

Ruthmann Ecoline



a
Ruthmann
production



Ecoline RS200
Ecoline 230

Featuring:
Italian design
Ruthmann quality
UK national support

High productivity
Strong ROI
Low cost of ownership

Easy to use
Compact design
Committed to customer service

T: 01536 721010
E: sales@ruthmann.uk
W: ruthmann.uk

**Now in
the UK**



CONTINUED DEVELOPMENT

As the spider lift becomes a more mainstream rental product and are employed by a wider range of end users, the constant pace of development has gained even more speed as manufacturers adapt to maturing customer requirements, manufacturing developments and the higher volumes brought on by the expanding sector. We take a look at some of the latest changes and innovations.

The spider lift market is relatively young. Even though machines from Danish manufacturer Falck Schmidt reached the international market in 1982, it is really a millennium product when companies such as Hinowa and Oil&Steel began to sell compact 10 and 12 metre articulated booms on rubber tracked mini excavator chassis. The basic concept has not changed that much since - a narrow chassis, low ground bearing pressures and spider legs to create a stable base even on uneven ground.

In the subsequent years, companies have come and gone, names and owners have changed and the product - despite being much more popular - is still a specialist form of powered access.

The additional complexity of servicing and initially operating a spider lift has for many years deterred large national rental companies from adding to their fleets, however regional companies in markets such as Germany, appreciated the ability to transport them on their two axle trailers. The UK was also an earlier adopter, with Max Access building a fleet of Falck Schmidt machines through the 1980s and 1990s, while Oil&Steel set up its UK subsidiary in 2000 and launched the Octopussy. Another early UK adopter was Higher Access with

a fleet of Teupen units, for many years the largest fleet in the country reaching around 200 units - one of the few companies with more than 25 in their fleet. It was acquired by general rental group Vp where it began to decline closing completely this year.

While many more access rental companies now run spider lifts, few have the sort of volume of Higher Access. In last year's C&A UK Top 30, Nationwide Platforms had the largest fleet with 130 units in a total fleet of almost 14,000 platforms. One major company bucking that trend is Dutch international rental group Boels which has been expanding its spider lift fleet significantly over several years.

While rental company investment growth in smaller spider lifts is sluggish, end user sales continue to gather pace, especially to the tree care/arborists, although a relatively high accident rate, primarily due to operator error and a lack of operator training has perhaps caused some hesitancy.

NEW LAUNCHES

With Bauma fast approaching, many manufacturers have focused product development



Teupen Leo 50GTX

programmes towards the show launch, especially for larger models. Some are holding all details until the show opens, Easy Lift on the other had said that it will unveil a new 52.4 metre model - the RA53 - surpassing 52 metre lifts from Palazzani and Falcon. (For a company profile on Easy Lift see page 44).

THE UK'S DISTRIBUTOR OF **EASYLIFT** AERIAL PLATFORMS



07483 246878
IASALES.CO.UK
ENQUIRIES@IASALES.CO.UK



The RA53 has a double telescopic boom and jib with a maximum outreach of 20 metres with 120kg in the platform. Unlike its competitors, the maximum outreach can be achieved at a good up an over height of 31 metres, a maximum capacity of 360kg and with an optional 450kg capacity platform. Power is supplied by a Hatz diesel and 380V electric motor, while a Hybrid version combines a 300Ah 48V lithium battery with the standard engine.

The RA53 joins Palazzani and Falcon as the only manufacturers with lifts over 50 metres. Teupen - for many years seen as a quality innovator in the sector - has offered a 50 metre machine for many years with the Leo50GT launched in 2005. The company says it is to launch two new spiders at Bauma however no details have yet been released.

The slow adoption of larger spider lifts by major rental companies is probably the result of them being too specialist, complicated and expensive, so it will be interesting to see how the RA53 fares. Many large spider lifts are sold directly to the end users for use on specific projects such as atrium access.

MARKET LEADER

Market leader Hinowa - which has concentrated on the small to medium end of the market - is also planning to launch a large spider lift at Bauma - the 40 metre LL40.18 - its biggest lift to date. It will also show two smaller machines - the recently launched 22 metre TC 22 telescopic and an 18 metre Lightlift 18.80 Performance.

