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THE UPS AND DOWNS OF TRUCK MOUNTED LIFTS

The increasing economic uncertainty is showing signs of softening sales of big ticket aerial work platforms - particularly larger truck mounted lifts. At the same time manufacturers are once again focusing on the top end of the market, with new 100 metre machines even though the market for units over 75 metres remains small. On the flip side, the 3.5 tonne sector appears to be booming, with hybrid and full electric machines gaining in popularity as demand for them grows. We take a look at some of the developments.

The truck mounted lift market is very broad and varied. Recent years have seen strong growth in lifts mounted on 3.5 tonne chassis, and more recently growing demand for even smaller models, specifically designed for working in narrow streets of historical town centres where emissions are restricted and space is limited. Multitel Pagliero, Klubb, Comet and Socage have all launched new models based on the compact Piaggio Porter NP6 chassis over the past year.

GAS FOR MULTITEL MXE 170

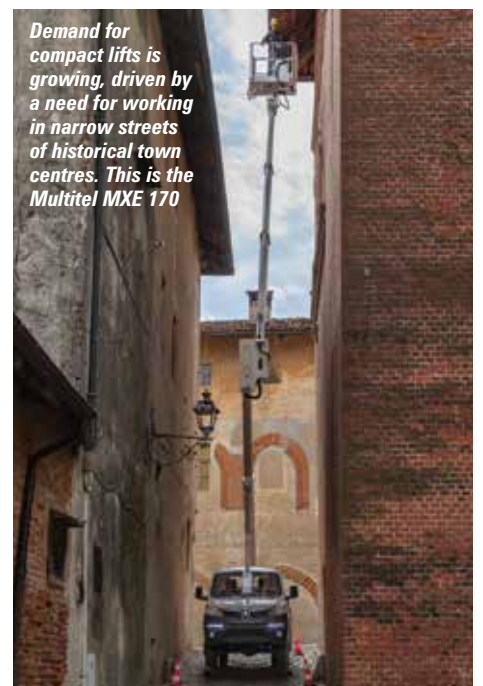
The latest of these is the MXE 170 articulated lift from Italian manufacturer Multitel mounted on an NP6 Long Range chassis with an overall weight of 2.8 tonnes. Powered by propane gas (LPG) or petrol/gasoline the MXE 170 has a working height of 16.9 metres with a maximum outreach of 8.67 metres over the rear at an up & over height of 5.5 metres. Maximum platform capacity is 250kg at a six metre outreach. The company says that the choice of LPG is aimed at markets where the fuel is less expensive, while reducing pollution. Overall width is 1.8 metres with fixed inboard jacking, overall length 5.85 metres and overall height 2.55 metres. Features include Multitel's EVE load

moment sensing system which automatically adjusts the working envelope depending on the load in the platform while smoothing out jerky control movements. A telematics system with GPS tracking, machine status display and remote diagnostics is optional.

Multitel Pagliero is also having its best year ever in terms of production, following last year's record of 2,220 truck mounts built and 2,255 shipped, 30 percent of them to customers in Italy and 70 percent exported. Thanks to recent capital investment, weekly production levels will have increased from 41 to 51 units by the end of the year. The current product line runs from 14.5 to 77.5 metres including hybrid, electric, firefighting and special models such as the large deck - 3.3 x 1.85 metre - MS 100 mounted on a 3.5 tonne Iveco Daily. The maximum working height is 10 metres, but it can reach 6.5 metres without setting the stabilisers. Maximum platform capacity is 400kg and the platform has a sideways movement of 500mm. Two hydraulic wheel motors allow the operator to drive the lift from the platform at speeds of up to 5kph, making it ideal for tunnel work, street lighting or aircraft maintenance.



