



Free Syrinx® Training at Vertikal Days 2009 June 24th & 25th



At the Executive Hire Show in February and at SED in May, we put on a number of complimentary training workshops for those Syrinx® users that were able to attend the event. The workshops went down well, and the feedback we received was very positive...

Access Hire Nationwide Ltd – “Very informative.”

Land & Water Plant Ltd – “Informative.”

Marwood Group Ltd – “Very good.”

Phoenix Surveying Equipment Ltd – “Excellent.”

Premier Concrete Pumping Ltd – “Informative, well presented and simple to follow.”

Quattro Plant Ltd – “Very clear and informative.”

We are very pleased to announce that we have worked with the organisers of Vertikal Days to arrange more 'free to attend' workshops across the two days of Vertikal Days, which runs on June 24th and 25th.

The workshops will be run by our trainers who have experience of working directly in the Plant and Tool Hire industry. Topics covered will include **CRM** (Customer Relationship Management), **Fleet Servicing** and **Staff Management**. All attendees will be given a factsheet specific to the attended workshop and a complimentary gift!

We see this as a great opportunity for you and your colleagues; it is a great way for you to say thank you to your staff by giving them a day out of the office to attend the exhibition and to take advantage of our complimentary workshops.

Places on the workshops are available on a 'first come, first served' basis but there are limited places available. Entry will not be permitted without prior registration. If you are interested in attending then please contact Katy Williams at Higher Concept Software on **0118 947 6669**.

You can register for Vertikal Days by visiting the Vertikal Days website at www.vertikaldays.net.



Syrinx® No.1 for Hire Software

550+ companies throughout the UK and Ireland use Syrinx®

www.higherconcept.co.uk info@higherconcept.co.uk + 44 (0)118 947 6669

Don't write off Intermat yet...

Despite all the economic problems and lack of certain exhibitors, almost 185,000 visitors voted with their feet, made the effort to go to Intermat and had a very good show. Whilst attendance was almost 12 percent down on 2006, Intermat remains one of the world's largest international equipment shows with 45 percent or 85,000 overseas visitors.

Direct comparisons with Bauma with its half a million plus visitors are now unrealistic, but it still has a place in the three year, Bauma, Intermat, Conexpo cycle. Whether or not the show would have attracted more visitors if all the major manufacturers had attended is debatable, but even with total visitor numbers down, there were still major benefits for manufacturers attending the show. Contacts made and built-on here could pay dividends when customers think about buying in big numbers again. Were 1,470 exhibitors wrong to attend?

Those who decided to stay away, will point to the fact that there were times early in the week when stand personnel significantly outnumbered visitors. This was certainly true on some of the major construction equipment stands, however, it is rare for any stand - even at Bauma - to be constantly busy throughout a six day show. And there were deals being done.



Haulotte unveiled the Compact 14 - a 12 metre platform height, 1.2 metre wide scissor lift



On reflection - a good show

The show gained pace during the week with an exhibition 'buzz' on Wednesday and Thursday. We spoke with several companies in our sector that did not attend. The access manufacturers said they were uncertain if they had missed out however, the crane companies after visiting the show were sorry not to have been there.

2012 will hopefully be more of an upbeat year for the next Intermat and it will be interesting to see if companies return or find an excuse to stay away. Overall, this year's show was good, and with an improving global economy 2012 should be even better.

Our Intermat preview in March and the Intermat stop press in last month's issue covered the major launches at the show. So we have focused our review on the products not previewed.

Haulotte

Haulotte, the largest access company exhibiting had an interesting stand (in black, of course). As well as its new 10 metre, 4x4x4, zero tailswing articulated compact HA120PX, it unveiled the Compact 14 - a 12 metre platform height, 1.2 metre wide scissor lift. Based on the other Compact models, it features a short overall length and 350kg lift capacity. Also on display was a Holland Lift heavy duty scissor, marking the



Some stands early in the week were a bit quiet

recent distribution agreement between Holland Lift and Haulotte for France, Italy and former Yugoslavian states.

Multitel

Multitel's new MX225 caught the attention not because of its 22.5 metres working height mounted on a 3.5 tonne chassis, but its 10 metre outreach with stabilisers set within the width of the vehicle.

According to export director Jerry Kist the machine's secret lies in the lift geometry with the first boom giving an increasing stabilising moment as it telescopes out. The unit has two outreach curves for 120kg and 200kg and utilises the same 180 degree cage rotation system as the larger MX270.

