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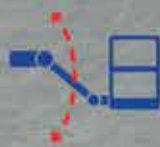
March 10-14 | Las Vegas, USA



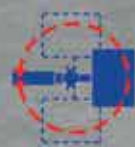
180°



9,20 m



200°



440°



400 kg

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Van mounts on the rise

C&A

van mounts

We are constantly being reminded about the damage we are all doing to the planet and how we should be reducing our carbon footprint by changing to cleaner, renewable energy. The move towards electric power in the work at height sector is gaining substantial momentum with almost every manufacturer now either offering or looking to add a hybrid/electric option to their model range. This is particularly true for van mounted platforms - where simple hybrids are becoming increasingly popular - particularly as most of them work in the urban environment.

The main reason for using an enclosed van mounted lift is that it provides a method of working at height up to around 17 metres along with secure storage that can double as a mobile store, workshop or lockup. The 3.5 tonne truck mounted lifts above 20 metres on the other hand, have little if any spare payload capacity for tools or equipment.

The van mounted lift was originally developed for street lighting contractors and telephone engineers which carry electrical components to work on lights or overhead wires, while having the ability to carry out work on the ground in a dry environment. More recently other trades have come on the scene that appreciate such convenience, such as close circuit camera installers and maintenance contractors as well as urban tree care companies. Street lighting generally requires heights of up to 11 metres for town centres and amenity lighting and 12.5 to 17 metres for lights along major roads

or highways. Security camera work typically requires working heights of 12 to 13 metres with around five to six metres outreach.

The van mounted lift is most popular in the UK, France and some Nordic countries with sales growing at a steady rate. In the UK for instance the number of van mounts in the top rental fleets - according to the C&A Top 30 rental company survey - has gone up by 27 percent over the past two years and 58 percent over the past 11 years. As a comparison, truck mounted platforms increased by 42 percent since 2017 but just 11 percent since 2008. Major powered access rental companies now included 1,400 van mounted lifts in their fleets compared to 868 truck mounts.

Clubb pushing to be number one?

For many years Versalift has been the clear market leader in Europe, often dominating the market, however French manufacturer Klubb



- which only began making its own machines in 2016 - is now claiming to be the market leader in Europe. Klubb was formed out of Versalift dealer and licensee Time France, which had been the dominant player in France for more than 10 years taking Versalift booms and turrets, mounting them locally and adding additional components such as platforms. With aspirations to expand outside of France and the Francophone market, it decided that making the rest of the boom and turret was not such a big deal and so in 2015 began to seek out fabrication suppliers and look for a suitable production facility.

Revenues in its first year are said to be €40 million and it employed more than 150 employees. By 2019, thanks to a wider product range, increased sales and a

couple of acquisitions revenues had - according to the company - increased to €100 million and employees had more than doubled. Klubb says that it delivered 1,800 vehicle mounted platforms last year, putting it on a par with truck mounted lift manufacturers such as Multitel.

In 2018 Klubb acquired its UK distributor CPL which sold no van mounted lifts at all that first year, as it concentrated on producing almost 170 pickup based platforms. Last year CPL says it sold about 250 pickup mounted platforms, but also built almost 100 van mounted lifts. This year it is forecasting van mounted sales in the region of 150 to 200 units.

Over the past two years the proportion of electric vans has increased dramatically, with



Street lighting generally requires heights of up to 11 metres for town centres and amenity lighting and 12.5 to 17 metres for lights along major roads



Klubb's facility in Croissy-Beaubourg to the East of Paris

Klubb booms being assembled



manufacturers estimating that this year four out of every 10 van mounts sold will have battery powered uppers. In addition to which a good number of likely to be all electric as demand for electric vans for local authority work increases, given the demand to cut their carbon footprint by 40 percent over the next five years.

"As a group we have the largest range of hybrid and electric conversions in the world, ranging from compact units like the K20 Goupil up to the K42p mounted on a long wheel base van," says Paul Murphy, managing director of CPL. "We are also seeing a rise in the number of compact vans for city maintenance work. The K20 eNV200 with a 10 metre working height and 4.1 metre working outreach is popular for maintenance applications. The one-man composite platform has a maximum capacity of 120kg and a travel range of just over 100 miles between charges but with the new 40kWh battery pack this will increase to 175 miles."

