

## Do you receive a hard copy?

Would you prefer to receive your own personal copy of the printed version of **Cranes & Access**? Then register on-line now for your personal subscription. Cranes & Access: The Lifting Professional's magazine. [www.Vertikal.net/en/journal\\_subscription.php](http://www.Vertikal.net/en/journal_subscription.php)

## Download complete issues

Laptop users: Download complete issues of Cranes & Access or **Kran & Bühne** to read when you have the time. Using the latest version of Adobe Acrobat you can search for specific words or names in the issue or even have your PC read the articles out loud to you while winging your way across the Atlantic (or wiling away the hours on the Motorway!). Cranes & Access: [www.Vertikal.net/en/journal.php](http://www.Vertikal.net/en/journal.php)  
Kran & Bühne: [www.Vertikal.net/en/journal.php](http://www.Vertikal.net/en/journal.php)



## Do you read German?

Do you need to keep up to date with what's happening in the German, Austrian and Swiss lifting industries? Then our sister magazine, Kran & Bühne, is the magazine for you. Subscribe now to Germany's leading publication for the crane and access industries and keep up to date with the latest news (published in German). [www.Vertikal.net/de/journal\\_subscription.php](http://www.Vertikal.net/de/journal_subscription.php)



## Have you registered for email alerts?

When major news breaks in the lifting world, be the first to hear about it ..Free! News bulletins by e-mail straight to your mailbox. Register for **News Alerts** to get major head line news as it happens. [www.Vertikal.net/en/newsletter.php](http://www.Vertikal.net/en/newsletter.php)

## Use our on line access and lifting directory

Have you tried our on line Access and lifting directory? Direct links take you to supplier's web sites with one click of the mouse, with 29 product categories and hundreds of the best suppliers, this is a very convenient source guide as well as an easy way to find a lifting company's web site.

English guide: <http://www.vertikal.net/en/links.php>

German guide: <http://www.vertikal.net/de/links.php>



## Central European rental companies

The world's largest on-line listing of mainland European crane and access rental companies is available to you now. Just click the link below to go to [Vertikal.net/Vermieter](http://Vertikal.net/Vermieter) where the bi-lingual site will guide you to hire companies throughout Europe. [www.Vertikal.net/Vermieter](http://www.Vertikal.net/Vermieter)



SKYJACK



We're in the business of engineering  
**reliable lift solutions**  
by people who care.

At Skyjack our philosophy is simple.  
We engineer lift solutions that are robust,  
reliable and easy to service, offering the  
lowest life cycle costs.

For information call us toll free at 1 800 265 2738  
or visit us online at [www.skyjack.com](http://www.skyjack.com)

ANSI models shown.



# Which way with 12m?

The market for trailer lifts in the UK and Ireland has traditionally revolved around simple, low cost 12 and 17 metre working height models with the 12 metre representing the vast majority of trailer lift units shipped. For many end-users this size of articulated trailer lift is their first taste of powered access. Most tool hire shops keep a couple of units in stock and are happy to see them go out on one day hires to all manner of users from house painters to DIYers working on the guttering or chimney.

Until relatively recently these smaller trailer lifts were largely fixed boom articulated models with manual fold down or pull out outriggers. In fact in terms of working population this type of lift is still the most prevalent in the UK and Ireland although this is now changing.

Regular users soon discovered that while these fixed boom machines are great at working at heights of over five metres or so, they are not as handy when it comes to working at lower heights where outreach is minimal, barely reaching beyond the outrigger footprint.

In Scandinavia - which has typically been an even larger trailer lift market than the UK - users discovered this a long time ago, with manufacturers introducing straight telescopic machines. These lifts were initially very long and very expensive and not at all suited to British and Irish tastes. One solution to the low level outreach, devised by companies such as Aerial and UpRight was the addition of an articulated jib or 'flick boom'. Not only did this add to the machine's outreach but it also turned the 12 metre into a 13.5 metre lift giving some useful extra height. In the UK Niftylift was one of the first companies

*The Genie TZ34/20 has 12.36 metres working height and 5.59 metres horizontal reach.*



to introduce a third way, with the launch of its 120T which uses a shorter riser or lower boom plus a telescopic top boom. At the same time the company - reacting to specific input from some of its regular buyers - included hydraulic outriggers in the package as standard.



