/13 metre S154-18E4WDS, RT scissor. HAB currently sells in Switzerland, Austria, Germany and Holland and builds around 60 booms and 100 scissors a year. Conti Corrado of Iteco said that the company is looking to reach UK rental companies with its latest machines the 50ft/15 metre platform height IT 14210 and 56ft/17 metre 17210 - the largest scissor lift it has ever built. The new units are available with either battery or diesel power, feature a two metre deck extension, can be used indoors or outdoors and include over-centre steering for a 90 degree crank angle.



An Aichi SV10CWL scissor

SUP Elefant goes from strength to strength and unveiled its new 18.7 metre working height, 11.7 metre outreach S19 tracked spider lift as well as its compact S15 - a 15 metre working height and seven metre outreach unit. The company is in discussions with a UK dealer at the moment and an announcement is expected at SAIE.

In a break with tradition Aichi unveiled five new products including prototypes of a 15/19ft 'elevator' micro scissor range and a 26/32ft midi scissor range. Both of the new scissors are based on the recently launched SV06/08 - 20/26ft scissors that the company launched earlier this year. The micro models - SV05

Finally the fifth new model takes the superstructure from the company's new 46ft self propelled boom lift and places it on its well-proven crawler chassis. Aichi's European staff said that in a recent trip to Japan they were challenged to try and 'break' the new boom lift on a very rough tough test track. In spite of a full five full days of trying they failed.

Aichi claims an almost 80 percent market share in Japan and sells 3,000 units in Europe, currently most units are sold in the Benelux and Germany, it is expected to announce the appointment of Promax as its UK distributor shortly. Expect to see larger scissor lifts and its first articulated boom lift early next year.

Whilst the atmosphere at the show was generally positive it was rare to find any volume manufacturer in a fully upbeat mood. Stefan Weber, sales director at truck and van mounted platform manufacturer GSR was an exception.

The company unveiled its E140TJV - a 14.3 metre working height, 8.3 metre outreach, telescopic van mount with 350kg lift capacity. Insulated boom and 'No-Jacks' models are also available.

"The market for these van mounted machines is not dependent on the construction market and therefore our forecast is optimistic," said Weber. "The UK is a major market for us and we have a sizeable order in the pipeline for the new van mount and other machines. We are optimistic for next year and will add more models to the 16 metre range. The 29 metre truck mount has also been a best seller this year."



The GSR E140TJV telescopic van mounted platform

If one had to choose a 'best exhibit' at the show Skyjack would be right at the top of the list. The company unveiled its first articulated booms, the 45ft/51ft diesel Rough Terrain models SJ46 and 51AJ. The new models will go head to head with sector leader Genie and as such Skyjack has taken a relatively conservative approach, while introducing some useful new ideas to the sector. If the old adage "if it looks right it probably is right" holds any water then these new models will come close to perfection. The boom structure at first glance looks as though it was modelled on the Genie, however it offers a better up and over reach and a 300mm more lift height not to mention its perfectly parallel lift profile when using the dual risers. Other features include 360 degree continuous slew, direction



SJ12/16



Several new models were seen on the Skyjack stand



Denka DLX15

sensing steering controls, operator controlled differential lock and axle type 4x4 drive.

The other all new product on display was the SJ16 Concept, the higher of a two model self propelled steel box section mast type lift with 12 and 16ft platform heights. The product is aimed directly at the UpRight TM12 and JLG ES1230 but in addition to the

higher model, introduces a number of new ideas, while staying true to the concept. The most unusual is a traversing deck that will offer up to 600mm outreach while also allowing access to the machines internal components without the need for slide out trays or side doors. The company has also moved the steering axle to the opposite end to

the mast, in order to allow full 90 degree steering. Skyjack president Ken McDougal said that the new models will go into production within in the next 12 months or so.

Denka introduced two new trailer lifts, the 12.3 metre DK12 MkII and the 15 metre DLX15 MKII.

A beefed-up chassis on the DK12

hydraulically operated axle which not only takes the overall width down to 880mm wide, to pass through doorways, but includes a lockout that prevents the machine from being towed until the axle is extended. Transport length is just 5.5 metres while outreach is 7.9 metres.

The company also introduced three



One of the two outdoor areas seen from the 103 metre high Wumag WT1000



Mark Carrington (L) of Skyking shakes hands with Palfinger's Herbert Orner after receiving a £5 million order

provides a 200kg platform capacity, and the DLX15's movable jib, nine metre outreach and 200kg basket capacity add to its versatility.