"The K26 Renault Master ZE which has 11.8 metre working height and 6.8 metre outreach is popular with companies that need to carry more equipment. The cutaway option is starting to take off as it is easier to manoeuvre in cities and busy

towns, has no outriggers and takes less time to set up and stow."

"We converted more than 340 vehicles in 2019, double the previous year due to improvements within the facility, new processes and support from the Klubb group. We look forward to pushing on to achieve 500 plus builds per annum in the future."

More variations

The growth in the van mounted lift market is perhaps due to increased competition - and more companies spreading the message - while manufacturers now offer a much wider variety of products including smaller, more compact city vehicles, hybrid and electric drive and cutaway vans. Popular in France for some time, the cutaway van has several benefits. Overall it is more compact because the basket stows inboard of the rear of the chassis, while also offering greater protection for the basket therefore less likelihood of being damaged when reversing or manoeuvring. There is also a little more payload capacity due to the weight saved from removing the rear van panels although the internal storage space is reduced.

First EGI-Klubb model

Klubb acquired EGI - the French manufacturer of firefighting and fully



The new insulated 14m Klubb-EGI E14P



The Klubb K32 is available with up to 250kg platform capacity

insulated platforms up to 65 metres - out of bankruptcy in 2018. The company had a checkered past and had struggled for years. Under new ownership the company recently launched the first redesigned Klubb-EGI model - the 14 metre insulated E14P. Based on a standard Klubb van mounted platform, the first unit was installed on a 3.5 tonne Ford Transit van and offers 7.5 metres of outreach and a 200kg platform capacity. The model is fully insulated to 46kV and complies with ANSI 92.2 standard cat. B and C allowing for it to be used for live line work carried out according to the ANSI recognised 'hot stick' (safe clearance) method.

The launch model was sold to Safe Technologies - which was recently appointed as the EGI and Klubb dealer for Russia - and was exhibited at the 'Power Grids' International Forum (PGIF) in Moscow in December. Klubb chief executive Julien Bourrellis said: "We have been working for a year to redesign the EGI products. It is a great achievement to launch this new model of insulated platform with our partner, Safe Technology, in Russia. These models combine the best of EGI and Klubb's technical know how."

Another new Klubb van mount is Klubb K32 with a single person platform, 120kg platform capacity, working height of 12.5 metres and 7.3 metres outreach without stabilisers. Mounted on a Renault Master chassis compliant with Euro VI standards it also meets the

new Worldwide Harmonised Light Vehicle Test Procedure (WLTP), a laboratory test used to measure fuel consumption and CO2 emissions along with pollutant emissions. The new test came into force last September replacing the old NEDC test with assessment now based on real driving data.

Versalift expands

Although Klubb has done remarkably well since it was established four years ago, Versalift still remains the major player in many countries and it too has been busy developing new models.

Versalift is part of the US-based Time Manufacturing group, owned since 2017 by private equity firm Sterling. Time/Versalift is one of the major producers of utility platforms in North America and



Versalift VTL 120



The 11.8 metre K26 Renault Master ZE

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has been building vehicle mounted platforms for more than 55 years. The International business is based in Farsoe, Denmark, alongside the Danish distribution business, both of which now trade under the Versalift Denmark banner. As well as the local operation and international distribution business, the Danish company now manufactures booms and turrets for the European and international markets. This is a significant change on previous years, as at one time all the group's booms and superstructures were manufactured in Texas and shipped out to local subsidiaries for completion and mounting.

The European network also includes manufacturing subsidiaries in the UK as well as France which was set up rapidly in 2016 when Klubb surprised everyone with the conversion of Time France to Klubb. The business has grown substantially over the past two years and now employs 55 staff across three locations including the opening of a second production facility in April 2019 and a new aftersales site in Brittany last month. In Germany Versalift works with truck mounted lift manufacturer Ruthmann.

The Danish operation also mounts lifts for other markets within Europe where the local dealer may not have the capacity do so themselves, or where sales volumes do not justify it. A new company Versalift Ireland began trading last month, reports into Versalift UK and also works with support partner for the Irish market - Mooretown Engineering. Versalift has also recruited a new sales manager for Ireland - Keith O'Rourke. The UK business typically builds between 400 and 500 units a year, the vast majority of them being van mounted lifts but also some fully insulated models, typically mounted on Unimog chassis.

New Versalift products

Last year Versalift launched the fully electric, 12 metre working height VTL 120 van mounted platform with a one man, 120kg capacity. The company says the product came about due to a growing customer demand for improved vehicle payload and to "retain boom strength and integrity given that vehicles are becoming heavier due to the latest engine emission requirements, battery technology and improved quality".