Demand for compact lifts is growing, driven by a need for working in narrow streets of historical town centres. This is the Multitel MXE 170





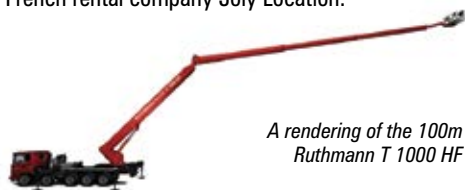
Klubb is working on a sustainable decking material made from fibres of bamboo, balsa and other biobased composites

BAMBOO DECK

Klubb also has a dual fuel Piaggio Porter NP6 mounted lift - the KL26 - with a working height of 10.7 metres and six metres of outreach. Maximum capacity is 200kg. The KL26 is available mounted on a variety of chassis. The company is also working on a decking material made from fibres of bamboo, balsa and other biobased composites - a first for truck mounted lifts. The result is a sustainable material with lower CO2 during production - the process apparently absorbs two tonnes rather than emitting 21.8 tonnes of CO2 for every tonne of aluminium produced. Klubb claims that by using different components they provide better mechanical resistance than aluminium as well as offering a 20kg gain in payload.

RUTHMANN TO RETURN TO THE 100M MARKET

At the other end of the scale, Ruthmann announced its return to the 100 metre truck mounted lift market - possibly by late next year - with its T 1000 HF. The company launched the world's first 100 metre truck mount - the TTS1000 - in 2001 although only two were ever built - one for Gardemann and the other for Gerken - both of which are still in operation in the USA. The first T 1000 HF has been ordered by Dijon based French rental company Joly Location.



A rendering of the 100m Ruthmann T 1000 HF

The new model will be based on Ruthmann's 90 metre T 900 HF, using the same profile and cross section of its five section lower boom, four section upper boom and HF articulating jib but with slightly longer elements. It will be mounted on a five axle chassis, such as the Scania T 500 with an all up weight of 53 tonnes which Ruthmann claimed is substantially lighter than the current products on the market. However, a quick check reveals that it is not.



Two truck mounts erecting the Christmas tree in Rome's Piazza Venezia



Palfinger's 103 metre P 1000 was discontinued in 2021

THE TOP END COMPETITION

Bronto

The dominant player in the 100 metre plus market is Bronto which has three top end truck mounts - the 90 metre S90HLA, the 104 metre S104HLA and the 112 metre S112HLA - weighing 47, 62 and 74 tonnes respectively depending on the chassis.

Palfinger

Palfinger did have a 103 metre model, the P 1000, mounted on a five axle Tadano crane chassis, which was discontinued in 2021. It had an overall weight of 60 tonnes. Its largest truck mount is now the 90 metre P 900 which has an overall weight of about 48 tonnes.

Socage

Last but not least is Socage which is currently the only manufacturer with a 100 metre truck mounted platform - the ForSte 100TJJ - which it unveiled at the end of 2021 having started work on the concept way back in 2008.

The first unit produced was mounted on a Scania five axle chassis having an all up weight of... 53 tonnes, the same as the Ruthmann.

The Socage has a five section lower boom/telescopic riser which can elevate to almost 90 degrees and is topped by a four section upper boom and a jointed articulated jib. It has an up & over height of up to 68 metres with an outreach

at this height of almost 33 metres. Maximum outreach is 43 metres at an up & over height of 14 metres with a capacity of 350kg. The first machine was purchased by Sicilian crane and access rental company Levantino, which appears to have purchased a second unit which was displayed on the Socage stand at GIS this October. As far as we know it has not yet shipped others.

LACK OF OPERATORS

An unusual problem showing signs of affecting the sale of large truck mounted platforms in some areas is a shortage of skilled and experienced operators. Some companies are putting off further expansion of their top end fleet due to the challenges of recruiting operators that they feel comfortable putting in charge of such large and expensive equipment.

GOING ELECTRIC?

The mad rush to introduce battery powered truck mounted platforms seemed to soak up the development budgets of several manufacturers' for a while - at least in the sub 35 metre market. Many chose to go with a highly practical hybrid solution, with a battery powered superstructure on a regular chassis that could both recharge the battery pack or provide traditional PTO power when all else failed. More recently there has been a strong push to develop all electric models - both the chassis and superstructure.