The twin boom LL40.18 will have an outreach of 17.5 metres at an up & over height of 10 metres, or 17 metres outreach at an up & over height of 23 metres. It can also reach four metres below ground level.

The new model is similar in concept to Hinowa's 33 metre model which has a four section lower boom/riser and three section upper boom, with the 40 metre unit having longer boom sections. The maximum capacity is 300kg through most of the working envelope, reducing to 230kg for the last metre of outreach or when the upper boom is fully elevated when the lower boom remains stowed.

Its overall width can be varied from 1.2 to 1.69 metres, while it weighs up to 8,900kg and it can jack itself to a clear height under the tracks of 1.12 metres for levelling on steep slopes and self-loading onto a truck.

The 22 metre TC 22 has two versions - N and S. The N has up to 12.5 metres of outreach, an overall width of 880mm with a new platform and a total weight up to 3.1 tonnes depending on power pack with a choice of diesel, Lithium or hybrid.

The Lightlift 18.80 Performance will fit into the product line between the existing 17 and 20 metre models offering a working height of 18.5 metres and an outreach of 7.8 metres with 230kg unrestricted platform capacity. Power options include Honda petrol, Kubota diesel, lithium all electric or hybrid. All-up weight varies between 2.8 and three tonnes. The company says it is also working on upgraded and restyled versions of its other Lightlift models with new outrigger footprint configurations using new sensors, improved basket and new control features such as automatic 'Go Home'.

TEUPEN

Teupen has been making spider lifts for around 35 years and has gained a reputation for quality. It has also been responsible for some major innovations such as the 42 metre Puma 42GTX with its Menzi Muck chassis launched at Bauma 2016.

Its latest machines include the newly developed 19 metre category C insulated LEO56AIC aimed at the high voltage power line - up to 45kV -



A rendering of Hinowa's new 40 metre LL40



The Hinowa LL18.80 Performance

SHOCK ABSORBERS



Highly effective shock absorbers for carrier units for use with vibration drivers, sensitive loads and shock-sensitive goods.

watch the application video





The Teupen Puma 42GTX



The 19 metre category C insulated Teupen LE056AIC is aimed at the high voltage power line maintenance market

maintenance market for countries where live line work is practiced such as the USA or China. It is hoping to convert companies currently using 'bucket trucks' for such work, especially when crossing rough terrain.

Another recent Teupen introduction is the 38.6 metre working height LE039GT Plus. The lift has a 23.3 metre outreach with 130kg, or just over 20 metres with 300kg and 18.3 metres with its 400kg maximum platform capacity. Up and over clearance is 21 metres and overall weight is 8,750kg. It can also reach up to 13.15 metres below ground level and features 400 degrees

of platform rotation, radio remote controls, four platform sizes from 900mm x 800mm to two metres by 800mm and a lifting winch with 450kg capacity. *See box story p.44*

Two years ago, Dingli took a 24 percent stake in Teupen and set up the Dingli R&D centre Germany. It has been interested in the spider lift market for some time and built its own model a few years ago for the local market. It also became a Platform Basket distributor for China.

INSULATED SPIDERS

The concept of insulated spider lifts - such as Teupen's LE056AIC and CMC's i23 (see right)

launched earlier this year - is not new. Platform Basket produced a 17 metre model - the PB18.90.46 - with 46kV insulation more than 10 years ago, having initially developed it in partnership with its US dealer Tracked Lifts and has developed a great deal of expertise in this area. The unit was based on a conversion of a standard machine. Platform Basket then developed a new 22 metre insulated spider lift - the 22.10.46kV - in 2018 and there are now more than 100 units operating in the US arborist market .

