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Telehandlers still on the up...

Since the first models appeared in the late 1970s the telehandler has grown in popularity as their used spreads steadily around the world. In addition to the geographic growth, users are still finding new applications while manufacturers expand the product range to cover new sectors with compact/ultra-compact, heavy duty and 360 degree machines. Development since our last major feature 12 months ago has been steady and with Bauma approaching we are likely to see more new product launches.

Global telehandler sales are a healthy 65 to 70,000 units a year, the vast majority being fixed frame machines with heights lifting ranging from eight to 20 metres, and capacities of between 2,500kg and 4,500kg. However there is a definite growth in niche sectors such as ultra-compact - with overall widths of 1.6 metres or less - compact - under two metres wide - and heavy duty/high capacity models of six tonnes or more - although these still make up a relatively small percentage of total sales. While there now around 30 telehandler manufacturers the vast majority are still produced by a handful of companies.

The market leaders in Europe are Manitou and JCB followed a fair way back by Merlo. In North America JLG/SkyTrak dominates the market largely with the classic high boom North American models manufactured for the major rental companies. The more exotic 360

degree models represent less than five percent of global sales, and these tend to be supplied by even fewer manufacturers including Manitou, Merlo, Magni and Dieci. JCB does not currently have a 360 degree telehandler in its range, having been dismissive of the concept in the past. However there have been sightings of a prototype machine which suggests that it may be planning to launch its own machine in the near future - possibly at Bauma? This follows failed supply talks with Magni a few years ago about badging its 360 degree models for JCB dealers to sell.

While 360 degree models are likely to remain a small niche product, an increasing number of manufacturers are offering compact and the even smaller ultra-compact machines which take the telehandler concept into new applications and smaller job sites. They include four metre lift height machines such as the Manitou MT 420 H, Ausa T144 H Plus, the JCB 516-40 and Wacker



A Sambron telehandler of the 1970s

Neuson TH412. Wacker Neuson previously had an even smaller model, the TH408, but this now seems to have vanished from its three model range. These smaller but perfectly formed telehandlers are proving invaluable in space restricted work areas across a variety of industries. Ausa claims that its T144 H Plus is the lightest and most compact telehandler available and plans to show an upgraded version of it at Bauma. Ausa says it is also working on upgrading its two other compact

telehandlers - the T204 H and the T235 H.

Another manufacturer with an ultra-compact telehandler is Tobrocco Giant which over the coming years is looking to invest €14 million in the expansion of its production and automated warehousing in Oisterwijk, the Netherlands. It currently only produces one telehandler model, the 3648 Tendo HD, with a larger engined brother called the 4548. Tobrocco also supplies Kubota with badged versions of these models.



In North America JLG/SkyTrak dominates the market



Weighing 2,400kg the Ausa 144 H can be trailed behind a 3.5 tonne vehicle.



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The Giant 3648 Tendo HD is also badged and sold by Kubota

A new slightly larger machine is due to be launched - the 5048 - which features a more powerful Stage V 50hp engine and is about 30mm wider. The company is launching all-electric wheel loaders at Bauma and is planning to introduce this technology into its telehandlers at a later date, as is Wacker Neuson. Tobrocco telehandler production is currently around the 500 units year including the the Kubota versions which are proving popular in France. These new ultra-compact telehandlers have an overall width of around 1.5 metres, capacities up to two tonnes and lift heights of less than five metres. Most have at least one class winning feature, and although the AUSA claims to be the world's most compact telehandler that only applies to its overall width at 1.41 metres. The Wacker Neuson is shorter, while Dieci claims that its new Mini Agri has a lower overall weight. A critical factor here is that it is light enough to be transported on a standard two axle equipment trailer by a 3.5 tonne truck. One machine that performs particularly well is the two tonne/4.3 metre Mini Agri 20.4 from Dieci. Although it follows the principles of its larger brother, the 2.5 tonne/six metre 25.6, the Mini Agri has been extensively redesigned and despite weighing just 2,000kg, it can take its maximum two tonnes capacity to a lift height of 4.3 metres. The new cab interior has been completely updated and the dashboard

Compact telehandlers - how they compare?

