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# Spider and atrium lifts

As each year passes, the spider lift becomes a more established concept and mainstream product for working at height. For some - such as those carrying out tree work and building maintenance - it has become the go to product. We often note the absence of mainstream aerial lift manufacturers developing their own machines, however the vast number of specialists more than makes up for this - and the sector is none the poorer for it. There are around 30 spider lift manufacturers in total, the majority of them in Europe - mainly Italy - with Chinese manufacturers also beginning to take an interest.

Over the past few years the trend has been towards larger models, with a substantial growth in the 25 metre market, and more recently there has been an 'explosion' in the number of companies launching units in the 30 to 33 metre range. Some of these manufacturers have now moved up into the far more specialist 40 to 43 metre market, which may be showing signs of the growth that often goes with an influx of greater choice and more participants?

However the question remains whether there are enough end users out there to create the demand, or whether the wider rental market is ready for these larger machines. Until now the largest spider lifts in the 50 metre range were only available from Danish manufacturer Falcon Lift, Italian producer Palazzani and to a lesser extent German manufacturer Teupen. Many of them have been purchased by end users specifically for cleaning and

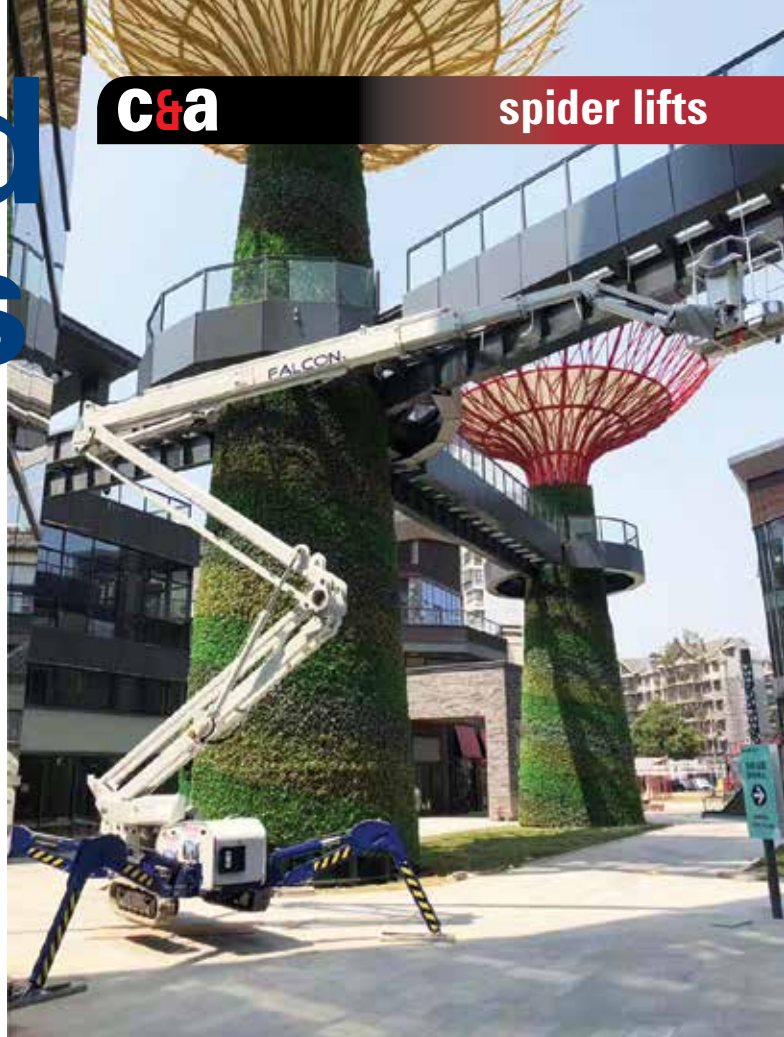
maintaining commercial and high rise residential developments. Other developments in the spider lift market include a dramatic increase in availability of electric and hybrid models, increased platform capacities and improved outreach, partly due to automatic sensing and variable capacities.

### Guaranteed resale values

In an effort to encourage rental companies to consider the top end, more niche models, Falcon Lifts has launched a finance plan that offers guaranteed residual values for its heavy duty spider lifts in order to encourage buyers to not only trial its machines, but by doing so expand the overall market through wider availability.

