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# All systems go with telehandlers

It may only be eight months since our last feature on telehandlers, but such is the current popularity, strength and dynamism of the sector that many new developments and products have been launched. We take a look at them, as well as profile UK-based GT Lifting which specialises in the rental of 360 degree and high capacity models.

Annual telehandler sales number about 65,000 a year of which only around five percent- roughly 3,000 - are 360 degree machines. Interest in this niche area of the market - particularly over 25 metres - is growing, as it is for heavy lift telehandlers, further expanding the already diverse range of this increasingly popular material handling machine.

The vast majority of telehandlers sold are, of course, fixed frame units with lift heights from about six to 12 metres. Manufacturers are expanding the range of this type of machine at both ends of the lift height spectrum, but most particularly at the smaller sub six metre compact and micro models for example the Manitou MT 420 H and Wacker Neuson TH408. At the top end there has been a slow but steady push above the traditional 17 metre mark. For several years only JCB and Xtreme offered 20 metre fixed frame telehandlers, JCB with its 4,000kg/20 metre 540-200

unveiled in 2011 and Xtreme with the 20.3/5,400kg R1267 launched in 2010. More recently they have been joined by the six tonne capacity Magni TH6.20, and earlier this month Xtreme topped its offering with the XR1147 which claims to be the world's highest reach fixed frame telehandler with a 21.3 metre lift height and 6,800kg maximum lift capacity.

Back at the smaller end of the market, Xtreme's sister company



Genie has updated its GTH-2506 compact telehandler which has a maximum lift capacity of 2,500kg lifting two tonnes at its maximum 5.79 metre lift height

## How do the 20m Europeans stack up?

	JCB 540-200	Magni TH6.20
<b>With stabilisers</b>		
Max lift height	20m	19.2m
Placing height	19.1m	19.2m
Max lift capacity	4,000kg	6,000kg
Reach at max lift height	2.82m	approx. 1.3m
Max forward reach	15.9m	14.5m
Capacity at max lift height	1,500kg	2,500kg
Capacity at max forward reach	200kg	800kg
Reach with 1 tonne load	10.65m	12.5m
<b>Without stabilisers</b>		
Max lift height	10.27m	13.0m
Placing height	9.1m	13.0m
Max lift capacity	4,000kg	6,000kg
Reach at max lift height	6.42m	4.0m
Max forward reach	9.63m	10m
Capacity at max lift height	500kg	2,000kg
Capacity at max reach	0kg	400kg
Reach with 1 tonne load	6.25m	7.0m
L x W x H	6.81 x 2.44 x 2.72m	6.5 x 2.5 x 2.86m
Total weight	12,985kg	14,500kg
Boom sections	5	4
Transmission	4 speed Powershift	Hydrostatic
Power unit	74/85kW stage III	100kW stage IIIa or IV
Max travel speed	29kph	40kph

Snorkel has launched the production version of its compact telehandler the 2,600kg / 5.8 metre SR5719 designed with the US market in mind. The unit has a maximum forward reach of 3.14 metres and features a Tier 4 Final Yanmar diesel and a total weight of 4,700kg. At the same time - this year's World of Concrete show - Xtreme unveiled its new 2,700kg / 9.3 metre XR630 with a forward reach of 5.61 metres. The XR630 weighs 6,214kg, with Tier 4 Final diesel power as standard.

Given the Magni and Manitou are both 20 metre fixed frame telehandlers they are quite different beasts. The additional two tonnes lift capacity for the Magni does not



The Wacker Neuson TH408 micro telehandler



JCB unveiled its 4,000kg/20 metre 540-200 unveiled in 2011

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*The Magni TH6.20 is still a compact machine despite its six tonne capacity*



*One of the largest heavy lift telehandlers is the 31.75 tonne/11.5 metre Xtreme XR7038*



*Merlo's 23.9 metre/6,000kg 60.24 MCSS*

lack of competition the company expects to see strong growth in sales of its top end machines which also includes a 39 metre model.

The feature on GT Lifting (page 40) highlights the growing concern of operating large 360 degree telehandlers on jobs where

they really should be treated as cranes - after all they perform a very similar role and have become significantly more powerful and more sophisticated.