*UpRight currently has two 13.5m models, the ex Aerial TL37 is proving to be the more popular.*

The resulting product not only offered a good deal more outreach and less tailswing at the lowest heights, but the new 120T was also a good deal shorter, excellent news for congested hire shop locations. A typical 12 metre articulated boom is close to six metres long whereas the Nifty 120T is only 4.5 metres long. More recently Spanish trailer lift producer Matilsa introduced a similar model, the Parma 120T and then Genie dropped its fixed boom 34ft trailer lift in favour of an articulated telescopic model, the TZ34/20.

Meanwhile the Scandinavian producers, such as Omme and Dinolift, have taken a fresh look at their 12 metre models, with both of them introducing new, more compact straight telescopic machines which are shorter, lighter, faster and perhaps a little less expensive? With the dollar now hitting new lows, US producer Bil-Jax has decided to launch the smallest unit in



*The Omme Mini 12, is quick and light with good outreach.*

its new Summit range of straight telescopic trailer lifts, the 13.5 metre 3632T dubbed the T134/98 in Europe.

When the work at height directive started to 'bite' we expected small trailer lifts to be the major beneficiary as window cleaners, painters, gutter and fascia installers and other tradesmen working on two or three storey homes and commercial premises moved away from ladders. While there has been a significant impact for low level access products it has simply not happened for trailer lifts, at least not yet.

With so many new product offerings in the 12 to 13.5 metre trailer lift market it will be very interesting to see which products fare best with UK/Irish users. Much will of course depend on what companies such as HSS, Hewden, Speedy and other

general rental companies select for their fleets. One thing is certain though Niftylift has a strong position in the UK market and will be tough competition for any interloper.

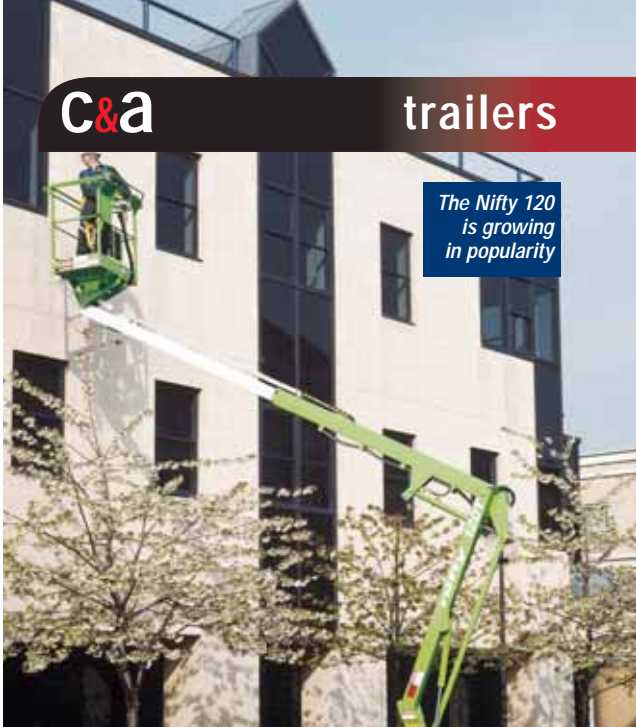
The following chart, while not exhaustive is intended to both show what is available in the 12 to 13 metre trailer lift market but also indicate the differences between the various product types.



