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This P40.17K is just one of the versatile family of Merlo PANORAMIC high-lift handlers. Many of the UK's largest users and renters rely upon high-lift Merlo handlers. Rugged and versatile, designed with innovation and simply built to last.

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- Built-in sideshift
- Frame levelling
- Compact stabilisers
- Ring of Steel protection
- Legendary Merlo visibility
- Huge range of attachments

Some of Merlo's solutions!

PANORAMIC

21 telescopic handlers 6-18m
2.6-10 tonne capacity



ROTO

10 slewing handlers 10-25m, 3-5t capacity



MULTIFARMER

Handler and tractor combined!
6m and 8.55m 3000kg capacity



TURBOFARMER

20 farm handlers
2.6-4.1 tonne,
6-9.7m



DBM

3 Self Loading Concrete Mixers 2-3.5 cu m



PANORAMIC P40.17K
Max lift height 16.70m
Max lift capacity 4000kg
102HP Deutz turbo
40 kph travel speed

Shown with EN280 compliant access platform - one of a huge range of Merlo attachments

Specialising in solutions!

the plates are shifting

The telescopic handler market has entered a period of rapid expansion and change. There are now over 20 producers and with the top five or six jockeying for position anything can happen and changes are all but assured. Mark Darwin investigates.

They say a week is a long time in politics. Surprisingly, the same could be said about the telehandler market. Since our last annual review just a year ago, the sector has developed tremendously with substantial growth in sales, equipment specifications and the number of manufacturers offering product. So much so that news within the sector is now almost a weekly event.

The fundamental reason behind all the activity is that the telehandler - with its various attachments - has evolved into the essential materials handling machine on industrial, farm and construction sites around the globe. Why? Because of the vast increase in palletised materials, possibly 80 per cent of the total. And being the machine of choice, telehandler manufacturers are pushing the boundaries of its



All Terex group telehandlers will now be branded as Genie.

capabilities so at times the largest units now look like small rough terrain cranes.

There is no denying that sales increased significantly in 2005 - possibly 10,000 more units globally than anticipated, primarily due to a sales explosion in the USA. These sales, around 18,000 in North America and 24,000 in Europe, still look set to increase, though at a slightly more sedate pace over the next few years. The UK and Ireland lead the European list with about 8000 units, closely followed by France. However, like bees around a honey pot, the increasing numbers of manufacturers aiming to get a slice of the action usually means that it will probably end in tears for several companies as the established players try to tighten their grip on the market.

World telehandler leader Manitou reported strong growth last year with turnover up more than 20 per cent at €985million and telehandler sales up 22 percent. Manitou is

very strong in Europe but much less so in North America, where sales last year rocketed an additional 50 per cent when most were predicting about 12,000. This surprise growth has, of course, affected Manitou's market share figures, and it is keen to rectify this through 'innovation and expanding the product line'. The market leader in North America is JLG with a product line that it did not have five years ago. However, thanks to several acquisitions, including Lull, SkyTrak and Gradall - it has bought itself a major slice of North American action. European sales on the other hand have yet to get going, however the company has big plans and says that it wants a 10 per cent share of the market by 2009.

This is likely to become a reality now that it has entered into a global alliance with Caterpillar to produce Cat branded telehandlers exclusively for Caterpillar dealers.



JLG, No 3 worldwide, has barely 2% of the European market, but that is set to change.

Agreed and signed in October last year, it took just six months for JLG to produce the first Cat branded machine. Spotted on the Caterpillar stand at Intermat, the TH330B machine sported a JLG manufacturing plate - built at its Maasmechelen facility in Belgium. "We are very excited to work with JLG, we have a strong partnership and there is a lot of optimism for the future," said Klaus Ukens, Caterpillar's global telehandler alliance manager. "Cat is the global

and specifications in the future. With its earlier models, Caterpillar had a 'one world machine' philosophy. It now appreciates that requirements in Europe and North America are different and JLG will design and manufacture machines both in the US and Europe to satisfy these requirements. JLG itself is currently concentrating on the volume sales sectors and not looking towards niche machines such as 360 degree rotary units. According to Jonnie



The ability to reach over obstacles is the attraction, but site congestion can favour tower cranes.

leader for earthmoving equipment and the telehandler range is very important to the company." Production is set to be ramped up by this September. Initially the machines will be built to current Caterpillar specifications, but there are sure to be changes to models

Dawson, the new sales director of JLG European Telehandlers, who joined from competitor Merlo - JLG, must first concentrate on building its dealer network in the key UK and French markets.

