

TRUCK MOUNTS



3.5t?
or
7.5t?

If any of your staff have just passed their driving test, they are limited to 3.5 tonnes (not 7.5 tonnes as was previously the case). We look at how this is changing the truck mount market and report on the underbridge inspection market.



Bronto shows off its maximum outreach.

maintenance or repair work.

Blue Line Access has built up a real portfolio of equipment. In the truck mount sector it now represents Dino, Aichi, Teupen and Bronto. It is perhaps best known in this sector for the large Bronto units where it has had considerable success, but James says that the new Aichi truck mount has also got off to a good start in the UK. The truck mounted TZ12A was launched at SED and has already been bought by Universal, EasiUpLift and Facelift. A strong selling point for the unit, which costs around £75,000, is the fact that it can lift 1 tonne and has a very sophisticated, user friendly operating system. This includes features such as “automatic zero position” which quickly brings the platform back into transport mode, and a simple joystick that controls most platform movements. Reinhard Willenbrock of Willenbrock Concept, the company that markets Aichi’s truck mounts in Europe, says that “the machine ‘thinks’ on your behalf and takes over all the complicated control processes. Support for this theory is given by an automated voice which warns the operator if he is making a mistake – the voice can be switched off if it proves too annoying!

The gradual realisation that more and more potential customers are limited by their licences to 3.5 tonne vehicles is changing buying patterns in the truck mounted platform market. Denka Lift, for example, is just launching a 3.5 tonne truck mount with 21 metres of working height. It has already delivered 15 of these to Zoom, Nationwide’s German sister company and Arne Dirkinck-Holmfeld, sales manager at Denka, expects the new unit to do well in the UK as “more and more people are realising that people who have passed their driving test in the last few years are not allowed to drive vehicles with a weight of more than 3.5 tonnes”. Denka is represented by Access Platform Sales in the UK.

Blue Line Access has recently been appointed UK and Ireland distributor for Teupen which has just launched its first truck mount, the Euro B20. This 20 metre unit on a 3.5 tonne chassis unit has already been bought by Panther and Ian James, director with Blue Line, pre-

dicts that once Teupen launches more truck mounts, it will become very popular. From Dino comes the 18 metre 180 TMS – “we have sold quite a number of these on 3.5 tonne self-drive units where they seem to be proving popular with window cleaners and other trades where younger operators are now limited to a maximum vehicle weight of 3.5 tonnes” says James. Also available is the 22 metre 220 TMS. For customers wanting a larger truck mount Blue Line also represents Bronto and has had considerable success with the S-62 MDT. The first of these was delivered to Universal at the start of the year and additional units have now been bought by Facelift, Nationwide and PTP. Features of the S-62 are the variable jacking, self-levelling and the Bronto 2+ system that allows the factory in Finland to remotely interrogate the unit during

Underbridge inspection units are available from a limited number of specialists. This one was developed by Palfinger for Austrian Railways.



Womag WT425.



mounting all but the largest of the company's booms on trucks and vans in the UK. Pagliero's largest unit gives 72 metres of working height.

Phil Allan expects the 3.5 tonne market to grow and believes that the Multitel 180 ALU/AF's 18 metres working height will prove especially interesting to customers. Allan is also working with Niftylift to promote that company's range of van mounts. A recent order has been for five Nifty V125 and he sees this as an area in which his vehicle mounting

for the company.

Also launched at SED was Versalift's Skyhigh 1100 which gives two person capacity at up to 10.5 metres height on a 1 tonne pickup. It was shown at SED on a 4x2 Nissan pick-up which was quite capable of being driven down small garden paths. Again, the unit is very competitively priced and the platform itself costs about the same as a typical trailer mount with 12 metre working height. Versalift's third new entry was the 12.5 metre Ecotel 12 low cost telescopic van mount unit which is 20 to 25 per cent cheaper than the Eurotel van-mount which Versalift says is the "most popular unit in this class in the UK". The Ecotel features a telescopic boom with a fixed non-articulating fly boom.

A recent success for Versalift has been the supply of three new Versalift ET38NF units on Iveco Daily 50C11 vans which are being supplied with air-conditioning to keep the customers cool! The 14 metre working height platform is meanwhile fitted with dual controls as standard (lower controls on a remote hand-held console), electric emergency operation of all boom functions, PTO/handbrake and stabiliser/boom interlocks and engine stop/start controls at platform and ground level. The finished unit has about 1.3 tonnes of spare carrying capacity.