*Bil-Jax is hoping for a sizeable slice of the market with its 13.4 metre working height T134/98.*

Make	Model	WorkHt	Outreach	OAW	OAL	GVW	Cap
<b>Articulated</b>							
Matilsa	Parma 12	12.0m	4.9m	1.6m	5.98m	1,200kg	200kg
Niftylift	120	12.3m	5m	1.5m*	5.5m	1,160kg	200kg
<b>Artic w/Jib</b>							
Snorkel	13/35	12.6m	6m	1.58m	5.99m	1,180kg	227kg
UpRight	TL37	13.2m	5.9m	1.48m	6.3m	1,390kg	215kg
UpRight	TL38	13.5m	5.6m	1.52m	5.97m	1,468kg	215kg
<b>Artic-Tele</b>							
Nifty	120T	12.2m	6.1m	1.5m	4.5m	1,400kg	200kg
JLG	T350	12.7m	6.1m	1.5m	6.5m	1,556kg	230kg
Genie	TZ34/20	12.36m	5.6m	1.45m	5.5m	1,438kg	227kg
Matilsa	Parma 12t	12.0m	6.1m	1.6m	4.6m	1,500kg	200kg
<b>Telescopic</b>							
Omme	Mini 12E	11.9m	7.85m	1.5m*	5.99m	1,200kg	125kg
Dino	120T	12.0m	7.9m	1.72m	5.52m	1,275kg	120kg
Bil-Jax	T134/98	13.4m	9.8m	1.65m	6.7m	1,995kg	227kg
Omme	1250E	12.5m	8.5m	1.6m	7.1m	1,600kg	200kg

*The Nifty 120 is growing in popularity*



# MATILSA

PARMA 12T



PARMA 12T



PARMA 12



PARMA 15



PARMA 17



Specialist IT solutions for the rental industry

inspHire

the software people



inspHire is currently used by 7 of the 10 most profitable Powered Access companies in the UK.

Since 1997 we have implemented our rental management solutions in over 500 companies, making inspHire the most widely deployed rental management system in the rental industry.

From tracking equipment, customers and profits, through to business management reporting, our leading software systems will provide your hire business with greater accuracy and control - increasing your productivity and profitability.

Whatever the size of your business, we offer a user-friendly solution that's right for you.

To find out how we can help drive your business forward, call us today. **+44 (0)870 013 0030**

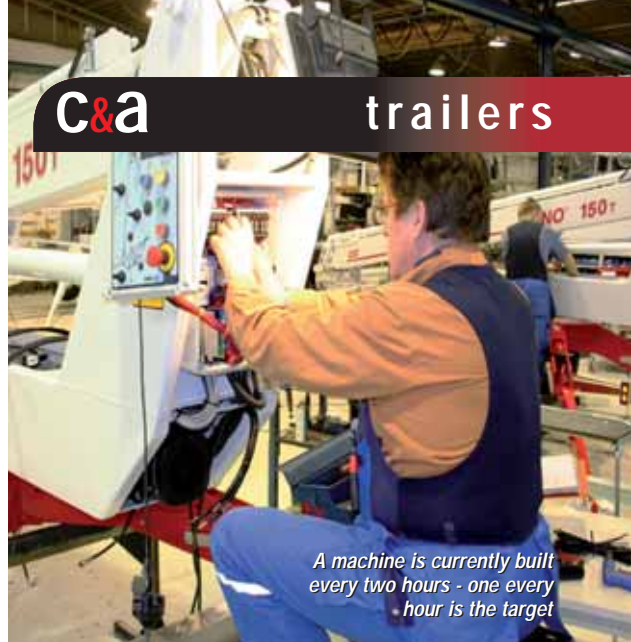
inspHire Limited, 5 Chase Park, Daleside Road, Nottingham, NG2 4GT.  
[sales@inspHire.com](mailto:sales@inspHire.com) [www.inspHire.com](http://www.inspHire.com)

Looking to raise your profits in 2007?

Take control of your assets with inspHire's rental solutions



# Success has its own problems



c&a

trailers

*A machine is currently built every two hours - one every hour is the target*

Like many crane and access equipment manufacturers, Dinolift has a problem with its success. Increasing demand for its trailer and self propelled booms brings with it the manufacturing challenges of gearing up production while maintaining the quality the company has built into its products for more than 50 years. Current delivery for any of its products is six months at best, but closer to a year for some models.

Despite or even because of its continuing success, the company has entered into a 'free to sell' agreement with Haulotte allowing it to sell its machines under the Haulotte brand in areas that Dino does not currently cover. At the moment this agreement is for 'several hundred' units, however with Haulotte now offering trailer lifts in France, Spain, North America, Australia and Asia, this figure could easily balloon. In the long-term, these orders may help cushion Dinolift from any future slow-down in sales. However in the short-term, it adds to the strain of satisfying demand, putting the production under even more pressure.