Socage's 100m pink FortSte 100TJJ



Ruthmann T900 HF

Ruthmann Ecoline BLUELIFT



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Ruthmann is now delivering its 26 metre Ampera TBR 260 E - the first going to Swiss energy supplier IWB



CTE's new 24m Zeta 24 J truck mounted lift

Cost and practicality is currently keeping most new products to 20 metres or lower. The past year has seen the arrival of several full electric models, including the 20 metre CTE MP 20Ev, and Mutitel's new 16 metre all-electric MT162 Axon, while Versalift is seeing a strong and growing demand for its van mounted lifts on the Transit electric chassis.

Ruthmann however has developed a 26 metre model, the Ampera TBR 260 E. Announced in February the first units are now being delivered to Swiss energy supplier and utility company Industrielle Werke Basel (IWB). The TBR 260 E is mounted on a battery powered Iveco Daily 70C14E chassis with a claimed range of 150 kilometres plus four hours of operation - 30 full cycles - on a single charge. The recharge time is one hour using an 80kW DC charger or four hours with a 22kW AC. Energy is also recovered when driving downhill.

Maximum outreach over the rear is 17 metres with 100kg in the platform, or 14 metres over the side. The maximum platform capacity is 250kg with the 1.4 metre wide platform or 300kg with the optional 1.6 metre platform, at 13 metres and 11.5 metres respectively. Two chassis are available - 5.2 and 7.0 tonnes. One of the main advantages quoted for the all-electric lifts is that it allows operation in noise-sensitive areas such as hospitals, schools or in residential areas, even during the night. Vehicles also have fewer moving parts along with lower maintenance and operating costs.

CTE MP 20 EV

We have covered CTE's MP 20 Ev before but briefly it uses Green-G Electric Vehicles 'ecarry' chassis. Power comes from a 35 kWh Webasto lithium ion battery pack, with a range of up to 70km plus up to 25 full work cycles. The system can work entirely on battery or in 'plugged-in'



The CTE MP 20 Ev on the 'ecarry' chassis

mode, connected to a 220 or 380 volt AC outlet with the supplied charging device. There is a 7.5kW electric PTO coupled to a 380V motor and a Smart inverter which powers the platform functions.

The unit features a single fixed section riser/lower boom topped by a two section telescopic boom and articulating jib, offering up to 13 metres of outreach and 250kg platform capacity. The MP 20 Ev has an overall width of just under 1.6 metres, is 5.2 metres long with an overall height of 1.96 metres, while managing to keep within the overall weight limit of 3,500kg.

MUTITEL MT 162 AXON

Mutitel's full electric MT 162 Axon is mounted on a 3.5 tonne Iveco eDaily 35S10 and has a 16.2 metre working height a maximum outreach of 11.2 metres with 80kg, while the maximum platform capacity is 250kg at 7.4 metres. The lift has vertical inboard stabilisers front and rear.

Power is supplied by a 37kWh lithium battery giving a range of 120km. The charging socket is a standard type at the front of the vehicle for easy connection to charging stations or the industrial/domestic power supply. The aerial platform is powered by an integrated hybrid module containing a 5kWh lithium 48 volt battery driving the motor and hydraulic pump. The platform automatically goes into standby mode after a few minutes of non-use cutting all power consumption.



Mutitel's full electric MT 162 Axon mounted on a 3.5 tonne Iveco eDaily 35S10 has a 16.2 metre working height

ANOTHER CTE ZETA

CTE has unveiled the second model in its new Zeta range of articulated truck mounts with the 24 metre Zeta 24 J. Mounted on a 3.5 tonne chassis it joins the 22 metre Zeta 22 launched a year ago. Both feature a dual sigma type riser, the lower arm being shorter than the upper, with the two connected by a boomerang shaped linkage. The riser mechanism is topped by a three section telescopic boom, the 22 has an end mounted platform, while the Zeta 24 J has a long jib, to provide the additional reach. It is also equipped with CTE's S3 EVO platform management system, which controls the automatic jack levelling and 'Home' functions.

A wired radio control is available on request, with a seven metre cable that replicates the controls of both the ground and platform controls. The lifts are mounted on Iveco or Isuzu chassis.

OIL & STEEL

Oil & Steel's has launched several new truck mounted lifts including the 20 metre articulated Snake 20FB and 16 metre Scorpion 16 telescopic - both on Isuzu chassis. The Snake 20FB has a maximum outreach of 9.4 metres with 150kg or 7.3 metres with the maximum capacity of 250kg. The Scorpion 16 has a three section boom offering up to 11.3 metres of outreach with 250kg in the platform.