"You only need to look at our stand at Intermat to see the emphasis we are placing on telehandlers rather than access equipment," he said. "Our intentions are very clear and to achieve these, we are currently taking on telehandler product managers and looking to sign up dealers."

Another major player is JCB. Over the past five years, the company has transformed from a very successful UK manufacturer with strong export markets into a truly global brand. Although the company has no new additions to its telehandler range, it has just completed its biggest ever deal for its Loadall telehandler machines. A massive 1000 unit order has been placed by Ipswich-based rental company Fork Rent (see story) and amounts to around 12 percent of total annual telehandler sales in the UK.



The JLG compact range, aimed at agriculture, is beginning to sell into the construction market.



Top of the hill, the 30 metre MRT3050

Haulotte - big in access but small in telehandlers - has benefited from producing machines through an agreement with Italian manufacturer Faresin for the last three years. Haulotte is now looking to terminate this agreement at the end of this year and introduce its own models in 2007. The company stated that it wants



Kramer launched new models at Intermat.

do more in telehandlers but not so that it is reliant on anyone else. It also said that its aspirations in the telehandler market are clearly quite different from those of Faresin. A few hundred Haulotte/Faresin units have been sold in 2005 and so far this year, but it is Haulotte's intention to grow on its own.

As part of this change, Haulotte has acquired a new 60,000 square metre site in the Cantabre region of Spain to manufacture what it refers to as its diversification products. In other words non-access equipment.

Liebherr has started pre-series sales of its new telehandler in Germany, Austria and Switzerland, however the official launch will not be until Bauma next year. Four models are planned with maximum lift capacities between 3500kg and

4500kg and reaches of 10 to 13m. More details will be given later this year.

Kramer - in partnership with Claas - is also expanding its product range with the introduction of a new line of telehandlers. Seven models are planned to be built at its Uberlingen plant with lift heights from six to 17metres. Kramer will target the construction sector with Claas covering the agricultural market. The company is placing high hopes in the success of the telehandler, which it says will account for more than 40 percent of revenues at the Uberlingen plant over the coming years. The first Kramer six metre and seven metre machines - the 3006 and 4107 - are now rolling off the production line while a nine metre model will follow shortly. The full range is expected by the end of this year.

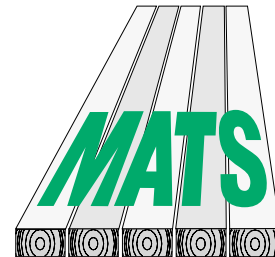
Farm tractor producer McCormick has also entered the market with an innovative design machine that takes the multi-use concept further than any current telehandler. Manufactured by McCormick's parent Argo in Breganze, Italy, the unit is primarily aimed at the agriculture market offering nine metres of lift height and 3500kg lift capacity. Features include a three point linkage

at the rear of the machine together with PTO for driving powered implements. Most unusual however



The first telehandler from McCormick has an unusual reversible operators station.

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The Merlo tunnelling attachment was back on display at Intermat.

is its reversible driving position which, the company claims, gives the unit the most spacious cab of any telehandler.

The launch of three new Genie machines at Intermat - two rotating and one fixed frame - signals the end of the Terex brand on telehandlers. All machines now have the distinctive blue Genie colour scheme and decals. The top of the range GTH-6025R - a 25metre lift height, 6,000kg maximum capacity 360 degree rotating model, should be available later in the year.

