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# APEX,

## Access event of the year



APEX is the largest dedicated access equipment show in Europe, now on a three year cycle with Bauma and Intermat, it promises to be a first class event this year. The Access market is picking up rapidly, the European economy, while growing slowly, is gathering pace, and new work at height regulations throughout Europe are encouraging more trades to take a look at powered access.

Over a hundred specialist access companies will be exhibiting at APEX and for visitors, it is a perfect chance to meet all of the major and many minor manufacturers and suppliers in a compact area, covering a single hall and outside area.

The RentX general rental industry show is held at the same time in an adjoining hall and shares a common entrance ticket. Both shows offer

a full days seminar with a number of distinguished speakers.

Maastricht at this time of year is also a pleasant place to visit with its old town and historic buildings. It offers plenty of good restaurants, bars and good hotels. Maastricht's central location also make it ideal for visiting other parts of central Europe. A short drive will take

you into either Belgium, Holland, France or Germany.

If you are at all involved or interested in working at height, then this years show is one not too miss, visitors will be attending from all over Europe with a good number also coming in from the USA and other regions.

Here is our brief guide to the main exhibitors and exhibits at this years show.

### Apex Essential information

#### Where?:

**MECC exhibition centre Maastricht**  
Forum 100 6229 GV Maastricht  
The Netherlands  
Tel.: +31(0)43 383 8383  
Fax : +31(0)43 383 8300

#### Dates & Opening Hours:

Thursday Sept. 22 - 10.30 - 18.30  
Friday Sept. 23 - 10.30 - 18.30  
Saturday Sept 24 - 09.30 - 17.00

#### Entrance:

Entry is free, you can easily pre-register on line, see the events guide on [www.vertikal.net](http://www.vertikal.net), where you will find direct links to the APEX web site. Alternatively you can register at the entrance.

#### Getting there:

**By road** - Maastricht can be reached from the A2 Highway (Amsterdam/Liege) or E39 (Cologne/Aachen). The MECC car parks are signposted.

**By train** - Maastricht Randwijck Station is located 250 metres from the MECC. There are regular trains to Maastricht Central station, which is linked to the international network. It is possible to travel to

Maastricht from London Waterloo - a typical journey takes around six to eight hours, with changes at Paris and Liege.

**By air** - Maastricht/Aachen airport is located 10 kilometres from the MECC and only 15 minutes away by car, taxi or bus. Unfortunately the only direct flights are from Amsterdam, Bucharest and Berlin. However flights from London are available through Amsterdam at anything from £51 to £257.