Make Model	Manitou MT 625 H	Xtreme XR619	Dieci 26.6	Merlo P27.6/Plus	Snorkel SR5719	JCB 525-60 Hi-Viz	Genie GTH-2506
Max capacity	2,500kg	2,700kg	2,600kg	2,700kg	2,600kg	2,500kg	2,500kg
Max lift height	5.85m	5.8m	5.78m	5.9m	5.8m	6.0m	5.79m
O/A Height	1.92m	1.90m	1.95m	1.95m	1.90m	1.89m	1.92m
O/A Width	1.81m	1.80m	1.85m	1.84m	1.88m	1.84m	1.81m
O/A Length	3.90m		4.13m	3.91m	4.00m	4.00m	3.84m
GVW	4,800kg	4,672kg	5,000kg	4,850kg	4,700kg	5,490kg	4,580kg

features a new instrument layout, all of which translates into greater comfort and space for the operator, even though it is even smaller than the recently introduced 26.6 model. The light weight allows the use of a smaller Kubota diesel, coupled to a hydrostatic transmission housed in a newly designed engine compartment that completely opens up for easier inspection and maintenance.

Manitou's MT 420 H - a replacement for the old Buggyscopic which was dropped from the company's range eight years earlier - is proving a big hit with sales volumes double those anticipated by Manitou, even though it weighs in at a relatively hefty 4,260kg. Aiming to maintain its popularity Manitou is launching an updated version at Bauma. This includes improved visibility of the forks by redesigning the boom head, and a new 57hp Kubota Stage V engine with DPf.

At the opposite end of the scale Manitou will also launch a new heavy duty model, the MHT 12330, with a lift capacity of either 35 tonnes on a hook or 33 tonnes on the forks. Maximum lift height is 11.76 metres. While not due for an upgrade its compact MT 625 is also doing well, with the company claiming that it is the bestselling compact as well as being Manitou's bestselling model in unit terms.



Manitou will also launch a new heavy duty model, the MHT 12330, with a maximum lift capacity of 35 tonnes

Compact telehandlers

Moving up in size from the ultra compact to compact means overall widths increase to around 1.9 metres, lift capacities to 2,700kg and lift heights to six metres although to be classed as a compact machine generally means having an overall width and height of less than two metres.

Snorkel launched its first telehandler - the compact 2.6 tonne/5.8 metre

SR5719 - about a year ago although it is a badged machine made by Italian manufacturer Farasin.

Snorkel has also added two larger Faresin built machines to its range, the 4,200kg/13.5 metre SR9244 with a forward reach of 9.5 metres and the 4,535kg/16.4 metre SR1054 with a forward reach of 12.6 metres. Both new machines have overall widths of 2.3 metres and stowed heights of 2.56 metres however they share similar equipment levels to the smaller SR5719, including standard foam filled tyres, power assisted steering and Deutz Tier 4



Manitou's MT 420 H is proving a big sales success.

How the Ultra compact telehandlers stack up

Make Model	JCB 516-40	Manitou MT 420 H	Wacker Neuson TH412	AUSA T144H Plus	Dieci Mini Agri 20.4	Giant 4548 Tendo HD
Max cap	1,600kg	2,000kg	1,200kg	1,350kg	2,000kg	1,400kg
Max lift height	4.05m	4.3m	4.26m	3.9m	4.3m	4.8m
O/A Height	1.8m	1.9m	1.94m	1.94m	1.91m	1.97m
O/A Width	1.56m	1.49m	1.56m	1.41m	1.55m	1.57m
O/A Length	3.23m	3.63m	2.92m	3.71m	3.63m	3.13m
Weight	3,420kg	4,260kg	2,700kg	2,400kg	2,000kg	2,950kg



Snorkel launched its first telehandler - the compact 2.6 tonne/5.8 metre SR5719 - about a year ago



The new
Xtreme XR619

Final diesels. The cab includes an adjustable suspension seat and fully proportional joystick controls as standard.