Oil & Steel's 20 metre Snake 20FB



NEW DANILIFT

Danilift may be unfamiliar to most of our readers. It is based in Farsø, Denmark in northern Jutland, and began building platforms in 1991, when it acquired the rights from a failed company. It builds small truck and van mounts and custom products and recently launched a slightly unusual vehicle mounted lift - the Danilift PV155V - available on a five tonne truck or van chassis, including an all-electric chassis. The lift features a telescopic vertical column which extends to a 4.3 metre up and over height. Maximum working



The Danilift PV155V is available on a five tonne truck or van chassis and features a telescopic vertical column which extends to a 4.3 metre up and over height

height is 16 metres and outreach is 9.8 metres with 100kg, or just less than eight metres with 230kg in the platform when using the stabiliser jacks. The PV155V can also work free on wheels.

PALFINGER PROTOTYPES

Palfinger Platforms unveiled three prototypes last October, using the fully electric chassis - the 22 metre P 220 BK eDrive, 25 metre P 250 BK eDrive and 28 metre P 280 CK. The electric superstructure drive has been available on the larger P 370 KSE for some time. The Palfinger P 250 All Terrain lift is mounted on a Unimog chassis with a working height of 25.3 metres, making it ideal for utility work where it is appreciated for its quiet operation, making it easier for those in the platform to communicate more easily with those on the ground.

LEADERS STILL GROWING

The past few years have seen several changes in the leadership of the vehicle mounted lift market. US based Time/Versalift has become the clear market leader, having acquired Germany's Ruthmann in early 2021 along with France Elévateur and its Spanish affiliate Movex in June 2022. The ownership of the group has also changed. The company was acquired by private equity firm the Sterling Group from long term owners O'Flaherty Holdings of Ireland in 2017, launching a buying spree acquiring BrandFX and Aspen Aerials as well as Ruthmann. Sterling sold the group in 2021 to another private equity firm H.I.G. Capital and group revenues now top €500 million. In the past year or so the European arm of the group has been working hard to bring the diverse companies closer together, under the leadership of Kim Bach Jensen, president of Time Manufacturing Europe. In terms of the corporate reporting structure Ruthmann remains as a stand-alone entity alongside the other companies.

One of Versalift's latest truck mounted platforms is the 24.2 metre VTX-240 G3 with 12.5 metres outreach at and up and over height of 11.5 metres. New features include longer outriggers for up to six degrees of levelling, bottom mounted platform and the ability to work 3.3 metres below ground level as well as a 'home' function and one touch outrigger set up.

A sign that the companies are starting to work more closely was seen with the appointment of Laurent Leclerc as director of export sales and market strategy for the Versalift, France Elévateur, and Movex brands in Europe. He was previously



Palfinger P250 All Terrain

technical/R&D manager at France Elévateur. Then last month Versalift Ireland took delivery of its first five France Elévateur platforms, for mounting on local van chassis at its base in Tallaght, south west Dublin.

IN THE KLUBB

The main rival to the Versalift branded products is French company Klubb. The group which has also been on the acquisition trail has taken over EGI, CPL, Mondia, Mobitec and last year added Italian aerial lift and recovery truck manufacturer Isoli, including its 77,500 square metre plant. Klubb

now claims revenues in the region of €200 million with around 650 employees, all from a sort of standing start in 2015.

It has also been the target of private equity investors. Private equity firm Andera Partners acquired a "significant" but minority stake in the company though its Andera MidCap fund in mid-2021 and helped fund the Isoli acquisition.

