

# It's that APEX time again

Apex, the international specialist access equipment show will open its doors once again in Maastricht in mid September. Although there has been much debate over the venue and pressure from some quarters to move it or change the format, the show is now coming into its own as a key event in the access industry calendar.

Since it moved to a three year cycle in 2005, well away from Bauma and Intermat, Apex has gone from strength to strength. It now provides a launch pad for new products and ideas while being an important meeting point for the world's access professionals. In a year where there is no international exhibition in Europe it also serves as the annual get together for the industry and the largest display of access equipment anywhere.

This year both the indoor and outdoor space has been sold out for some time, with 110 exhibitors showing a wide range of equipment and services, all related to working at height. In addition to the show itself, IPAF is hosting its second Europlatform conference in Maastricht on September 16th, the day before Apex. This year's theme is 'The rental company of the future' so with the two significant events it makes sense to make a full week of it, especially if you are travelling any distance.

In the following pages we take a look at some of the new products and innovations you ought to look out for and highlight some of the major exhibitors.

We will of course be publishing a full review of the show both on the internet and in the next issue of Cranes & Access.

## Apex essential information

### Where?

The MECC convention centre in Maastricht, Netherlands.

### When?

September 17th- 19th

Wednesday 17th 10:00 till 18:00

Thursday 18th 9:30 till 18:00

Friday 19th 9:30 till 17:00

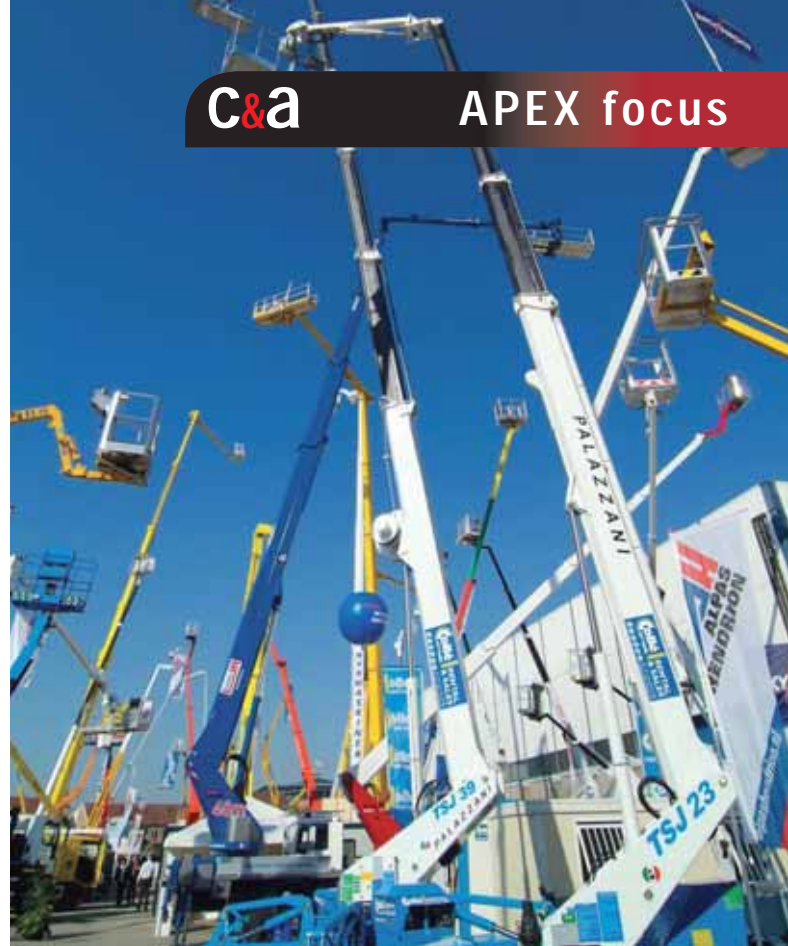
### Cost?

It is free - register on line or at the entrance desks, there is a link to the APEX web site on Vertikal.Net - Events

## How to get there

Maastricht is a very democratic venue, apart from a cluster of Belgian, Dutch and German locals few of whom are likely to attend, it is as awkward to travel to for everyone.