INSULATED SPIDER FROM CMC

CMC's new 23 metre insulated i23 is likely to find a ready market - particularly in the USA and Australia - where high voltage overhead power lines are more widely used. The company says it is first model in a new line of 'i' series insulated spiders. Insulated to 46kV it features insulated fibre boom inserts along with a highly insulated



The insulated 22.8 metre CMC i23 has an outreach of 10 metres with 180kg unrestricted platform capacity

16A
for Site

OUTDOOR AREA
bauma
OCTOBER 24-30, 2022, MUNICH
STAND 1304/2

[a] SPEED
automatic stabilization

PORTER
PIAGGIO
NPS
THE CITY TRUCK

follow us on:
f i t

SOCAGE

- 16 m high
- speed automatic stabilization
- urban mobility
- ecological LPG

SPIDER LIFTS

fibreglass material for the one person platform/bucket and special non-conductive oil in the hydraulic system. The net effect is a machine that will protect those working in the vicinity of power lines, including those working below. The company hopes the new models will appeal to a variety of users for applications alongside power lines including tree pruning and industrial maintenance.

The i23 offers a working height of 22.8 metres, an outreach of 10 metres at an up & over height of 12 metres with the 180kg unrestricted platform capacity. While the bucket is 600mm square it still features 180 degrees of platform rotation. The unit has 400 degrees of slew, while overall weight is 3,930kg. Power choice includes diesel or full electric with 300Ah lithium battery pack and a Hybrid version combining the two. AC mains power is also available with a choice of 380, 230, 120 or 110 volt motors.

The overall length of the stowed machine is 7.2 metres with a lowered height of 1.99 metres and an overall width of 890mm with tracks retracted or 1.4 metres when extended. The outrigger spread is variable 2.88 to 4.96 metres, with up to 32 degrees of levelling and a free jacking height of more than a metre.



The CMC i23 control panel

Sales director Alessandro Mastrogiacomo says: "We don't normally talk about safety because we consider it an essential requirement. However, with the i23 we have done our best to provide an innovative solution to a specific safety request from many users to offer maximum safety when there is a possibility of working around overhead power lines. According to IPAF, electrocution is the second most common cause of fatal accidents for users of aerial lifts."



The new Spider 39 T

PLATFORM BASKET

Late last year Italian spider lift manufacturer Platform Basket launched its new 38.6 metre Spider 39 T joining the company's 30 metre Spider 30 T and its 43 metre 43 T.

The straight telescopic 39 T features a six section boom with a two section articulating jib giving a maximum outreach of 16.6 metres with a platform capacity of 136kg or 14.8 metres with its maximum capacity of 330kg.

Features include continuous 360 degrees slew, radio remote controls and tracks that extend from 1.41 to 1.9 metres for improved stability while travelling. It is also equipped with the company's remote diagnostic Platform Basket Telematics (PBT) system, and similar to other Spider T models, the platform can be replaced with a winch to create a light duty spider crane.



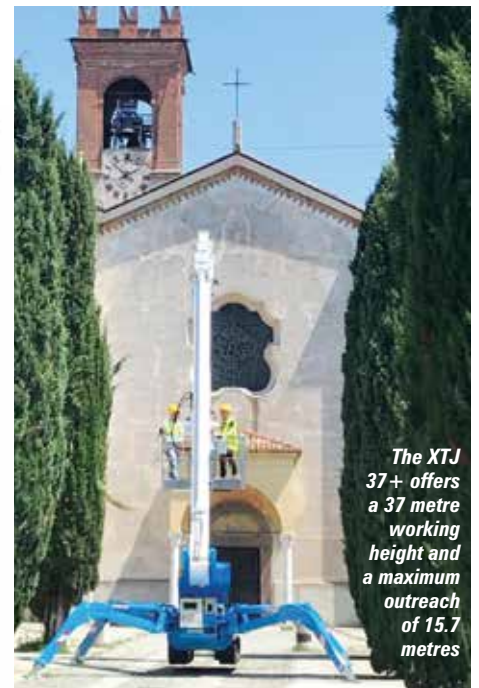
The Spider 39 T has a six section boom and two section jib

The 39 T offers a stowed length of 8.91 metres, an overall width of 1.41 metres and is just under two metres high. The outrigger footprint ranges from a spread/width of between 2.99 and 5.23 metres while the length of the 'footprint' decreases correspondingly from 8.83 down to 5.59 metres. The machine can lift itself to an undertrack clearance of 600mm with a clear under machine width at that height of 2.5 metres allowing a truck to be reversed underneath for easy loading. Overall weight is just over 11.9 tonnes. The 39 T is available with diesel/lithium-ion hybrid or diesel/AC electric power.