Mounted on a Renault Master electric van it has a range of 100 kilometres when fully loaded with driver, passenger and its maximum payload of 185kg. The lift is powered by a lithium ion battery pack with a choice of 2.5 or 5kWh outputs - the smaller pack can manage 20 to 30 full cycles with the larger pack lasting twice as long. This means that with the larger power pack the lift has a constant working time of around 90 minutes, although under typical usage situation it is likely to easily last all day and can of course be plugged in when working for an extended period at a location where mains power is available. Other features include a power pack information display in the platform to warn about low battery levels.

The electric van range also extends to the 13.5 metre VTL-135-FZ and the 13.9 metre VDTL-140-F model with 8.5 metres of outreach, 230kg platform capacity and a handy spare payload of 1,195kg when mounted on a five tonne Mercedes Sprinter chassis. One company that recently purchased some of the five tonne Mercedes mounted VDTL-140-Fs is Dutch traffic control and street lighting specialist Dynniq. The boom is lithium-ion battery powered and can be recharged while the van travels between



Versalift France was set up in 2016 and has grown substantially over the past two years



The Versalift VTIM-170-F has up to 10.5m of outreach with zero tailswing

jobs. It can also operate from the vehicle's PTO pump if desired or required. Dynniq specified the units as part of its certification to level five - the highest level - on the CO2 performance ladder. The machines were prepared and sold by Versalift's Dutch dealer HDW.

Two larger vans

Versalift has also launched two larger van mounted lifts - the new 16.3 metre VDTL-165-F and the 16.6 metre VDTL-170-F. The company claims that the VDTL-165-F has the highest working height and widest working envelope of any platform mounted on a 3.5 tonne van, while maintaining a Gross Vehicle Weight of less than 3,500kg. The VDTL-165-F has a maximum outreach of 8.5 metres with 120kg platform capacity, or seven metres with the

maximum 230kg. 180 degrees of platform rotation is standard and the stabilisers set up within the overall width of the vehicle's extended wing mirrors. Mounted on a 3.5 tonne chassis - either a Mercedes Sprinter or Renault Master - allows the lift to be used with a regular B class driver's license yet still offers a 300kg payload. A hybrid power pack is also available. With a three section telescopic boom and articulating jib, it compares with the recently launched 16.7 metre VTM-170-F which is mounted on a seven tonne GVW Iveco Daily 70C.

The VTM-170-F features a maximum platform capacity of 230kg, at which the outreach is 8.5 metres, whilst 10.5 metres outreach is possible with the unrestricted platform capacity of 120kg. The lift uses a



The 12 metre Versalift VTL 120 with a one man, 120kg capacity



Versalift claims that the VDTL-165-F has the highest working height and widest working envelope of any platform mounted on a 3.5 tonne van



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high tensile, two section telescopic boom, topped by an articulating jib. The van features a clear cargo capacity/payload of 2,200kg including driver, passenger and fuel. Versalift says the new machine replaces the LAT-160-F and is ideally suited for motorway or dual lane highway applications. The machine includes a secondary guarding anti-entrapment system, the LMC load sensing system which automatically adjusts the working envelope based on the load in the platform, and zero tailswing.

25 years in the UK

Versalift UK celebrated its 25th anniversary at the end of last year. Time Versalift decided to set up its own operation and later a factory in the UK in early 1994 following the demise of Simon and then the Versalift's dealer Powertech. A while later the business was moved to the current operation in Burton Latimer, Northamptonshire. Within 10 years the company was the clear market leader and currently builds up to 500 van and truck mounted lifts a year on the six acre site, as well as providing a repair and refurbishment service.

Versalift UK says that it has seen a 50 percent growth in revenues over the past two years and has extended its capacity with the erection of a temporary building. "The past two years have been our best ever with a 30 percent improvement in 2019 over 2018," says Versalift UK managing director Andy Bray.

When is a van not quite a van?