Falcon is in a similar place to the German and Finnish truck mounted manufacturers in that over the years they have moved up the height scale, unable to compete on price at the lower end of the market. Its range begins at 29 metres, but the average height of all the models sold is probably close to 37 metres or even 40 metres, with its largest machine being the 52 metre FS520C.

The company is offering a guaranteed no questions 'buy back' deal of up to 60 percent



after one to two years, and 40 percent after two to three years. The only condition is that the machine is serviced and inspected by authorised/trained technicians according to the company's maintenance programmes.

The company says: "Investing in a Falcon Lift product is no longer just a safe investment from an operational point of view. Our new 'safe investment programme' offers more than fine words when it comes to the value of your Falcon lift. We guarantee to either buy it back or trade it in at a price we agree to before you buy the lift in the first place, no questions asked."

Investing in a big spider lift is a big and risky step for many rental companies and end users, given its cost and the smaller pool of potential customers, but this programme is clearly intended to help ease such a decision. In the past a number of rental companies, particularly in the UK, have added 50 metre Teupen spiders only to end up selling them due to the lack of utilisation. Falcon says that it will also help companies obtain financing by underwriting the residual as the levels

proposed are not a major risk for the company. In fact it is almost certain that they would be able to turn a profit on the values they are willing to buy back at. Falcon - previously Falck Schmidt and TCA - has never been a mass producer and its products have a typical working life of well over 10 years, with plenty of 20 year old models working on a daily basis within rental fleets.



Falcon Lifts has launched a guaranteed residual value scheme to encourage buyers to invest in models such as its 52 metre FS520C



Platform Basket Spider 43T

*Investing in a big spider lift is a big and risky step for many rental companies and end users, given its cost and the smaller pool of potential customers*



*A Hinowa LL 17.75 bi-energy machine shown at Bauma*



*Hinowa's latest and largest spiderlift is the 32.5 metre Lightlift 33.17 Performance IIS*

We understand that the company has a decent order book/backlog, which begs the question 'why offer this programme now'? It says that it wants to spread the geographic coverage for its products and add to its distribution network and hopes that this initiative will help investors take the plunge in markets where the concept is less developed.

Some companies will, of course, be concerned that programmes like this encourage rental companies that cannot obtain finance to buy products that they do not have the skills to market or operate, and which as a result end up slashing the rental rate in order to get the machine out and cover the finance payments, thus screwing up another profitable market sector. However the company says it is not offering any easy finance, finance underwriting, cash flow offers or balloon payment programmes that most critics believe are the greatest cause of such issues.

### Market leading Hinowa

The leading spider lift producer in terms of production volumes and overall population is Italian manufacturer Hinowa, which also builds machines for JLG which sells

them under its own brand. Hinowa is particularly strong in most of the larger spider lift markets, such as the Netherlands, Germany and the UK where it claims an 80 percent share of the mid-range spider lift market.

Hinowa spider lifts range from the 13.3 metre Lightlift 13.70 Performance IIS, with an outreach of just over seven metres to the 32.5 metre Lightlift 33.17 Performance IIS, with an outreach of 16.5 metres. All models in the Lightlift range have an unrestricted platform capacity of 230kg and use the same operating system with a high level of component commonality.

Feedback also shows operatives like features such as Auto2Speed tracking system that speeds up tracking to work-sites, start and stop technology that powers the electric motor only when necessary extending battery life, and a simple to use emergency descent system designed to make Lightlift platforms easy and more productive to use.

Steve Couling, managing director of Hinowa's UK distributor APS said: "We have had strong sales in 2019

and believe that we now sell four out of every five spider platforms in the 13 to 33 metre working height range. Hinowa has worked very hard to create products that have strong performance and compatibility features across all models which is proving very attractive to both access rental companies and end user customers alike. This is playing a key role in driving demand."

### Hinowa Lightlift 33.17

The latest and largest platform in Hinowa range is the Lightlift 33.17 Performance IIS. The diesel powered version features a low emission Kubota D902 engine, while a lithium ion battery electric powered model was added to the range earlier this year with a bi-energy or hybrid model due shortly. Having the ability to operate on either diesel or batteries is proving particularly popular on these large models, with end users often tracking the platform across a site or into position in the diesel mode, and the switching over to battery while working, providing the benefits of zero emissions and low noise while working. This is particularly appreciated when working in or around sensitive areas such as hospitals, schools and residential areas while main contractors increasingly look for any possibility to reduce the 'carbon footprint' of their job sites.

