



# DigiMessenger

A LECTURA publication  
Issue 2, July 2020

**WORLD'S TOP 10  
TALLEST LAND-BASED  
CRANES**

**ESSAY  
THE IMPACT OF COVID-19  
ON RENTAL BUSINESS**

**INTERVIEWS  
RENTAL INDUSTRY:  
SERVICES & SOLUTIONS**

**PRECISION  
CONFIGURATION  
VERSATILITY**  
CRANES & AWP

# Editorial



Dear Readers,

The last few months have been incredibly challenging as the world has been hit by the Coronavirus COVID-19, creating a pandemic situation. Local authorities and governments were forced to set new restrictions and limits such as travel bans in order to reduce the spreading of the disease, which had a negative impact on many companies and business.

Nevertheless, companies from the construction sector were affected differently as the situation in individual countries was not equal. In this magazine issue, we primarily focused on rental companies and manufacturers of cranes and aerial work platforms. You will find a lot of interesting content regarding mentioned topics, again both in English and German.

Cranes are one of the largest machines ever built. But have you ever wondered which crane is the tallest? Have a look at [page 18](#) to discover the Top 10 tallest land-based cranes. If you are interested in the rental business, do not miss the editor's essay on [page 7](#) about the impact of COVID-19 on the rental industry or various exclusive interviews throughout the DigiMessenger.

Moreover, we also ran a special survey in cooperation with the European Rental Association (ERA) and Committee for European Construction Equipment (CECE), focused on the aftermath of COVID-19 pandemic crisis. Read more on [page 35](#). For those of you who are fans of digital technologies and solutions, I would recommend the overview of crane and AWP telematics on [page 38](#).

Patrik Eder, **Editor**

## DigiMessenger

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## English Part



## The impact of COVID-19 on the rental industry

By Patrik Eder · June 16, 2020

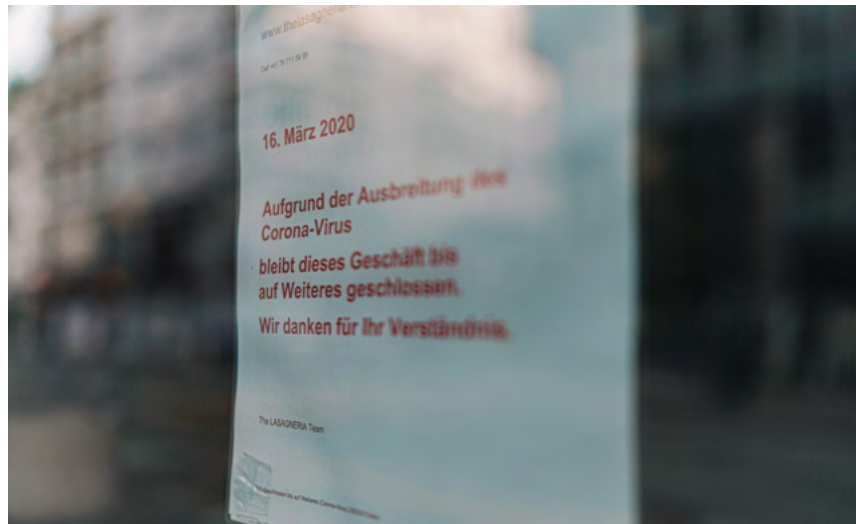
**The last months were quite challenging. Not only the construction industry was affected by COVID-19 and the following restrictions. Companies all around the world across all business industries had to deal with the unprecedented situation. In order to save their business at least partially, many companies moved into the online world and this has also been the case of the rental industry. Digitalization was already a hot topic before the coronavirus peak and the crisis has just accelerated the development and implementation of new digital tools and solutions.**

The majority of rental companies had to change their business strategies in order to meet government recommendations and safety rules. Nevertheless, the situation has not been equal in all regions and various restrictions have differed from region to region and country to country. For example, there have been huge differences between rental companies operating in Northern and Southern Europe. The situations in Southern European countries such as Italy and Spain were much worse and therefore also more strict limitations and less opportunities for business.

### Main restrictions

#### 1. General health & safety rules

Most rental companies had to somehow deal with general safety and health rules provided by the government and local authorities.



A lot of companies had to close the business during the crisis

One of the most challenging rules was to meet the social distancing rule. The required distance was mostly 2 metres, but of course this regulation varied from country to country. This meant to adjust the workspace to keep the desired distance and therefore reduce the number of workers and productivity. Companies also had to comply sanitary standards and therefore provide disinfection, regularly clean the environment, and ensure that all employees wear face masks. Moreover, employees who returned from high-risk countries had to stay in quarantine for few days to weeks, which reduced the manpower even more. There were also strict travel bans from and to certain countries which had a serious impact on the rental business as well.

#### 2. Supply chain interruptions

Other companies who were lucky enough not to be forced to temporarily close the business had to tackle issues with supply chain

interruptions. This was mostly the case of original equipment manufacturers who are dependent on material supply. Nevertheless, if the OEMs were not able to produce machines, rental companies were not able to acquire new ones and therefore expand their rental fleet which resulted in a financial loss.

### Tools and Solutions

Various rental companies implemented new solutions and tools that were necessary to keep the business running, at least under limited conditions. Some of those solutions and services turned out to have a great potential to become very handy and beneficial even after the corona times.

#### 1. Remote work

Everyone has heard the motto "Stay home stay safe". The isolation has been a key to contain the virus and prevent it from spreading. The amount of

remotely working employees has recently rapidly increased. The benefits of remote work are clear both for the employer and for the employee. The employee does not have to travel to work which saves him time, money and nerves when dealing with the traffic.

On the other hand, the employer will save money on office rent and other charges that result from the presence of employees in the office. The communication is not a big deal these days as many digital applications such as Skype or WhatsApp reliably provide visual and voice communication among collaborators.

## 2. Online services

Digitalization is believed to become the key technology of the future and no company will survive without appropriate digital background. The COVID-19 crisis has been a good example of the importance of online services and technologies in the rental industry as well as in any other business. A huge advantage of the information technology is the fact that its potential is basically limitless.

Making an online order for a construction machine has already become a standard. Enhanced digital services include securing online documentation for each machine. It is handy to have all the papers stored in one place. Printed papers can be easily lost but once uploaded online they are easily accessible from anywhere via multiple electronic devices such as smartphones, tablets or notebooks.

Mobile applications represent another kind of smart online service. Some companies already



Even the supermarkets ran out of stock the first days of the crisis

provide full services via their own mobile software. Customers can easily make an order via apps, arrange rental details and confirm the whole deal. Moreover, the maintenance service or delivery of spare parts can be mediated via apps.

## 3. Drive-in rental stores

This could be an interesting and safe option whenever contactless approach needed. Customers could basically drive through rental stores likewise people do in fast foods. Firstly, they would for example order some spare parts or machines online and then just drive through the rental store to pick up the goods. The whole process would be contactless with no risk of infection.

## 4. Telematics

The usage of telematics is becoming more and more popular. Such digital tools support single machines as well as whole fleets by continuously monitoring the machine's idle time and conditions which leads to fuel savings, improved safety, and greater productivity. Renters should

equip all of their machines with telematics in order to increase the profit both for them and their customers. The collected data, however, have to be stored on some server or cloud and appropriately secured.

## Conclusion

The coronavirus, called COVID-19, and the following crisis have hit hard almost every business and the rental industry has not been an exception. Many companies still have to deal with various restrictions set by the government and try to make the most of the challenging situation. It seems that the digitalization of the industry could be an answer. Companies across the rental business have recently launched many innovative online tools and solutions in order to minimize the physical contact and keep the business running. Digital services such as the usage of telematics will have a strong impact on the quality and speed of service provided by rental companies in the future as we already experience the importance of big data in the whole construction industry.





## At home at sea and in the ports of the north: Material handler SENNEBOGEN 860 Hybrid



A new fleet member of Berge Rederi AS has been defying the rough conditions on the high seas since 2019: With the ship mounted version of the 860 Hybrid E series from SENNEBOGEN, the Norwegian company is aiming high and can now make their handling processes even more efficient. The material handler has been installed on a special trolley construction on the cargo ship "Kjervaagsund".