Overall travel height is just over 2.4 metres with overall length is

6.35 metres. Production is said to be starting this month with several orders already received. For those wanting a closer look, the MX225 will be officially launched in the UK at Vertical Days in June.

Imer

Light construction equipment company Imer showed several new products including a compact telehandler, the MZ 2706 with 2.5 tonne capacity and six metre lift height and two models of a three model range of spider lift platforms, the fruits of its joint venture with Japanese manufacturer IHI. The 15 metre LEM 1500 and 18 metre LEM 1800 on display at Intermat will be joined by a 12 metre model. Maximum capacity in all three platforms is 200kg.



Multitel's new MX225 impressed with its 10 metres outreach with stabilisers within the width of the vehicle.

Platform Basket

At the centre of Platform Basket's stand was its new 21.70 metre working height 21.10 spider lift. With an unrestricted lift capacity of 200kg, the platform has a maximum working outreach of 10.3 metres. Features include two position adjustable stabilisers, radio remote control with a permanent cable connected control panel in the basket, a choice of either Kubota diesel or Honda petrol engines (and 220/110V), hydraulically adjustable tracks - from 940mm to 1,250mm - all internal hose and cabling in the boom for increased protection, a 1.5 metre jib and removable basket.

Chris Taylor of CAT Access Solutions shook hands on a deal for a new machine with Shaun Day of UK distributor Promax Access. Taylor has been steadily expanding his fleet of machines since purchasing the first Platform Basket early last year. Platform Basket has also been working with Promax to develop an articulated, 14 metre rail mounted platform which may be available later this year. The company is also working on several other new platforms including a 15 metre and 18 metre trailer lift aimed at the Scandinavian, German and UK markets for possible launch at SAIE in October, and a self propelled 18 metre and possibly 25 metre telescopic and articulated booms for next year.



Adrian Fekete, head of Traklift's international sales - the company has since been acquired.

Traklift

Traklift may be new to most in the industry but it has been around for quite a while under its corporate name, Teupen Hungary. Its future is now uncertain however following its acquisition by Teupen founder Alfons Thihatmer (see news page 6).

It used to manufacture the smaller tracked machines for Teupen, but was showing its own range of platforms under the Traklift brand. Four spider lift models were available with working heights of 12.1, 14.9, 17.6 and 20.6 metres respectively. Horizontal outreach ranges from 5.6 to 9.6 metres which is very similar to the up and over clearance heights. Adrian Fekete of Traklift said that the company had sold an 18 metre unit into Scotland and is looking at manufacturing van mounted platforms. What happens after the acquisition remains to be seen.



Traklift showed three tracked spider platforms with working heights up to 20.6 metres



Dieci had an impressive stand including the new Hercules 210.10 and 160.10.

Dieci

With one of the most impressive stands, Dieci continued its tradition of launching several new products at each show it attends. The biggest new machine on its stand was the Hercules 210.10. SAIE saw the introduction of the smaller 160.10 and both have undergone several technical improvements including greater ground clearance. Its Icarus 40.17 will have a new cabin for next year and the Dedalus 26.8 will be introduced, basically a 26.6 with an eight metre boom.

Marchetti

Italian crane manufacturer Marchetti unveiled its MTK 1006 mounted on a four axle Volvo FM 84R truck chassis although it can be mounted on any 8x4 commercial chassis. With a lifting capacity of 80 tonnes the crane has a maximum boom length of 40 metres and a



The Marchetti MTK 1006 mounted on a four axle Volvo FM 84R truck chassis has a lift capacity of 80 tonnes and max tip height of 55 metres with jib.



Chris Taylor of CAT Access Solutions buys another machine - this time the new Platform Basket 22.10 spider platform from Shaun Day of UK distributor Promax.



Seen by many for the first time is the 600 tonne Liebherr LR1600/2.

max tip height of 55 metres with jib. Gross vehicle weight is 32 tonnes. Marchetti says that it currently produces around 50 AT, City and truck cranes a year.

Liebherr

We have extensively covered Liebherr's new mobile cranes - the 350 tonne LTM 1350-6.1 and the MK88 self erecting tower crane in our previews - but there were several other interesting products on display.

To meet the market's demands for heavy lift tower cranes, Liebherr has introduced the 130 EC-B 8 FR.tronic flat-top crane with a maximum lifting capacity of eight tonnes, replacing the 130 EC-B 6 FR.tronic. Power from the standard continuous FC hoist gear has been increased from 30 to 37kW and now allows hook heights up to 190 metres and hoist speeds up to 105 metres per minute. All loads are carried in two-line mode and at 60

although not seen by many in Europe - were the 600 tonne LR1600/2 (on Ainscough's recent crawler crane shopping list) and the 40 tonne heavy duty cycle HS 825HD.