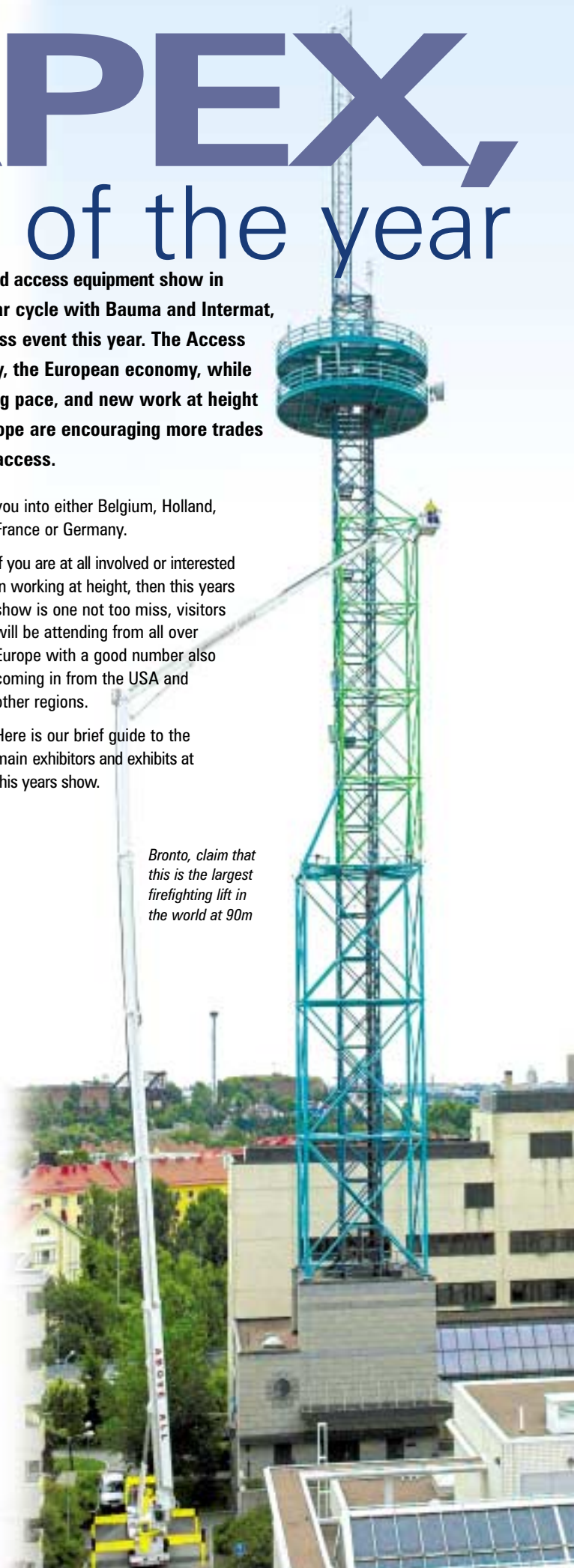
**Brussels** is also close and the organisers are laying on a free shuttle bus to and from Brussels Zaventum and Maastricht. On Thursday and Friday buses depart every hour at half past the hour, travel time is around 90 minutes.

Düsseldorf airport is also only around an hours car drive.

**Hotels:** see the APEX web site



*Bronto, claim that this is the largest firefighting lift in the world at 90m*



**Apex conference -**

Thursday 22 September

**Morning:**

**Safe Working at Height**

08.30 am - 09.10 am

Keynote Address

**Working at Height Regulations in the Netherlands and Europe**

**Jan Blok** (Dutch Occupational Safety Inspectorate)  
09.15 am - 09.55 am

**Choosing the Right Platform: An Introduction to Access Equipment**

**David Baxter** (Director of Marketing, JLG Industries)  
10.00 am - 10.45 am

**How to Work Safely at Height - Two Company Case Studies**

**Michel van Mil** (Director, Omnitalent/Milcon)  
11.00 am - 11.35 am

**Can Untrained Workers Operate Aerial Platforms?**

**Tim Whiteman** (Managing Director, IPAF)  
11.40 am - 12.15 pm

**The Australian Approach to Training and Platform Safety**

**Bernie Kiekebosch** (Hire & Rental Assoc of Australia/Haulotte Australia)

**Afternoon:**

**Aerial Platform Rental**

01.00pm - 01.35 pm

**The future of the European Access Rental Market**

01.40 pm - 02.15 pm

**Renting Dangerously?**

The US Experience of Renting Aerial Platforms

**Gary Brown** (St Paul Travelers Insurance, US)  
02.20 pm - 02.50 pm

**Renting Mast Climbers**

Profitably and Safely

**Peter Verhelst** (Hek Nederland, The Netherlands)

**Rentex conference -**

Friday 23 September

**Morning:**

**Rental Trends**

08.30 am - 09.15 am

**Keynote Address**

**Gerard Deprez**, Managing Director, Loxam  
09.25 am - 10.15 am

**Europe and the World:**

Global Rental Trends

**Dan Kaplan** (Rental Consultant)

10.30 am - 11.15 am

**Management Lessons from a US Rental Giant**

**Freek Nijdam** (Chairman, RSC, US)  
11.30 am - 12.15 pm

**RFID Technology: A Rental Revolution?**

**Jim Green** (Managing Director, Spartan Solutions, UK)

**Afternoon:**

**Rental Technology**

01.15 pm - 01.45 pm

*Case Study 1: A-Plant - Connecting with Customers*

**Asif Latief** (Marketing Director, A-Plant, UK)

01.50 pm - 02.30 pm

*Case Study 2: Yield Management in Equipment Rental*

**Tom Struttman and Steve Small** (Yield Dynamics Inc, US)

**Alp Lift BV**

Alp lift BV is the Dutch distributor for Böcker- Alp lift and Airo. On the stand will be the latest ALP lift, the PHC-HI range which does not require outriggers. It uses extra counterweight instead, making it suitable for industrial applications. With up to 11 metres work height it lends itself to routine access jobs in shopping malls. Also on the stand will be an AIRO SF 600 MICRA six metre platform height "elevator scissor lift".