**Big capacity telehandlers**

Large capacity telehandlers are also growing in popularity thanks to their substantial pick & carry capability. The largest model currently available is Magni's 14 metre/45 tonne capacity HTH 45.14 fixed frame model, followed by the 11.5 metre/31.75 tonne Xtreme XR7038. The Manitou range is topped by the 10 metre/23 tonne MHT 10230, closely followed by Dieci's 10 metre/21 tonne Hercules 210.10. Merlo's highest capacity telehandler is the 10 metre/12 tonne P12.10HM. Magni says that it will also launch a 10 metre /20 tonne capacity HTH 20.10 fixed frame model at the end of the year.

**Higher capacity 360**

Magni and Manitou have also announced two new machines that aim to combine the demand for increased capacities, with greater reach - up to 25 metres - in a 360 degree package. Manitou launched its 24 metre/7,000kg MRT 2470 last June, claiming it had the largest capacity of any telehandler over 20 metres. However, more recently

Magni has unveiled plans for an eight tonne/25 metre model, which it claims is the world's highest capacity 360 degree telehandler. Merlo - the only other major player in the high capacity 'roto' sector - offers the 23.9 metre/6,000kg 60.24 MCSS. The company has been rather slow in recent years to bring new products to market, especially when compared with the prolific new product output from Magni, which has been pumping out innovative new models at an alarming pace.

Final specifications on the Magni RTH 8.25 SH are still unavailable, but the company says it will be launched at Intermat in April. However, we are told that it uses the same chassis as the 35 and 39 metre machines, with major structural components reinforced to deal with the additional capacity. We understand the 8.25 SH can lift 5.3 tonnes to a height of 25 metres and take one tonne to 21 metres forward reach, from a machine that weighs 24 tonnes. This performance makes it particularly suitable for construction, lifting prefabricated components as well as in industrial applications.

If Magni's preliminary figures are correct the new RTH 8.25 offers significantly more lifting performance right across the load chart, with a maximum capacity of 5.3 tonnes on the fully extended boom, almost double that of the competition. The only downside is its weight - at 24 tonnes it is 25 percent heavier than the Merlo.

Manitou launched its MRT 2470 along with the 30 metre/five tonne MRT 3050 last summer.

*The Manitou MRT 2470 can take its seven tonne maximum capacity to a forward reach of 6.5 metres*



translate into a physically larger machine. It is marginally wider, but 310mm shorter, surprising given that it has a four section, boom compared to the five section on the JCB. In terms of overall weight it is not surprisingly 1,515kg heavier.

Using the stabilisers, the JCB's lift height and reach is good but the Magni can lift that much more. When lifting on tyres the Magni's superior lift capacity is seen throughout the chart and its more powerful engine and hydrostatic transmission results in a faster travel speed.

**360 degree machines**

The launch of Magni's 46 metre RTH 6.46 last year makes it easily the largest 360 degree telehandler on the market, a massive 14 metres more than its nearest competitors, the 32 metre Manitou MRT 3255 Privilege Plus and 16 metres more than the 30 metre Merlo 40.30 MCSS. Merlo did show a 35 metre machine at Bauma 2015 but still has not launched the product.

Meanwhile Magni has already delivered its first RTH 6.46, in spite of it being a surprise last minute launch at Conexpo last March. It was delivered to a North American customer, where its telehandlers are selling surprisingly well, and with a

**How the new Magni RTH 8.25 compares against its rivals**

	<b>Magni RTH 8.25</b>	<b>Manitou MRT 2470 Privilege Plus</b>	<b>Merlo 60.24 MCSS</b>
Capacity @ max lift height	25m/5,300kg	24.8m/2,500kg	23.9m/3,000kg
Maximum capacity	8 tonnes	7 tonnes	6 tonnes
Capacity @full reach	21m/1,000kg	20.5m/850kg	20.8m/850kg
Total weight	24,000kg	21,700kg	18,800kg

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Liebherr is launching eight new models from six to 10 metres this year including the 3.6 tonne/seven metre T36-7



A 3.3 tonne/10 metre Liebherr T33-10



Inside the cab of a Liebherr T36-7



Bobcat's new, more compact seven metre/3,000kg telehandler, the TL30.70

and weight of the load sensing system, which checks the status several times a second. A new aluminium extendable aerial work platform offers a 365kg/three person platform capacity.

### Liebherr adds new ranges

2018 is a big year for Liebherr telehandlers as it launches eight new models from six to 10 metres with 26 versions available in two series - the fully featured S models and the 'cost optimised' value models. From the start of this year three, seven metre models - the T32-7, the T36-7 and the T41-7 - with capacities of 3.2, 3.6 and 4.1 tonnes will be produced at Liebherr's plant in Telfs, Austria along with a six metre/3.5 tonne model - the T35-6 - and a 10 metre/3.3 tonne model - the T33-10.