PALAZZANI UPGRADES XTJ 37+

Last summer Palazzani upgraded its 37 metre XTJ 37+ spider lift to include standard extendable tracks. The previous 1.2 metre fixed width can now be extended to 1.5 metres for more stability on uneven ground and side slopes as well as loading/unloading.

The XTJ 37+ offers a maximum outreach of 15.7 metres and a maximum platform capacity of 330kg. Features include 36 percent gradeability, the ability to set up on slopes up to 23 percent, multiple outrigger positions, a secondary guarding system and a 'back to home' stowing function. ■



The XTJ 37+ offers a 37 metre working height and a maximum outreach of 15.7 metres

PEAKING HIGH

UK rental access company Hire Safe Solutions has completed a complicated project at the Breendon Hope Cement Works in High Peak, Derbyshire - an area of outstanding natural beauty - using a Leo39GT Plus.

The main challenge was to gain access for two people, materials and tools to different parts of the roof at different locations throughout the plant which required a minimum up & over height of 19.5 metres.

Part of the work involved repairing rooflines and cleaning parts of the plant that have remained untouched since it was built in the 1930s. An important factor in selecting this machine was its compact dimensions - seven metres long without basket, 1.59 metres wide and 1.99 metres high - allowing it to manoeuvre in and around the plant's complex maze of conveyor belts and steel structures.

The company said: "The 400kg platform capacity and two metre platform really helped complete this job on time and as planned, getting the vast amount of materials to the roofs, along with tools to carry out the repairs required."



Retrouvez-nous

à la

bauma

Du 24 au 30
octobre 2022

STAND
FS.1106/7

KLUBB

WE DESIGN YOU RISE



KLUBB, the vehicles mounted lift manufacturer **market leader** in Europe, offers a **full range** of conversions designed for users down to the smallest technical detail:

- Light and heavy van mounts from 9 to 17m
- Chassis mounted lifts from 12 to 20m
- Heavy truck platforms from 18 to 35m
- Firefighting platforms and insulated boom lifts up to 67m

We are able to offer customers **high performance**, cost-efficient aerial platforms that deliver new advances in performance, safety and total cost of ownership.

KLUBB

We are building an extensive network of **KLUBB dealers** who all offer **outstanding levels of service**.

For more information, contact us:

www.klubb.com
marketing@klubb.com



MATURE BEYOND ITS YEARS

Over the past few years Italian spider lift company Easy Lift has developed from a small 'bit player' in what was a niche market to an increasingly significant spider lift manufacturer, with a range of 17 tracked and wheeled lifts from 13 to 42 metres. Mark Darwin charts its progress from its beginnings in 2005 to a point where it is exporting 90 percent of its production to a growing global market, with revenues jumping 50 percent last year to €18 million.

Although Easy Lift was set up in 2005 by the Sorianini brothers, Michele and Emanuele to specialise in the manufacture of aerial work platforms, they used the access market experience gained in the 1990s with the Heila/Italmec crane and access group which was founded by their father Gilberto Sorianini.

Easy Lift production began in early 2006 with three tracked spider lift models with platform heights ranging from 13 to 19 metres. These were initially assembled by a third party and sold mainly to customers in the Netherlands and Italy. The spider lifts were identified by the letter R - for the Italian word Ragno (or spider in English) - followed by an indication of the working height - the R130, R150 and R190 being the first three models. A year later further investment in R&D led to the launch of two larger lifts - the 26 metre R260 and 30 metre R300.

With further expansion planned, the company moved into new headquarters in Brescello, Reggio Emilia, with more than 1,000 square metres of production space and 200 square metres of offices.