The company was also promoting its remote diagnostic Teleservice product through a live crane simulator which is now an important part of crane driver instruction at Liebherr's Biberach training centre. Consisting of a software supported simulation and large screen graphics within a tower crane cab, it gives operators a very realistic but totally safe environment to practice and improve crane skills.

Raimondi

Making sure everyone knew it is still in tower crane business - albeit with new owners Ramco Group of Qatar - was Raimondi. After a cost reduction exercise which included about a third of its staff, the company is again in the market under the Raimondi Cranes S.p.A banner, this



Back in production and telling everyone about it - Raimondi Cranes SpA.

and nine used machines. The range has now been reduced to six models although there are plans for a new 70 metre, seven tonne capacity crane to slot in between the MRT126 and the MRT294.

Maeda

Tucked away on the extremities of the crane area was Maeda. Even though it was hard to find, more than enough visitors saw the two new models, the six tonne capacity pick and carry LC1385 and the 590mm wide, 1.72 tonne MC174

which replaces the MC104. The company also has another new model in the pipeline, the 2.93 tonne capacity, 4.3 tonne GVW, LC383 mini crawler crane which should have a pick and carry capacity of about 1.45 tonnes and roughly 8.35 metre lift height - which 'will definitely be at Bauma'.

Also on the cards is a new 8-10 tonne capacity crawler unit. No doom and gloom here with Kranlyft saying its January and February sales months were its best ever.

Furukawa Unic

Furukawa Unic showed its range of straight boom loader cranes. Whilst not popular in Europe, its range of 11 models in five different categories offer lifting capacities from one to eight tonnes and it says, gives better capabilities than articulated loader cranes.

The smallest model, the A100 lifts just under a tonne at 1.8 metres and with a four stage boom can lift 250kg at its maximum radius of 4.8 metres. The larger W series cranes have capacities from 2.3 tonnes to more than four tonnes and are designed for light to heavy duty trucks. The W540W for example has a maximum of six boom sections and handles 250kg at 15.47 metres.



Liebherr's realistic live crane simulator forms an important part of crane drive instruction at its Biberach training centre.

metre maximum radius it has a lift capacity of 1.3 tonnes.

Two crawler cranes that have been known about for some time -

follows a six month period where production totally ceased. Since starting up again it has sold 14 new cranes for use by its new owners



One of the range of Furukawa Unic straight boom loader cranes.



Claiming to be the world's highest platform on a 3.5 tonne chassis, the Palfinger P260B.

Palfinger

As well as its loader cranes and 103 metre Wumag WT1000 truck mounted lift, the first in France, sold to Mediaco - Palfinger also launched the P260B, a 25.8 metre working height platform mounted on a 3.5 tonne chassis.

Using extruded aluminium profiles to keep the weight down the platform has a 12.5 metre outreach to the side and front with 100kg in the platform which increases to 13.5 metres over the rear of the machine.

Four different outrigger modes are available giving the operator enough flexibility to set up in most terrain or space situations.

Hinowa

We only published very brief details of Hinowa's new 20.9 metre working height truck mounted Orchid Lift 21.11, its main attraction. The company's first truck mounted platform uses the popular 3.5 tonne Nissan Cabstar and double pantograph boom arrangement, with parallel vertical movement up to a height of nine metres at a constant outreach of 10.6 metres, lift capacity is 200kg. The two position, vertical stabilisers can be used within the width of the chassis reducing outreach to about eight metres and working height to more than 18 metres.



Hinowa's first truck mounted platform - the Orchid Lift 21.11 has a 20.9 metre working height and 10.6 metre outreach.

Oil&Steel

Italian truck and spider platform company Oil&Steel probably had more new products on show than any other manufacturer. We were expecting four new platforms - two truck mounts and two tracked spider machines - but an additional spider was also unveiled.


The Snake 1770 Compact and the 2512 Compact mounted on a six tonne chassis join the Snake 2010 launched last year. The three machines now cover 17 to 25 metre working heights and use three different stabiliser systems - within the width of the chassis, variable stabiliser width and the Gekko system. The new tracked 15 and 18 metre Octopussy EVO series machines were on show for the first time,

priced above the existing Octopussy machines they offer extendable tracks, rotating basket, and jib and new offset outrigger system - to justify the additional expense.