Dinolift also launched new trailer lifts, including the 'narrow' Dino 120TN which features an ingenious

battery powered versions of its existing models, the 135TB, 150TB and 180TB. Large truck mounted manufacturers were out in force with Palfinger making the most of its recent acquisition of Wumag by having the world's tallest platform -



Dinolift's new 120TN with the 135TB in the background

the 103 metre WT1000 in Rival livery - on its stand and continually giving interested parties, potential customers or just sightseers a magnificent view of Maastricht and the surrounding countryside.

Mark Carrington, managing director of Wumag's UK distributor SkyKing was in a particularly good mood having received a £5 million order for six units ranging from 40 metres to 103 metres. The machines will be delivered to the undisclosed UK customer over the next 18 months and includes the first Wumag WT1000 sold in the UK. SkyKing has already sold a WT1000 to McNallys in Ireland.

The Ruthmann stand had a very UK feel to it with its new machines painted in AA Access (Ruthmann T580) and Nationwide Skylift (T275) colours. The company seems to be hitting the spot with UK based truck mounted users.

The main focus of attention was the new Steiger T275 - the upgrade to the T270 - which has a working height of 27.3 metres and an outreach of 21 metres in a package just 7.85 metres long. The T275 can be mounted onto a 7.5 GVW truck with horizontal-vertical jacking or onto a heavier chassis with vertical jacks.

Ruthmann claims that its 58 metre working height - 40 metre outreach T580 is now the leader in its sector. The latest development is the 47 metre working height, 32 metre outreach T470 on an 18 tonne, two axle chassis, followed by a T450 to replace the old machine of the same name. Ruthmann says that it has doubled its revenues over the past five years to €55 million which



The new Ruthmann T275



Manitou stand

compares to Wumag Palfinger Bison's €75 million.

Big truck mount market leader Bronto showed several machines including the new, 78 metre S78XDT the world's largest straight telescopic boom lift. The company is currently working on its 104 metre unit that will be seen next year. UK-based hirer Facelift has a 90 metre Bronto on order which will be delivered early next year.

Hinowa, introduced its new 23.2 metre

spider lift, first seen at Platformer's Days in Germany. The LightLift 23.12 offers 11 metres outreach with 120kg lift capacity.

Multitel, which builds more truck mounted units than any other manufacturer, launched its MX130, a 13 metre working height version of its highly popular MX200 on a 3.5 tonne truck without outriggers. With no changes to the standard chassis suspension the unit has an outreach of 6.5 metres.

Manitou showed a number of new machines that it launched earlier this summer the star of which was the all new 60ft/18 metre 200AJ with new 'in line' dual riser and two Bi-Energy versions of its 150 and 170 AETJL boom lifts which dramatically improve on the standard electric machines. Also on display was the totally redesigned VJR 100 mast boom and the UpRight TM12 badged as the Manitou 60V. One thing that the majority of visitors to the stand would have missed was that all of



Socage DA320



The Bronto S78XDT



Platform Basket's impressive stand



UpRight X80ND

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Matilsa showed off its new Parma 21D platform



UpRight X28T



Something different on the Rival stand

the scissors on display were built at Manitou's plant in China. Platform Basket had a large stand with the focus on a new spider lift the 18 metre variable width Spider 18.75 the machine retracts to 750mm to pass through the narrowest of doors then extends to over a metre wide to ensure good stability while

travelling on uneven ground. Platform Basket has quietly carved out a very respectable market share for its spider lift models, particularly in the UK, where distributor Promax has done particularly well.

Spanish boom and trailer lift manufacturer Matilsa also had a substantial stand with its new Parma 21D - 63ft/19 metre platform height self propelled boom the centre of attraction. As with its Parma 16D, the 21 offers the unusual option of self-levelling outriggers. The other new product on display was the Parma15T articulated boom trailer lift with articulating jib.

UpRight unveiled five new products at the show, the most impressive of which was the 80ft narrow aisle diesel powered scissor lift, the X80ND - built by Omega lift in Holland for UpRight as is another of the new launches the crawler mounted X28T. Another joint venture was the 24ft trailer mounted scissor from PLE in the USA, which UpRight will assemble at its UK plant, finally the



The outside area showing truck mounts was generally very busy

company unveiled a new budget priced 12 metre trailer mounted lift.

There were a few non access products at the show including Maeda and Unic cranes, Maeda unveiled its new addition to the bottom of its range the 1.72 tonne MC174 along with the new LC1385 compact crawler with two tonnes pick and carry capacity, 16.26 metre boom and optional fly jib.

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