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Trojan is the world's leading name in deep cycle batteries for lift equipment. Built for superior reliability and durability, these batteries deliver maximum performance with minimal downtime. So invest in the best deep cycle batteries money can buy and watch your costs go down while your profits go up.

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UK Generators Limited

UKG Platform PowerPack

The Platform PowerPack is a 3.5 kVa hydraulically driven, single phase onboard ac power supply designed for installation onto most access platforms.



- Simple Connection two hoses pressure in and tank return
 - Integral Flow Control Valve
 - Integral On / Off Solenoid Valve.
 - MCB / RCD protected IP44 Socket Outlet
 - 220 / 110v, 110v CTE 50 or 60hz units available
 - Other Units available on Request
- Units available for despatch within 7 - 10 days from receipt of order

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LOADWISE

Fully Automatic Rated Capacity
or Load Moment Indicators

FOR ALL CRANES

SIMPLE TO INSTALL

- No special equipment required
- User friendly software
- World-wide support

FEATURING

- Range limiting "Virtual Wall"
- Slew position by absolute encoder
- Out of level indication
- Operator adjustable limits
- Customised options
- Data logging

**500
SUPER
SERIES**



New Sennheiser G40 HMC Stand with Loadwise 500 RCAL system



Overhoist Protection (A2B)

- 330 series:
- Simple to install
- Proven reliability
- Fail safe operation
- ATEX version available
- Low cost

LOADWISE INTERNATIONAL LIMITED
31 Ivanhoe Road, Hogwood Lane Industrial Estate,
Finchampstead, Berks. RG40 4QQ.
Tel: +44 (0)1189 328855 Fax: +44 (0)1189 328920
sales@loadwise.co.uk
www.loadwise.co.uk



Buying platforms on line

If you are buying a computer, a car or even these days, a truck, you or a salesman serving you is likely to use a product configurator. Some crane or access manufacturers already use a form of configurator to build up the specification of each machine going onto the production line as well as with building up the price and costings. Spanish company Matilsa has taken the use of such a tool a step forward by introducing a web based configurator for retail sales.



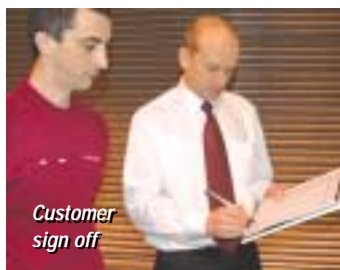
Buy on line with the Matilsa configurator

Its configurator, which can be accessed via www.matilsa.es/configurador allows a buyer to build up the specification of a new trailer or boom lift on line to suit their particular requirements and preferences, see the total price impact of their choices and then either purchase it or open negotiations to do so. Matilsa has taken over nine months to develop its new configurator programme, which in true European style can be viewed in nine different languages. The company is promoting it as "Matilsa in one click", and initially anticipate that its distributors and resellers will use it as a tool while selling to end users, but it also sees it as the future way to sell smaller platforms direct, just as Dell sells its PC's.

Online form filling



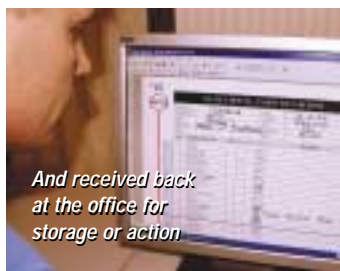
Site visit



Customer sign off



Information is sent



And received back at the office for storage or action

Street CraneXpress Ltd has, through advanced digital technology, been able to significantly increase the efficiency of its customer service team.

Street Crane engineers have all been equipped with new digital Pens which enable site notes, drawings, calculations and test sheets to be processed immediately.

Fitted with a digital camera, the pens' advanced image processing with built in Bluetooth, allow site notes to be transformed into digital media and immediately sent back to head office via the Bluetooth connection to the engineers mobile.

The pen contains an ink cartridge so that you can see what has been written or drawn, but it is also records the information in its memory when used on special "Anoto" paper. This paper consists of millions of tiny dots, making it possible to identify the exact location of the pen on the paper. The digital camera in the pen records the information as a series of co-ordinates so that an exact representation of the form or notes is produced when the data is received back at the office.

This instant processing allows the immediate investigation into a solution for any potential faults found on the engineer's visit, and so prompt resolution of the situation, helping maintain optimum crane efficiency.

Fast & easy Power track fitting

Energy chain manufacturer Igus, has developed a faster easier method of fitting and tightening cables and hoses of up to a diameter of 20 mm into its energy chains (power tracks), which are used within a wide range of access and lifting equipment.

It has dubbed the new retainers, "Chainfix Nuggets" CFN.20. Compared with standard retention systems, such as cable combs or clamps, the nuggets are fitted very quickly and easily as well as saving space. They can also provide low cost strain relief.



The Igus Chainfix Nuggets are fitted as fast and neatly without tools.

No tools, screws or other fittings are necessary, the "Chainfix Nuggets" can be mounted (or removed) simply by twisting them into the "C" profile rails

of the power track cross support bars. The "Nuggets" then secure the cables so that they can not move.

enquiries ↓

To contact any of these companies simply visit the "Industry Links" section of www.vertical.net, where you will find direct links to the companies' web sites for up to five weeks after publication.

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