[read more](#)

## Manitowoc launches new American-made MLC150-1 crawler crane



Manitowoc has unveiled its latest crawler crane: the Manitowoc MLC150-1. It is the latest in a line of crawler cranes that have been very successful in North America, especially for their competitive load charts and job site maneuverability. It will be on display at CONEXPO 2020 in March, and it's one of six brand-new cranes that the company is showing this year.

[read more](#)

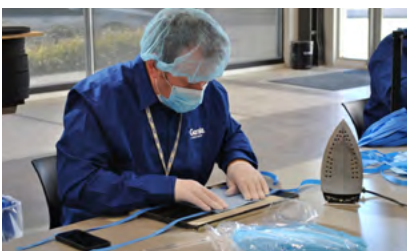
## HIMOINSA generator sets provide power to combat the Covid-19 pandemic



Generator sets installed at the Research and Development Centre in Zaragoza guarantee an emergency supply in the event of a grid outage, powering high-precision microscopes and units in which human samples are conserved, among other devices. During the current state of alarm due to the Covid-19 crisis, there are a number of indispensable services whose activity simply cannot be interrupted.

[read more](#)

## Genie to help fight against COVID-19 by producing protective gear for Seattle-area hospital



As communities, states, and countries around the globe continue to address the health crisis created by COVID-19, personal protection equipment (PPE) for medical personnel and first responders remains in high demand. To help address this need in their community, team members from Genie have been working on a concept that will allow them to produce medical equipment for a local hospital.

[read more](#)

## Strong business recovery for Haulotte China



While the construction equipment sector has been heavily affected by the COVID-19 outbreak in most countries, the manufacturing companies resumed working in China. The Haulotte Chinese subsidiary is getting busier and busier with machine deliveries to meet customers demand.

[read more](#)

## Terex Utilities Joins Community Effort to Supply Face Shields to Health Care Workers



Technical Institute (LATI) to 3D print parts for face shields. The Electronic Systems Technology and Robotics departments at the technical college are leading the effort. "Because it takes up to 13 hours to print four face shield bands, they sent a request out to local businesses to lend a hand by printing parts needed for a completed shield," said Dan Brenden, Director of Engineering for Terex Utilities.

[read more](#)



## Protect your family, protect your country



“We may be in different lands, but we and our friends around the world are all under the same sky.” While China’s epidemic situation has stabilized, the situation in many overseas countries has undergone major changes and the situation is serious. Keen to help overseas partners, SINOBOOM General Manager Susan Xu instructed staff to urgently source protective materials...

[read more](#)

## Liebherr: The Liebherr Group increases turnover to over eleven billion Euros



In 2019, the Liebherr Group completed another very successful business year with turnover of € 11,750 million. This represents an increase of € 1,199 million or 11.4 % compared with the previous year. Despite the slowdown in global economic growth, 2019 was once again a record year for the Liebherr Group. Both the construction machinery and mining equipment divisions recorded overall increases...

[read more](#)

## ConExpo 2020: Doka Announces Protection Screen Xclimb 60 – A Full Perimeter Enclosure System



Doka – a world leader in formwork technology – has announced Protection Screen Xclimb 60, a full-perimeter enclosure system that offers complete fall protection and shields workers from the elements during high-rise construction, while being easy to use and adaptable to site-specific requirements. Protection Screen Xclimb 60 provides gapless enclosure yet is easily repositioned—its guided operation works...

[read more](#)

## Haulotte won the «China Construction Machinery Product TOP 50» award



On 16 April 2020, Haulotte received an award for the HA16 RTJ from the Chinese competition event jointly held by the China Construction Machinery Industry Association, the National Construction Machinery Quality Supervision and Inspection Center, and the Construction and Machinery Magazine. The articulating boom is indeed very popular in China because of its performance and safety.

[read more](#)

## CONEXPO 2020 COMPLETE!



Las Vegas was the center of the lifting world for one week in March. More specifically – our booth at CONEXPO was the most exciting place to be for any company that considers cranes to be an essential tool to the progress of civilization. Historically, CONEXPO has been a marquee event for Manitowoc and our strong crane brands. This year’s edition of the show was no exception.

[read more](#)

## Manta enjoys success with two Potain MCT 565 topless cranes in Singapore



Manta Equipment received two brand new Potain MCT 565 M25 topless cranes in Singapore and recorded immediate success with both. Hock Guan Cheong Builder purchased the first from the company and is using it for residential construction projects, while BHCC Construction is renting the second one for use on housing projects. “We chose the MCT 565 because the Potain topless crane has better...

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## PERI presented new product innovations at ConExpo 2020



North America's largest construction tradeshow is held in Las Vegas every three years. This year it was cut short a day due to the COVID-19 pandemic. Regardless of the increasing concerns about COVID-19, members of the construction industry traveled from all over the world to see the newest products and technology available in the market and show management worked tirelessly...

[read more](#)

## Konecranes receives order for second mobile harbor crane in Brindisi



In the first quarter of 2020, SIR S.p.A. Servizi Industriali (SIR) ordered another eco-efficient Konecranes Gottwald Mobile Harbor Crane for their operations at the Port of Brindisi in south-eastern Italy. With delivery in May and commissioning in June, the crane will be handling mostly bulk but also general and project cargo. Founded in 2005, SIR is a leading provider of industry-related environmental services.

[read more](#)

## The working height of a Genie® S®-85 boom lift at the service of an historic monument



Built in the 18th century in the region of Mayenne, North West France, near the small, historic village of Montenay, Basmaignée Castle requires regular upkeep, notably roof repairs and maintenance. A challenging, meticulous, and at times hazardous task, performed at great height on difficult to access work zones. To complete the work at height on this important landmark, maintenance crews...

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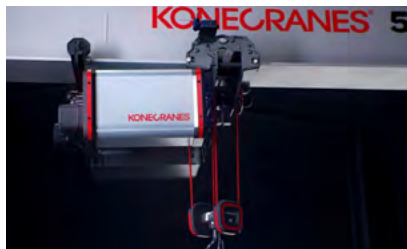
## Grove. Real Tough.



What does it take to build a Grove rough-terrain crane capable of withstanding some of the most extreme conditions on earth? Federico Lovera gives us some insight into Grove's unmatched arctic weather packages that enable cranes to keep operating down to -40°F (-40°C) and even withstand temperatures as low as -76°F (-60°C). Grove rough-terrain cranes have always been the toughest...

[read more](#)

## Konecranes wins Fennia Prize 20 award for its innovative S- and C-series lifting products



Konecranes' benchmark-setting S-series cranes and C-series hoists have been recognized by Design Forum Finland, winning the 2020 Fennia IPR Excellence prize for the protection of intellectual property rights and with the S-series earning honorable mention for the top design award. "Besides bringing game-changing technological innovations to the customers, Konecranes is investing...

[read more](#)

## Sinoboom BV set for summer launch



Sinoboom is pleased to announce that the official launch of its European subsidiary, Sinoboom BV, will take place this summer, with the keys to the Ridderkerk (Rotterdam) facility set to be handed over on July 1st. A consignment of MEWPs is en route, consisting of a diverse range of scissor lift and articulating boom lift models which are tailored to meet the high standards of the European market...

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## About cranes

A Crane is a specific heavy-duty construction equipment. It is a tower, platform or derrick equipped with hoist ropes, wire ropes or chains, cables, pulleys, and hooks that enable to lift and lower materials from one place to another and to move them horizontally. Cranes are suitable for the construction industry, civil engineering as well as manufacturing of heavy equipment. See the LECTURA Rental Directory for Cranes [here](#). Customers can specifically use the cranes when constructing buildings and tall structures,



Tadano

bridges, overpasses or laying pipes. There are several crane types used in construction, depending on the type of work they are assigned to such as mobile

cranes, crawler cranes, tower cranes, truck-mounted cranes, rough-terrain cranes or all-terrain cranes.

