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the best yet



This years APEX exhibition, held in Maastricht was by far the best attended so far, both in terms of exhibitors and visitors. We take a look at the news, views and product launches from the show.

This was the fifth APEX access equipment show since its inception in 1996 and the first under the three year cycle. The combination of a strong market in a non Bauma, non Intermat year seemed to work its magic.

While the number of companies using the show to launch new products was at an all time high, many visitors expressed a disappointment at the number of "truly new" products on display.

One company that can not be accused of lacking "truly new" product launches was Haulotte; every item on its stand was new, most of them radically so.

It was not only the products that were new the company used APEX to launch a new name, the "Haulotte Group" with a new logo.

The product most visitors were keen to see was Haulotte's first effort at a truck mounted lift. Haulotte has developed a three model line for 3.5 tonne truck chassis, with direct input from its rental company LEV, which operates one of the largest truck mounted fleets in Europe at around 500 units. The three models, the HTB 160, 180 and 200, all of them straight telescopic, offer working heights of 16, 18 and 20 metres.



The 42 metre Falck Schmidt Falcon sold to Easi Uplifts, for re-rent across Europe.

Key attributes are compact dimensions, thanks to the use of four section booms, and an optimised working envelope, giving greater outreach for example over the rear. Haulotte has aimed this product range between the lower cost units from the numerous Italian manufacturers and the high specification, higher priced German products. It believes that the combination of a strong standardised product with an attractive price, sold and supported through its company stores will allow it to win market leadership. It is scheduling to build 400 units in 2006 as its first step towards this target.

Other new products included a replacement for the HA26PX, articulating boom, the HA260PX, with a metre more outreach, oscillating axle, more compact dimensions with extendable axles and a new platform overload controller.

Extending the range at the top end Haulotte launched the new HA41PX, its largest platform to date, with a working height of 41 metres. Up an over reach is 16.5 metres, at which height it offers over 19 metres of outreach. Unusually the unit features a four degree tilt alarm in place of the usual five degrees.

A complete surprise was the introduction of a portable push-around aluminium range of lifts that it has designated the Haulotte "Quick-up", seven models offer

working heights of between seven and 14 metres.

Other developments on the stand included a new mast for the Star range of self propelled mast lifts and a 7.3 metre double deck extension platform for its full sized diesel scissors now designated H12, 15 and 18 S, first seen at Platformer Days in August. All offer full 700kgs lift capacity on the extensions, in addition to the ability to carry seven metre cladding panels.

While no other exhibitors matched Haulotte for novelties, many did have

radically new offerings on display, Manitou "previewed" the first of a new electric boom range. The 15AETJ articulating boom, the official launch of which will be at Intermat next year. Key attributes of the new model are its long outreach, with a high pivot height, thanks to a new riser and boom and a Gross Vehicle Weight of under six tonnes.

Genie showed its new 51 ft/15.4metre Z51/30 articulated self propelled boom. The new product is a development of its market leading and long established Z45/25. The base machine has been

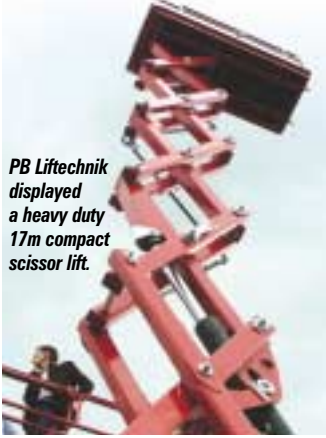


Matilsa displayed a self propelled boom with its heavy duty levelling outrigger option; the unit on display was sold to Rapid Platforms in the UK.



Most visitors were keen to see Haulotte's first effort at a truck mount.

PB Liftechnik displayed a heavy duty 17m compact scissor lift.



refined with the improvements carrying over to the 45. The main difference between the two is the lengthening of the two telescopic boom sections to provide two metres more working height and 1.4 metres more horizontal outreach.

Aichi had suggested that it would unveil details of a new Toyota inspired range of scissor lifts and booms at the show, alas it was not be. However a drawing was on display of its new SP25B, 25 metre 4x4 straight boom which will begin shipping by the end of the year, a key feature is its commonality with the 21 metre SP21A. The 25's boom sections are a little longer and it utilises more counterweight. The result is an 11.7m x 2.43m dimensioned machine with unrestricted working envelope and well proven componentry.

Holland Lift was out to win the award for the most number of machines on the smallest space. It had much to talk about though with three new high reach narrow aisle scissor lifts. The N-195EL12 has a working height of 21.4 metres, with a 1.2metre wide chassis and 500kg lift

The newly revitalised Aerial showed a brand new "hot off the line" 19 metre telescopic trailer lift.



The new model is only being offered in Europe for the moment and has been produced in response to customer demand following the introduction of 51 ft platform height models from JLG and Manitou.

The Genie Z135/70 took the title of largest self propelled lift at the show. Launched in February this new model is already in service with a good number of European rental fleets.