Snorkel's sister company Xtreme has also recently launched new telehandlers including a compact machine and its smallest model to date - the 2.7 tonne/5.8 metre XR619 with a lift capacity of 2,721kg, a lift height of 5.79 metres and forward reach of 3.35 metres. It is a replacement for the slightly larger Xtreme XR5919 and becomes the smallest model in the company's range. Overall weight is 4,672kg with an overall width of 1.8 metres and overall height of 1.9 metres with power supplied by a Deutz Tier 4 Final diesel. The XR619 features boom rollers rather than wear pads, a boom lifting point for handling suspended loads and a choice of three cab configurations. Other options include LED work lights, a reversing camera and synthetic oil for cold environments. Production at Xtreme's manufacturing facility in Henderson, Nevada is expected to begin by June this year.

Xtreme's other new telehandlers include the three tonne/13 metre XR742, which has a maximum capacity of 3,175kg, a lift height of

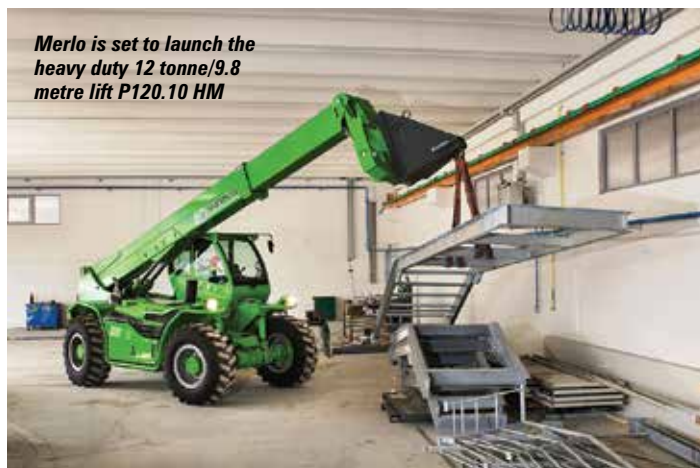
12.8 metres with a forward reach of 8.2 metres and four tonne/13 metre XR944. The two models use the same chassis design as the Xtreme XR1055 and XR1147, and feature three section booms with boom rollers as standard. Both are electric over hydraulic with fully automatic transmissions. Power for both units comes from a Cummins Tier 4 Final diesel. Frame levelling up to 11 degrees left to right is available and the Gross Vehicle Weights are 12,245kg and 13,018kg respectively.

Merlo Panoramic and Rotos

Merlo recently introduced the new compact 2.7 tonne/six metre P27.6 - to replace the 25.6 - with 200kg more capacity and new stage IIIB Kubota engines. It features the same modular cab as the larger models in the range. At Bauma Merlo will launch a further eight new models - four in the Panoramic range and four new Rotos including its largest to date the 34.2 metre/4.95 tonne Roto 50.35S-Plus.

Merlo launched the original Panoramic range in 1987 when it moved the engine from the rear of the machine to the right hand side, setting the trend that changed

Merlo is set to launch the heavy duty 12 tonne/9.8 metre lift P120.10 HM



the future design of the European telehandlers and increasingly North American models too. The new Panoramic machines include the 11,13 and 17 metre P35.11TT, P40.13, P40.17 all with stabilisers as standard, and the heavy duty 12 tonne/9.8 metre lift P120.10 HM which is aimed at quarry and mining applications as well as heavy load handling on larger construction jobs.

The P120.10 features a new FPT Tier IV final diesel powering a Merlo CVTronic continuous variable transmission. Other features include a new modular design with increased structural strength, a new portal axle shaft that provides more ground clearance and larger, more heavily reinforced axles resulting in increased carrying capacity. The new stabilisers are fixed directly to the front axle and allow levelling on slopes up to 24 percent, while operating within the machine's overall footprint.

EPD - Eco Power Drive - electronic control automatically adjusts engine speed to match the power required by the transmission, significantly reducing fuel consumption. The machines feature the new Panoramic cab and MCDC safety system which graphically shows the type of attachment, the load, extension and boom angle.