Two additional seven metre models, the 4,600kg T46-7 and the 5,500kg T55-7 are scheduled to come on line in March and July. Towards the end of the year it will add the 6,000kg/nine metre T60-9 which will complete the range for the time being. All use 100 or 115kw optimised Deutz Stage IV/Tier 4 diesels with diesel oxidation catalyst (DOC) and selective catalytic reduction (SCR). Stage IIIa machines will also be available. Drive is hydrostatic, with a maximum speed of 40kph, although options with 20 km/h and 30 km/h are available. Liebherr's 'Hill Assist' automatic brake function is standard.

Different machine hitches are offered for all models. In addition

to the Liebherr quick coupler, quick couplers compatible with Claas, Manitou, Kramer and JCB attachments are also available.

The machine's new design is said to have very good all-round visibility. The 5-in-1 joystick installed in the value models, or the multifunctional joystick on the S models, allows all essential operating functions to be carried out using one hand. The cab also features a tilting steering column and various adjustable seat versions. Options include 'Liebherr comfort drive', a vibration damper for a more comfortable drive, as well as camera and lubrication systems and different lighting packages.

In March 2015, Liebherr agreed an OEM partnership with Claas covering the development, production and supply of telescopic handlers for the agricultural market. The first machines were scheduled to be delivered to Claas last month.

### New seven metre Bobcat

Bobcat has launched a new, more compact seven metre/3,000kg telehandler, the TL30.70. Maximum forward reach is four metres with a one tonne load while two tonnes can be lifted to the maximum lift height of 5.67 metres. The U shaped high-tensile steel boom features an integrated boom head and large new generation wear pads. The TL30.70's suspended cab can be mounted in two positions - 'low' giving an overall height of 2.1 metres, or 'high' for optimum visibility. Overall width is 2.1 metres, overall length just over 4.5 metres and total weight 5,320kg.

A choice of two diesels are available - a 100hp Stage IV Bobcat with DEF injection after treatment technology, or a more fuel efficient 75hp Perkins Stage IIIB. Both engines are matched to the Bobcat auto shift hydrostatic transmission with inching function. An automatic fan inverter can be set to periodically clean radiators and air intake grill to maintain efficient cooling. An all in one joystick control with boom Cushion Retract that automatically reduces boom lift/telescope speeds as it approaches the maximum or minimum boom angles or full retraction is standard, as is an automatic parking brake and air suspension seat.

### High capacity JLG 1644

Last year JLG unveiled its new 7.1 tonne capacity 1644 telehandler, the first to offer the optional Smartload technology - a bundle of three integrated technologies that work together to deliver a greater level of operator convenience. The bundle includes an attachment recognition system which displays the appropriate load chart on the in cab screen, a load management information system (LMIS), which graphically depicts the location of the load within the load chart and interconnects with the Load Stability Indicator (LSI) to prevent overloading etc.

The 1644 is also among the first with JLG's boom system which uses hydraulic power to raise and gravity to lower. Other features include a soft stop boom control, an optional reverse camera and reverse

sensing system, and an integrated tow hitch. The cab is wider with improved visibility, while a two speed hydrostatic transmission, and optional boom float ensure a smooth ride and improved load stability when travelling on uneven terrain.

### New JCB 540-180 offers lower costs

JCB claims that its telescopic handlers with its Smart Power 55kw/74hp EcoMAX diesels are achieving fuel consumption of 4.1 litres an hour, from an engine that requires no after-treatment, catalyst or particulate filter. It is fitted to the new 17.5 metre 540-180 Hi Viz model, with 13.5 metres of forward reach, while handling a 2,500kg load at full height. Weighing 11,330kg the new model is significantly lighter than the current 540-170, thanks to a new, stronger four section boom and improved chassis construction.

Other features include a reduced turning circle and 20 percent faster cycle times, while servicing costs beyond 1,000 hours are said to be half that of the current model. A regenerative smart hydraulic system on the optional single lever control uses gravitational force on boom lower and retract functions to reduce the energy required. The 540-180 is also more compact, at 2.35 metres wide and 6.26 metres long, allowing two machines to be transported on a single curtain side truck or low loader.