Over the following few years, the company concentrated on further product line expansion, adding the R160, R180 and R210 spider lifts, along with two truck mounted platforms - the 22 metre articulated EZ220 and the 21 metre telescopic ET210. In 2011 with new markets opening up,

the company developed a line of van mounted platforms with working heights from 13 to 15 metres.

THE ARRIVAL OF LITHIUM

"By 2012 Easy Lift had established itself as a manufacturer of spider and truck mounted access platforms," says managing director Emanuele Sorianini. "We also obtained ISO 9001 quality certification and the mandatory CSA certification for sales in the North American and Canadian markets. Around this time the company developed lithium battery (BA) versions for the three 'small' spider lifts between 13 and 18 metres and wheeled spiders with working heights over 26 metres."

As the company expanded into new markets - including Russia - the demands of increased production meant moving to yet larger production facilities in Brescello in 2014. This enabled the company to introduce new products including the double articulated 15 metre RA15 spider, a new 12.5 metre van mount - the EV125 - and the new ET090 - a compact pick-up mounted lift. The RA15 debuted at Bauma 2016, and work progressed on a new 26 metre RA26 with double telescopic boom plus jib which has proved popular with arborists.

Two new lithium battery powered spider lifts were also developed - the 19 metre R190BA and 21 metre R210BA. Continued growth in production



meant a further 2,000 square metre area was added next to the Brescello facility for use as a testing area.

ON TO HYBRIDS

"Compliance with environmental regulations and the requirement to use the machines in inner cities and at night resulted in the creation of hybrid versions of the tracked and wheeled lifts in the form of the 19 and 21 metre R190HY and R210HY, as well as articulated and telescopic




670SJ

**NO MORE CRIBBING OR
GRADING THE JOB SITE**

**THE 670SJ IS THE WORLD'S FIRST AND ONLY BOOM LIFT
WITH A FULLY INTEGRATED, SMART-ADAPTING CHASSIS.
IT AUTOMATICALLY LEVELS UP TO 10 DEGREES ON
UNEVEN TERRAIN OR SLOPES, WHILE DRIVING
AT FULL HEIGHT, DELIVERING UNMATCHED
STABILITY AND FULL FUNCTIONALITY.**

**POWERED BY FOUR INDEPENDENT DRIVE
MOTORS, CONTROL ARMS, AND CYLINDERS
THAT WILL FOLLOW THE CONTOUR OF THE
GROUND TO PROVIDE UNPARALLELED
PLATFORM STABILITY.**

GET ON OUR
LEVEL

- 22.4 m  MAXIMUM WORKING HEIGHT
- 17.4 m  MAXIMUM WORKING OUTREACH
- 340 kg*  MAXIMUM CAPACITY

* Restricted weight has an impact on working envelope reach dimensions

SELF LEVELING BOOM

EXPERIENCE IT FOR YOURSELF AT WWW.SELFLEVELINGBOOM.COM



SPIDER LIFTS

spider lifts up to 36 metres,” says Sorianini. Along with the move to battery power the company introduced an energy regeneration system, which it calls ‘Easy-HERS’ (Easy Lift Hydraulic Energy Recovery System) which tops up the lithium battery pack, reducing the amount of recharging required and prolonging battery life between charges. The first model to have the system installed is the 42 metre straight telescopic R420HY.

Bauma 2019 saw the arrival of the 31 metre RA31 double telescopic boom plus jib, the last new machine prior to the Covid pandemic. In spite of all the challenges, 2020 saw revenues improve by around 20 percent, however it was during this period that the company decided to exit the truck and van mounted markets to focus on its main spider lift product line.

Development continues with the launch of the 24 metre RA24 last October which bridges the gap between the 21 metre R210 and the two 26 metre models. The articulated RA24 features a dual riser three section telescopic boom and articulated jib, for a 23.5 metre working height and 12 metres of outreach at an up & over clearance height of 10 metres, with the 230kg unrestricted platform capacity. Power choices include diesel and AC electric motor or diesel and battery combinations. A winch for lifting loads up to 230kg is also available.

WORLD'S BIGGEST SPIDER LIFT?