One of the more unusual 'van' mounted platforms is the Cela DT Van unveiled at Bauma last year. Mounted on a Fiat Ducato 2.3 chassis cab it uses a rear mounted three section telescopic mast fixed in an almost vertical position and a two section top boom with an end mounted platform giving a working height of 13 metres, an outreach of six metres with 230kg capacity and an up and over height of six metres. Slew is 370 degrees. Because of its mast the unit has an overall stowed height of 3.63 metres, while the overall length including basket is 6.37 metres. Between the boom and the cab there is space for a 10 cubic metre storage cabin measuring 2.5 metres high and two metres long which can carry up to 300kg of materials or tools. The DT Van has rear stabilisers built into the rear boom frame which are deployed within the width of the vehicle. Fibreglass and aluminium platforms are available including 700mm by 1.1 metre, 1.2 by 1.1 metre and 1.4 by 1.1 metre. The design of the DT Van means that users benefit from a totally clear storage area without the usual boom base or stabilisers encroaching on the usable area.

Comet X Van

Another company with a different take on the van mounted platform is Italian manufacturer Comet which offers three 'van mounts' - one traditional enclosed van and two storage cab type platforms.



Versalift UK has extended its capacity with the erection of a temporary building

Mounted on a 5.2 tonne chassis, the 14-2-8 jib van mount has a 14 metre working height, 200kg platform capacity and up to eight metres of outreach with 360 degree continuous slew. Designed with a bridge turret means the inside of the van is clear of any obstruction. Comet has two 'storage cab' platforms - the 12 metre X Van 12-2-4.5 and the 14 metre X Van 14-2-6.2. As the nomenclature suggests the 12 metre version has an outreach of 4.5 metres and a two person platform with 200kg capacity. The larger machine has 6.2 metres outreach but a lower 150kg platform capacity. Unlike the DT Van, Comet mounts its folding articulated telescopic arm and jib arrangement - which has an up and over height of five metres - behind the cab, with the storage compartment to the rear of the vehicle. Both are mounted

on a 3.5 tonne Iveco chassis while the storage compartment is three metres long with an overall height of 2.71 metres. Overall length is 6.6 metres.

France Elevateur

At Bauma France Elevateur showed yet another variation on the theme - the 17.3 metre 172 CPL. Mounted on at least a seven tonne chassis, the platform has an outreach of 10.3 metres with 265kg platform capacity. Although slightly longer the 'compact chassis' version is mounted in an Iveco 70C17 chassis and has a payload of 1,700kg in the three metre long storage compartment. When mounted on the 7.5 tonne Renault D7.5 L2 truck its length is 300mm shorter but height is slightly more at 3.6 metres.

The three section telescopic boom has a 135 degree articulated jib. It can work with or without stabilisers



Comet has two 'storage cab' platforms - the 12 metre X Van 12-2-4.5 and the 14 metre X Van 14-2-6.2



Cela DT Van uses a rear mounted three section telescopic mast fixed in an almost vertical position and a two section top boom with an end mounted platform



The Comet X Van has a 10 cubic metre storage compartment and can carry up to 300kg of materials or tools



At Bauma France Elevateur showed the 17.3 metre 172 CPL on a seven tonne Iveco 70C17 chassis



Finnish utility Ampereen Vera took two 14 metre GSR E140TJV platforms for streetlight maintenance



Klubb K26

- set up within the width of the vehicle - and on slopes up to a five degrees sideways and 15 degrees longitudinally. A hybrid electric pack is available as is a 1KV fiberglass basket.

Electric van mount for CCTV maintenance

A fully electric Klubb K26 Renault ZE cutaway van mounted platform is being used to maintain CCTV systems in London. Having no outriggers the van is quick to set up and takes up no more space than the vehicle's footprint. The van conversion uses the K26 boom which has a working height of 11.8 metres and an outreach of 6.8 metres with 120kg in the basket - enough for one man and tools. The customer specified several optional extras including a reversing camera,

roof beacons, chapter 8 graphics and full vehicle ply lining. Klubb says its Green pack technology is available on all its vehicle conversions allowing the boom to be operated by the battery pack with the vehicle's engine switched off.

GSR van mounts for Finland

While the Italian market is not a substantial market for van mounted lifts - possibly due to the better weather - several platform companies do produce them. GSR was at one time a fairly significant

manufacturer, working with SkyKing in the UK and Rothlehner in Germany. The company still produces van mounted lifts and recently won an order from Finnish utility Ampereen Vera, which took two 14 metre GSR E140TJV platforms, mounted on Mercedes Benz Sprinter Euro 6 vans for streetlight maintenance work. The E140TJV provides an outreach of 8.5 metres and a platform capacity of 250kg. The machines join several older GSR van mounted platforms and were delivered by GSR's Finnish distributor Mobile Lift.



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