### New products

Once among the market leaders, Teupen has struggled a little of late,

but its latest new product, the 35 metre Leo35T Plus is an upgraded version of the Leo35T and features a five section boom, topped by a jib, providing 17 metres of outreach with 300kg unrestricted platform capacity, or 13 metres with its maximum platform capacity of 400kg capacity.

It has an overall width of 1.58 metres, an overall length of 7.5 metres and an overall height of 1.98 metres, with a total weight of 5,400kg. The width and height of the tracked chassis can be hydraulically extended to provide greater stability on uneven ground, while it can also increase the ground clearance and level up on side slopes.

The machine also includes radio remote controls with a two line digital display, which includes the fuel level indicator, the platform capacity and the actual load as a percentage of the capacity available for the actual height and outreach. The remote control is also equipped with an engine start/stop function. The outriggers have several set up positions to cope with challenging work spaces, and allows the lift to level up on slopes of up to 30 percent. The machine is also available with four different platform sizes with widths ranging from 900mm to two metres.

The first Leo 35GT Plus was recently delivered to French rental company Joly Location based in Couternon, near Dijon. It runs a fleet of mostly Ruthmann truck mounted lifts up to



*(L-R) Lionel Joly of Joly Location, Marc Valtel of Teupen and Marcel Joly of Joly Location*



*The 35 metre Leo35T Plus is an upgraded version of the Leo35T and features a five section boom topped by a jib, providing 17 metres of outreach with 300kg unrestricted platform capacity.*



Ruthmann Italia's new hall means more production capacity for its Blueline spider lift models

90 metres and Teupen spider lifts up to 40 metres. Speaking of the new model chief executive Lionel Joly said: "This new telescopic platform offers the perfect compromise between the overall weight, the maximum capacity and the size of the platform, allowing two users to work from the platform in addition to the operator. The memory function also offers great advantages because it can automatically return to the stowed position with a single control. This is very useful when working on power lines."

#### Ruthmann Italia expansion adds Bluelift capacity

Ruthmann Italia opened a new production hall for truck mounted lifts this summer at its plant in Montescudo to the south of Rimini. While the new hall will produce the company's line of Ruthmann Ecoline truck mounted platforms, it leaves the whole of the existing production building to build its Blueline spider



The new 'mini' or compact spider lift, 10.8 metre Ruthmann SA 11 P

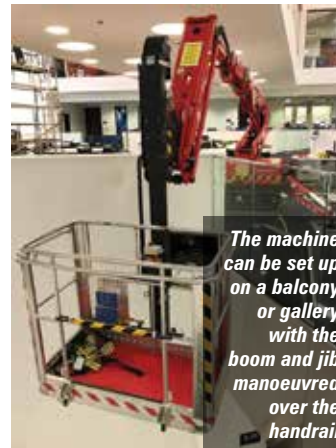
lift models, thus significantly increasing production capacity. The number of production employees has also increased to 43.

The company has introduced a new 'mini' or compact spider lift, the 10.8 metre SA 11 P, essentially an SA11 with unusual detachable 'Jib-Lift' attachment - a telescopic vertical boom that provides the spider lift with the ability to reach over the balcony handrail and down, in a similar way to underbridge inspection platforms. The machine has been developed for use in shopping centres, airports and hotels etc and in particular on atrium type open galleries... mezzanines or balconies. The device was developed in close collaboration with a UK-based facility management and shopping mall operator.

The machine enables the operator to set up on a balcony or gallery with the boom and jib manoeuvred

over the handrail and lowered to carry out tasks such as cleaning, maintenance, and installing signage and decorations up to metre or so below the balcony floor level.

This sort of work in shopping centres normally requires larger, more cumbersome work platforms working from the ground floor, where thanks to its larger footprint, it can be highly disruptive, especially during normal business hours. The ultra-compact SA 11 P has an overall stowed width of 840mm, is just 2.36 metres



The machine can be set up on a balcony or gallery with the boom and jib manoeuvred over the handrail

long, and 1.95 metres high, while weighing 1,295kg without the attachment, allowing it to be easily be transported in the standard freight elevators found in most shopping malls and airports etc, while offering low ground bearing pressure thanks to its rubber tracks. The Jib-Lift attachment is moved on a special frame, while the basket can be removed and pushed along on its own castors. The working footprint which outriggers set is just 2.72 by 2.41 metres.



