

cranes & access



April/May 2024 Vol.26 issue 2

www.vertikal.net

**CRAWLER
CRANES**

**VAN & SMALL
TRUCK MOUNTS**

**TRANSPORT
TRAILERS**

SOURCE GUIDE

Comprehensive Upgrade Fourteen Benefits

PERFORMANCE+

- 1 **Industry Leading Platform Capacity**
Maximum increase up to 40% compared to the original model
- 2 **Side and Rear Forklift Pockets**
Multiple choices for transport efficiency
- 3 **Lithium-Ion Battery with Long Duty Cycle and Fast Recharging**
High-density battery pack with five-year warranty
- 4 **High Strength Damage Resistant Tyres Compound**
Double the life compared to conventional tyres

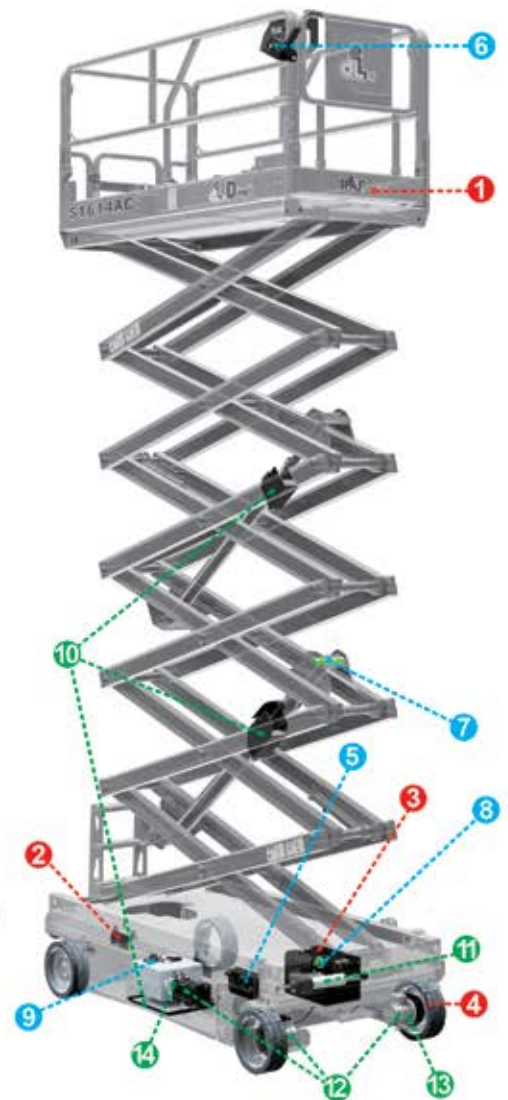


RELIABILITY+

- 5 **Integrated Four-in-One Motor Controller**
40% reduction in connections and harnesses
- 6 **New Platform Control Box**
The durability of the touch pad is greatly improved, the new surface cleans easily, and the display is three times larger
- 7 **Reliable Load Sensing System**
Less affected by temperature and friction
- 8 **Scissor Angle Sensor Reliability Improvement**
Limit switches are reduced by 60%
- 9 **Hydraulic Oil Heater (Optional)**
Applicable for cold environment

ENVIRONMENT+

- 10 **Hydraulic Oil Leak Containment**
For applications with zero leak tolerance
- 11 **Electric Actuator Steering System**
No hydraulic oil, faster steering speed and 66% reduction in energy consumption
- 12 **Gravity Down Energy Recovery System**
Battery charge regeneration during platform descent
- 13 **Highest Efficiency Electric Drive System**
15% decrease in energy consumption and higher power density
- 14 **Highest Efficiency Electric Lift Pump System**
20% decrease in energy consumption and higher power density



AC+

Working Height
Overall Width

8m	8m	10m	10m	12m	14m	16m	16m
0.7m	0.8m	0.8m	1.2m	1.2m	1.2m	1.2m	1.4m

AC+ Series Scissor Aerial Work Platform

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CRAWLER CRANES 17

In recent years the term 'crawler crane' has been applied to a far wider range of cranes mounted on tracks than in the past. We take a look at the market and the latest products from manufacturers around the world.