From a features and specification point of view, manufacturers appear to have two views, those aiming only for the volume sales sector of the market, and those offering a full and complete range. Manitou's latest addition made a big splash at Intermat where customers saw the first telehandler with 30 metres lift height, the 5,000 kg capacity MRT 3050. Until

The first CAT models off JLG'S Belgian production line have been delivered.

now 25 metres had been the upper limit, although a 28 metre niche product has been sold in small numbers. This new size of telehandler appears to have reached a lift height that is a 'sensible' maximum. Comments from other manufacturers regarding its height suggests that it will probably hold this title for quite some time. Depending on the front-end attachments, the machine can perform as a handler, crane or personnel lift with up to 40 metres lift height. More importantly, most buyers we spoke with have decided to hold judgement on this size of machine, preferring to wait and see the market reaction once deliveries begin. Manitou was not in a position to close any deals at the show, with pricing and availability yet to be confirmed. Some buyers we spoke with were concerned about its overall size and weight, making it a difficult machine to deliver with existing transport and

requiring extra space in which to work. Several other manufacturers offer rotary, 360 degree machines - Genie (Terex as was), Merlo, Dieci and now Sennebogen with its unusual Multicrane 608. Dieci launched its largest rotary machine, in terms of lift capacity, at Intermat, the Pegasus 50.21, but with a maximum height of 21metres, it will not be challenging Manitou in the height stakes for some time.

Merlo claims to lead the 360 degree market with its Roto range and given this companies rapid pace of product development, it is a fairly even bet that it will be the company to challenge the Manitou at the top end of this market.

At the other extreme there is strong move towards ultra compact machines and once again it is Manitou that is daring to be the most innovative with its new, higher capacity Twisco - the SLT420B with a 2,000kg lift capacity - and the Buggiscopic 'Evolution' measuring just 1.43metres wide and 1.98 metres high. Both the Twisco and the 'Evolution' feature Manitou's new JSM (Joystick, Switch and Move) single control lever for easier operation.

Dieci also has this sector covered with its new compact Apollo 25.6. Dieci claims that it is the fastest growing telehandler manufacturer and is planning to almost double its current telehandler capacity by the end this year or early 2007 with its new purpose built production facility. (See flying high with cool wings, Cranes & Access. Nov/Dec 2005).

Merlo considers itself to be the leader when it comes to innovation, In October it launched an all new range of compact Panoramic models for which it has designed an entirely new frame construction that eliminates the usual side channels that stiffen the boom pivot point. The new booms have also been redesigned saving precious centimetres of width. All of this "saved space" has allowed Merlo to fit its full size cab on its narrow models, a first in the industry. Which allows it to retain its large cab, it has introduced what might qualify as the smallest telehandler. The Cingo M10 is a compact, ride-on tracked model, weighing



The Dieci Apollo 25.6 is now at the production stage

just 830kg and can lift 200kg to a maximum height of 2.9 metre. This tiny machine may well introduce the telescopic concept to a whole range of new applications. Particularly for tasks that involve working in confined spaces.

The main thrust of these smaller machines is to take sales away from skid steer loaders such by matching the packing all of the



Merlo has redesigned the chassis frame on its compact Panoramic range, eliminating the side plates and saving space for a wider cab.

telehandler advantages and versatility into an envelope close to that of the Bobcat and other brands of Skid steer machine.



The new 2,000 kg version of the radical Manitou Twisco can still be towed on a plant trailer.





The Lake Baitone dam.



Easing the boom into place



Ready to go to work as a crane

How did they get that up there???

In the middle of the Retiche Alps of Northern Italy, between the Adamello and Stelvio nature reserves is Lake Baitone and the Baitone dam, which was completed in 1930 as part of the vast hydroelectrically powered district of Poggia.

The area is criss-crossed by many paths and mountain refuges. It is also the region of several well known ski-stations, such as Ponte di Legno, Tonale, Borno and Montecampione, the Presena glacier and the spa towns of Darfo Boario and Angolo. It has a historical and artistic reputation that stretches back ten thousand years to the prehistoric rock etchings at Capodiponte.

The dam is now operated by Enel Produzione, this spring routine inspections highlighted the need for the dam to be refaced, requiring around 2,500 cubic metres of concrete. The contractor, Gelmi srl of Malonno (Brescia) which specialises in dam maintenance, was called in.

After evaluating various options, the project manager decided on a 25 metre 360 degree telehandler for the material handling, and sourced a Merlo Roto 40.25

MCSS. The problem was how to get it up to the remote site at 2,300 metres altitude?

When the dam was constructed six aerial ropeways were built to ferry men and materials to the site. Alessandro Gelmi, the owner of the company, said that he chose the Roto as it was compact, could be broken into sections small enough for the ropeways and was able to be used with partially extended outriggers, regardless of the attachment being used. The cable ropeway rises 700 metres over a length of 1.7 kilometres from the station in the valley below.

