

Tranex & access

www.vertikal.net

February/March 2021 Vol.23 issue 1

**Van mounted
platforms**

**Mobile
self-erecting
cranes**

Batteries

**Employee
trusts**



The new AC 450-7

Benchmark on 7 Axles.

The new Demag AC 450-7 is in a class of its own: With a carrier length of 15.99 m and an outrigger base of 8.45 m, it is as compact as a six-axle crane, and yet is as powerful as some eight-axle cranes. In fact, the Demag AC 450-7 can reach lifting capacities of up to 23.7 tonnes when its 80 m main boom is fully extended, and that is without even using the SSL system. Bring in SSL, and the lifting capacity goes up to an unbeatable 37.3 tonnes.

In addition, Demag is using a new Sideways Superlift design for the first time ever in the AC 450-7 – one that makes handling and setup easier. The system can be extended with an 81 m luffing jib, and the sections of this jib can also be used to assemble fixed extensions.

Above. Ahead. Always.

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On the cover:

A technician tops up and checks the battery pack on Haulotte's new Pulseo all electric Rough Terrain scissor lift.



C&A contents



Selling a business 49

When the time comes for a company owner to step down thoughts turn to either selling or passing it on to a new generation. If a family member is eager and able to take charge, that can be relatively easy. All too often however this is not the case and the process becomes far more daunting. We look at an alternative - Employee Ownership Trusts.

Vertikal Days 52

Vertikal Days has been obliged to shift from May to September this year to comply with the UK government's 'road map' out of Lockdown. It will be back with a bang at the



East of England Showground in Peterborough for what is likely to be Europe's first and largest live crane, access and telehandler event of 2021.

Time and Ruthmann come together 55

With Time and Ruthmann developing an increasingly close relationship over the past 10 years, it was perhaps only a matter of time before one took advantage of the complimentary product line and potential growth opportunities and acquired the other. The deal has now been completed and the two parties are beginning to talk.

regulars

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All new Haulotte boom lift, new 80t Tadano, Potain adds to MCT line, insulated booms from Terex Utilities, Almac/Multitel tracked boom, eight from Skyjack, Valla launches V110R, Falcon small spider range, new MK for Liebherr, hybrid Goman scissor, new Effer, Tadano unveils 700t AT, new Broderson, Comansa adds to 21LC series - plus a roundup of the latest financials, acquisitions and news highlights.

25 Self-erecting mobile cranes



Van and truck mounts 17

Barring slight disruptions caused by Covid-19, the sale and production of van mounts reached all time highs in 2020.

The small truck mounted lift market was also busy, with manufacturers taking advantage of new chassis to tweak, upgrade or completely overhaul their models.

Self-erecting mobile tower cranes 25

In most countries tower cranes mounted on a mobile crane carrier are seen as a specialist tool for niche jobs, but perhaps the time has come for them to be treated as an emerging class of more general purpose cranes.



37 Batteries



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Batteries 37

Given that past battery features have focused on aerial work platforms, this feature will take an in depth look at how the mobile crane market is suddenly becoming interested in electrification with many manufacturers spending an increasing amount of their development budgets and time on battery power.



In the next C&A

The next issue of Cranes & Access, scheduled for mid-May, will include features on the cranes and access platforms used in the rail industry as well as the low level access and trailer lift developments. It will also take a look at a number of impressive heavy lift applications and include our annual lifting product source guide, listing details for every manufacturer operating within our industry by product type. If you have any contributions or suggestions to make, or are interested in advertising in this issue, please contact us today.

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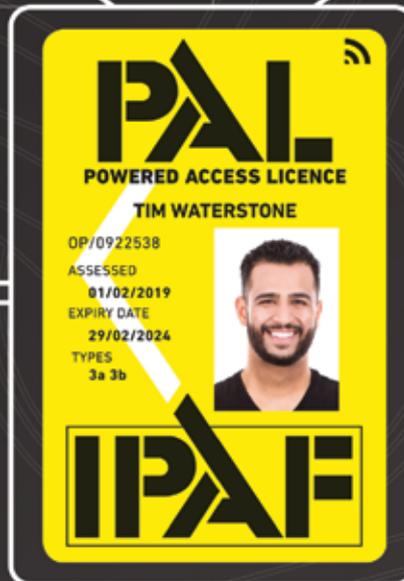


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Since the last edition of Cranes & Access, many of the lifting industry events that were planned for this year have been cancelled. They include APEX, in the Netherlands, as well as the UK's Executive Hire Show and APF forestry show. While France's JDL is hanging on for June, in the face of a new lockdown sweeping the country. Vertikal Days has moved to September, while the ARA in the US was rescheduled to October.

A survey carried out by Vertikal Days in late January and early February, found mixed feelings among both visitors and exhibitors. Some were concerned about the safety and the practicality of holding the event in

May, worried that visitors might not feel confident enough to attend. The majority did say that there was a pressing need to get-together to talk business, see the latest products, and have the chance to catch up on what has been an unprecedented 12 months. Some of the respondents even felt that the event ought to go ahead regardless, as long as it was legally possible to do so!

The UK government took the difficult decision out of the organisers' hands, and thus Vertikal Days moved to September. That may well have been the right decision anyway? Vertikal Days now looks set to be the first live lifting event in Europe for 18 months. And barring new disasters, those attending will almost certainly feel safer and more confident than they would have done in May, resulting in a much happier and more successful event.

Although most live meetings were wiped off the calendar, there have been plenty of 'virtual events' which have been interesting. Without naming names, some companies virtual press conferences were actually better than their live efforts. Virtual events, if they work, are a more efficient use of time as well as being more environmentally friendly. Virtual attendees miss out though on one on one contact, and opportunity to ask a discreet question or to take your own exclusive photos.

Virtual interviews can also work really well and are almost certain to become a permanent fixture.

However, visits to a company premises provides the opportunity to learn more. A plant visit and tour is one of the best ways to get a real feel for a business and how well run it is and is irreplaceable. Visiting a remote corporate office is not the same although it can still speak volumes about a company and its senior management- but virtual is as good.

This pandemic has highlighted so many things we have taken for granted, which might have seemed unimportant. It has also exposed the myth that technology is the solution. The importance of face to face human contact and interaction has never been so appreciated outside of a solitary confinement prison cell.

Let's hope that September 22/23 will be a celebration of our industry's return to normality.

Leigh Sparrow

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