### Selection of New Mobile Cranes Introduced in 2019

#### Escorts HK 17



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>18 t</b>	14 m	30 km/h	19,5 m

#### Grove GMK3050-2



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>50 t</b>	40 m	80 km/h	40 m

#### Liugong TC750C5



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>75 t</b>	30 m	85 km/h	48 m

#### Terex RT 1080



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>80 t</b>	31 m	29 km/h	34 m



## Zoomlion ZTC800V532



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>80 t</b>	34 m	85 km/h	47 m

## Link-Belt 120 RT



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>110 t</b>	79,8 m	24 km/h	50 m

## Tadano AFT 120-5.1



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>120 t</b>	72 m	85 km/h	60 m

## Grove GRT9165



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>150 t</b>	64 m	30 km/h	62,5 m

## Liebherr LTM 1230-5.1



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>230 t</b>	86 m	85 km/h	75 m

## Grove GMK5250XL-1



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>250 t</b>	72 m	85 km/h	78,5 m

## Liebherr LTM 1650-8.1



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>700 t</b>	110 m	85 km/h	80 m

[Find the rest of 2019 cranes on LECTURA Specs](#) >>



## Selection of New Tower Cranes Introduced in 2019

### FM-Gru 724 RBI-V1



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>1,8 t</b>	24 m	20 m	1,4 t

### Krupiński KR 90-5



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>4,5 t</b>	50 m	41 m	19,4 m

### FM- Gru 1140 RBI



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>5 t</b>	40 m	24 m	1,1 t

### Liebherr 125 EC-B 6



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>6 t</b>	58 m	59 m	1,6 t

### FM-Gru 1465 TLX



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>8 t</b>	65 m	52 m	1,4 t

### Wolffkran 133B



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>8 t</b>	45 m	51 m	3 t

### Liebherr 220 EC-B 10



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>10 t</b>	68 m	71 m	2,25 t





## Terex CCT 202-10



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>10 t</b>	65 m	70 m	2,3 t

## Liebherr 340 EC-B 12



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>12 t</b>	78 m	84,7 m	2,4 t

## Liebherr 370 EC-B 12 Fibre



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>12 t</b>	78 m	91,7 m	2,8 t

## Potain MDT 809 M25



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>25 t</b>	80 m	80 m	9 t

## Potain MDT 809 M40



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>40 t</b>	80 m	80 m	8,3 t

## Wolffkran 1250 B



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>60 t</b>	80 m	84 m	12,1 t

## Jaso J1400



Max. lifting capacity	Max. reach	Max. hook height	Max. standard boom
<b>64 t</b>	80 m	75 m	10,5 t

[Find the rest of 2019 cranes on LECTURA Specs](#) >>



## Selection of New Crawler Cranes Introduced in 2019

### Jekko SPX532



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>3,2 t</b>	9,5 m	2,7 km/h	10,8 m

### Maeda CC1908S-1



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>8,1 t</b>	19 m	-	19,4 m

### Jekko JF990



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>21,5 t</b>	38 m	2,2 km/h	28 m

### Tadano GTC-500



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>50 t</b>	47 m	2,9 km/h	35 m

### Marchetti CW65.40L



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>65 t</b>	36 m	2,5 km/h	40 m

### Manitowoc MLC100-1



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>100 t</b>	58 m	2,6 km/h	61 m

### Grove GHC140



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>127 t</b>	47 m	2,5 km/h	52 m



## Sennebogen 6133 E



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>130 t</b>	48 m	2,5 km/h	52 m

## Zoomlion ZCC1300



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>130 t</b>	61 m	1,3 km/h	73 m

## Sany SCC1350A



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>135 t</b>	78 m	1,3 km/h	76 m

## Liebherr HS 8200



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>200 t</b>	67 m	1,3 km/h	68 m

## Kobelco CKE3000G



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>300 t</b>	72 m	1 km/h	90 m

## Liebherr LR 1300.1 SX



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>300 t</b>	90 m	1,1 km/h	92 m

## Liebherr LR 1800-1.0



Max. lifting capacity	Max. reach	Travel speed	Max. standard boom
<b>800 t</b>	152 m	1,2 km/h	90 m

[Find the rest of 2019 cranes on LECTURA Specs](#) >>





## World's Top 10 tallest land-based cranes

Cranes belong to the biggest machines ever built. Have you ever wondered, which crane is the largest of them all? Well, your waiting is over! In this article, we are going to have a look at 10 of the world's largest land-based cranes that are still being used in 2020. Cranes are machines equipped with hoists and wire ropes generally used to lift and lower materials. Their main purpose is to lift and transport heavy things and materials from one place to another. The list of the world's biggest cranes is based on their maximum overall height configuration. Likewise, all data in specification tables under model descriptions represent maximum numeric values. Let's find out who holds the title of the tallest crane in the world!

- |   |  |
|---|--|
| <p><b>1. Sarens SGC 250 "Big Carl"</b><br/>250 m (820 ft)</p> <p><b>2. Liebherr LR 13000</b><br/>248 m (813 ft)</p> <p><b>3. Mammoet PTC 200 DS</b><br/>246 m (807 ft)</p> <p><b>4. Demag CC 8800-1</b><br/>240 m (787 ft)</p> <p><b>5. Demag CC 8800-1 TWIN</b><br/>234 m (768 ft)</p> | <p><b>6. Liebherr LR 11000</b><br/>222 m (728 ft)</p> <p><b>7. ALE AL.SK350</b><br/>220 m (722 ft)</p> <p><b>8. Manitowoc 31000</b><br/>209 m (686 ft)</p> <p><b>9. Demag CC 6800-1</b><br/>206 m (675 ft)</p> <p><b>10. Manitowoc MLC650</b><br/>205 m (672 ft)</p> |
|---|--|

### 10. Manitowoc MLC650

The last machine that made it into our top 10 ranking of biggest cranes is the Manitowoc MLC650. It was introduced at CONEXPO 2014. The MLC650 is a lattice boom crawler crane and its largest configuration is able to reach 205 m, which is 3 meters more than the height of Trump Tower in New York City. The crane features innovative Variable Position Counterweight™ (VPC™) which allows

automatic positioning of the counterweight (400 t) in order to offer the best possible productivity and performance. The maximum lifting capacity can be increased to 700 t using the VPC-MAX attachment. In practice, the MLC650 cranes were used to build windmills in South Korea, tunnel boring machines in Australia, transmission towers in Virginia (USA) or the new Texas Rangers baseball stadium.

#### Maximum Height

Main Boom	205 m
Lifting Capacity	104 m
Counterweight (Ballast)	650/700 t
Lifting (Load) Moment	400 t
	4.119/9.049 tm



[See the Manitowoc in action](#) >> [Get all specs for Manitowoc](#) >>



## 9. Demag CC 6800-1

The second to last place belongs to lattice boom crawler crane Demag CC 6800-1 with 206 m of maximum height. To put that into context, the Big Ben clock tower in London is just 98 meters tall. The maximum lifting capacity reaches 1.250 t and the main boom can be adjusted to 150 m. The CC 6800-1 cranes are in service in the United

States installing wind turbines or erecting steel structures at power plants in Turkey. Moreover, one CC 6800-1 owned by Sarens Group assisted with 15 other tower cranes to build new Ferenc Puskás Stadium in Budapest (Hungary) with capacity of 67,215 seats which started in 2017 and finished in 2019.



<b>Maximum Height</b>	<b>206 m</b>
Main Boom	150 m
Lifting Capacity	1.250 t
Counterweight (Ballast)	170 t
Lifting (Load) Moment	15.856 tm

[See the Demag in action](#) >> [Get all specs for Demag](#) >>

## 8. Manitowoc 31000

The eight position with maximum height of 209 m belongs to Manitowoc 31000 lattice boom crawler crane which is actually the largest crane ever built by the American manufacturer. The Manitowoc 31000 offers 2.300 t lifting capacity and lifting moment of 35.800 tm. This crane is designed to be disassembled, moved and assembled in just four weeks. Moreover,

the 31000 features the same VPC counterweight system as the Manitowoc MLC650. The first model was built in 2012 and one year later shipped to South Korea to perform record lifts at a liquefied natural gas plant. Nowadays, these giants can be seen working at nuclear power plants or sport stadium constructions.