There are flights from Amsterdam, but with all the hassle of modern air travel the train or bus is often faster and easier. Amsterdam and Düsseldorf airports are around an hour and a half away by road, although the Düsseldorf - Maastricht run can be done in an hour. A train service runs from Amsterdam and takes around three hours door to door. If you want to be green and take the train from the UK - you will need to change in Paris and Liege and allow at least eight hours.



If you like something that is free Brussels Zaventem airport is a little closer and the organisers are laying on shuttle busses from the airport on the 16th, 17th 18th and 19th. Buses are about one an hour so look out for the APEX welcome desk in the arrivals area.

## Hotels

There are plenty of rooms in the area for a show of this size. Try the Apex website first of all, if you don't like what you find the usual web booking services will yield a selection of possibilities.

## Exhibitors:

The aerial platform business - until very recently - was enjoying one of its best periods ever with markets such as Eastern Europe and the Far East rapidly developing and making a significant impact on sales. Unfortunately the slow-down in North America looks set to spread to Western Europe increasing pressure on manufacturers around the globe to give customers more innovative, value for money machines.

With more than 100 exhibitors, Apex will have all the global major manufacturers showing the latest products. With the show coinciding with the North American Conexpo exhibition, many manufacturers which concentrate on this market will have already launched products there. However Apex will have a

wide range of manufacturers from Japan and China, which will be unfamiliar even to experienced UK customers. Chinese manufacturer Beijing **JingCheng Heavy Industry (JCHI)** will be showing off its newly CE marked scissors and booms including a 32 metre self propelled boom and a range of electric scissors. The company is also looking for European distribution partners.

Chines manufacturer JCHI will be showing its new scissors and booms



From Japan, **Aichi** will be showing its 'global' products - 40ft and 46ft self propelled booms and narrow aisle scissors - and **Hanix** with its subsidiary **Hanix Europe** is said to be launching a new range of Japanese-built machines.

It is five years since Danish companies **Denka Lift** and **Falck Schmidt** merged as **WorldLift Industries**. Two new improved DK12 and DLX15 Denka trailer lifts are promised as well as models from the **Falcon** spiders.

From Finland, **Dinolift** is showing a new, light-weight mains/battery powered, trailer telescopic machine - the Dino 180TB - although it is keeping very quiet about another new machine.

**UpRight** looks set to launch at least one new aerial work platform probably a new 12m/34ft trailer mounted platform along the lines of the existing TL series machines and with a very competitive price! Also look out for an innovative trailer mounted scissor lift that UpRight believes has real potential as a global product. Other new machines include a crawler mounted scissor and a Bi-energy 33ft scissor.

German platform manufacturer **Ruthmann** will show two new truck platforms - the Steiger T 275 will be making its debut and is the extended version of the Steiger T 270 which has sold well since being introduced five years ago. The new model features improvements to working height and outreach as well as to the build.

The other new platform is the Steiger T 580 - a triple axle chassis mounted aerial platform featuring 'round profile telescoping technology'.

The Steiger TB 220 - which has now sold 500 units since 2002 - will also be on display and Ruthmann says that it will also show visitors other models which will be making their debut in the coming months.

Italian truck and van mounted aerial platform manufacturer **GSR** will be introducing a new range of telescopic van mounted platforms

starting with the E140TJV, a 14 metre working height, telescopic with fly-jib unit fitted on 3.5 tonne Ford Transit. The company says that the new range has been designed to match the increasing demand for 3.5 tonne vans with an acceptable payload and will complement its existing range of reverse articulated van mounts. The platform can be installed on the most common Euro 5 commercial vehicles like Ford Transit, Iveco Daily, Mercedes Sprinter, Renault Master and Volkswagen.



The new GSR telescopic van mounts will complement its range of reverse articulated machines.

**Haulotte** is gaining new friends in the UK with new models and improved customer service. Although already seen at various shows and a UK open day last month, the company will be showing its latest 28 metre H28TJ+ telescopic boom with very useful six metre telescopic jib. With an outreach of 23 metres and basket capacity of 350kg, the machine performs very well compared to the existing competition.

Just starting to be available in the UK is Haulotte's two model telehandler range. On show at Apex is the 17 metre telehandler HTL 4017 which has a lift capacity of 4000kg and can fitted with multiple accessories such as forks, buckets, work tools and hooks.