Alp lift PHC-HI range offers up to 11m work height

**Altrex**

The brand with the re-assuring slogan 'relax, it's an Altrex!' will introduce its new "Modular Triangle Bridge" This system is available in lengths of two, three and four metres. It is being promoted as a quick and easy system for use by painters and the like. The lightweight platform can be assembled at floor level and raised to the work height with a hand winch.

**The Exhibitors**

**3B6**

Overload and electronic systems

**Access Systems Climber**

Spanish mast climber producer has big plans with its highly modular new product.

Aerial - see SEV


**Aichi**

Aichi says that it will unveil a new range of lifts at APEX but gives no advance information, other than that it includes new wheeled scissors and articulating boom machines. A 25 metre straight boom is also on test.

**AJ Access**


This British company is one of the leading suppliers of used platforms in Europe, it recently purchased 130 units from Loyds British to help ensure an ongoing inventory of equipment.

GENIE Z-45 ARTICULATING BOOM



engineered FROM THE

# ground up




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A TEREX COMPANY



**Aron**

**AS Climber**

**Barin**

Look out for the truck mounted AP60/30

**Battery Supplies**

The Dyno battery supplier from Belgium offers great prices and ships all over Europe.

**Bison (See Palfinger)**

**Bizzochi**

Truck mounted sister to Effer lorry loaders

**BPE**

**Brevini**

**Bronto Skylift Oy**

Bronto will display what it claims is the world's highest fire fighting machine, the S90 HLA, a 90 metre truck-mounted platform.

Sharing the stand will be two models from the XDT Range of which nearly 50 units have been sold in the past 18 months. The two units on show are the 46 and 52 metre versions. Both models feature the Bronto Skylift B+ control system which is geometry based and according to the company, unlike any other control system on the market, Provides identical outreach, regardless of external influences such as wind speed, ambient temperature or platform loading.

**CMC**

**Comabi**

**Comet**

**CTE**

CTE will show two new 'spider' type crawler mounted lifts, a completely new category for the Italian truck-mount producer. The two models are a 13.5 metre CS135 and the 15.5 metre 175, as well as a Z-20E and Z-26E" series truck mount and a new mini-crane, the SPD260C.

*CTE has a number of new trucks including this Z32*



**Dakota Shine**

Future products group will show its paint pigment and gloss restorer, as a low cost alternative to repainting machines that have lost their shine. The treatment penetrates the pigmentation and as such will blend spot touch up paint with the original.

**Denka Lift**

Denka Lift and Falck Schmidt will attend APEX as Worldlift industries, following the merger of the two companies earlier this year. Denka will show the new DLX15 now available with battery power using an inverter to power the AC motor.

**Dino Lift Oy**

Dino will launch a new 260XTD 26m trailer lift with self propelled from the basket. It will also show its Dino T135T trailer lift and 240RXT self-propelled machines.

**DK Rental**

The Belgian-Spanish rental company has now formed a used equipment business.

**Easi-UpLift**

The Irish based rental company has an extensive used equipment sales business and is offering a wide selection of two to four year old used booms and scissor lifts. Easi-uplifts is also the distributor of Aichi in the UK and Ireland.

**Egie**

Specialist insulated truck mount producer

**Emrol**

Emrol distribute Trojan batteries, battery chargers and test equipment, and will introduce two new chargers at the show. The first, the Extreme charger, is manufactured by Battery Charger Industry, to IP66 standards. The compact unit is designed for heavy duty installations and is highly resistant to rain, pressure washing, humidity, and heavy vibration. The range extends from 24V-30A up to 48V-25A with lead-acid or a sealed battery charging cycles.