<b>Maximum Height</b>	<b>209 m</b>
Main Boom	110 m
Lifting Capacity	2.300 t
Counterweight (Ballast)	964 t
Lifting (Load) Moment	35.800 tm

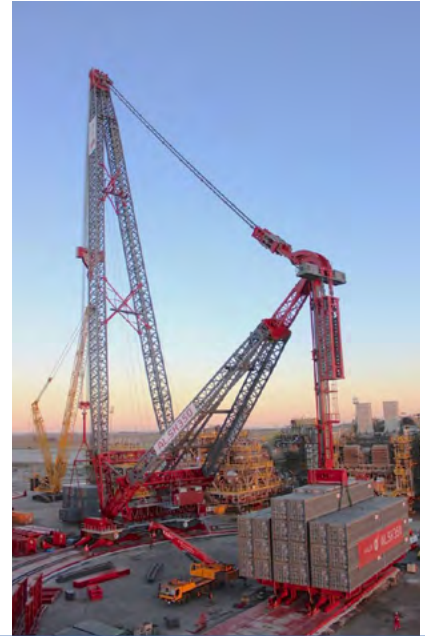
[See the Manitowoc in action](#) >> [Get all specs for Manitowoc](#) >>



## 7. ALE AL.SK350

The seventh place occupies AL.SK350 owned by UK-based heavy lifting specialist ALE. The crane was launched in 2013 and used to be the world's largest capacity land-based crane until 2019 when ALE introduced the SK10000 crane with astonishing lifting capacity of 10.000 tonnes. The SK350 offers a lifting capacity of

5.000 t, lifting moment of 354.000 tm and it can be assembled by a team of specialists in 4 weeks. The tallest crane configuration reached 220 m and it is currently being used on a large oil and gas expansion project in Newfoundland, Canada. Other SK350s currently operate on offshore sites in Brazil and Texas (USA).



<b>Maximum Height</b>	<b>220 m</b>
Main Boom	125 m
Lifting Capacity	5.000 t
Counterweight (Ballast)	4.000 t
Lifting (Load) Moment	354.000 tm

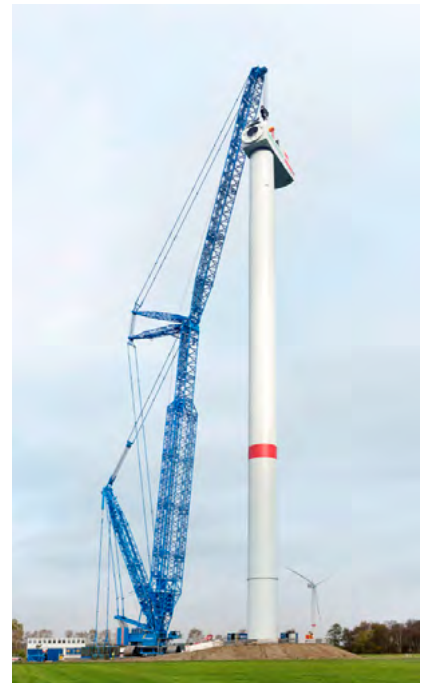
[See the ALE in action](#) >>

[Get all specs for ALE](#) >>

## 6. Liebherr LR 11000

The sixth tallest crane in the world is Liebherr LR 11000 which can reach up to 222 m in its biggest configuration. To put that into context, the Statue of Liberty is just 93 m high from ground level to torch. The LR 11000 lattice boom crawler crane was launched in 2014 and designed for port handling, infrastructure, wind power and industrial construction. The crane offers

lifting capacity of 1.000 t and can be equipped with up to 790 t of counterweight. The machine also features an innovated V-frame with possibility to move the derrick ballast into required position. The LR 11000 has been used to hoist vessels in Switzerland, build wind turbines in Hawaii or construct bridges in Germany and Swiss.



<b>Maximum Height</b>	<b>222 m</b>
Main Boom	168 m
Lifting Capacity	1.000 t
Counterweight (Ballast)	790 t
Lifting (Load) Moment	15.171 tm

[See the Liebherr in action](#) >>

[Get all specs for Liebherr](#) >>





## 5. Demag CC 8800-1 TWIN

The fifth tallest crane in our ranking is the Demag CC 8800-1 TWIN, being 234 metres high. As the title suggests, it is basically the enhanced version of CC 8800-1 crane from the same German manufacturer. If you wonder what makes the difference, it is the addition of the TWIN kit – a two boom system freely mounted onto the carrier. The TWIN is a lattice boom

crawler with lifting capacity of 3.200 t, which is exactly twice the amount of his crane brother CC 8800-1. Similarly, the load moment is boosted and reaches 43.900 tm. The first model was introduced in 2007 and sold to Al Jaber Heavy Lift and Transport based in UAE where it worked in the nuclear power industry and oil refineries. Other CC 8800-1 Twin cranes were



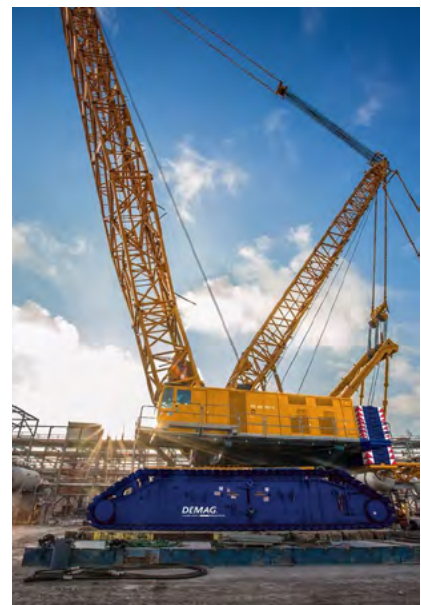
<b>Maximum Height</b>	<b>234 m</b>
Main Boom	156 m
Lifting Capacity	3.200 t
Counterweight (Ballast)	1.875 t
Lifting (Load) Moment	43.900 tm

[See the Demag in action](#) >> [Get all specs for Demag](#) >>

## 4. Demag CC 8800-1

The fourth place belongs to Demag CC 8800-1. The largest crane configuration stops at 240 m. This crane was introduced by the German company in 2002 as its biggest crane at that time. It was firstly named CC 8800 and gained the “-1” suffix few years later due to an upgrade increasing its capacity to 1.600 tonnes.

Moreover, Demag launched the optional boom booster kit in 2014, which can further increase the crane’s capacity by up to 90% (max. 3.040 tonnes). The lattice boom crawler is dedicated to executing the most challenging jobs and operates on construction sites all around the globe.



<b>Maximum Height</b>	<b>240 m</b>
Main Boom	156 m
Lifting Capacity	1.600 t
Counterweight (Ballast)	995 t
Lifting (Load) Moment	26.800 tm

[See the Demag in action](#) >> [Get all specs for Demag](#) >>





### 3. Mammoet PTC 200 DS

We are on the ranking podium. The 3rd place in the ranking of world's largest cranes belongs to Mammoet PTC 200 DS. The Dutch heavy lifting and transport-specialized company introduced the PTC 200 DS in 2011. The ring crane measures 246 m in its biggest configuration. It would be still taller than for example 4 Leaning Towers of Pisa placed

atop each other (57 m each). The lifting capacity is also pretty astonishing – 3.500 tonnes. This generates a lifting moment of 200.000 tm! The first unit of the PTC 200 DS was shipped in 2011 from Antwerp in Belgium to Brazil. The first job was to assist at construction of an FPSO for the offshore petrochemical industry.