Isoli was founded in 1946 by the Isoli brothers to design and manufacture aerial work platforms, tow trucks and special equipment, including



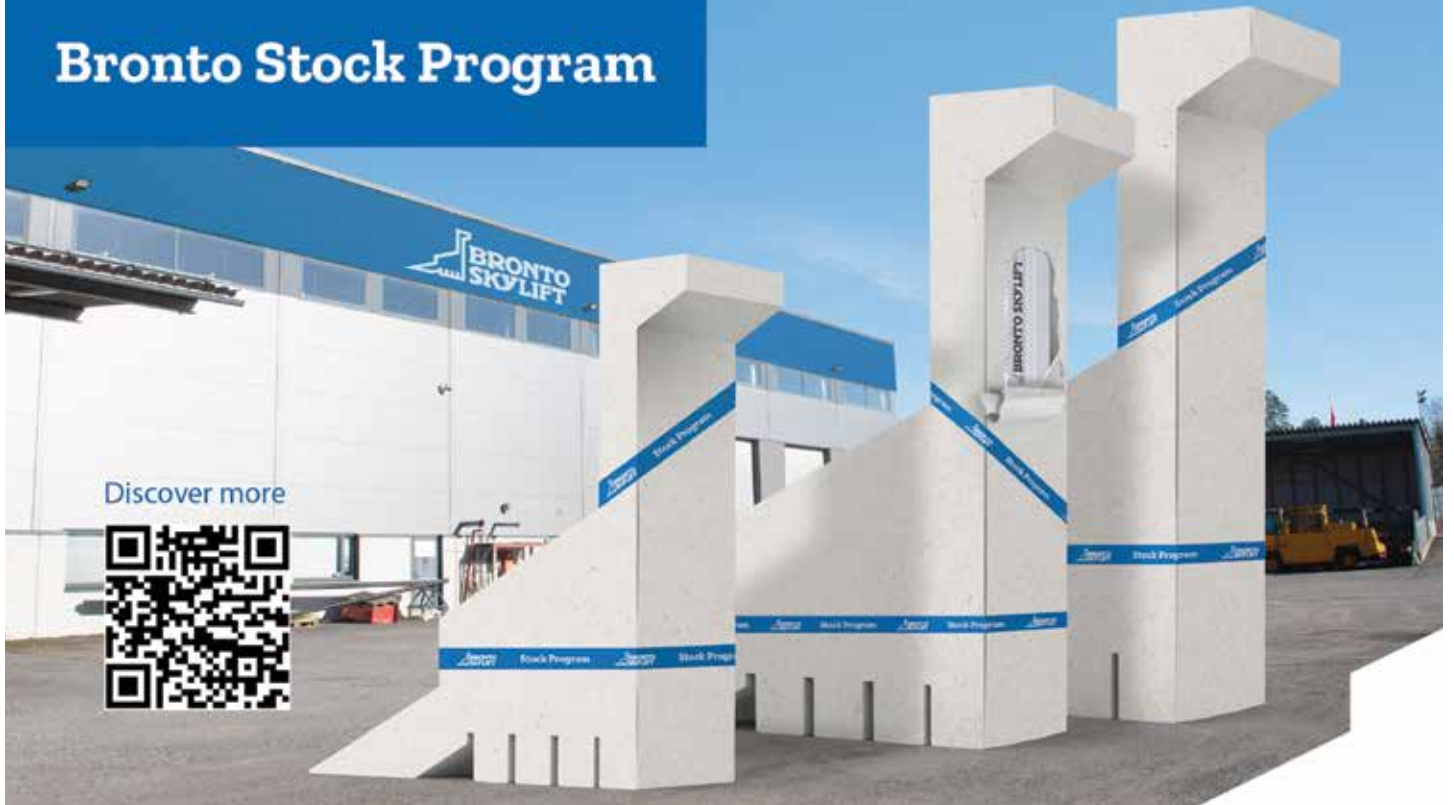
Klubb has an extensive Green range of truck and van mounts



The 24.2 metre Versalift VTX-240 G3

Bronto Stock Program

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MAX. OUTREACH 11,25 m
BASKET CAPACITY 250 kg



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The 25.5 metre Klubb Xtenso 5



A new underbridge platform manufacturer Weico and its new Hercules 2.0



The 29m Isoli PNT 290 was developed just prior to the acquisition by Klubb

MTE 230 HYBRID

Multitel has also launched a new hybrid, the MTE 230 Hybrid on a 3.5 tonne chassis, with a maximum working height of 23 metres and an outreach of 15 metres with 100kg or 10.4 metres with the 250kg maximum platform capacity. The superstructure is powered by a 48 volt lithium battery pack driving a high efficiency synchronous electric motor with speed and torque control for a claimed eight hours of typical work cycles. Multitel claims the battery can be charged from a 230 volt charger in about four hours. Features include an automatic standby mode which reduces battery consumption, while a button on both the ground controls and in the platform allows switching between electric motor and standard engine PTO mode.