VAN AND SMALL TRUCK MOUNTED LIFTS 27

As a road going machine, van and small truck mounted lifts are caught up in the global push towards 'all-electric' vehicles. However, many buyers and users are not embracing the 'go electric' message...at least not yet. We take a look at what manufacturers are doing to straddle this divide. We also speak with Mark Sawyer of CPL, part of the Klubb Group and now a major producer of lifts in this sector.

TRANSPORT TRAILERS 37

Transport trailers are critical items for the crane, aerial lift and telehandler rental companies and contractors. We take a look across all types and sizes of trailers and see what's new in the market.

SOURCE GUIDE 2024 43

This year's C&A Source Guide 2024 lists all the crane, access and telehandler manufacturers that are active in the international market, detailing the specific model types they offer.

INTERMAT REVIEW 57

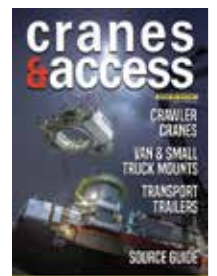
While not as grand as it was in the past, Intermat 2024 attracted more than 125,000 visitors, along with numerous manufacturers with new and interesting products on show. We bring you a few glimpses from the event in our photographic overview.

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ON THE COVER

A 5,000 tonne Mammoet PTC210-DS ring crane was used to install leg crane replacements on two jack-up vessels for offshore wind turbine installation - the Wind Orca and the Wind Osprey - for Danish company Cadeler. The all-electric leg cranes have a 1,600t maximum capacity and will install and service the next generation of 14MW and more wind turbines.



IN THE NEXT ISSUE Scheduled for publication in June, the next issue of Cranes & Access will include features on Low level access, Recruitment for the lifting industry, Telehandlers and All Terrain cranes. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.



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COMMENT

COPYCATS

'Imitation is the sincerest form of flattery' or so the saying goes, implying that copying something is almost a good thing. It is certainly not the done thing when it comes to cranes or work platforms. Over the years there have been many legal battles over patent ownership and the right to a design - sometimes the originator triumphs but other times the infringer - especially one with the financial clout and willingness to spend it on lawyers - gets away with it and therefore wrongly wins.

A poll on Vertikal.net asks readers: "Would you buy from a company that has copied an existing product - assuming that it is at least as good, and you have confidence in the seller? Surprisingly, only 36% said Yes, 24% said Maybe, but 40% of respondents said No.

A follow up question might have asked: manufacturers of which country are more likely to copy? I would bet my house on China being top of the list - but is that true? Industry perception says yes, however over the years the companies most accused of infringing copyright or patents have been North American or European. Recent battles include Niftylift/JLG, JCB/Manitou, Magni/Manitou, Ahern Rentals/Equipment Share and Manitowoc/Sany to name just a few. At least one of them has been a serial offender for 30 years or more.

But when is a copy a copy? A spate of new European style telehandlers have been launched this year, and all have a very familiar design however, as far as we are aware, none of the new entrants have been asked to cease and desist. Perhaps because all manufacturers have copied off each other at one time or another... as occurred with slab scissor lifts... and early All Terrain cranes. There is after all, often only one

basic design. But copy another manufacturer's new 'gizmo' such as an outrigger pad stowage concept, or newfangled overload system and you will probably have a cease & desist notice on your desk quicker than a politician changes his mind.

LGMG's new 126ft boom for example, uses swing out legs to extend the width, very similar to a design unveiled by Genie in 2005. When JLG unveiled its 185ft 1850SJ with the same concept less than a decade later, it kicked off a legal exchange, the outcome of which is a mystery to all but those involved. Now all big booms employ it. It's the same for over-centre steering or swing out trays on small scissor lifts.

If you have the money and a team of lawyers to call on, you can often ride roughshod over a patent registration and get away with it - whether you are right or not. When both parties have the money and willingness to go all the way justice might be done - as in the case of Polaroid vs Kodak which took 14 years and cost billions. The big players know it and so do smaller companies. Is it right - No - but it is the way of the commercial world.

So, returning to would you buy a copied product? There are very few truly new concepts... most products involve some degree of 'imitation'. Would you avoid buying a machine that has partly been copied? I bet you probably wouldn't even know.

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net