It has a maximum capacity of only six tonnes. The 40.25 Roto weighs over 15 tonnes. The machine was dismantled into four basic packages, the chassis, the superstructure, the boom and the wheels. And then reassembled at the dam, using the ropeway as the assembly crane. "The challenges continued throughout the reassembly with the limited available space at the site requiring the technicians to perform acrobatics!" The job is expected to last well into the autumn, when the Roto will go through the procedure all over again in order to return to more conventional work.



The Roto 40.25 offers plenty of reach for the job



Transporting the chassis via the ropeway



Next goes the superstructure.



Up goes the boom



Put the two back together

Lake Baitone dam statistics

Year of construction:	1930
Height of dam:	37.9 metres
Length of crowning:	229.25 metres
Height of crowning:	2,283 metres a.s.l.
Volume of dam:	46,600 cubic metres
Volume of reservoir:	10,658,000 cubic metres

1,000 JCB Telehandlers for Fork Rent

Fork Rent - one of the UK's leading self-drive plant hire firms - will add 1000 JCB telehandlers and an unspecified number of backhoe loaders to its fleet over the next two years. The total deal, valued at £45 million, is JCB's largest ever for telehandlers and covers a variety of models with lift heights from four to 12 metres.

Ipswich-based Fork Rent currently has about 450 telehandlers in its fleet, units from the new order are already being delivered. The new machines will be part of an ongoing replacement and expansion programme which will include opening a new depot in London.

Fork Rent runs a large fleet of excavators, dumpers and skid-steer as well as the telehandlers and backhoe loaders.

"Whilst this is a large order, we are constantly buying a wide range of equipment," said Guy Nicholls, managing director of Fork Rent. "The telehandler rental market is good but very competitive at the moment. Rates are dropping like a stone so the only way to compete is to buy in quantity using your own money."

JCB machines have formed a major part of Fork Rent's fleet for more than 20 years. "We have built up a very good relationship with the factory and dealer," said chairman Trudi Nicholls. "They listen

to comments made by ourselves and customers and then incorporate these to improve the performance and reliability of the machine. We pride ourselves on delivering the best customer service and higher specification machines than our rivals and we have taken the lead by fitting air-conditioning to all the Loadalls so that the door can always be closed during operation - a growing requirement among major house builders." "Front and rear fish-eye mirrors are also fitted as well as comprehensive guarding to all machines for greater safety and reducing machine damage."



Trudi and Guy Nicholls of Fork Rent with the first deliveries of its 1,000 unit order.



A JCB 537-135 Loadall is transporting large Polyethylene rolls to the head of the tunnel.

Telehandler in the tunnel

A JCB telehandler is helping build the €82 million Bergholz road tunnel near Wuppertal, Germany. The 537-135 model is operated by Weil-am-Rhein-based main contractor, Schmutz Tunnelservice. Once complete, the tunnel, which connects the A46 to the Kiesberg tunnel, will measure 1,865 metres long with a diameter of 7.15 metres. It will contain two lanes of traffic with emergency lanes and sidewalks. The major challenge facing the construction team has been the difficult landscape in this mountainous region.

The JCB Loadall has been transporting large rolls of polyethylene, which is used to line the inside of the tunnel. In total, it will deliver 95,000 square metres of the material, from an external storage area right up to the point where the excavation is taking place. This requires off-road capabilities to negotiate the steep banks outside the tunnel and the accuracy and manoeuvrability to operate within it.

Schmutz Tunnelservice supervisor Karl-Heinz Eschler said: "The excellent manoeuvrability and easy to operate controls on this JCB telehandler are extremely advantageous on this application."

The JCB 537-135 Loadall offers 13.5 metres lift height and a 3700kg lift capacity.

Merlo Launches Roofer's platform

Merlo has joined Manitou in offering a fully integrated aerial work platform for pitched roof applications.

The platform can be matched up with any telehandler in the company's range. When the platform comes to rest on an inclined roof, the front

guardrail panel can be folded outwards to create a working deck, complete with extended side rails, allowing roofers to work safely on new or existing roofs.

We will publish more details on this product in the next issue.

Merlo is launching an aerial work platform specially designed for working on pitched roofs.



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