All functions can be carried out in full-electric or PTO mode, the front and rear stabilisers are deployed within the width of the machine, while all hoses and cables are routed internally within the aluminium boom.



MTE 230 Hybrid

cranes and military recovery equipment. Just prior to the acquisition Isoli launched the 29 metre PNT 290 articulated truck mounted platform on an 11 tonne, two axle chassis. The lift mechanism comprises a dual sigma type riser topped by a four section telescopic boom for a maximum outreach of 16.5 metres at an up & over height of 12 metres with its unrestricted platform capacity of 250kg. The aluminium basket can be easily removed and stowed on deck reducing the overall length of the machine, while allowing it to be replaced with a lifting hook for light duty crane work.

HYBRID OPTION?

Ruthmann has now started delivering its 7.5 tonne, 30 metre T300 XS Hybrid truck mounted platform, the first going to German rental company Gerken. Launched at Bauma it features a five section telescopic boom topped by a jib with up to 185 degrees of articulation, providing up to 23 metres of outreach with 100kg or just over 17.5 metres with the maximum platform capacity of 350kg. A choice of 7.5 tonne MAN or Iveco diesel powered chassis is available, while the superstructure is powered by a 12.8kW lithium battery pack - good for up to 13 full working cycles - which can be recharged by the truck engine when travelling between jobs or simply plugged into the mains with a full recharge taking four hours. It can also operate as a normal machine from the truck's PTO pump. Function speeds are said to be close to that of the standard diesel model.

UNDERBRIDGE REVIVAL?

Several new truck mounted underbridge inspection platforms have been launched this year, including the Weico Hercules 2.0 and Italian built Airplatform Special TB22-9 distributed by Oxley Piattaforme.

Mounted on a 3.5 tonne chassis the Airplatform TB22-9 can work above and below ground, with a working height of 21.8 metres, a maximum 12 metre outreach with 230kg capacity. It can also reach nine metres below ground level and up to seven metres behind a bridge edge at a parapet height of just over two metres.

Another newcomer is the Weico, based in Feldthurns in South Tyrol, northern Italy managed by Christof and Hubert Weisssteiner. The Hercules 2.0 has an overall weight of 32 tonnes and features an 18.6 metre long deck at up to 10 metres below ground level. Platform width is 1.6 metres and it has a 4.5 metre parapet/barrier clearance at a distance of up to three metres from the truck edge. It has six, 800mm diameter solid wheels which are lowered for stability and drive while working. The unit only requires a single operator helped by the integrated cameras to observe the surroundings while working. A comprehensive monitoring system employs electronic measuring bolts to capture load weight on the platform, the moment when the platform is fully extended, and the total load.

ASPEN AERIALS

Time Versalift has been marketing its Aspen Aerials products in Europe for just over two years, having started with the A-62 in 2021. It is typically mounted on a four axle Volvo FM 430 8X4 chassis. Its triple boom configuration consists of two fixed arms with a slew ring between them, a two section telescopic boom and a two section telescopic jib. It offers up to 18.8 metres of horizontal underbridge reach at up to 3.9 metres below deck, or up to 20.6 metres of vertical reach below deck height with underbridge reach of around 8.5 metres. The unit can either be used with a regular work platform or a smaller inspection basket, both with a capacity of 272kg. ■



A 35m Multitel MX350 Hybrid in the blazing colours of rental company Ottone Noleggi



On the Oxley stand at GIS the new TB22-9 underbridge inspection platform on a 3.5t chassis



The Aspen A-62 has up to 20.6 metres of vertical reach below deck height

Hinowa
a JLG company



hinowa.com

TC22

New **TeleCrawler**
TC22S - TC22N



- 22m working height
- Up to 12,4m working outreach
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