*Ruthmann will show two new truck platforms as well as previewing models due to be launched over the coming months.*



Haulotte's latest H28TJ+ features a useful six metre telescopic jib, 23 metres of outreach and 350kg basket capacity.

It is still early days as far as Haulotte's acquisition of **Bil-Jax** is concerned. Bil-Jax's latest X-Booms will be on show including the 13.4 metre 36XT telescopic and the articulated 15.6 metre 45XA.



Bil-Jax 45XA

Following **Palfinger's** acquisition of **Wumag** last month (see interview with Herbert Ortner Page 51), Apex is the first joint appearance of **Bison** and **Wumag** and a range that extends from 11 to 103 metres.

On the stand will be the world's largest truck mounted platform - the 102.5 metre working height Wumag WT1000 mounted on a Tadano Faun ATF 110G-5 AT crane chassis. The WT1000 is designed as an articulated work platform with a 5-section lower boom, a 3-section upper boom, and a cage boom angle of 115 degrees.

Bison and its TA, TKA and TKA-KS models offer heights from 14 to 61 meters. The TA 25 B, claims the



The world's largest truck platform - the Wumag WT1000 can be seen on the Palfinger stand

highest access platform with the greatest reach for vehicles with a total weight of 3.5 tonnes. Also on show is the TKA 28KS with counter slewing system.

*Palfinger and Wumag models are now on one stand including this TKA 28KS machine with counter slewing system.*



# Your experienced partner in... ...powered access platforms.



- Scissor lifts range from slab units to rough terrain, with working heights of 6 meters up to 15 meters.
- Platform sizes from narrow to ultra-deck.
- Self-propelled booms range from 14 to 15,5 meter working heights, with additional models debuting now through 2010 in working heights ranging from 14 up to 45 meter.
- Highest lift speed compared to any other brand.
- High grade components used throughout all MEC machines.
- Very low cost to maintain, unmatched less than 0,5% warranty cost.
- Common components are used throughout the MEC line. No need to stock a wide variety of parts to support the machine.



  
**PlatformSales**  
EUROPE

PlatformSales Europe • Maxwellstraat 50 • 3316 GP Dordrecht • The Netherlands  
T. +31 78 65 217 65 • F. +31 78 65 217 60 • E. sales@platformsaleseurope.com • I. www.platformsaleseurope.com

  
MAASTRICHT  
SEPTEMBER  
17-18-19  
STAND 1870

## OPTIMISE YOUR PRODUCTIVITY.



On the jobsite, days are measured by productivity so you need equipment that is efficient and reliable. JLG® products will support you in the challenges you face every day. Articulating and telescopic boom lifts that take you higher and further, scissor lifts that can handle more personnel and material in the platform, mast style boom lifts that get you closer to your work, vertical lifts that let you leave your ladder behind and telehandlers that are built for productivity. Get more work done in less time. With JLG® aerial work platforms and telehandlers.

Visit JLG at APEX, Maastricht, the Netherlands.  
September 17-19, 2008 – Stand Number 1210



JLG Europe BV  
Polaris Avenue 63  
2132 JH Hoofddorp  
The Netherlands  
Tel: +31 (0) 23 565 5665  
Email: [info@jlgeurope.com](mailto:info@jlgeurope.com)  
[jlgeurope.com](http://jlgeurope.com)

An Oshkosh Corporation Company

**JLG**



Genie has two new telehandlers including the 4017 SX and the redesigned 2506 compact.



construction lift HD 24/0-7, the Minicrane, the Superlift Z 330 as well as various models of the Toplift series.

Heavy duty, scissor lift manufacturer **Holland Lift** has several new models including the G-320DL30 4WDS/N, M-250DL27 4WD/P/N and N-265EL13 4WDS and T-210DL25 4WD/P/N.

**Manitou** will unveil its new ranges of platforms shown earlier this summer at its production facilities in Ancenis, France. They will include a new 60ft (18 metre) platform height articulated rough terrain boom lift - the 200ATJ, its largest so far which features a new dual parallelogram over-centre riser, two section telescopic boom and longer jib.