Balcony work normally requires larger, more cumbersome work platforms working from the ground floor

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**FALCON LIFTS**

falconlifts.com



The Palfinger 25 metre P 250 AJTK with 220kg platform capacity and up to 12.9 metres outreach

The 1.3 metres x 700mm platform has a maximum capacity of 200kg and the machine has a maximum outreach of 6.2 metres. The SA 11 P is also fitted with the quiet, emission-free lithium ion battery powered motor which, according to the company can run continuously for six to eight hours on a full charge. The lift is also fitted with a secondary guarding system to help protect the operator from entrapment/crushing injuries while working.

**Palfinger P 250 AJTK**

Palfinger unveiled its first spider lift - the 15 metre P 150 AJTK - in early 2016. It has since added 18 and 21 metre versions, and earlier

this year unveiled its largest model to date, the 25 metre P 250 AJTK with 220kg platform capacity and up to 12.9 metres outreach. The lift features a dual sigma type riser, three section telescopic boom and articulating jib. Overall width is 1.4 metres, but this can be reduced to one metre when the basket is removed. Overall length without the basket is 5.37 metres, while total weight is 4,100kg. The P 250 has automatic outrigger levelling and is available with either diesel or electric power.

**Palazzani 37m update**

Palazzani has launched an updated version of its 37 metre spider lift - the Spider XTJ 37+ part of its new 'Plus Series'. The lift features a telescopic boom, topped with a telescopic jib giving a maximum working height of 37 metres with 16 metres of outreach. It can also work up to 5.5 metres below ground level. Designed with relatively compact dimensions, it has an overall length of 7.8 metres, an overall width of 1.2 metres and is just under two metres high. Maximum capacity is 330kg and the standard basket is 1.8 metres wide by 700mm deep, while a 2.4 metre basket is available as an option.



Palazzani has launched an updated version of its 37 metre spider lift - the Spider XTJ 37+ part of its new 'Plus Series'.



Another new 'compact lift' is the 25 metre Ommelift 25.00 RXJ, which offers an outreach of 12.5 metres, at a seven metre up and over height

Equipped with radio remote controls, air/water hoses to the platform and intercom are all standard, while optional equipment includes a 500kg lifting winch to convert it to a spider crane. The XTJ 37+ is available in both tracked and wheeled versions as well as Bi-energy, ECO (AC + DC) and Hybrid power options.

**New Ommelift Compact**

Another new 'compact lift' is the 25 metre Ommelift 25.00 RXJ, which offers an outreach of 12.5 metres, at a seven metre up and over height. Overall transport length is 6.91 metres, which can be to 6.16 metres by removing the basket. The overall width without basket is 890mm. The standard version is a true diesel/battery hybrid with engine generated re-charge. The machine can be set up on slopes of up to 40 percent. Ommelift

says the machine has low ground pressure, important when operating on sensitive surfaces such as tiles, marble, flagged foot paths, wooden floorings or if the platform is craned into multi-storey buildings where high reach is required but low weight a necessity.

**New Easy Lift RA31**

The new 30.2 metre Easy Lift RA31 has just been developed to build on the success of the 26 metre RA26, which was launched in 2017, its first spider with double telescopic booms and 170 degree jib in the Easy Lift range.

The RA31 has 14.5 metres of outreach at an up and over height of 15 metres, maximum platform capacity is 230kg with full 180 degrees platform rotation. Stowed dimensions are 6.1 metres long, 890mm wide and 1.9 metres high. The machine weighs 4,300kg.



The new 30.2 metre Easy Lift RA31 has just been developed to build on the success of the 26 metre RA26



The first six units of Boels' latest order for Easy Lift spiders ready to ship

# PLATFORMANCE



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Multitel's latest model is the 21 metre SMX 210 with 9.5 metres outreach and 200kg platform capacity

Maximum outrigger footprint is 4.5 by 5.8 metres, while power comes from a Stage IV diesel plus a 48 volt 200Ah lithium ion battery pack.