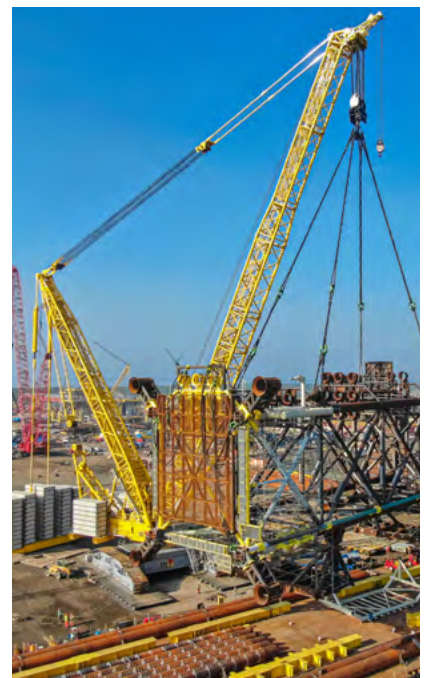
<b>Maximum Height</b>	<b>246 m</b>
Main Boom	140 m
Lifting Capacity	3.200 t
Counterweight (Ballast)	3.500 t
Lifting (Load) Moment	200.000 tm

[See the Mammoet in action](#) >> [Get all specs for Mammoet](#) >>

### 2. Liebherr LR 13000

The 2nd tallest land-based crane in the world is Liebherr LR 13000, introduced in 2010. The machine's maximum height is 248 m. It also offers a huge lifting capacity of 3.000 tonnes. This makes it the most powerful conventional crawler crane in the world. Moreover, the LR 13000 is able to work without derrick ballast thanks to an in-house developed

slewing rig. This crane is suitable for a wide range of jobs such as construction of wind farm, power plants, refineries or lifting materials at harbours. Only few LR 13000 units have been manufactured so far and operated in various regions across the world, e.g. in the Netherlands, Germany, Mexico or Asia.



<b>Maximum Height</b>	<b>248 m</b>
Main Boom	120 m
Lifting Capacity	3.000 t
Counterweight (Ballast)	2.400 t
Lifting (Load) Moment	65.000 tm

[See the Liebherr in action](#) >> [Get all specs for Liebherr](#) >>



## 1. Sarens SGC 250 “Big Carl”

The 1st place and the title of world’s tallest land-based crane goes to SGC 250, launched in 2018. The ring crane nicknamed “Big Carl” was manufactured by Belgian heavy lifting specialist Sarens. As the model name suggests, the maximum height of the SGC 250 is exactly 250 metres. This is just two metres less than the height of Donauturm in Vienna. By comparison, the Eiffel Tower is 324 metres tall. Moreover, the

ring crane offers astounding lifting capacity of 5.000 tonnes (equivalent to 50 blue whales) and a lifting moment of 250.000 tonnes. The Big Carl is powered by 12 CAT engines (each 310 kW) grouped in 6 pairs. Despite its size, the crane offers flexibility and mobility via 360° slewing thanks to 128 wheels that can move the crane along 6 km of tracks. This ability to relocate when fully rigged makes the SGC 250 so unique in

its category. The world’s largest crane, Big Carl, was constructed in Ghent, Belgium, and undergone testing lifts at the local port. In 2019, the crane was disassembled and shipped to the UK in 280 trucks. The assembly took 10 weeks and since then, the SGC has helped to construct the Hinckley Point C nuclear power plant. It is scheduled to work at this site for 4 years in a £20 million contract.

<b>Maximum Height</b>	<b>250 m</b>
Main Boom	160,5 m
Lifting Capacity	5.000 t
Counterweight (Ballast)	5.200 t
Lifting (Load) Moment	250.000 tm

[See Big Carl in action](#)



[Get all specs for Big Carl](#)





## About AWP

Aerial work platform (AWP) is an equipment used to provide temporary access to normally inaccessible areas and spaces at height, mostly powered by hydraulics or pneumatics. Aerial work platforms are designed to lift limited weights, that rarely exceed 1000 kg, which differs them from cranes. AWP are usually designed to be operated by a single person, although they

may be able to carry two or more persons. They are suitable for construction works, emergency services and maintenance of buildings and other structures.

[See the LECTURA Rental Directory for AWP](#)

Moreover, apart from applications in the transport and access sectors, aerial work

platforms can be equipped with electrical outlets or compressed air connectors for power tools. There are various types of aerial work platforms such as articulating boom lifts, telescopic boom lifts, scissor (spider) lifts, truck-mounted AWP, trailer-mounted AWP or vertical lifts, designed for various applications.

### Selection of New Self-propelled Aerial Work Platforms Introduced in 2019

#### Skyjack SJ40 T



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>14,2 m</b>	10,4 m	Diesel	295 kg

#### Genie S45 XC



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>15,6 m</b>	11 m	Diesel	300/454 kg

#### Niftylift SD50 4x4



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>17,1 m</b>	8,7 m	Electric/Diesel	227 kg

#### Manitou 200 ATJ-X



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>20,3 m</b>	12 m	Diesel	230 kg



## Haulotte HA20 LE



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>20,7 m</b>	11,9 m	Electric	250 kg

## Genie S65 XC



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>21,8 m</b>	16,5 m	Diesel	300/454 kg

## DINO Lift Dino 220RXT



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>22 m</b>	12 m	Diesel	230/250 kg

## JLG X1000AJ



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>32,3 m</b>	16,5 m	Electric/Diesel	227 kg

## Palazzani XTJ 37+



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>37 m</b>	16 m	Hybrid	230 kg

## Haulotte HT132 RTJ PRO



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>42,2 m</b>	20,2 m	Diesel	227 kg

## Platform Basket Spider 43 T



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>43,2 m</b>	17,3 m	Hybrid	330 kg

[Find the rest of 2019 AWP's on LECTURA Specs](#) >>





## Selection of New Mounted Aerial Work Platforms Introduced in 2019

### Niftylift TM34T



Working height	Horizontal Reach	Gross vehicle weight	Platform Capacity
<b>14,8 m</b>	6,1 m	Trailer	227 kg

### Niftylift TM42T



Working height	Horizontal Reach	Gross vehicle weight	Platform Capacity
<b>14,8 m</b>	7,6 m	Trailer	227 kg

### GSR B200PX



Working height	Horizontal Reach	Gross vehicle weight	Platform Capacity
<b>20 m</b>	8,7 m	3,5 t	300 kg

### Klubb KT20



Working height	Horizontal Reach	Gross vehicle weight	Platform Capacity
<b>20,6 m</b>	12,5 m	3,5 t	300 kg

### CMC PLJ22



Working height	Horizontal Reach	Gross vehicle weight	Platform Capacity
<b>22,2 m</b>	15,5 m	3,5 t	230 kg

### Palfinger P 280 CK



Working height	Horizontal Reach	Gross vehicle weight	Platform Capacity
<b>28 m</b>	18,8 m	7,5 t	300 kg

### Ruthmann TB 300



Working height	Horizontal Reach	Gross vehicle weight	Platform Capacity
<b>30 m</b>	17,1 m	3,5 t	250 kg

[Find the rest of 2019 AWP's on LECTURA Specs >>](#)



## Selection of New Scissor Lifts Introduced in 2019

### Custom Equipment PA-1030



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>4,9 m</b>	0,75 m	Electric	240 kg

### Snorkel S3019E



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>7,79 m</b>	0,77 m	Electric	250 kg

### JLG 2632R



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>9,6 m</b>	0,81 m	Electric	230 kg

### JLG 3246R



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>9,75 m</b>	1,17 m	Electric	320 kg

### Sinoboom GTJZ1414



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>15,8 m</b>	1,4 m	Electric	227 kg

### Genie GS-4655



Working height	Horizontal Reach	Power Source	Platform Capacity
<b>15,95 m</b>	1,4 m	Electric	350 kg

### PB PB S275-24ES 4x4



Working height	Horizontal Reach	Gross vehicle weight	Platform Capacity
<b>27,5 m</b>	2,4 m	3,5 t	900 kg

[Find the rest of 2019 Scissor Lifts on LECTURA Specs](#) >>



## Electric solutions by RIWAL

By Patrik Eder · May 27, 2020

**A leading specialist in safety working at height and MEWP rental specialist, Riwal, has recently introduced several fully electric models which are converted from diesel machines. Electrification is nowadays a huge trend bringing a lot of advantages, so we asked Mr Vincent Vercaemst, Group Manager Equipment Sales at Riwal, for additional information about their new project.**

The first question that came to our minds was - what was the impulse to transform diesel machines into fully electric? Vincent Vercaemst stated that it was actually their customer who requested an electric version of a diesel machine he rented from Riwal. He was satisfied with the performance, but he wanted a machine that could be used also for indoor usage and therefore being quiet and environmentally friendly. In other words, the best scenario for him was to replace the diesel engine of the same machine with an electric motor. Riwal firstly checked the possibility with the original manufacturer of the machine but it would not be profitable for the OEM in such a small number. So, Riwal decided to transform the models on its own.