The second is the Powerswitch range of high frequency compact chargers allowing users to charge both wet or sealed batteries more efficiently in terms of power consumption.

**Estda Fahrzeugwerke**

The German truck mounted platform producer, will show models from its



*Have Mastclimber will travel the fast set up FRSM-1500 from Fraco*

truck and trailer lift ranges, including the 22metre TA2220.

**Eurosupply**

Is the Nifty and Hitachi lift dealer for the Netherlands, the latest Nifty trailers and self propelled will be on display.

**Exact software**

**Exide**

This company suggests visitors take a special look at its "unique" sealed Gel Sonnenschein maintenance-free Gel batteries. Exide says that they are so "leak proof" that they can be mounted and used upside down, and will even work under water; they do not spill or fume acid, and are not classified as dangerous goods for transport purposes, even by air.



*Exide's leak proof, maintenance free gel battery*

**Falck Schmidt**

Falck Schmidt, now part of Worldlift industries will show an example from its New Falcon atrium lift range.

**Faraone**

Faraone will show models from its self propelled aluminium mast lift range, including the eight metre work height PKS880 and a new PKS 600.

**Finpro**

**Fixator**

Suspended platforms from France.

**Fraco**

Fraco will be introducing its new FRSM-1500 mast-climbing work platform. 'combining lightness and flexibility in a new "ergonomic" mast climbing platform which is quick to install and easy to use'. The company claims that "revolutionary technology" built into the FRSM-1500 provides

smooth quiet platform operation, combined with 680 kg lift capacity at a speed of 4.1 metres a minute.

More importantly, the platform can be assembled by hand in less than 30 minutes to its freestanding height of 11 metres and folds into an all-included compact kit significantly reducing transportation and storage costs.

**Fronius International**

**Gemmo Group**

Components including rubber tracked chassis

**Genie Europe**

The new Genie Z-51/30 articulated boom debuted at Platformers Days in August, but for most APEX will be its major launch. Based on the leading Z45/25 the new unit offers more height and outreach thanks to its longer telescopic boom. Unusually the Z-51/30 will only be sold in Europe and has according to Genie been developed at the request of European customers.

The Z-135/70, launched in February at the ARA, will also be on display following appearances at SED and Platformer days. If you have not seen this unit, then it is one not to miss, with dozens of new ideas, including an X-Chassis/axle configuration which provides a square base on site and a narrow width for transport. The working envelope combines a massive riser, with telescopic top boom and telescopic articulating jib.

Representing the diesel scissor family, will be the 12 metre work height GS-3390RT with 7.3 metre "super deck" double deck extension platform. The GR-20 compact mast lift launched at the ARA is also worth a look.

*The new Genie Z51/30 uses the same base as the Z45/25*



## GSR

GSR will show its PX truck mount range with up & over reach and zero tail swing offering working heights from 20metres. The company says that its latest controls have been made to be quick and easy to understand. GSR also claim that the PX is one of the fastest of its type, reaching 20 metres in less than 90 seconds.

**Haulotte – see Pinguely**

## Helac

## Holland Lift

The Dutch manufacturer of the worlds largest scissor lifts, with a wide range from four to 34 metres. With 4x4, 4x2 and crawler chassis. On the stand will be the 135EL24

and 165EL25 electric models. Holland lifts Diesel range will be represented by the 165DL25 and the 250DL27, the latter being a 27 metre working height unit with 1,000kgs lift capacity. Holland Lift may have a surprise on its stand.



*Holland Lift are strong at the top end of the market and are looking for distributors.*

## IPS

Independent Parts & Service, the UK based parts and service company, with new outlets in Germany and Australia.

## IPAF

The International Powered Access Federation is using its appearance at APEX to highlight its call to the industry to ensure that powered access equipment is always used correctly and safely.

The IPAF training programme for MEWP operators was recently certified as meeting ISO 18878 by the highly-regarded German agency TÜV in February 2005, the first training programme to meet the new standard.