**Genie** will have a full range of products including a first European outing for the the 20.34 metre, 15.48 metre outreach S-60 Trax telescopic boom with innovative four-point track system. The redesigned GTH-2506 compact telehandler and the new four tonne, 17.19 metre GTH-4017 SX rough terrain telehandler will also be on show.

**Oil&Steel** continues to grow its product ranges with two new models - the tracked Octopussy 2190 and the Snake 2010 mounted on a 3.5 tonne chassis. The Octopussy can lift 200kg to a 21 metre working height. The unit differs from other models in the range in that it has a double pantograph boom allowing 'up and over' access at 10.5 metres.

This boom configuration features on the new Snake 2010 Compact. Mounted on a Nissan 3.5 tonne chassis, the unit has a 20 metre working height, 10 metres outreach with a 200kg basket capacity and according to Oil&Steel, is the most

compact platform for its height currently on the market. Take a look at its new, patented Gecko outrigger stabilisation system.

Fellow Italian producer **Multitel Pagliero** will take the opportunity to show eight models including its MX 270 and MX 130 as well as the largest - a 60 metre J360TA on a 4 axles, 32 tonne chassis. Other models on the stand include a 35 metre on a 2 axle chassis with full variable outrigger system and a number of the very popular 35 tonne work platforms, including the 160 ALU, the MT 222 AZ and the MX 200.

**Skyjack** continues to develop new products and will launch two brand new machines the SJ 12/16 a self propelled vertical lift machine with 'slide out' platform and the SJ46AJ articulating boom. Also on show will be a selection of scissors including the more recently introduced rough terrain SJ9241.

One of two **Socage** TJJ70 platforms currently being assembled will be at

*The Snake 2010*

the show. Mounted on a 32 tonne chassis, the unit has a working height approaching 70 metres and can be fitted with an optional 900kg lifting capacity winch.

Socage will also show a new 20 metre articulated, telescopic platform on a 3.5 tonne chassis.

The **Böcker** Group will be exhibiting a new version of the Superlift MX. The MX 1024 now has a maximum payload of 1000kg and has other features such as diagnostics and display. The Böcker trailer cranes have also been upgraded as well using the more rigid new 3.5 tonne chassis. Drive now powers the rear of the two tandem axles via an easy to reach lever. The completely variable support system which enables the three support positions of 0, 20, and 60 degrees is now standard on all trailer cranes.



*The new 200ATJ shares many components with the smaller 180 and has a 20 metre working height.*

The aluminium trailer crane AHK 30/1600 with working platform will be on show as well as its



*The Manitou VJR100 Evolution*

Two new Bi-Energy versions of its 150 and 170 AETJL slab electric boom lifts with more ground clearance and higher lift capacity will also be launched as well as a totally redesigned VJR mast boom series - the VJR 80 and 100 Evolution - featuring drastically reduced Gross Vehicle Weights, marginally lower platform heights and direct electric drive.

Apart from its various scissor lifts, Italian producer Iteco will be launching a new, four wheel drive, battery operated scissor for indoor and outdoor use. The IT 17210E has a working height of 19 metres and lift capacity of 600kg. A diesel version will be followed by a smaller 16.5 metre machine.

Aside from various scissor lifts Iteco will show its recent model IT-MC M 4680 - an electric powered scissor with a platform that can be extended by 360 mm.



List of Exhibitors:

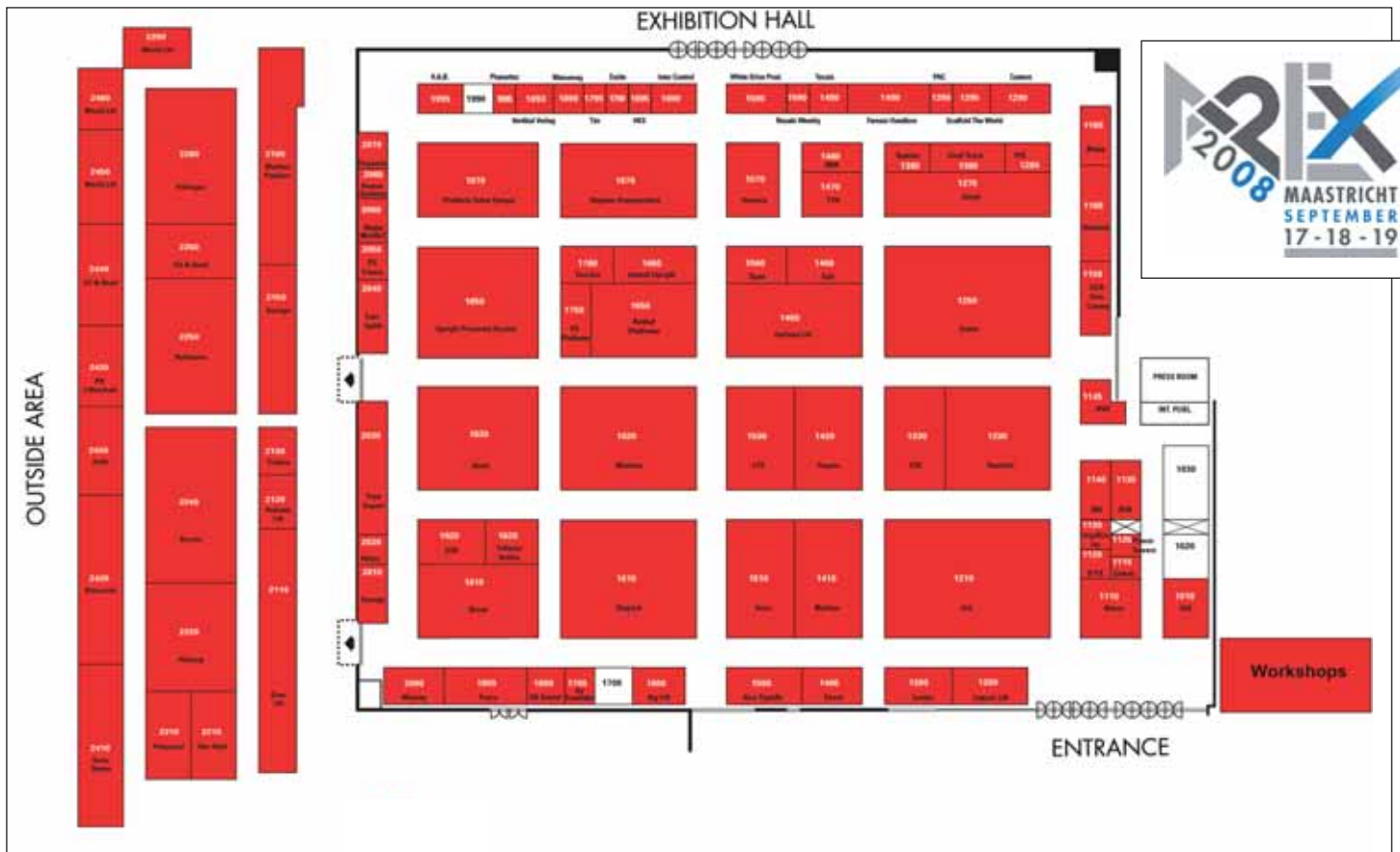
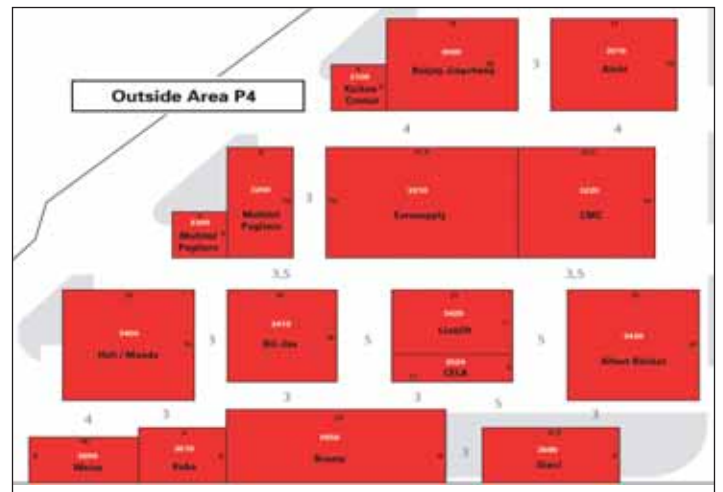
Indoor Area	
3B6 Sistemi Electronici-	1140
Access Systems Climber	2070
Aichi	1830
Airo Tigieffe	1500
Almat Industrie	1200
Alp Lift Hoogwerksystemen	1600
Altrex	1110
ATN	1135
Battery Supplies	1560
B.P.E.	1120
Braviisol	1160
CTE	1530
Custers Hydraulica	1290
D.K. Rental	1800
Easi Uplift	2040
Emrol	1400
Exide Technologies Nederland	1790
Faresin Handlers	1490
Finstereie	2070
Fraco	1900
Garos	2050
Gemac	1115
Genex Scaffolds	1530
Genie Europe	1250/1270
GGR-Unic Cranes	1150
Giraf Track	1380
GSR	1920
H.A.B.	1995
Haulotte Group	1230
Height for Hire	2040
Helac Corporation	2020
Hinowa	1570
HKS Dreh-Antriebe	1695
Holland Lift	1450
I.M.A.	1480