The company currently offers a full range of electric boom lifts up to 43 metres. Everything

above 20 metres represents original technical solutions by Riwal. This includes telescopic boom lifts ranging from 22m to 43m and an articulated boom lift with a working height of 28m. The machines are identical in appearance and performance to their diesel counterparts, except for the engine. Vercaemst also states that all Riwal's electric solutions are both for rent and sale and the customers (mainly rental companies) provided a very positive feedback.

Do you wonder how exactly Riwal transforms the machines? Well, the whole process is pretty comprehensive, but, long story short, engineers take out the diesel engine and fuel tank and replace them with an electric motor and controller. It is necessary to say the diagnostic system is kept completely intact. Engineers also dismantle the existing counterweight and replace it with a newly designed one with integrated batteries. The whole process takes approximately one working week and can be also applied to used machines, creating "a second life" for the boom lifts.

Speaking of batteries, Vercaemst announced that the battery charging time is 8 hours and the battery pack capacity is designed for a double shift. The batteries should last more or less 10 years when maintained properly. According to Riwal, the biggest challenge is to ensure enough charging spots, both at city centres and distant areas. Compared to their diesel counterparts,



Vincent Vercaemst, Group Manager, Equipment Sales

electric models represent a higher investment. However, due to their versatility, indoor and outdoor usage, less downtime, easier maintenance and higher revenue, the price difference can be earned back in less than 4 years. Last but not least, the customers should save over 50% of service and maintenance costs compared to diesel machines.



E800AJ





## Liebherr, PALFINGER and JASO keep lifting weights in the challenging times of COVID-19

**Carlos Castaño, Regional Manager for JASO Tower Cranes, Wolfgang Beringer, Marketing and Communications for Liebherr Ehingen GmbH and Andreas Hille, Executive Vice President Land PALFINGER AG, describe current situations in their companies regarding the Coronavirus restrictions, present new products and express their opinions on the rental market.**

**Have you been affected by the Coronavirus restrictions in terms of production?**



Carlos Castaño,  
JASO Tower Cranes Regional Manager

**Carlos:** Our production was not affected by Coronavirus, it almost kept the same. Thanks to that we have been able to consistently manufacture and deliver the cranes we have in backorder. Of course, we followed all Government recommendations and health and safety rules to face the new scenario. Definitely we had to adapt our production in order to guarantee the safety of employees.

**Wolfgang:** In the weeks 15 and 16 we had to stop our crane production as there were problems with the supply chain. Several components which are produced abroad could not be delivered. Since then the supply chain could be secured and our production is running presently on a satisfactory level.



Andreas Hille, Executive Vice President Land PALFINGER AG



**Andreas:** The corona pandemic and the general restrictions to protect health have also had an impact on our production. PALFINGER made use of the possibility of short-time working at its Austrian plants from March onwards. And where possible, we have taken advantage of similar offers in other countries. At the same time, we have used this period of downtime to bring our production facilities up to the latest health regulations. After Easter, PALFINGER was able to gradually ramp up production at the Austrian main plants again in line with the order situation.

**Have you recently launched any new models?**

**Carlos:** Recently we launched our second largest Low Top tower crane. JASO's J800.48 tower crane performance is excellent for heavy load as its max lifting capacity is 48t, 80m jib length and 5.1t max tip load. In the last few years, we developed many models. Just to name some: the J1400 (64t

capacity) and the J780PA (75t version and 64t version). We are very active understanding market needs and we actively listen to our customers in order to provide the latest and optimal solution to their needs specially in this construction business that is developing very fast. The PPVC system is just an example. JASO has been investing heavily in R+D and production in order to provide quick response to market needs. We are much more flexible now and have boosted our designing, engineering and manufacturing processes/lines in order to be able to develop new cranes in a very short time.



Wolfgang Beringer,  
Liebherr Marketing and Communications

**Wolfgang:** Our newest crawler crane model is our 800-tonne LR 1800-1.0. We showed a prototype at our customer days in 2018 in our works and presented the new model to the public at Bauma 2019 in Munich. Several units have been delivered in the meantime.

**Andreas:** PALFINGER is constantly bringing new models onto the market. In March, for example, the PK 55.002 TEC 5 and PK 58.002 TEC 7 loading cranes, which are completely new designs in the 55 to 60 meterton segment. The polygonal profile of both models ensures a lighter dead weight with greater stability of the extension





system. Both models are equipped with fly-jibs, which significantly increase their reach. Power Link Plus on the other hand, the proven double toggle lever, increases the lifting capacity and can be extended by 15 degrees - making work in buildings no longer a problem. Both TEC 5 and TEC 7 are equipped with WEIGH software as standard. This allows the load to be measured directly on the crane and the crane to be operated even more accurately.

**Electrification is currently a hot topic. Can you see the potential, and do you plan to launch any fully electric models or solutions?**

**Carlos:** All JASO Tower Cranes are full electric but Hydraulic Luffers that are becoming very popular in some markets due to their lower power consumption. JASO is soon to unveil its newest Hydraulic Luffing Jib crane (more info soon...) Indeed, we went from full electric cranes (having no other cranes than electric) to develop some Hydraulic Luffing cranes as some of our customers were looking for this type of cranes.



Jaso J780PA

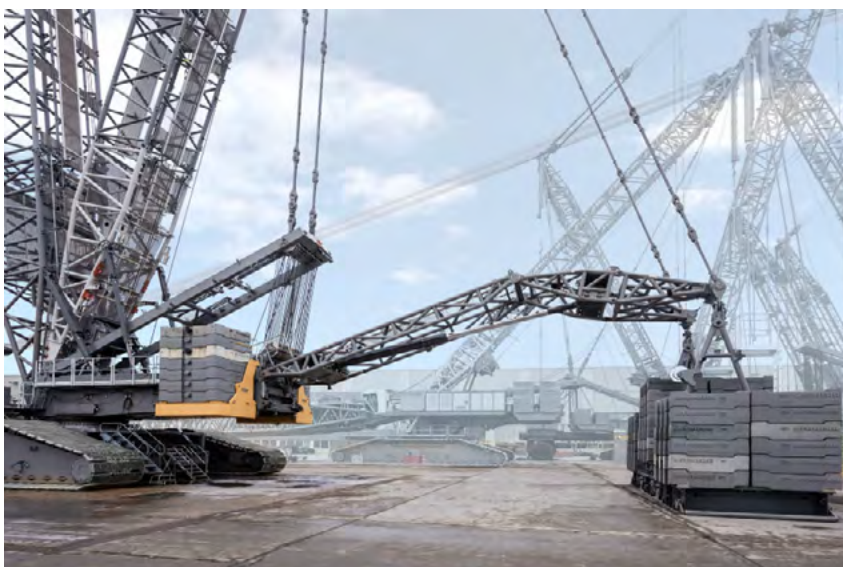
**Wolfgang:** For our large crawler cranes we do not see a battery electric drive as short- or medium-term solution. The replacement of just a 500 l diesel tank with equal energy supply would require lithium-ion batteries of 13 to 15 tonnes, which would not be possible.