The JCB 540-180 Hi Viz is significantly lighter than the current 540-170, thanks to a new, stronger four section boom and improved chassis construction



JLG's new 7.1 tonne capacity 1644 telehandler is the first to offer the optional Smartload technology

# The 360 degree and heavy-duty specialist

Mark Darwin visited UK-based 360 degree and heavy duty telehandler rental company GT Lifting, to learn more about the 360 degree rental market and its similarities with crane rental.

In my comment six months ago, I remarked that while you should always use the right machine for the job, equipment carrying out similar work should receive the same treatment in terms of lift planning, application of regulations and on-site paperwork requirements. This is a problem that has become more noticeable as 360 degree and heavy duty telehandlers have become larger, more powerful and more sophisticated.

Many job sites treat 360 degree telehandlers in the same way as a regular fixed frame telehandler, but in truth they are totally different beasts. The largest 360 degree machine currently available - the 46 metre Magni RTH 6.46 - is comparable in performance terms to some 40 to 50 tonne cranes and

should be treated as such. They are often used as substitutes for a crane or aerial lift, and there is nothing wrong with that - if they are used correctly and subject to the similar rules, such as lift or work planning and on-site paperwork requirements. The performance of large 360 degree is amazing and as soon as you add a hook and winch it is a crane. It should therefore be chosen because what it can do, not because it might attract less paperwork and scrutiny.

This is exactly the stance of companies such as GT Lifting - one of a few UK rental companies that specialises in large 360 degree and heavy lift telehandlers. Because of this it is in an ideal position to comment on the pros and cons of the telehandler versus crane discussion.



GT Lifting has the widest range of 360 degree and heavy lift machines in the South of England



(L-R) Steve Porter, Riccardo Magni and Graham Trundell.

## History

Graham Trundell formed GT Lifting in 2002, prior to this he was responsible for bringing in the first Merlo Roto telehandler into the UK in 1996 while working for Gamble Jarvis buying and selling equipment and dealing with John Iles of Ringwood based Merlo UK. Operations director Steve Porter met Trundell at Gamble Jarvis and they kept in touch over the years, with Porter passing contacts and leads to Trundell - particularly for Gatwick Pier 6 Connector Project which was one of the first major projects to use the Roto telehandlers for glazing and cladding work.

The company has grown from 15 machines in 2009 to more than 70 today and hopes to expand to about 130 machines over the next few years. The company has the second largest 360 degree telehandler

fleet in the UK and the widest range of 360 degree and heavy lift machines in the South of England. To keep pace with the growth the company added impressive new offices, workshops and yard in 2016 when it acquired the ex-Southern Cranes & Access facility in Slinfold, Horsham, near Gatwick Airport. Although most of its work is in the South East, the company operates a national service using vetted operators and service agents around the UK. It recently added a second depot close to Hinkley Point in Somerset to cover work at the new nuclear power station, as well as providing improved coverage in the South West. While the rental business makes up the majority of its work, the company also sells new Merlo and more recently Magni telehandlers and holds a significant inventory of replacement parts.

In the early days it ran an exclusively Merlo fleet, however it has been impressed with the Magni product - particularly the larger 360 degree machines. It currently has three 39 metre and two 35 metre Magni 360 degree telehandlers in the fleet with several more on order. 360 degree models make up 75 percent of the total fleet with lift heights from 16 to 39 metres with capacities from 3.8 to six tonnes. The heavy lift machines have





capacities from six to 20 tonnes with lift heights to 20 metres (Magni 6.20 Telehandler), with two new 20 tonne HTH Magni 20.10s on order.

As well as the telehandlers GT Lifting has hundreds of specialist attachments including winches, hooks, space arms which give negative and positive reach, jibs, forks and personnel baskets with up to 1,000kg capacity, particularly appreciated by demolition contractors. It also has three Magni baskets purchased for a recent project both have 800kg capacity jibs with 300kg winches. The heavy lift machines have forks, hooks and cable drum handlers. All attachments are manufacturer supplied. "We only use manufacturers attachments which have a specific load chart, this

stems from working at Heathrow with Mace where there were a few incidents caused by not using fork mounted attachments correctly. Having a manufacturers' approved load chart is essential for most contractors," says Porter.

GT Lifting offers an operator with every machine although half are hired without. In total it has between 30 and 40 CPCS trained operators - some in-house and some vetted agency workers, although the plan is to bring more in-house.