JLG had a wide selection of product on display including the Tow-Pro trailer lift launched earlier this year and its latest telehandlers. In a prominent position though was a rebuilt 60t boom from 1999, which demonstrated the quality levels its French rebuild plant is achieving. Several visitors we spoke to commented that, given the quality of finish and price of the rebuilds they were seriously tempted to invest in such units.

capacity, this unit in black was completed just before the show. Meanwhile the company also announced two new 1.3 metre wide machines, the N225EL13 with 24.5metre work height and 1,000kg lift capacity and its bigger brother, the N265EL13, with an incredible 28.5 metre working height and 750kgs platform capacity. Holland lift says it took eight orders for this unit at the show, with first deliveries due in March.

At the smaller end of the market Airo showed a new 4.9 metre work height, single person, self propelled stock picker. The unit features a steel mast and a 90kg capacity adjustable shelf for boxes and the like.

CTE featured a new mini crawler boom lift, the CS135, its first venture into this market. Other such products came from Leader and Sogage with its upgraded Navaho range. Leguan has also ventured

The new heavy duty crawler chassis for the Leguan 125



JLG had the most significant stand and announced record revenues during the show.

into this growing market with its 125 a 12.5 metre unit, featuring a heavy duty in-house designed and built chassis. We take a look at this type of lift on page 30. At the top end of the crawler market was the new Teupen Leo 50GT.

Aerial, from the UK had a strong presence. On its large stand was a 19 metre straight telescopic trailer lift with entirely different design and styling from other Aerial products. The company claimed that the unit is straight off the drawing board. Fellow Brit, Nifty lift, displayed a new, well finished 15 metre trailer lift, the 150T. While the latest producer from the UK, Ascendant, exhibited its 22 metre truck mounted lift in Facelift livery.

Another new trailer lift was to be found on the Dino stand, its 26 metre 260XTD

lifts and the new Rough terrain models with dual deck extensions were first seen at last years SAIE exhibition in Bologna. The units have been refined and are now in production.



The new 21 metre lift height N19EL120 one of three new big narrow aisle electrics.



Manitou previewed the 150AETJ, the start of a new electric boom lift line.

offers almost 12 metres of outreach at around six metres lift height. Automatic self levelling is available as is self propelled drive and outrigger setting from the basket. Iteco surprised everyone with a large range of new electric and diesel powered scissor lifts in a totally new corporate livery. The new Micro/mini electric drive scissor

Other new scissors included a new type of lift from PB Liftechnik, the German based niche producer. The company launched a range of heavy duty, high reach ultra compact units with up to 17 metres working height on a chassis only three metres long and 1.2 or 1.6 metres wide. In spite of the compact dimensions the lifts still offer a lifting capacity of 400 kgs.



The MEC stand was busy throughout the show.

At the other end of the spectrum was the Oxley group with two unusual large platformed self propelled vertical mast lifts. With up to nine metres of working height, available with an air power option, one of the units was displayed with a wheel chair lift, allowing the unit to be used for tasks such as lifting the disabled into aircraft etc...

articulating booms were on display, led by CMC with its unique lift mechanism, which includes a three section main boom, two section top boom and a jib with up to 90 degrees of articulation. The design provides a wide working envelope, from around three metres below ground to 21 metres above with an outreach of up to 11 metres. This is the most compact in this category with an overall length of only 5.3 metres.



Snorkel made a big show, as part of its return to Europe.

tail-swing at virtually any height, while providing over nine metres of up and over reach.

Ruthman made a great deal of its new product launch, the 37 metre T370, the unit offers up to 28 metres of outreach with 500kg lift capacity in a lightweight package.

A number of mast climber producers attended the show, one company,

The 980 mast lift from Oxley



The patented Cicogna, 3.5 tonne truck mounted lift from Leader



Massimo Toni, shows the new fully modular mast climber and hoist system for total versatility in a rental fleet.

Leader also exhibited a patented twin telescopic boom truck mount, designated the Cicogna, with 20 metre work height and 5.7 metre overall length. We understand that RAM, the long established Italian producer, build this unit for Leader. Finally Pagliero debuted an even more radical design for maximum overreach, its new MX 200 has a three section telescopic lower boom mounted to a low profile superstructure and a three section top boom with pedestal mounted platform. The entire lift



UpRight surprised many with a large stand, including the new self levelling Speed level, and TL50 trailer lift.

While APEX is an access show, two mini crane brands were represented; it seems that access sales and rental companies are more successful with mini cranes than traditional crane hirers. Imai was represented by CTE and details were given of two new models, a one tonne ultra compact unit with a maximum under hook height of 3.4 metres and a five tonne/metre unit, the SPD500C with up to 11metres lift height and 10 metres maximum radius.

The other Mini crane on show was a 295 from Unic cranes Europe sharing a stand with Dakota shine.

Most new product introductions came from truck mount producers, topped out by Bronto with its 89 metre lift, the company also announced that it is



A boom forest from the European market leader includes the new Z51/30.

designing the world's highest lift, with at least a 101metre working height. A number of new 3.5 tonne truck mounted lifts with dual telescopic

mechanism is constructed from aluminium for minimum weight. The unit measures under 2.5 metres high and six metres long with zero



The new 37 metre Ruthmann lived up to pre show hype.

ASClimber from Spain is headed by Massimo Toni, previously with SAFI, the company has designed a completely modular system, the components of which can be used for both mast climbers and hoists with different tower dimensions.

Iteco showed all of its most recent products in a new corporate livery.