The majority of Dinolift sales are still into Scandinavia and Baltic countries through three of Europe's largest rental companies Ramirent, Cramo and Pekkaniska all three of which are headquartered in Finland. Dinolift is also expanding its own market coverage and is looking for new dealers. Russia is a rapidly growing market for the company already taking 10 to 15 percent of

its production, with as much as 25 percent going into the Baltic region. It has just signed up a new dealer, Tapeks Nomr, in Latvia and hopes to add coverage for several more areas following its successful Bauma show. However as managing director Erkki Hokkinen pointed out during C&A's recent visit to Dinolift's facilities in Loimaa, southern Finland, it is difficult to start and grow new markets when demand already outstrips production.

Dinolift increased production by between 40 to 50 percent last year to over a 1,000 units, making it one of the world's largest trailer lift manufacturers. In spite of this, its own organic growth, coupled with the potential of the Haulotte agreement means that the current extension to the manufacturing facilities with investments in machinery and equipment, streamlining the production process, outsourcing and 'looking at (production) acquisitions' are sorely needed. In a way it is fortunate - for the moment - that its platforms are not so popular in the UK and Ireland. According to

*The amount of machines going to the large rental companies is significant.*



*The investment in new production machinery has been sizeable.*

Dinolift, the small ones are too expensive compared to the 'home grown' competition and the market has never been strong for the larger trailer lifts.

"We are aiming to meet this increased demand through controlled expansion," said Hokkinen. "Manpower in this part of Finland is a problem and so to expand we need to look further afield."

Since a low point in 2002/3, Dinolift has steadily increased sales of machines, last year achieving a



*Managing director Erkki Hokkinen is aiming to satisfy demand through controlled expansion.*

turnover of €25 million and building its 5,000th machine in the process. However, such is the company's rate of growth that its 6,000th machine is due off line shortly, less than 12 months after the 5,000th.

"We see market demand continuing to grow for the next five years," said Hokkinen, "with demand continuing to outstrip supply this year."

Controlled expansion means that Hokkinen has implemented various changes including a 20 percent or 3,500 sq metre extension to its main production facility. The group also has several in-house companies - such as Dino Machine and



*Sales and marketing director Mikael Paulin shows the 120T rear controls at Bauma.*

Powerbeam - that are now more focussed on producing components such as booms and frames in an effort to increase and streamline production.

Management hopes that the rationalisation of the production line will result in a 15 -20 percent increase in machine output. A machine is currently built every two hours but one every hour is the target.

*This new 120T will replace two existing machines, the 105T (one of the oldest in the current line-up) and the 125T*

Even with expansion, this can only be achieved through outsourcing. It is perhaps surprising, therefore, that the company still makes its own hydraulic cylinders - about 10,000 per year - something it has done for many years because of 'reduced costs' and 'better quality'. By finding a suitable supplier, this will free up valuable machine and production space, as well as personnel, to help increase production. Staff numbers have also increased considerably - from 95 in 2003 to 175 last year.

The current Dinolift range includes both straight-boomed and articulated telescopic boom trailer lifts with either a single (the T range) or a double sigma style (XT range) riser with working heights ranging from 10.5 to 26 metres. The two machine self-propelled (when stowed) RXT range offers working heights of 20.5 metres and 24.0 metres and in spite of its price, is popular in Russia because of poor ground conditions.

The company launched a new model at Bauma - the 12 metre working height, 7.5 metre outreach Dino 120T straight telescopic.

This new model will replace two existing machines, the 105T (one of the oldest in the current line-up) and the 125T. Aimed primarily at rental companies for private, short-term hirers, 120T has an unusual circular one-person basket eliminating the need for a platform rotator. It has been designed to be easy to use, cost efficient and at 1275kg, light enough to be towed behind a normal car. The drive assist system is operated from a lower control panel at chest height on the rear of the machine. Production starts in the autumn and new design elements incorporated into the 120T will be gradually adopted across the whole line.



