

cranes & access



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February 2019 Vol.21 issue 1

**Van mounted
platforms**

**Aluminium
cranes**

Batteries

**Bauma
preview**

Telehandlers

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On the cover:

The 2nd Alpini Regiment of the Italian Taurinense Alpine Brigade carried out disaster relief/humanitarian aid training and assessment exercises at the Merlo Training and Research centre which included abseiling from a 30 metre telehandler platform and airlifting Merlo telehandlers in containers.



C&A contents

17 Van mounted platforms



27 Aluminium boomed cranes



33 Telehandlers



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ELS to enter the telehandler market, More Genie XC models, Longer boom for Grove GMK3060, New 35 metre Teupen, Skyjack goes higher, Lithium ion power for JLG booms, New 31m Easy Lift, 230 JCB telehandlers for Nixon, Xtreme unveils three new telehandlers, ALE expands US operation, New Snorkel telehandlers, Crowland wind speed sensor, 36 Liebherr for Al Faris, Genie launches Lift Connect and financials roundup...



Van mounted platforms 17

The van mounted market was turned on its head when Klubb entered the sector three years ago.



We review developments since and in a separate article interview Klubb chief executive officer Julien Bourrellis.

Aluminium cranes 27



The benefits of the aluminium boomed crane are slowly being appreciated by customers looking for reach rather than maximum lift capacity. Throw in quick set up, excellent road speeds, significantly lower purchase prices and reduced costs to maintain and repair and you have to ask why is it not more popular?

In the next C&A

The next issue of Cranes & Access scheduled for mid March will feature the 2019 Vertical Days first preview, Bauma main preview, the ARA review, Telescopic crawler cranes and Mastclimbers & hoists. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

Telehandlers 33

With the popularity and usage of telehandlers still growing, we take a look at the market including the niche sectors - ultra-compact, compact and heavy duty - particularly as manufacturers gear up for new launches at Bauma 2019.



Bauma 2019 first preview 43

The greatest plant and equipment exhibition in the world is rapidly approaching. In our first preview we reveal new models that are scheduled to be launched at the show in Munich in April.



Batteries 53

Battery development continues to progress in leaps and bounds and is becoming more and more important as the combustion engine's popularity declines. We take a look at the latest developments.



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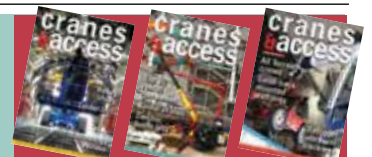
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It's showtime!

The next three months is the busiest time of the year for many manufacturing and distribution companies as they prepare for several key exhibitions in our market sector, such as the ARA Rental show in California, Bauma in Munich and Vertikal Days in the UK. This issue and the next three, feature show previews, reviews, or both.

For exhibitors these shows are expensive, hard work and time consuming, but for visitors involved in using or purchasing the equipment, they are vital opportunities to see new products and developments, talk to manufacturers' senior management and compare models from all over the world, in one place at the same time. They are

also an opportunity for manufacturers to test and/or showcase new ideas, concepts and prototypes, with the feedback often more inciteful, honest and therefore valuable than expensive 'independent' market research studies.

This year is even more exciting as for the first time ever, the actual machines may not be the stars of the show. Instead it is likely to be new technology - such as VR, AR, AI, advanced telematics, electric or hybrid power and intelligent remote controls etc - being used and adopted which promises to benefit and improve the user experience and safety. Manufacturers have made substantial investments in this area over the past 12 months and this will be reflected in the exhibits in the upcoming shows.

In our November issue we ran our first feature dedicated to Technology and looked at ideas and developments already beginning to have an impact on cranes, aerial lifts and telehandlers. Many of these developments will be demonstrated on stands such as JLG, Skyjack, Terex and Manitowoc and Manitou. A number of component manufacturers will also be demonstrating even more radical ideas in a bid to wet appetites and gain feedback.

We are entering a period of rapid change. This month's feature on Batteries for example highlights the significant developments of the past year in what has been a very traditional sector. Technology that seemed in the distant future a year or two ago is now entering the market.

However not everyone welcomes such rapid change. After all, the equipment's primary role is to lift people or materials day in, day out, without failure or drama, and it only seems like yesterday that cranes and work platforms reached general levels of reliability where breakdowns became the exception. Having to master new technology and risk the teething problems that usually comes with it can be an unwelcome distraction, especially in these uncertain economic times.

The new developments will however allow those companies that embrace them, to become more efficient and offer customers exciting new features and services. On the other hand, it also presents other manufacturers an opportunity to offer less tech-intensive machines to those who want to keep things simple. That is the market working exactly as it should.

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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