The new Roto machines include the Roto 40.16 S, Roto 50.21S Plus, Roto 50.26 and the Roto 50.35S

Plus, with lift heights of 16, 21, 26 and 35 metres respectively and lift capacities of four and five tonnes. Merlo showed the first telehandler with a slewing superstructure in 1991 and it remains the market leader with its 'Roto' product line.

A choice of maximum slew is available on each of the new machines - the Roto 400 with 415 degrees slew, Roto 600 with 600 degrees and Advanced with 360 degrees continuous slew. Different versions include Basic - a machine for the rental market, Medium - the machine (also available in a Plus version) for those that require more innovation and features, but which are said to still be simple to maintain and operate and the fully equipped 'high tech version'.

The Roto four tonne capacity 400 range is available with a lift height

Merlo P27.6



Dieci Apollo 25.6



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- John L. Grove, Founder, JLG Industries



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Merlo's largest Roto to date - the 34.2 metre/4.95 tonne Roto 50.35S-Plus

of either 15.7 or 17.6 metres and can be ordered in basic rental configuration or with suspension and the Plus set-up. The 4.95 tonne capacity mid range Roto 600s have lift heights of 20.8 or 26 metres and use multi position outriggers with automatic or manual control for levelling on slopes of up to six degrees. They are also available in either a basic rental specification or with suspension and other features.

The top of the range Roto Advanced machines feature the multi-position stabilisers with automatic configuration, the advanced safety system and 360 degree continuous slew, along with the new modular cab which can tilt up to 20 degrees, new electronic joystick controls mounted onto a multi functional armrest integrated with the seat with two sensors that automatically detect the operator's hand preventing accidental movements. Three buttons on the left select travel - forwards, neutral and reverse - while the slew is controlled by a miniature mouse operated without moving the hand from the joystick. Operation of the outriggers and suspension etc are also integrated into the armrest and joystick. The CVTronic variable transmission with constant acceleration to 40kph without a gear change.

The new ASCS safety system analyses all the input data, such as load position - boom angle, superstructure slew position and outrigger positions - along with the weight of the load and attachment in use in real time to create a load chart, with a clear visual display showing areas of safe/unsafe operation.



The world's highest reaching telehandler, the 46 metre Magni RTH 6.46 SH

Record breaking Magni

Last summer Magni delivered its 2,000th 360 degree telehandler, having delivered its very first machine in early 2013. During that time, it has pushed the performance envelope launching the world's highest reaching telehandler, the 46 metre RTH 6.46 SH - which is already proving popular in the USA and Europe. At Bauma the company is set to launch the highest capacity 360 degree machine - the 13 tonne/26 metre RTH 13.26 SH. One improvement to the cab is the addition of a 10" XL touchscreen replacing the seven inch version on all RTH models from the RTH 6.26 and above. The smaller display will continue to be used on the Smart telehandler range.

JLG market leader?

As mentioned earlier, JLG and its main brand SkyTrak, is by far and away the major producer of telehandlers in North America. The eight model JLG range goes from the six metre/2.5 tonne G5-18A to the 17 metre/5.4 tonne 1255. The company also has a High Capacity



Skyjack SJ843

model the 10 metre/7.6 tonne 1732. The SkyTrak machines range from the 11 metre/2.7 tonne 6036 to the 16.21 metre/4.5 tonne 10054.

Last year JLG revenues, jumped 25 percent to \$3.78 billion, a new record, helped by strong telehandler sales which increased 44 percent to \$948.9 million, mainly from sales in North America of course. This surge in telehandler sales must put the company close to overall market leadership or at the very least on a par with JCB and Manitou. The company still has an agreement with Caterpillar although this seems to have reduced in importance as Caterpillar turns its focus away from the sector as the other major global equipment producers such as Komatsu and Case have done. At the same time JLG has phased back its telehandler efforts in Europe, given that it struggled to achieve any significant market share via organic growth. Given its global ranking, it is not impossible to imagine that the company might make an acquisition if a decent opportunity arose. Although there are no indications that it is in the market for such a deal.