A new IPAF DVD that makes powered access training more interactive will be launched at APEX. IPAF points out that around 80 percent of the registered exhibitors are already IPAF members.

IPAF Managing Director Tim Whiteman will speak at the APEX Conference on the morning of 22 September, with a talk entitled "Can untrained workers operate aerial platforms?"

## Italmec

Italian producer of track mounted low weight booms.

## Isoli

Isoli has concentrated its resources on optimising its outrigger configuration system and on reducing travel height on its truck mounted lifts. The results of these efforts will be on display.

## Iteco

The Italian manufacturer will have at least two new models from its updated scissor lift range, including the all-new 15230, a 15 metre, 700 kg capacity diesel or diesel-electric machine and its new electric drive micro and mini scissor models.

There are also plans for a new 15 m articulated boom later this year, and details are expected to be available at the show.

## JLG

Will have one of its two new trailer-mounted platforms on the stand, either the 12.5 or 17metre working height models and one of the two new narrow Liftlux electric scissors, either the 15 metre, 153-12 or the 18 metre 180-12 platform height models, both of which are only 1.2 metres wide. Other exhibits will include JLG-Liftlux diesel scissors, Toucan mast booms, Straight and articulated booms and at least one telehandler.

## Kesla Oy

Kesla will launch its new 19 m XS190 self-propelled platform.

## Kors

Among products will be the Frisia Lift crawler scissors made by HTN and the new Omme 1930R crawler mounted boom lift.

## Leguan

Skid steer boom lifts

## Lehmann

Lehmann produces a range of mast booms, under the EMU model name, the largest of which features a telescopic boom, for greater outreach.

## Lion lift

Will show units from its truck and crawler mounted lift range.

## Manitou

Manitou will show a selection of its steadily expanding aerial lift line, including the 120 and 150 AETJ electric booms, it may well have a surprise or two in terms of new models in its electric articulated boom lift line.

## Matilsa

Matilsa will show at least one of its trailer lifts, along with a new development of the company's Parma 16D and Parma 13 self propelled boom

lifts. Matilsa are one of the few boom lift producers to offer a levelling jack option on its booms.

## Mec

The new Mec will show models from its slab electric scissor lift range including 15/1932ES elevator scissor models and models from its mid-wide electric scissor range. From the 2033ES up to the 3247ES.

## Merlo PIC

Merlo the leading Italian producer of Telehandlers will show a fully integrated Space 11 telescopic access

platform attachment for use with its telehandlers. The Space 11 offers an additional 11 metres of working height to the telehandler boom, as well as a substantial working envelope.

