

Hard times in Corby

The good news is that the SED show in Corby will go ahead next month as planned, unlike several other shows - including the Hillhead quarry show, the Commercial Vehicle Show and even the British motor show - the event is firmly in the calendar. The bad news is that many exhibitors are not attending this year.

On the face of it the worst affected areas of the show are those in which we have an interest, with virtually no access equipment and only a few crane exhibits. In spite of this it is the only UK construction equipment show and according to the organisers the online visitor registration is holding up well.



BFT Mastclimbing will be touting for business



the Bobcat T35120S



The new Link Belt HTT 8675 plus small all wheel steer inset

WHEN

Dates	Times
Tuesday 12 May	9.00am - 17.00pm
Wednesday 13 May	9.00am - 17.00pm
Thursday 14 May	9.00am - 16.00pm

WHERE

SED 2009 is located at Rockingham Motor Speedway, Mitchell Road, Corby, Northants, NN17 5AF.

ENTRY

Either register in advance on line or just turn up and register at the gate, either way, entrance is free.

Who will be there?

Access

When it comes to Access King Highway products/SkyKing the GSR and Wumag distributor and trailer manufacturer has made a late decision to attend and will have a range of truck mounted lifts and van mounts on display. The company remains tight lipped on the ultimate buyer for the second Wumag

WT1000 sold in the UK/Ireland but given that the unit might be delivered in late June, you may well find out at the show if you ask nicely.

Hinowa is also down as an exhibitor, but will be focusing on its tracked dumpers, transporters and forklifts. The company will almost certainly have at least one of its well-known spider lifts on display, although its access

products are represented in the UK by APS.

The only other access equipment manufacturer exhibiting is Avant Techno which is attending the show with both its skid steer loaders and its range of Leguan aerial lifts, which now includes skid steer booms, track mounted and skid steer scissor lifts.

The mastclimber products and concept will be represented by BFT Mastclimbing which has grown rapidly since it entered the market and now claims to have the second largest fleet in the UK after SGB Mastclimbers.

Telehandlers

- Bobcat**
- Case**
- Faresin**
- Watling JCB**

Telehandlers are very thin on the ground this year with no new launches planned. Bobcat will have models from its revamped and upgraded product range on display which now includes a full line up of fixed frame models up to 17 metres. Meanwhile Faresin may bring along its first 360 degree model and that is about it. This is just not a year to come and see telehandlers.



King Highway will be one of the few access exhibitors this year



Cranes

- Cormach**
- Dunham Cranes**
- Ladybird cranes**
- NRC Plant**
- PM**
- Select Plant**
- Weaving Machinery**

Compared to telehandlers, cranes remain very well represented this year. The show has always been a good one for both crawler cranes and self erecting tower cranes.

While they have not yet declared their hand there is also a chance that GGR Unic will take a last minute space and display a few of its spider cranes and Galizia pick and carry

cranes. The star of the crane exhibits though is without question **NRC** which always does very well at this show. The company is using the event to launch two new products from US manufacturer **Link Belt**. The first is a series two version of its 75 tonne TT Truck Terrain the HTT-8675CE all wheel steer truck mounted crane. The new model, for which this is the European launch, sports a 39 metre full power main boom, and 19.5 metre two piece extension. The idea is to offer All Terrain crane manoeuvrability without the cost of all wheel drive or running costs of an All Terrain chassis.

The second new product on the NRC stand is Link Belt's all new 70



tonne TCC-750 telescopic boomed crawler crane. The new crane which builds on the Hitachi telescopic crawler cranes in the NRC range, features a 35 metre four section full power boom, complete with short jib and 7.7 metre two piece fly jib. The tracks are retracted for compact transport but the crane also offers load charts with tracks fully retracted - half extended and fully extended. Also on display will be the 25 tonne **Logicrane** 25.25 from Crane Business and two **Hitachi** mini cranes, the 4.8 tonne ZX75UST and the eight tonne ZX180.

Dunham crane is once again showing an example from the **FB Gru** range of self erecting tower cranes that it distributes in the UK. The company has also started selling the GHS 401 compact top slewer, which is proving popular in sites where crane footprint is critical or access is a challenge.

displays in the pavilion. This might be the year to take a wander round and spend some time learning how you can sharpen and/or tighten up your business.



A Syrinx Fleet certificate

Higher Concept Software will once again be exhibiting its **Syrinx** rental management solution. Syrinx has become a popular choice in the



Weaving is exhibiting a crane from the **Cattaneo** line up, and might just have the new CM370 model with 37 metre jib and 1,000kg tip capacity. Finally **Ladybird Cranes**, the **Terex Comedil** self erecting tower crane distributor might just have the Gapo remote controlled tower crane towing dolly on show, although this product really has to be seen in action to do it justice.

Others

- Higher Concept Software**
- Inspire rental software**
- IPAF**
- MCS**

While equipment exhibits might be short this year, there are plenty of service and software company

powered access business with companies such as Lifterz, Blade Access and Powered Access Services. In addition to the rental management module, Syrinx also keeps a detailed service and inspection history for all items in the fleet, and can issue its own service and safety inspection certificates.

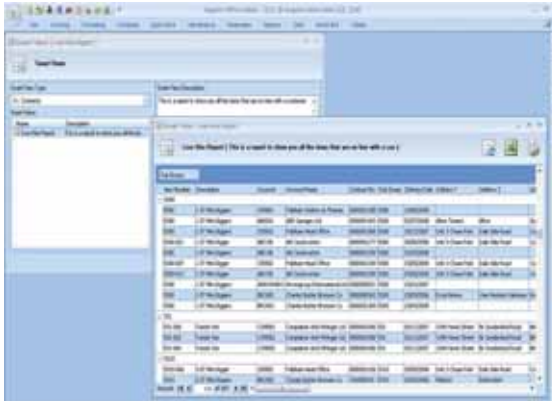
Maintenance of the rental equipment can also be managed and tracked by the system, while a staff development module can track the qualifications held by operators or other staff and alert when these qualifications need renewal. Among new features being demonstrated on the SED is a new PDA-based module for mobile service engineers.

Also in Blue Pavilion you will find rental software specialist **InspHire** which plans to demonstrate its Hire Management Solutions designed to handle all the day-to-day tasks associated with running a rental business, while helping simplify routine administration. The company also claims that its 'data mining' capabilities allow managers to extract critical information so they can spot and take advantage of business opportunities. New features include 'Smart Views' which allow

the user to create live dynamic and interactive views of specific information required, which can then be exported to Excel.

Built on Microsoft Windows technology and with live integration with accounts packages like Sage and Microsoft, InspHire claims that it offers the simplest month end procedures you're ever likely to find, while providing accuracy and control, both of which are especially relevant in the current marketplace.

Other recent developments include its Customer Relationship Management (CRM), Mobile Working (with signature capture) and WebPortal technologies which will also be demonstrated at the show.



InspHire's new Smart Views



InspHire signature capture for mobile workers.

Seminars

In addition to the exhibits there are three seminars that might be helpful. They are repeated through the day every day and will be held in the seminar area of the Blue Pavilion.

Seminar Times - Daily

- 10:00**
Andy Brown, Mark Whiteman
Syrinx Workshop
(Higher Concept Software) *
- 12:00**
Richard Simms
How to Survive the Credit Crunch
- 12:20**
Nigel Greenaway
Plant Managers' Financial Survival Kit
- 13:00**
Andy Brown, Mark Whiteman
Syrinx Workshop
(Higher Concept Software) *
- 15:00**
Richard Simms
How to Survive the Credit Crunch
- 15:20**
Nigel Greenaway
Plant Managers' Financial Survival Kit

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