One of the advantages of the telehandler as a materials handling machine is the amount and variety of attachments that can be used. JLG's latest is a fork mounted

extendable truss jib for lifting and placing suspended loads such as roof trusses for both of its JLG and SkyTrak telehandlers. The attachment - targeted at erecting roof trusses and steel frames - is designed for a maximum fork size of 60 x 178mm x 1.8 metres long, has a 3,630kg capacity and capable of handling 907kg at its fully extended length of 3.65 metres.

Skyjack doing well

Skyjack entered the market in 2007 with the purchase of Canadian telehandler manufacturer Carelift Equipment which made heavy duty telehandlers marketed under the ZoomBoom brand with lift heights from 10 to 19 metres and capacities up to 14,500kg. The following year it acquired the US telehandler and Rough Terrain forklift division of Ingersoll Rand. The 2008 recession probably curbed the company's appetite for the market, however sales for the heavy duty machines picked up in 2013, but the biggest change came in 2015 when emissions regulations forced an update to the product lines, which spurred the company on to completely revamp the range with the introduction of four new models,



JCB 516-40



Snorkel SR9244



Bobcat TL43.80HF

two 13.2 metre/43ft lift height units - the 2.7 tonne SJ643 TH, and 3.6 tonne SJ843 TH, a 13.5 metre/4.5 tonne SJ1044 TH and 17 metre/4.5 tonne SJ1056 TH. All are Tier IV Final compliant. The company currently produces seven models ranging from the compact 2.5 tonne/six metre SJ519 TH - with its overall width of 1.8 metres, overall height of 1.92 metres and 4,800kg GVW - up to the 17 metres/5.4 tonne SJ1256 THS or the heavy duty nine tonne/14 metre ZB2044. The new models have significantly boosted sales, although it remains a small player in the market compared to JLG, Manitou and JCB of course.

Pettibone traversing boom

A North American manufacturer offering something a bit different is Pettibone with its traversing boom telehandler. Founded in 1881 Pettibone has been producing material handling equipment since the 1940s and was once a big name in Rough Terrain cranes as well as offering truck cranes. It had some success in Europe in the 1970s and 80s with its massive Carrylift loaders which could handle up to 27 tonnes. While not telescopic, the front end loader type lift arm pivot points could be moved forward to increase the reach and were particularly popular in the logging and saw mill business.

The 13 metre/four tonne Pettibone Traverse T944X claims to be the only new telehandler with a boom

that slides forward - moving up to 1.78 metres - when the machine is stationary. Pettibone says that the traverse function allows contractors to carry out work with a smaller machine, in that it has the ability to move the load forward without the need to telescope or raise the boom, allowing users to place loads more precisely at full lift height or through tight openings without having to coordinate multiple boom functions. Power comes from a choice of Cummins Tier IV Final diesels, the cab includes a new analogue/LCD gauge cluster as standard with an optional seven inch digital display with integrated reversing camera and the all steel fuel and hydraulic tanks are part of the machine's simple rugged build.

All-electric and hybrid from Manitou

Manitou has been working closely with Deutz on the electrification of telehandler drive lines as part of the Deutz modular product portfolio for electric drives, which allows manufacturers to choose between diesel or battery electric power or a hybrid combination in order to best suited to their needs. The programme is also aimed at producing a more efficient drive train that reduces overall running costs, fuel consumption and emissions in equal measure.



The 13 metre/four tonne Pettibone Traverse T944X with traversing boom

How the new Bobcat LT43.80HF compares

Make Model	Bobcat TL43.80HF	JCB 541-70	Manitou MLT 840 120	Merlo TF42.7 140
Max capacity	4,300kg	4,100kg	4,500kg	4,200kg
Max lift	7.5m	7.0m	7.55m	7.1m
Speed	40kph	33kph	32kph	40kph
O/A Width	2.3m	2.23m	2.42m	2.25m
O/A Length	5.0m	4.99m	5.22m	4.49m



Manitou electric telehandler



Merlo P27.6

The first all electric Manitou telehandler - a 3.5 tonne/11 metre MT 1135 - is equipped with a 360 volt power supply with a 30 kWh battery feeding a 60 kW electric motor. The unit is currently on cycle testing at the new Manitou R&D facility near its headquarters in Ancenis, France. We witnessed the machine running at full speed around the company's road and rough terrain tracks, stopping to shovel gravel from one silo to another and then repeat the circuit. Speeds are virtually the same as the current diesel model, but it is of course a good quieter, with the whine of the transmission or the scraping of the bucket along the ground being the loudest noise.