**Andreas:** The electrification of our product range is an important topic to minimize the CO2 footprint and emissions of our products. The electrification

strategy of PALFINGER includes the electrification of individual functions, the development of electrical drive trains on self-propelled products and the integration of our products into new electrical driven trucks and drive systems. A good example of an electric driven, self-propelled lifting solution is our PALFINGER Crawler Crane PCC 57.002, which, thanks to its compact dimensions of 1.9 metres wide and 2.1 metres high, is ideal for use in closed and winding buildings. It is precisely in such environments that the question of emissions is of the utmost importance. The PCC 57.00s is completely emission-free thanks to an electric power unit. PALFINGER is turning more and more of its products to electric drive.

**The rental equipment market is growing rapidly. Are any of your products designed specifically for this market?**

**Carlos:** JASO Tower Cranes, above all, it's a crane manufacturer, but we have hundreds of tower cranes in our rental fleet. Most of our



Liebherr LR 1800-1.0



clients are rental companies so we keep designing and manufacturing cranes equipped with the latest technology and cranes that are safe, reliable, easy to use and efficient.

**Wolfgang:** More than 90 % of our customers are crane rental companies. So accordingly, all our cranes are used as rental equipment – with driver or sometimes without driver for a longer period or for special projects.

**Andreas:** The rental sector is a key customer segment for PALFINGER, we offer products which are highly appreciated by rental companies, this is especially valid for Platforms with high altitudes up to 100 meters and Cranes in the high meter ton range. However, there are no products specifically designed or exclusively offered to rental companies.

### **Do you own a rental fleet? If so, how large is it?**

**Carlos:** Nowadays we have 300+ cranes.

**Wolfgang:** As we are a crane manufacturer and do not want to compete with our customers, we do not have an own rental fleet.

**Andreas:** In the Northern American market it is quite common that the manufacturers own their own fleet, PALFINGER has a small fleet of Platforms.

### **Do you offer any telematics solutions designed to increase machine uptime?**

**Carlos:** It was almost 3 years ago when we JASO launched JASO Smartlink. This is a cloud-



PK 58.002 TEC 7

based system which allows full monitoring of the crane's performance, providing thorough and intuitive reports. Still we are developing and adding more applications/functions to our Smartlink systems in order to help to increase cranes uptime, efficiency and performance on site. Among others, this is one of the many developments we are working on nowadays.

**Wolfgang:** Our cranes have an independent interface to record telemetry data. One of the major benefits of this is that systems from various telemetry service providers can process the data it supplies. The benefits for crane contractors: future-proof equipment for all requirements, free selection of telemetry service provider, easy integration into an existing FMS system, protected from manipulation, records crane data such as location/operating state/crane capacity use/mileage/downtimes and much more, clear visualisation of the data, various devices can be connected.

**Andreas:** PALFINGER is an innovative company. Digital transformation plays a central role in making our products even more convenient and safer to use, more efficient in scheduling, smarter in maintenance in use. This is where telematics come into play. The holistic telematics programme PALFINGER Connected consists of two applications: The Fleet Monitor and the Operator Monitor. The Fleet Monitor is a web application for fleet managers, dispatchers and service managers. The Operator Monitor is a mobile app for the crane operator. In practice, these two digital tools contribute to greater efficiency and productivity by showing not only which equipment is in use where and how many working hours have been completed, but also how crane and load are optimally used. By doing so, our telematics programme provides the transparency required for perfect utilisation, maximised uptime and perfect fleet management.





## Digitalization yields endless possibilities

This article was prepared in cooperation with European Rental Association (ERA). Michel Petitjean, Secretary General at ERA, discusses the coronavirus restrictions in the rental sector, rental market development and increasing popularity of online rental services. Moreover, Dan O. Vorsholt, CEO at GSV, and Pedro Torres, CEO at Riwal, joined our discussion and contributed with their opinions.

### To what extent have the coronavirus restrictions impacted your company?



Dan O. Vorsholt, GSV CEO

**Dan:** The Corona virus has affected our operations by not being able to visit customers at the construction sites.

We have divided our employees into production in shift teams and everyone who has had the opportunity has had homework. Today we are more or less in normal operation. Sales have been in line with our expectations.

**Pedro:** Our depots remained open, but we have seen an impact on our rental business. Especially in countries that experienced a complete lockdown such as Spain and France.



Pedro Torres, Riwal CEO

In Northern Europe, the situation has been more positive as in the Netherlands, Denmark and Sweden construction activities continued, taking into account the necessary safety measures.



Michel Petitjean, Secretary General ERA

**Michel:** In most European countries, equipment rental activity is closely related to the construction industry and has consequently been strongly impacted by the COVID-19 crisis.

The situation has not been equal in all countries or, even, in all regions.

In Europe, there has been a clear division between northern and central Europe, on one side, and southern Europe (Spain, Italy and France), on the other.

For the month of April, which represents the peak of the sanitary crisis in Europe, we estimate that activity in the equipment rental industry would have been roughly 15-40 % in southern Europe and 40-80% in northern and central Europe.

The situation has also been different for each rental company, depending on location, type of activity and inventory mix (earth moving, access, power or modular space). Of course, the rental companies specialising in events have been the most impacted.

### What precautions have you already taken considering the unprecedented pandemic situation?

**Dan:** Keeping distance - signs with guidance for customers and employees - canteens with fewer chairs and most of it has become a New normal and our employees follow the rules. We communicate every week to all employees, so they are always up to date on developments.

**Pedro:** The first focus has been on our employees to ensure their safety. Office workers have been working from home for an extensive period and we have implemented precautions at our depots, so that mechanics and drivers can work safely. Towards



customers, we ensure safety by a new machine sanitization protocol and in several European countries we have provided face masks to our customers.

We are proud that Riwal was also able to help local communities, for example in The Netherlands we supplied aerial work platforms to several nursing homes, so that families could still see their loved ones during the period that the nursing homes were closed for visitors.

**Michel:** Rental companies acted quickly at the beginning of the crisis to guarantee the health and safety of their staff and customers, as well as to ensure that equipment was decontaminated before and after use. Among the main concerns encountered by rental companies have been customer contracts, the maintenance and security of equipment, and worsening payment terms. All rental companies have been particularly attentive to these topics, supported, in most cases, by their national rental associations.

### What kinds of machines are recently the most popular among your customers?

**Dan:** Modules have been popular, so we have been able to help customers keep building sites up and running through Covid19 time. But lightweight and heavy equipment has also shown growth.

**Pedro:** In general scissor lifts and boom lifts are most popular. We see more demand for electric machines, such as smaller scissor lifts during construction of



Electric and battery machines in action, Copenhagen

hospitals or data centers, replacing ladders.

The demand for electric boom lifts is also increasing at construction sites, related to more environmental regulations in specific countries and cities. We expect that following the corona crisis the demand for electric machines will further accelerate. Riwal actually converted several boom lifts from diesel to electric to cope with that demand (see page 28).

**Michel:** We have noticed that modular construction rental has played an important role during the lockdown (for prefabricated temporary hospitals, for instance) and in the exit strategy (such as to maintain social distancing measures in schools). Other types of equipment have been more negatively impacted by the COVID-19 crisis.

### Can you estimate the development of the European rental market in upcoming years?

**Dan:** I would expect 6-10 % growth in the rental market and based on the different countries launching many projects to get the economy going. In addition, like previous crises, the rental market is gaining momentum when the construction industry starts as construction companies do not invest in equipment to the same degree.

**Pedro:** In general terms, I expect a strong economic downturn in 2020 and a slow recovery in 2021. I expect it will be a U shape type of recovery depending on the area of the world and the industry. In Europe, the Northern European countries will recover quite soon. In the South of Europe, the crisis will remain for a longer period.

**Michel:** It is too early to have a clear picture of the European rental market in the upcoming years and rental companies are now focusing on the mid-term.

