

cranes & access

June 2024 Vol.26 issue 3

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ALL TERRAIN
CRANES

LOW LEVEL
PLATFORMS

TELEHANDLERS

RECRUITMENT



Comprehensive Upgrade Fourteen Benefits



PERFORMANCE +

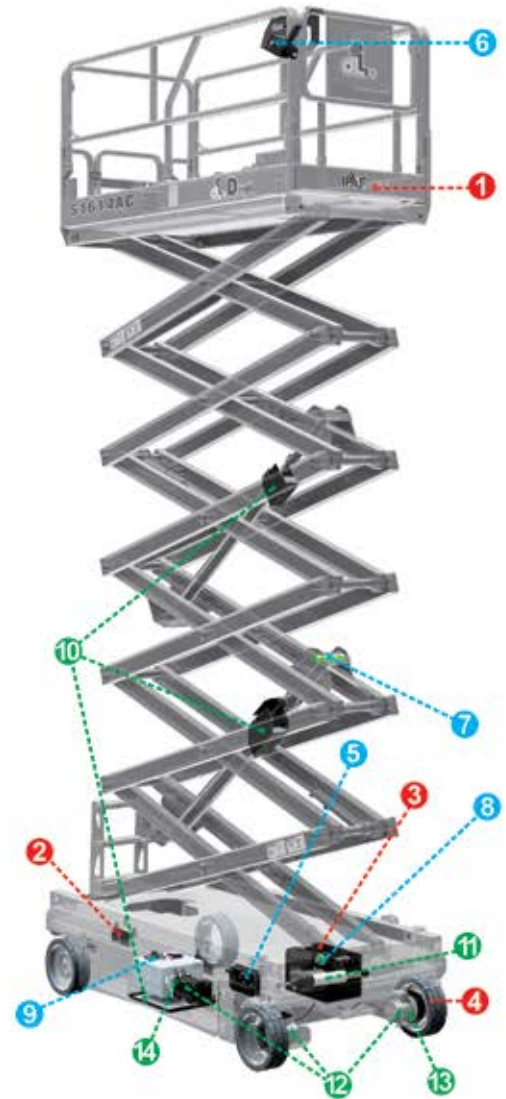
- 1 **Industry Leading Platform Capacity**
Maximum increase up to 40% compared to the original model
- 2 **Side and Rear Forklift Pockets**
Multiple choices for transport efficiency
- 3 **Lithium-Ion Battery with Long Duty Cycle and Fast Recharging**
High-density battery pack with five-year warranty
- 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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The market for low level aerial work platforms - with working heights of five metres or less - is reaching record levels. We take a look at the market and the latest product launches and speak with Richard Puglia of Power Towers.

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TELEHANDLERS 35

The recent influx of hopeful new participants into the telehandler market has the potential to cause some disruption and upset established players. Perhaps a more worrying factor is that many of the new entrants are Chinese companies, with large modern state of the art manufacturing facilities. C&A reports...

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In late May, Cranes & Access' Imogen Campion visited Mtandt in Greater Noida, India and spoke with chairman Rakesh Modi about the country's rapidly developing powered access industry.

RECRUITMENT 49

Talk to almost anyone in the lifting equipment business across Europe and they all highlight how hard it is to find and retain good people. Although career opportunities in the crane and aerial work platform market are excellent the sector has never been seen as sexy or is even on young people's radar when looking to choose a career. We look at how several companies are going about changing this.

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Mammoet has started building its massive 6,000 tonne SK6000 crane at the company's Westdorpe facility on the Belgian border in southwest Netherlands.

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Miscommunication and insufficient training on a work site can have dire consequences, particularly when working with large equipment. We talk to Joni Vepsäläinen about a life changing incident that could have so easily been avoided.

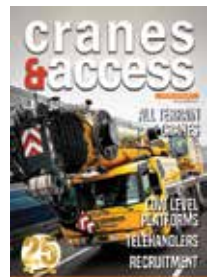
IN THE NEXT ISSUE Scheduled for publication in July, the next issue of Cranes & Access will include features on Tower cranes, Scissor lifts, Glass handling and a preview of the UK's biggest lifting show Vertical Days 2024. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

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ON THE COVER

A 250t Grove GMK5250XL-1 from Gräser-Eschbach on its way for the final lifts on the €130 million reconstruction of the MHP Arena soccer stadium in Stuttgart, Germany.





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COMMENT

THE RETURN OF THE TARIFF

In today's 'global economy' you have to question the use of protective import tariffs, particularly when the near unanimous consensus among economists is that they tend to have a negative effect on economic growth and welfare.

The latest development in our market is that tariffs of up to 56.1 percent might be imposed by the European Union on Chinese built aerial work platforms with working heights of more than six metres.

Indications are that the Registration Notice announcing this is not the result of having found widespread 'dumping' - selling equipment below the prices in the market of origin - but due to imports of such equipment increasing suspiciously quickly - up 16.1 percent on the same quarter last year - following the announcement of the original investigation.

The Commission has therefore assumed that some manufacturers are 'stockpiling' equipment to delay the impact of any tariffs that might be imposed. It has consequently ordered customs authorities to start registering imports by manufacturer so that should tariffs be implemented they can be applied retrospectively.

It is ironic that some who normally advocate the free market and survival of the fittest etc... are often the same individuals that demand governments block imports when the competition gets tough. This is nothing new. In the early days of the European self-propelled aerial lift market, local manufacturers struggled to compete with those from North America which benefited from a massive, more developed home market providing huge economies of scale. Some did also 'price to market' to suppress local competition.

There are many good examples of where protection - usually on a temporary basis - is not only required but is also a fair solution. However, protectionism is hardly a sign of an open free market economy and can lead to unintended consequences.

There could be many reasons why sales of Chinese built lifts have dramatically increased in Europe,

such as machines being in stock for immediate delivery, an innovative new product, being easy to deal with, or some customers thinking the units they were buying were built elsewhere? A competitive price is, of course, an important factor but buying decisions for capital equipment are rarely made on price alone.

However there is another issue to consider. If you are in the market for a boom lift with a working height of 50 metres or more... you cannot buy one made in Europe. Your choice is limited to American or Chinese built models. And over 58 metres you have no option but to buy one made in China. The same applies to electric powered mega booms or big RT scissor lifts. And yet buyers may face a tariff of between 30 to 56% on top of the price for these machines.

Tariffs will not apply to machines under six metres. Why not? The majority of them, regardless of brand origin, are built in China.

At Intermat a Chinese manufacturer told me that by redesigning and using the latest manufacturing methods they could reduce the production cost of a €4 million crane by almost 50%!

Might the cause of the price disparity be at least in part, to certain manufacturers not investing enough in totally new products or the very latest manufacturing equipment and methods? This occurred in 1970s with car makers in the US and UK crying foul, the bogeymen back then were Japanese and German manufacturers with their new factories and radical new products. Today buyers pay a premium for products from these companies and everyone has benefited.

Looking to the future, the Chinese market for aerial lifts is likely to become the world's largest and foreign companies will want a slice of the pie. I wonder what happens then?

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