InspHire International	1130
Instant Upright	1660
Inter Control Hermann Köhler Elektrik	1690
IPS	1280
Iteco	1510
JCB	1330
JLG	1210
KHL	1010
Leader	1300
Leguan Lifts	1200
Manitou	1630
Manumag	1890
Matilsa	1410
Moba Mobile Automation	1180
Nagano Hoogwerkers	1670
Oy Scaninter	1705
PG Trionic	2050
Platform Basket	1650
Platform Sales Europe	1870
Plumettaz	1895
Power Towers	1125
Powered Access Certification	1390
Resale Weekly	1590
Rösler MiniDaT	2060
Riwal	1810
Safi / International Scaffolding	1460
Scaffold The World	1295
Sensor Systems	2065
Skyjack Europe	1610
Socage	2010
SPE	2050
Sumner Manufacturing	1385
Talleres Velilla	1820
Tecchio	1760
Tecsis	1495
Teupen Maschinenbaugesellschaft	1430
Time Export	2030
Tüv Nederland QA	1795
TVH	1470

Upright Powered Access	1850 /1870
Vertikal Press	1893
White Drive Products	1595
Wumag Elevant	2000
XS Platforms	1750

World Lift	2460
World Lift	2450
Wumag	2220
Albert Böcker	3430
Aichi	3010
Beijing Jingcheng	3000
Bil-Jax	3410
Bronto	3650
CELA	3520
CMC	3220
Dieci	3690
Eurosupply	3210
Ferrari International	3420
Heli / Maeda	3400
Hitachi	3210
KuikenCramat	3100
Kraan- en Truck Service	3220
Kuka	3610
Lionlift	3420
Maeda mini Crawlers Cranes	3400
Multitel Pagliero	3200
Niftylift	3210
Nostolift	3210
Weiss	3600

Outdoor areas	
Bizzocchi	2420
Bronto	2240
Dinolift	2110
Esda	2430
Holland Lift International	2120
Kors	2410
Multitel Pagliero	2160
Oil & Steel	2260 / 2440
Omme	2410
Palazzani	2310
Palfinger	2280
PB Lifttechnik	2435
Ruthmann	2250
Sky-High	2210
Socage	2150
Teupen	2130
World Lift	2290





**Come visit us in Maastricht at Apex  
17 -19 September 2008**

**See our new machines and meet the team on Stand 1610.**

Skyjack UK Ltd  
Tel: +44 (0) 1691 676235  
Fax: +44 (0) 1691 676238  
[info@skyjackeurope.co.uk](mailto:info@skyjackeurope.co.uk)

**SKYJACK**



NOW IN EUROPE

# China's Leading Platform Manufacturer

Our **New** global range is now CE approved and available internationally • **PARTNERS WANTED**



Beijing JingCheng Heavy Industry Co.,Ltd.

Xinghu Industrial Garden, Taihu Town, Tongzhou District,  
101116, Beijing, China.

Tel: 0086-10-61539210, Fax: 0086-10-61539210.

E-mail: sales@jchic.com <http://www.jchic.com>

See us at:



Sept 17-19th 2008  
Booth No. 3000