The boom is made from thin wall Strenx high resistance steel, however the depth of the sections has also been increased considerably in order to improve platform rigidity. Standard equipment includes Scanreco radio remote controls as well as a fixed controller in the platform, hydraulic track extension, electric emergency pump and dual speed travel.

Easy Lift has had considerable sales success in some areas, and most notably with Dutch international rental company Boels Rental, which has taken delivery of more than 170 units over the past few years. Earlier this year Boels ordered a further 28 units including the 12.2 metre R130, 15.6 metre R160 and 18.5 metre R190, duplicating an order it places in 2018.

#### Multitel SMX 210

The Multitel range of SMX spider lifts now ranges from 17 to 30 metres, all of them with twin telescopic aluminium booms. Its latest model is the 21 metre SMX 210 with 9.5 metres outreach at an overall height of 10.2 metres and 200kg platform capacity. The unit has a 1.4 metre x 700mm metre removable aluminium basket and standard electrohydraulic controls. Options include a fibre glass bucket platform, automatic outrigger set up and radio remote controls.

Overall weight is about 2,500kg allowing it to be transported on a standard two axle trailer. A lithium ion battery powered version will shortly be available, although it increases the overall weight by 100kg. The onboard battery charger recharges the batteries in eight

hours from a standard 230/110 volt mains power source but is able to take the batteries to 80 percent of full charge in just two hours. Total battery life between charges is said to be 12 hours, depending on usage.

#### Four new CMC spiders

Having ended production of its truck mounted platforms, Italian manufacturer CMC is now concentrating 100 percent on spider lifts and has launched four new models this year three of them form the new 'F' or Friendly range - the 12.9 metre S13F, 15 metre S15F and 17.9 metre S18F, along with the 28 metre S28, which slots in between the 25 metre S25 and 32 metre S32.

The 12.9 metre straight telescopic S13F offers nine metres of outreach from a machine with a platform capacity of 230kg, and an overall weight of just 1,400kg. The S15F is an articulated model with dual sigma type riser, telescopic boom and jib, offering 8.2 metres of



CMC has launched three F series spiders including this 15 metre S15F

The 28 metre CMC S28



CMC's 23 metre S23 spider lift has 12.4 metres of unrestricted outreach

outreach and 200kg platform capacity, while the machine has an overall weight of 2,260kg. The S18F has the same lift configuration but offers 9.7 metres of outreach 230kg capacity and an overall weight of 2,390kg. All platforms are designed to be easily transported on a 3.5 tonne truck or with a 3.5 tonne trailer.

The 28 metre S28 features a dual sigma type riser, telescopic boom plus jib giving up to 14 metres of outreach with an unrestricted platform capacity of 80kg, or 11.5 metres with the maximum 230kg. It also provides 6.7 metres of below ground reach, has an overall stowed width of 890mm, an overall length of 6.8 metres and an overall height of 1.99 metres, the total weight is 4,175kg.



A typical spider application



The new spider lift is available in diesel, hybrid or lithium battery versions and features the company's SCS (Self Control System) function with automatic outrigger setup and automatic speed control. It also features radio remote controls, air and water supply to the platform, while the width and height of the tracks can be hydraulically extended to provide greater stability when travelling on uneven or sloped ground or to increase ground clearance.

### CTE Traccess 200

At Bauma, CTE unveiled its Traccess 200 prototype with petrol/diesel or electric power. The 20 metre working height lift as a dual sigma type riser, two section telescopic boom, and articulated jib has a platform capacity of 250kg and a maximum outreach of 8.5 metres. The outrigger footprint is just over 3.7 metres square, overall weight is 2,782kg with a 1.4 metre by 700mm platform. Overall width with platform in place is 1.4 metres, while the track width can be extended from 780mm to 1.28 metres, overall length when stowed is 5.3 metres

- with the basket in place - while the unit will just clear a two metre overhead restriction. The machine has 320 degrees of slew.

The company is also planning to launch a new 27 metre model, the Traccess 270, while no details have been released yet, we do know that it has a dual sigma riser, three section telescopic boom and fairly long articulated jib.

### Platform Basket

Italian manufacturer Platform Basket must have one of the widest and most diverse ranges of spider lifts of any company. Over the past few years it has been particularly active in expanding its line of larger spider lifts sector launching several new models including its 30 metre 30T as well as the 27.14 and 33.17. However its latest model the 43 metre Spider 43T Hybrid takes it into new territory, competing with Falcon, Teupen and Palazzani. The company has also launched a new 20 metre Spider 20.95 and 22 metre 22.10.46KV insulated platform developed in partnership with its US dealer Tracked Lift.