At Bauma this year, the company will unveil the new RA53 spider lift with a 52.4 metre working height, which it claims will be world’s largest. It will certainly be the highest reaching articulated model.

“The RA53 will have a double telescopic boom and jib and has a maximum outreach of 20 metres with 120 kg in the platform,” says sales director Manuela Vender. “Unlike our competitors with 50 and 52 metre working height lifts, our maximum outreach is available at 31 metres. The RA53 has been developed as a multipurpose spider, with a 360kg or optional 450kg platform capacity, and a crane version with a 1,000kg capacity.”

The standard RA53 will feature Hatz diesel power with a 380 volt electric motor for indoor use, or a Hybrid version which combines the diesel with a 300Ah 48V lithium battery pack.



Computer images of the new 52.4m RA53



“The new RA53 will be equipped with an undercarriage that can be extended both vertically and horizontally with a dynamic self-levelling system, developed to compensate for slopes,” adds Vender. “It’s separately extendable tracks will guarantee greater stability on rough and steep terrain and, in wide position, the height from the ground will increase to improve stability on uneven surfaces.”

Hydraulic controls will be Danfoss with Scanreco radio controls and a fixed control panel in the platform. A new Scanreco controller with colour LCD screen will be used when available.”

Easy Lift has also developed a telematics system which accesses the on-board electronic control unit through the Easycom system - an electronic control system that operates via a WIFI connection - transferring information to the cloud from which it is possible - with different access levels - to obtain the platform’s operating data in real time.

CURRENT CHALLENGES AND FUTURE GOALS

Easy Lift’s growth over the past 17 years has been impacted by global challenges, although no more than other manufacturers, with the tail end of the pandemic and the conflict in Ukraine creating supply chain issues leading to longer lead times and price increases.

“Uncertainty is not good for the economy or the market but for companies it does not mean a loss of revenue or balance sheets in the red,” says Vender. “Succeeding in complex periods is not just linked to the sector in which you operate. Much depends on the organisation, structure and solidity that the company is able to build in quieter periods. Growth is continuing in 2022 with a 20 percent first half increase in the number of machines shipped and a 30 percent increase in revenues, with much of the growth from larger machines.”

PRODUCTION FLEXIBILITY

“One of the major issues in recent months has been the difficulty in sourcing materials, including electronic and hydraulic components,” says Vender. “The constant increase in prices represents a worrying variable, which makes it difficult to plan expenses and manage sales prices, especially for orders with lead times which average about six months. Despite this, the company is aware of the importance of being able to plan production and has helped distributors obtain strategic purchases. Also, it is important not to have machines on order or in stock that are different to what is requested.”

“To help out with the lead times, we have given our dealers the option to make changes to machines they have on order to within two months’ of the expected delivery, including changing optional accessories and postpone those still to be sold. Programming and flexibility allow our main dealers to handle urgent delivery requests from some customers, at least for the models most requested by their respective markets.”

A SPREADING PRESENCE

“Only 10 percent of our sales are in Italy. The remaining 90 percent go to a growing overseas market thanks our presence on more mature markets such as America and younger markets such as Germany and Eastern Europe. The company has also made headway in India with a new dealer, with five machines from 24 to 36 metres to be delivered in the first two months of 2023.”

“Particular attention is being paid to Northern Europe, with a new dealer in Norway and to China and South America where we intend to reinforce our presence. The second half of the year will continue to be characterised by challenges and uncertainty, but the Easy Lift approach will continue to be synergistic towards our network and proactive towards the market.” ■

NEW

2nd GENERATION II

SCISSOR LIFT RANGE

MORE UPGRADES // MORE INTELLIGENT // MORE SAFE

bauma

OCTOBER 24-30, 2022, MUNICH

📍 FS.1105/9



LINGONG HEAVY MACHINERY CO., LTD.

Address: No. 2676, Kejia Road, Jinan, Shandong, China
Email: sales@lmgm.com.cn Tel: +86 531 6787 9283

LGMG Europe B.V.

Email: sales@lmgmeurope.com Tel: +31 850 642 777

www.lmgglifts.com

 **LGMG**

RELIABILITY IN ACTION