"Graham has been keen on having in-house operators from the start," says Porter. "It gives us better control and understanding of their training requirements and history of experience. It also works better for us as the operators feel more part of the team and look after

the machines better. We know exactly each operators' training and experience on machines, attachments and tasks, and will always try match the operator to the machine and task. We also offer slinger signaller/banksmen, lift supervisors and Appointed Persons for lifting operations. We are growing the contract lift side of the business to be more in line with crane operations. Our top customers want us to produce their lift plans and RAMS for the lifting operations. Our area of expertise is the lifting and equipment and finding the best set-up for their requirements."

"The 360 degree machine utilisation is currently around 85 percent

which still leaves the ability to cope with short notice rentals. It is also important to have backup machines to replace those which cannot be repaired on site. "The heavy lift fleet is also well utilised and there are a lot of large capacity rentals coming through, hence the investment in the two 20 tonners. Over time the heavy lift fleet will grow but I can't see it ever being larger than the 360s."

**Why use a Roto?**

So why use a 360 degree telehandler rather than a crane, particularly if you have to go through exactly the same procedures and paperwork?



*A Merlo using a space arm attachment*



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"Transport is the killer on a short term rental for a large telehandler," says Porter. "If the machine is needed for one or two days, the additional cost of the transport will probably give the crane the financial edge. However if the site requires three or more days then that can tip the balance in favour of the telehandler. Take a housing project for example which in the early days might take an AT crane under contract lift at say £2,000 a day - over three days a week that's £6,000, whereas a large telehandler and operator would be about £2,500 to £3,500 for the week. There are loads and heights that the telehandler cannot manage, but most of the time the 360 degree telehandler can be used instead of a crane as well as performing general telehandler duties and with the right attachment replace an access platform."

"More often than not, available space on site is also a deciding factor. Roto Telehandlers are able to get to areas that are inaccessible for cranes, meaning that smaller Rotos with lower SWL can be used in place of much bigger cranes that would have to setup much further away."

"We are now working with several major housebuilders and most now view the 360 degree telehandler as a crane under a full contract lift. All of the loads on the hook

are insured by us and the method statements lifting plans, RAMS and ground bearing pressure information supplied by us. We promote ourselves and are being treated as though we are a crane rental company. This is how the larger telehandlers must be viewed although we are hearing stories that other telehandler suppliers don't want to get as involved and just want to supply the machines."

"As long ago as 2012 we trained our first salesperson to be an AP, as we could see it was going to be a requirement going forward. Since then all sales people including myself have been AP trained. This means we can help clients in all areas - carry out the lift plans, provide CPCS personnel and take full responsibility for the safe completion of the lift operation if that is what is required. There is a lot of scope for growth in this sector of the market. However, the 360 degree telehandler is not a bolt-on product for a fixed telehandler fleet. Quite a few have tried and failed. It wouldn't be a problem for a crane company because it is very similar to what they already do."

**Lack of 360 degree and attachment training**

According to Porter, there is a serious lack of training on 360 degree telehandlers and attachments although there is a working group being put together by



A 16 tonne capacity Magni HTH16.10

Merlo 40.25MCSS



the CITB to address the problem. "Attachment training should be mandatory. We always ask what attachments trainees will be using, too many training companies don't ask, they are just interested in training the person on forks so they can tick the 'trained' box on site. Anyone can attend and pass the one week, 360 degree telehandler course, however the training may have been done on a 16 metre Merlo with forks, and then the first job may be operating a 39 metre Magni with winch - a totally different machine. This just isn't safe - everyone has a responsibility to make sure that operators are familiar with the machine and attachments used."

"A17D is the generic training for a 360 degree telehandler but it doesn't deal with any attachments. We have been working with a couple of training companies and put together a familiarisation package for all the attachments - within half a day we can train operators on the safe use of a box winch, fly jib, personnel basket on both Magni and Merlo machines - which are totally different - including the way they connect and calibrate. Familiarisation training is offered as part of the initial enquiry process as we often come across customers with their own operator who is not familiar with the attachments. There are also lots of companies

using agency operators who are not familiar with the equipment or the attachments but because they have a CPCS card say they can operate the large machines and use the attachments."

**Telehandler developments**

"There are still lots of people who are unaware of the capabilities of the larger machines and their



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attachments, and therefore massive scope for development and growth. I think we have hardly scratched the surface. Merlo and Magni are both working on increasing capacities on 360 degree machines. The new Magni SH models have six tonne capacities," says Porter. "Merlo have showed a 35 metre model and unveiled details of a seven tonne 21/24 metre machine in 2016 but neither have appeared yet, hopefully we will see them sometime this year."