Getting back to the 43.18 metre

Spider 43T, the new telescopic machine introduces a good deal of new design concepts for the company. It features a seven section telescopic boom, topped by a two section four metre jib with up to 90 degrees of articulation. Maximum outreach is 17.33 metres with 136kg platform capacity, while the maximum capacity is 330kg, available with up to 16 metres outreach. The outriggers can be set in narrow or wide configuration with automatic working envelope control. In transport mode the machine has an overall length of 8.39 metres, with an overall width with basket removed of 1.4 metres,

while the tracks extend from 1.4 to 1.9 metres for greater stability when travelling. Stowed height is just under two metres. Overall weight is around 12.5 tonnes, depending on the power supply - either a Kubota diesel, 380 volt AC, 24 volt DC or 48 volt DC Lithium ion battery pack. The lift can work on slopes up to 31 percent and self-load onto trailers as wide as 2.5 metres.

### Leguan

Leguan Lifts is part of the Finnish Avant Tecno Group, and produced its first self-propelled aerial work platform with outriggers in 1994. All Leguan spider lifts are made in Finland and most of



Leguan's new generation of spider lifts include the 13.4 metre Leguan 135 NEO with 6.6 metre outreach and 250kg platform capacity



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At Bauma, CTE unveiled its 20 metre Traccess 200 prototype with petrol/diesel or electric power

to consider whether it is worth adding them to their product ranges. Goman is possibly the local company that has been active in the market for the longest time, but still only builds around 100 units a year spread over several models. Falcon on the other hand has been present in the Chinese market for more than 20 years and sells a good number of its larger machines to prestigious high-rise buildings and shopping centres. Teupen did take a look to replicate Falcon's success in 2005 and established a joint venture in 2006 with China Wuhan Fachman, which

had already started building a unit of its own. It now works with Easy Lift but is not a significant player. More recently Sinoboom and LGMG have been looking at the market, with the former offering a 29.5 metre GTSZ30J with a maximum platform capacity of 200kg and 12 metres outreach possible with 80kg in the basket, overall weight is 4,500kg. LGMG on the other hand has offered CTE Traccess units in China, and showed a 23 metre AC21JE, at Bauma earlier this year. The problem is that the domestic Chinese market is tiny, while the relatively small global market, spread over a wide range or totally different models does not play to the production strengths of the Chinese manufacturers, making it more attractive to either badge European products or leave this market sector to others. Probably the same reason why companies such as Genie, Haulotte, JLG and Skyjack do not build spider lifts.

them are exported. Leguan has built a reputation for the off road capabilities of both its tracked and four wheel drive skid steer lifts. The new generation of spider lifts include the 13.4 metre Leguan 135 NEO with 6.6 metre outreach and 250kg platform capacity. The one hand joystick controller allows the operator to perform multiple boom functions simultaneously, while single button automatic levelling is standard. The Leguan spider lift range now extends to the 19 metre 190 with 8.3 metres of outreach at an up and over height of seven metres, a platform capacity of 230kg and a maximum drive speed of 5.2kph.

**And finally - the Chinese market**

And finally, it is probably worth looking at the Chinese market, where manufacturers such as Goman, Dingli, Sinoboom and LGMG have either dabbled in the spider lift market or are now beginning

**And finally - the Chinese market**

And finally, it is probably worth looking at the Chinese market, where manufacturers such as Goman, Dingli, Sinoboom and LGMG have either dabbled in the spider lift market or are now beginning



LGMG has the CTE Traccess units in China, and showed this 23 metre AC21JE at Bauma earlier this year

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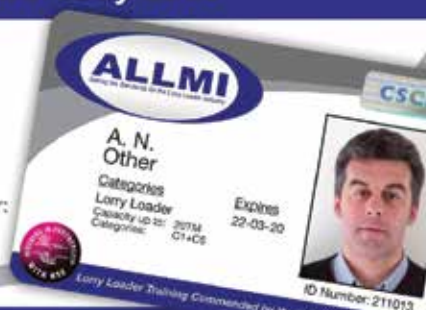
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