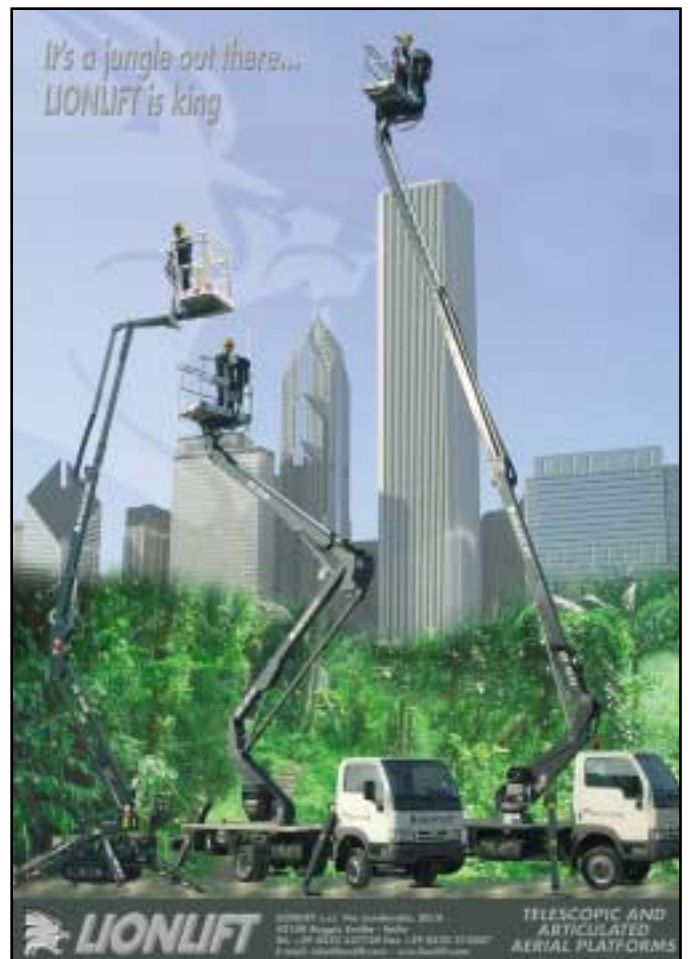
## Moba

Moba offer some of the most innovative solutions to platform overload devices on aerial lifts.

## Modern Engineering

## Modern Access & Scaffolding

*The new Battery powered version of the Denka DLX15 uses an inverter*







The first Bison Palfinger TKA61 KS is very compact.

**Nacanco**

In addition to being one of Spain's largest rental companies, Nacanco, has a well established used equipment refurbishment business.

**Niftylift**

Exhibiting with Netherlands dealer Eurosupply, Niftylift will show its new 15 m Nifty 150 T trailer lift along with some of its growing self propelled line.

**Nihon Bisoh**

Nihon Bisoh of Japan will show its new Bisomac 210 traction hoist for suspended platforms.

**NorAcon**

**Oil & Steel**

Look out for Oil&Steels truck mounted and Octopussy range of crawler mounted boom lifts.

**Omega Lift**

The Dutch producer will be showing its new 26.5 metre, 1.24 metre wide, NS260-600 narrow aisle wheeled scissor lift, in addition to its crawler scissor lifts.

**Omme-Lift**

Omme of Denmark says it has a problem-solver to show. 'Access platform users often have a lack of outreach when working up and over buildings or other obstacles', says the company.

Its new crawler mounted lift has a working height of 19 metres with over 10 metres of outreach at a pivot height of over six metres. The transport length is under six metres, with an overall width of only 1.1 metres. The two stage articulating riser provides zero tailswing throughout the working envelope.

The spider type outriggers enable the lift to set up on dramatically uneven locations, including steep slopes, steps or landings as well as in narrow and awkward places. The working range is automatically adjusted, depending on the outrigger set up.

Omme will also display a 25 metre trailer mounted straight telescopic boom.

**OP Pagliero**

OP Pagliero, will show models from its extensive range of truck mounted lifts.

**Oxley Group**

The Oxley group offer a wide range of aerial lifts, including a number of industrial self propelled models.

**Oy Scaninter**

The mast climber and hoist producer from Finland.

**Palazzani**

The Italian spider lift producer.

**Bison Palfinger**

Bison Palfinger will launch its largest machine to date, the 61 metre working height TKA 61 KS. Outreach is 39 metres and thanks to Bison's innovative counter-slewing system the overall length of the lift is only 11 metres.

Also on show will be the 28 metre, TKA 28 KS, which it claims is one of the most compact truck mounted lifts in its class. The patented counter-slewing system makes it possible to slew within the width of the vehicle, ideal for limited spaces. With a wheel base of just 3 metres, it is said by the company to be as agile and manoeuvrable as a passenger car!

**Perk Elektrotechnik**

**Pinguely Haulotte**

Haulotte has promised a great deal for APEX, it says that it will only have new products on its Apex stand! Among them will be the HA 41 PX a new articulated diesel boom, with 41 metres working height, and the 26 metre equivalent, the HA 260 PX. Most interestingly will be perhaps, one or two examples of the truck mounted boom lift range that it has trailed since March, including 16 and 20 metre models, mounted on a 3.5 tonne truck.

On the scissor lift front, it will show its new 7.3 metre dual extension deck for its large diesel scissor range.

*Haulottes largest, the all new HA41 boom*



**Plumettaz**

**Porello G. Battista**

**Ruben Power**

Producer of electrical equipment, such as battery chargers and line contactors.