"We also decided that all our telehandlers should be continuous slew to reduce the problem of over rotation which is a major issue to

correct. The first Magni 18 metre machines did not have this feature but we managed to persuade them to include the feature when we ordered some new 18 metre machines. When we purchased our first 35 metre machine we asked Riccardo Magni how much bigger they can go? He kept on saying that they wouldn't get any bigger as transportation would become a problem - then the 39 metre came along, followed by the 46 metre unit, which he says is the maximum for the current design. Magni has done particularly well in the States with the larger 360s with several orders



The space arm gives positive and negative reach



for the 46 metre particularly in New York replacing smaller 30m Merlos."

**Magni on the up**

"Until 2012 we were a 100 percent Merlo fleet, and it was a lot easier and simpler to manage with warranty procedure, one set of parts etc. However, we regularly looked at other manufacturers, to make sure we were not missing a trick, and were happy until we saw the Magni machines which we agreed had massive potential. Magni has got a lot of things right, but the Merlo still is a very good machine. If you were to put the best bits of both together you would have the

best machine on the market. Magni has been clever in targeting the big machines and has had a free run at the market. Manitou can match it on the heavy lift equipment, but only goes to 32 metres on 360s. There isn't a huge market for the 46 metre machines at present, but there is growing interest and we may even see one in the UK in the not too distant future but it's a significant investment!"

**Suspended loads**

"Travelling with a suspended load on wheels should always be a last resort but if done in the correct and controlled way is perfectly

**A Magni with winch installing cladding**



**A 60.24 Merlo placing concrete**



safe and acceptable," says Porter. "The A17E training - which covers all telehandlers with a fixed hook travelling with suspended loads (non-rough terrain) and can be carried out on standard and 360 degree machine - came out early 2016 we trained all our employed and sub contract operators. It is an addition to the training which we think is not as stringent as it should be but felt that it was a good opportunity to expand the knowledge and safety. Merlo - which was involved with the A-17E working group - is currently the only company that produces load charts for travelling with suspended loads."

**The future**

"We have already developed and invested in new facilities and

need to target growth areas in our marketing. In the next three years we will expand the fleet significantly. Graham is good at spotting trends and customer needs so we often get involved developing attachments. We have worked with Laing O'Rourke, adding outrigger mat carriers to the machines with a ramp for circular mats to get over manual handling issues. We have also worked on 360 degree cameras before Skanska specified the requirement on all their sites. A modified adjustable cable drum handler is another attachment we have been working on recently as well as a bin lifter in conjunction with a principle airport contractor. This took five years to develop but are now working in Manchester and Heathrow airport. Magni are very

quick to respond with our weird and wonderful requests and can supply realistic CAD drawings and load charts within a few weeks."

**Heavy Lift**

"We currently run heavy lift telehandlers with capacities from six to 20 tonnes, it is a specialist area. Other large general telehandler companies also run heavy lift machines, while some other smaller companies are also jumping onto the bandwagon. We have two new 20 tonne capacity Magni HTH 20.10 machines in build - the first in the UK - with forks, hooks and adjustable cable drum handlers. The beauty of the Magni range is that the cab layout is exactly the same, with touch screen controls and live load charts. The cabs are all pressurised, although this feature is rarely requested. In the past 18 months we have seen increasing demand for heavy lift machines, from wind farms, the electrical alliance and nuclear power stations etc.

**Lifts on site?**

"All lifting operations on site should be planned. However, run of the mill low level lifting and shifting can be covered in a common lift

plan, including any palletised loads. Where it becomes more critical is when carrying out a complex or out of the ordinary lift. Most sites have a safe method of work for a standard telehandler but may not have a full set of lift plans and RAMS. We always suggest a lift plan and RAMS for 360 degree machines. About 90 percent of forked lifts are covered under a standard lift plan, but as soon as the outriggers go down and a winch used, it is a completely different animal."

"We carry out simulated lifts and live tests for contract lifts, supplying engineers with site specific ground bearing pressures. We can calculate them without testing, but there are so many variables, so we have invested in equipment and can provide a readout of actual forces present when the machine and attachment is in the required position with load. If working on a suspended slab, underpropping may be required so exact information is essential and the only way to be certain is to actually carry out a live test. We have asked Magni about in cab readouts of the pressure on each outrigger and the actual load with real time information, I think you will see this feature soon."

**GT Lifting has a fleet of more than 70 360 degree and heavy-lift telehandlers**