A new range of truck mounts from SEV Aerial has received its first orders. The three new models, launched just two years after the SEV Group bought Aerial Access and a year since the company bought Euro Access, have been developed in close consultation with All Terrain Access, a newly formed division of EuroTrail (UK) Ltd. The new models are the 16 metre working height "up and over" AL16T, the 17 metre compact straight telescopic boom AL17ST; and the 18 metre AL18 straight telescopic which is now available without

◀ SkyKing has meanwhile sold its 500th vehicle mounted platform to Gordon Leicester's Facelift. The 12.5 metre working height van mount is a GSR 125AR. SkyKing built its first units in 1995 and will deliver its 3000th access platform in the near future. This is also being delivered to Facelift and will be a 22 metre unit on a 7.5 tonne capacity truck. Another recent success for SkyKing has been the supply of a 159T to D Tallis Hire of Hinckley. The 15 metre working height unit is mounted on a 4x4 Mercedes 413CDI chassis. The unit features independently controlled stabilisers and a safety interlock that makes it impossible to use the boom if the stabilisers are not correctly deployed. Similarly the stabilisers cannot be raised unless the boom is correctly stowed.

Pagliero of Italy is one of Europe's largest manufacturers of truck mounts. Its Multitel range can offer working heights of up to 22 metres on 3.5 tonne capacity trucks and the company's Jerry Kist predicts that this will be the most active market for newly appointed dealer PJ Allan. Under the deal PJ Allan will be

expertise can develop a specialist market for the UK manufacturer. To help him build this work he has recruited extra personnel including Frank McEwan and Roger Thorrington, both of whom are based at the Market Harborough workshop. "Altogether we are now looking after about 1000 vehicle mounted units – this includes all the necessary LOLER inspections and various re-furbs" says Allan.

SED launchpad

Business is good at Versalift which used the SED Cranes & Access village to launch three new vehicle-mounted platforms aimed at the UK hire market. The LT62NE telescopic platform provides 21 metres of working height from a 3.5 tonne chassis and is the first Versalift to have been developed specifically for the European market. It has continuous rotation and allows the owner to pre-program the maximum working height – useful if your client wanted to rent an 18 metre unit and you only had the 21 metre in the yard. The LT62NE is economically priced, under £40,000 was the figure heard at SED, and is doing well

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fly-boom. The AL16T can be mounted on a 6.5 tonne chassis and features straight down jacking. Total jacking width is just 2.1 metres.

All Terrain Access has placed an initial order for six of the AL16Ts with options for a further six. Also on order are four AL17ST mounted on the Mitsubishi Canter 7.5 tonne chassis. Four AL18STs have been ordered by Nationwide's Skylift division and are to be fitted with large camera baskets (1.6 metres x 1.2 metres). Brian King, SEV aerial sales manager, is pleased with the success of the new range and says that this proves that there is now "a range of British designed and built models, both truck and trailer mounted, which can match the most exacting requirements".

Another first for Facelift

A state-of-the-art underbridge inspection unit that can be operated by one man from under the bridge is due to be deliv-

ered to Facelift in December. The trailer-mounted unit is being built by Moog of Germany and will be the first of its kind in the British Isles. It is designed to reach down and under bridges to allow underside inspection of even the highest viaducts. Maximum downward reach is nine metres, maximum horizontal reach under the bridge is 23 metres. The machine is fitted with two video cameras at the front and back of the trailer to allow it to be moved by the operator while under the bridge. A sensor system ensures that it stays parallel to the sides of the bridge while being moved and the operator and bridge engineer can reach the basket via a small personnel lift on the side.

Facelift already has a 15 metre Moog unit which will be traded in against the new one. Cost of the new unit is understood to have been around £350,000 while daily rental rates will be around £1000 per day. Gordon Leicester, managing director of Facelift, described the



**229TJ
long-reach
SkyKing
access
platform.**

unit as "all singing, all dancing" adding that "there is nothing like it in the UK".

There are not many companies that build this kind of equipment but, as our opening photograph illustrates, crane manufacturer Palfinger has joined the market by offering specially adapted units. Pictured is a track-mounted unit that Austrian Railways developed with Plasser & Theurer and Palfinger. The four axle vehicle has a maximum travel speed of 100 kilometres per hour and is almost 19 metres long and 89 tonnes heavy. The unit can be moved while inspections are taking place. Maximum outreach is almost 30 metres. Total cost of the unit was just over £900,000.

Truck mounted units are also available and German company Cramer is one of the leaders in this field. It uses a telescopic vertical boom with an extending underbridge basket. The UB20, its largest model, has a 20 metre long "basket" which can be used to work under 9.4 metre deep bridges. The self-propelled unit is mounted on a specially designed chassis to allow it to be driven direct to site. The platform is fitted with electric supply points as standard and has as optional extras a variety of suspended baskets, vertical mast towers and slewing baskets that can be fitted to the main platform. ■



SEV's AL16T.