*The simple controls of the new 120T platform.*

With a current maximum towing weight of 3500kg, Dinolift says that it cannot build machines in steel with a higher working height than its current maximum of 26 metres. However, with just two self propelled machines in the range the company obviously has room to expand in this area and has yet to enter the crawler spider lift market. Although Dinolift has new models in the pipeline, it says that it is not launching something 'different' - well certainly not before the autumn.

Everyone wants success - but it has to be managed well and with vision to ensure that it is long-term. Dinolift appears to be sorting out both sides of this tricky equation.

*The 120T has an unusual circular one-person basket eliminating the need for a platform rotator.*



## It's from this Planet

Planet Platforms is set to launch a new nine metre working height trailer mounted scissor lift the TP9000 - the first machine of its type in the UK. Following the successful unveiling of the working prototype at the Executive hire show earlier in the year, the TP9000 will be available for sale next month (June). The machine - built in the USA by PLE - is now fully CE compliant, offers a 225kg lift capacity and weighs just 1,100kg making it ideal for towing behind an average family car.



*With a working height of up to nine metres and a good-size platform - 2.4 metres by 1.2 metres with the 810mm extension - the TP9000 is easy to tow and set-up.*

"The TP9000 can be set up by one user in a matter of minutes whilst offering the lift capacity for a

two-man operation," said Planet marketing and sales manager Tim Mee. "It is simple to use and maintain, making it ideal for hire or fleet use." With a working height of up to nine metres, the unit has a good-size platform - 2.4 metres by 1.2 metres with the 810mm extension. It also has a compact outrigger footprint and is just 3.22 metres long overall. List price is less than £10,000. Planet Platforms has secured the European distribution rights, however it will first look to developing sales of the machine in the UK and Ireland before looking at other countries. The machine will be continually evaluated and developed for other European markets as well as enhancing it for the UK. Early thoughts include charging the machine's battery pack whilst being towed. There is also the possibility of a smaller seven metre model in future.

Access specialist Planet Platforms will provide the complete sales and after-sales support for the machine including lease packages, operator training, servicing and spare parts. With no other trailer mounted scissor lifts on the market to compare with the TP9000, we thought it might be interesting comparing it with a nine metre trailer lift, the Nifty 90. Despite its obvious lack of outreach compared to an articulated platform, the extendable platform gives reasonable coverage and scores with platform size and capacity. It will be interesting to see if this type of machine really catches on.

	TP9000	Niftylift 90
Max working height	30ft/9m	31ft/9.5m
Max platform height	24ft/7m	25ft/7.5m
Outreach outside outrigger base	810mm	2,000mm
Basket capacity	225kg	120kg
Platform size (extended)	2,400 x 1,200mm	600 x 600mm
Travel width	1.54m	1.50m
Travel length - height	3.22 x 2.26m	3.8 x 1.70m
Outrigger footprint	2.0 x 1.75m	2.1 x 2.1m
Transport weight	1,100 kg	595 kg

*The new TP9000 offers a 225kg lift capacity and weighs just 1,100kg making it ideal for towing behind an average family car.*



# Oxley®

# The group for the work platforms

Official representative for the Italian market

**OX-908**



**OX-906** *Air*



**OX-BOX**

Localization system  
and fleet management  
through internet

**OX-5000**

CAN OPEN  
communication  
system



Furniture  
hoist  
from 20  
to 60 metres.



**TEUPEN®**



Spider  
lifts  
from 12  
to 50 metres.

**WUMAE elevant**  
HUB ARBEITSBÜHNEN

Truck mounted  
platforms up to 100 m.  
Outreach up to 40 m.  
Cage up to 3,90 m.  
Cage capacity up to 700 kg.



**UNIC**  
CRANES EUROPE



Mini crawler cranes

Wide range of used equipment

Oxley S.r.l.

Via Valle Grana, 90 - 12010 San Rocco di Bernezzo (CN) - ITALIA

Tel. +39 (0)171.857036 - Fax +39 (0)171.857547 - e-mail: info@oxley.it - www.oxley.it