**Ruthmann**

Ruthmann is keeping quiet about the details of its new Steiger T370. The new truck mount apparently offers up to 37metres working height, exceptional outreach and what the company calls 'enormous flexibility' referring of course to the machine's working envelope rather than the feel in the cage.

The upper boom or jib articulates through an amazing 180 degrees.



This is the most detail that Ruthmann will show, love the colour scheme.

180 degrees platform rotation is also standard. Ruthmann say that the whole package will fit onto a truck with a surprisingly short wheelbase.

**S.A.M. Hydraulik**

**Safi**

Mast climbers, from Italy.

**Scaninter Oy**

Mast climbers and hoists.

**SEV Aerial-Access**

Aerial Access is making its APEX debut, and plans to unveil a new trailer-mounted unit. It remains firm that absolutely no advance details will be given out.

One new product is the K17T trailer lift, first shown at SED earlier this year, with a 17metre working height, 9.1metre outreach and 140 degree jib that offers 90 degree basket rotation and 680 degrees of slew. Next to it will be the E12, an entry level trailer lift with 12.2metre working height and a reach of five metres.

Aerial also recently launched a new dumper mounted lift, the Pioneer, offering 17metres working



Is it a crane or is it a platform? A rare sight in Europe from Socage.

height and 7.9metre outreach. With 4x4 drive, 40 percent gradeability and high travel speeds it is ideal for covering large sites.

**SGB**

Showing towers and other access in the adjoining RentX show.

**Sky Climber Europe**

The US/Belgian suspended platform company, will be exhibiting for the first time since it was subject to a management buy out.

**Sky-High**

The Belgian based producer of trailer and vehicle mounted lifts will show a new 13 metre self-propelled boom lift and and 12 metre van-mounted machine.

**Skyjack Europe**

Skyjack will show a selection of lifts from its existing scissor lift range. The company says that it is currently concentrating on the development of both enhanced and new access products that will reach the market in early 2006.

**Skyman International**

SEV - Aerial will be making an impact with new products and new owners





Haulotte has a new 7.3m Superdeck for its big scissors

#### Snorkel International

It is just over 18 months since Snorkel stepped up its European sales efforts, following its re-birth in the USA. Snorkel, along with its Dutch distributor Omnicconstruct, will show two new slab electric scissor lifts, the S2646 and the S3246, long with the new TB47J telescopic boom.

#### Socage

"Our platforms are not absolute innovations," say Socage, a division of the Innovative Fassi lorry loader crane producer. There will be new truck mounts on 12-tonne and 18-tonne carriers from its Cheyenne and Sioux ranges, as well as new 20m and 22 m Navaho low weight crawler-mounted platforms. Also look for the Apache, which it is promoting as both a crane and a platform.

#### Sodineg

#### Sumner Manufacturing

Sumner will show its range of material lifts and other lifting devices. The company is hoping to find dealers for several European markets.

#### Svelt

Italian access producer Svelt will show its alloy tower systems, in addition to its many alternative solutions for working at height.

#### Teupen

The German company will have a selection of its truck mounted and

specialist platforms, including a 50 m Leo 50 GT crawler mounted boom, bought by Belgian company Maes. This is, the company tells us, the second such machine to be sold into the Belgian market.

#### Time Export

Time Export will be showing models from its Versalift range of van mounted lifts, including its popular insulated models for utility applications.

#### Trojan Battery Company

#### TVH

The rapidly growing Belgian based suppliers of spare parts for aerial lifts and fork trucks will be exhibiting for the first time since it entered the aerial lift parts market.

#### Upright

UpRight will show a number of its scissor and boom lift models, including the ever popular AB38. In addition UpRight will have its alloy tower range on display.

#### V.P.S. Brevini

#### Worldlift Industries

Falck Schmidt and Denka on show for the first time since they came together into the new Worldlift industries.

#### Wumag Elevant: Pic

Wumag's big news is its new 3.5 tonne 20 metre truck mount which offers a groundbreaking 14 metres of outreach.



All new on the Haulotte stand, including the HA260PX



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