A hybrid version replaces the Deutz TCD 3.6 diesel of the current MT 1335 with a smaller Deutz TCD 2.2 diesel plus a 20 kW electric motor and 48 volt electrical electric system. The test units currently use a lithium ion battery pack slung under the chassis, but this will be incorporated into the machine proper once the long-term testing programme is completed.

Manitou chief executive Michel Denis said: "The integration of electric drives into our telehandlers

is very encouraging for the future. Deutz has rapidly assumed a pioneering role in the field of electrification and has the necessary expertise and knows our special requirements."

Gehl

The Gehl division of Manitou has also been busy, launching four new third generation telescopic handlers for the North American market with capacities of 4,990kg and 5,440kg, and lift heights of 12, 13.5 and 17 metres. All four are very similar using the same Tier IV Cummins diesel and four speed Dana powershift transmission, standard hydraulic frame levelling with an overall width of 2.5 metres. The overall length of the machines varies from 5.9 metres to 6.4 metres, while the overall height varies between 2.3 and 2.35 metres depending on the model. The higher capacity models have standard front stabilisers and boom tip auxiliary hydraulic lines, both of which are available as options on the two lower capacity models. Maximum capacity at full horizontal reach is the same for all four units at 907kg, but forward reach ranges from eight to 12.2 metres on the two 17 metre models.



Genie GTH 2506



Bobcat's latest telehandler is the 7.5 metre/4.3 tonne TL43.80HF

The new models feature improved visibility and show a greater Manitou influence than in the past. All feature the same cab configurations and include single joystick control for boom extension and retraction, attachment tilt, auxiliary hydraulics and forward/neutral/reverse, leaving one hand free for the steering wheel. Three types of attachment system are available - the narrow Dynattach which has an automatic locking system and the wider DynacARRIER available with or without hydraulic locking quick attach.

Bobcat

Bobcat's latest telehandler is the 7.5 metre/4.3 tonne TL43.80HF which offers a little more capacity

without sacrificing the relatively compact dimension of machines in this sector. Bobcat now offers a range of 15 rigid frame telehandlers with capacities from 2.6 to 4.3 tonnes and lift heights from six to 18 metres. This is impressive, or surprising when one considers that the company is only a very marginal player in the telehandler market, with market share said to be about two percent. Designed and produced at the company's plant in Pontchâteau, France all Bobcat telehandlers are now covered by a three year/3,000 hour warranty as standard, with the option of a five years/5,000 hours warranty.

The TL43.80HF has a two section boom with a maximum forward

reach of four metres, a box frame chassis, low centre of gravity, long wheel base and a large rear counterweight. Dimensions are typical for a 7.5 metre/4,000kg machine, with an overall width of 2.3 metres, a length from rear bumper to fork face of five metres and a turning radius of 3.71 metres.

The machine features new heavy-duty Dana Spicer axles with limited slip differentials, standard boom cushioning, a speed limiter system that controls speed regardless of the engine speed. Power comes from a Bobcat Stage IV/T4f diesel or where permitted a Perkins Sage IIIA/T3, while Bobcat says that the standard Eco mode can provide fuel savings of up to 15 percent.

Other manufacturers

Turkey-based MST has been producing telehandlers for about 10 years and is the only telehandler manufacturer in the country. It has a six model fixed boom range from the four tonne/6.35 metre ST 7.40 to its largest the three tonne/16.3 metre ST 17.30.

On the whole, Chinese telehandlers are quite poor with several essentially small wheeled loaders with fork carriages instead of loader buckets. The exception is XCMG which has been producing machines for about a decade and had moved its focus from construction to the agricultural sector reflecting the limited domestic demand from China's construction industry.



MST has a six model fixed boom range from the four tonne/6.35 metre ST 7.40 to its largest the three tonne/16.3 metre ST 17.30



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