The other 'brand new' machine on show was the 'bare bones' tubular steel frame Octopussy 1400 Classic. Available in two versions - the 120kg capacity 4001 and 200kg 4002 - the unit is a more basic machine that will obviously be popular with plant hirers.

Giraf Track

Giraf Track's has already delivered 10 units of its impressive - particularly with its 13 metre long platform - tracked boom lift/crane/telehandler. It is currently working with an electrical supply/maintenance contractor for projects in the UK. The final machine




HOLLAND LIFT

Make the move too ...


Make the move to:

- Maximum Reliability
- Ultimate Durability
- Excellent Platform Rigidity

Holland Lift International B.V.
 Tel: +31 (0) 229 285555
 Fax: +31 (0) 229 285550
 E-mail: info@hollandlift.com







www.hollandlift.com



Oil&Steel's 'bare bones' tubular steel framed Octopussy 1400 Classic is aimed at the plant hirers.

can be seen at Vertical Days at Haydock in June and will feature an operator cab with joystick controls and front blade for stabilisation. The tracked machine can lift two people with a 250kg transformer outperforming regular boomlifts.



Impressive with its 13 metre long platform, the Giraf Track can be seen at Vertical Days this month with operator cab and front blade.

ATN

French mast boom manufacturer ATN showed its first boom lift, the Zebra 12, a 12 metre Rough Terrain articulated boom with 8.5 metres outreach. Sales manager Patrick Biasin said that the company is looking to extend the range, to include 16, 18 or 20 metre models. The Zebra 12 has good ground clearance, is simple to operate and has its own in-built diagnostic screen allowing users to monitor the machine's performance without plugging in laptop computer.



ATN's first boom lift - the 12 metre rough terrain Zebra 12 has its own built-in diagnostic screen.

Böcker

Böcker unveiled two new products, the 2.3 tonne material or 12 person rack and pinion Superlift LX which fits between the Superlift MX and the Giant Lift, it offers lifting speeds up to 40 metres per minute up to a maximum lifting height of 200 metres and the more interesting 31.4 metre hook height AK 32/1500 PLC aluminium truck crane. The company says that the combination of a smaller chassis and a fixed semi-trailer means that driving license class BE is sufficient to drive the crane.



By using a combination of smaller chassis and fixed semi-trailer, Böcker says that a BE class driving license is sufficient to drive the crane.

GGR Unic

The GGR stand was a mixture of red and yellow as it launched its new GGR AL series of Airlift mini cranes. In its bright yellow livery, the air-powered mini cranes claim to be the world's first fully Atex certified Zone 1 spider cranes. Designed primarily for the petrochemical, offshore and underground controlled sectors the AL Series can work in Zone 1 and Zone 2 environments with all the attributes of the standard Unic mini crane. GGR has developed six models from the 2.9 tonne AL529 to the six tonne AL660. Included in the range is the AL740 which is based on the new four tonne capacity Unic URW-547 but which has an improved working radius of 17.83 metres and 18.6 metres lift height.



GGR introduced its new AL series of Atex certified Zone 1 spider cranes.

c&a

intermat



AERIAL WORK PLATFORMS



The easy choice

www.gsrspa.it

Distributor for UK & IRL: King Highway Products Ltd.
sales@skyking.co.uk - Tel. +44 (0)1858/467361

GSR S.p.A. Via Lea Giaccaglia, 5 - 47900 Rimini - Italy
Tel. +39 (0)541/397811 - Fax +39 (0)541/384491
e-mail: info@gsrspa.it



TADANO



 **Premiere of
the HK series!**

All-Terrain ATF 220G-5 'Crane of the Year 2008'[®]

biggest on Show accompanied by the

All-Terrain ATF 40G-2

All-Terrain ATF 50G-3

Truck Mounted HK 40

We are looking forward to welcome you again!

**Vertical
days**

Haydock Park, June 24th - 25th 2009

TADANO FAUN

TADANO FAUN GmbH
P.O. Box 10 02 64
D-91207 Lauf a.d. Pegnitz
Tel.: +49 (0) 9123/955-0 • Fax: +49 (0) 9123/3085
Web: www.tadanofaun.de
E-Mail: info@tadanofaun.de

CRANES UK LTD

Cranes UK Ltd.
1-4 Wentworth Way
Wentworth Industrial Park
Tankersley, South Yorkshire S75 3DH
Tel.: +44 (0) 870 066 5466 • Fax: +44 (0) 870 066 5501
E-Mail: joelyon@cranesuk.net

In case of any questions, please get in touch with CRANES UK!