

cranes & access

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March 2016 Vol.18 issue 2

Batteries
Tower cranes
**Bauma second
preview**
**Small booms
& mast booms**

...Vp acquires Higher Access...New 150 tonne Grove...Falcon pleads guilty...

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On the cover:

The reflection of a Liebherr 750 tonne LTM 1750 captured in the facade of an adjacent building while erecting a tower crane.



C&A contents

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Batteries 51

Semi or full traction batteries are a critical component of more than half of all aerial lifts and an increasing number of pick and carry cranes. Many companies just look for a supplier that offers a keen price and has inventory, however choosing correctly can make a massive difference to machine reliability and performance and therefore customer satisfaction. We review the latest trends in battery development including lithium ion power units.

Show reviews 55



This month we review two totally different shows - the ARA Rental Show from Atlanta, USA and the Executive Hire show from Coventry, UK.

Rental rates 71

What causes rental rates to go down, stay down and be so resistant to increases? And what can rental companies do about it? Jeff Eisenburg takes a look in the first part of a two part feature concluding next month.

Tower cranes 17

This month we take a look at London-based City Lifting. Unusually for a crane rental company it has large fleets of tower cranes, mobile tower cranes and All Terrain cranes. We also take a look at some unusual applications from around the world.



Small booms and mast booms 27

Recent new model introductions mean that choosing a small boom lift in the 10 to 12 metre range is even more difficult than before. Not only is there a wide choice of concepts - mast boom, ultra-compact industrial booms, light weight electric and Rough Terrain - there is also a growing choice of power units. Cranes & Access looks into the latest models and developments.



Bauma preview part 2 39

Last month we featured the first of our Bauma 2016 previews which concludes this month with more new products that are expected to be at the show. Products unveiled at the show will be covered in the show review in the April issue of Cranes & Access.



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Opportunity is missed by most people because it is dressed in overalls and looks like work

Thomas Edison

In the next C&A

The next issue of Cranes & Access scheduled for the end of April will feature: Mid to large capacity All Terrain cranes, Spider lifts, the Bauma show review and the Vertical Days preview. If you have any contributions or suggestions, or are interested in advertising in this issue, please contact our editorial or sales teams.

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Bauma 2016

Unless you have been living in the far-flung reaches of Outer Mongolia for the past year or so you will be aware that Bauma - the world's largest construction equipment show - is taking place in Munich next month.

Over the past decade or two, Bauma has not only consolidated its position as the premier showcase for construction equipment, but it has also emasculated the other international shows in comparative terms, making it the 'must go to' event in the historic tri-annual show calendar which includes Conexpo in the States and Intermat in France.

But as Bauma has continued to grow it has almost transcended its show status, becoming a significant factor in the development programmes of many heavy equipment manufacturers'. Such is the profile and draw of the show - it is the Mecca for new product launches - manufacturers increasingly use it as the focal point for their major new product launches.

A lot of business is done and sales made - or at least 'completed' - at the show. Liebherr alone - the show's largest exhibitor - is said to have taken orders worth the best part of €300 million at Bauma 2013. The company does have the biggest stand - an air conditioned three storey office block using 1,000 tonnes of steel - reportedly costing €15 million and keeping 1,500 staff busy for two shifts each day!

This year the show looks set to be even bigger and better than the record-breaking event of 2013. We have already featured two sizeable previews in the magazine and there are certain to be many surprise new product launches at the show itself.

It is now 30 years since my first Bauma in 1986 which was held at the old (Octoberfest) showground in the centre of Munich. As it has grown - particularly when it moved to its current location in 1998 - it has somehow managed to keep the same buzz and excitement for visitors, which now exceed half a million.

For those interested in equipment but have never been before, it should be on your bucket list - the size and variety of exhibits is astounding, there is nothing else like it anywhere. If you cannot make it then look out for our show review and updates on www.vertikal.net. I will guarantee there will be plenty to talk about, both in terms of products and company news.

If you are going then make sure you plan your visit beforehand with the digital version of the Vertikal Bauma Guide. And then pick up a free copy from our booth at the entrance to the Crane and Access areas - the coffee will be on.

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

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