What we observe first in many countries is that there have been few construction projects developed or launched since



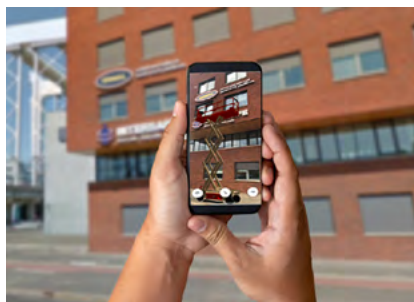


the crisis started and, therefore, those countries which have been working almost regularly during these last months already start to fear the risk of another dip in the coming months, especially in autumn. And many companies are now worrying about when and how much the construction market will recover over the next 12 to 18 months, whatever their level of activity has been in March or April.

Today, the question is if public authorities will develop plans to sustain and reinforce the infrastructure and housing markets because the privately funded commercial and industrial markets might be severely impacted.

However, we believe at ERA that, despite these challenging circumstances, the pressing issue of climate change remains, and the twin challenges of economic recession and the green transition are likely to define the business and policy environments in the years to come.

The economic benefits of renting construction equipment are well known, such as reducing the burden of investment in equipment, maintenance and other costs, providing flexibility for businesses and reducing their risk by enabling them to outsource product responsibility and legal compliance costs. In addition



to that, a recent ERA study shows that renting construction equipment, as a circular business model, can also provide significant environmental benefits and help reduce the carbon footprint of construction equipment.

In light of the present and future economic and environmental challenges, equipment rental is ideally placed to provide construction equipment stakeholders with the solutions they require to emerge from the current crisis and adapt to the requirements of decarbonisation and the green transition.

### **Do you see a potential in online rental services and solutions?**

**Dan:** Certainly, and we are the leader in Denmark in offering customers online ordering, following their rented equipment and several other options. We see a large increase in the number of customers using this opportunity. There will be a New Normal on the other side of Covid19 also in the use of digital methods. The possibilities are endless.

**Pedro:** Yes, customers are now more open than ever to digital solutions. I am glad we are a front runner in the industry for example with our customer portal MyRiwal. Our rental app has an augmented reality feature, so that our customers can check with their mobile whether a specific aerial work platform is the right one for the job-to-be-done. Riwal also has a library of BIM models and is actively advising our customers in applying BIM during the construction planning process. It is clear that we will see more digital interactions with our customers,



whether it is customer meetings, site surveys or online rental services. It is all about delivering the best customer experience and digital solutions will play an increasingly important role here.

**Michel:** We believe that the crisis will have an impact on several trends:

- » On employment, there will be more health & safety concerns and more home working when possible. This last trend, of course, will have a more considerable impact on other pure service industries than it will on the equipment rental industry.
- » There could be also a development for more drive-in rental stores.
- » Regarding all kinds of processes, including commercial, fleet management, administration, this crisis has greatly accelerated the need for digitalisation.

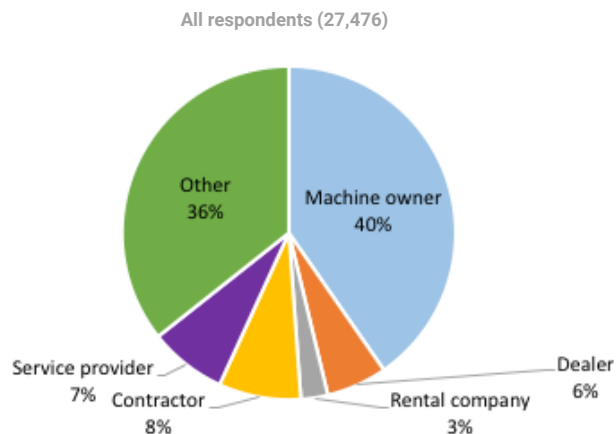
The construction business is one of the less digitalised industries and the rental business, very much linked to the construction industry, has also been slow in terms of adoption rates. Due to the COVID-19 crisis, many rental companies have been forced to digitalise in order to serve their customers.



## Preview: COVID Survey by LECTURA, ERA and CECE

The coronavirus, called COVID-19, hit the heavy machinery industry hard and fast. Many companies had to adapt to the challenging situation and regulations set by local authorities which led to significant restrictions. A majority of manufacturers, dealers or rental companies were forced to operate under limited conditions. It is important to emphasise that the COVID situation has not been equal and the conditions for business differed from country to country. This is the reason why we asked our website visitors about their opinion on the outcomes of the crisis in connection with their business.

LECTURA recently run a survey in cooperation with European Rental Association (ERA) and Committee for European Construction Equipment (CECE) focused on the aftermath of the COVID-19 pandemic crisis. The survey was available on [LECTURA Specs](#) website, which is our ultimate machinery buyer's guide. We collected more than 30,000 responses from our professional audience (valid as of July 1st). Our survey primarily targeted international contractors, dealers, rental companies, and machine owners and further questioned them about the impact of COVID-19 and following restrictions on their business. The survey included questions about changing the business strategy, plans for the future, who do the visitors expect support from and much more.



### Sample preview: Global audience – Contractors and Machine owners

This survey sample is focused on international audience that consists of contractors and machine owners only, which equals to **13,277** respondents out of 27,476.

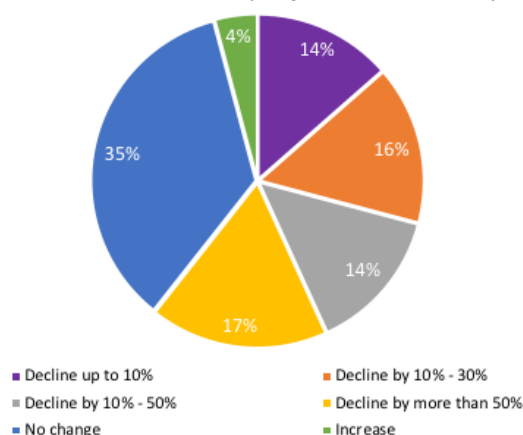
Measured period: **26th May – 30th June (36 days)**

Total number of survey respondents: **27,476**  
As you can see in the graph, 40% of the visitors claimed to be machine owners. The second largest group of visitors marked

themselves as “others” as they probably did not find their profession among the options. The third largest group, exactly 8% of people were contractors, 7% service providers, 6% dealers and the smallest group is represented by equipment rental companies (3%).

1. The majority (61%) of machine owners/contractors experienced a negative impact of COVID-19 on their business. Nevertheless, 35% of respondents stated that there was no impact on their business at all. Moreover, 4% of respondents were so lucky that the coronavirus situation even increased their profit.

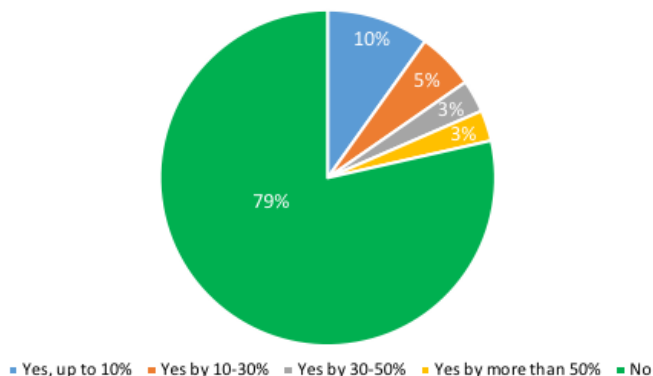
1. How did the Covid Situation impact your business in 2020 up to now?





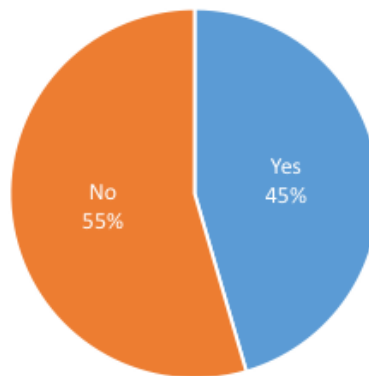
2. Almost 80% of respondents were not forced to sell part of their fleet in order to improve liquidity, however, 21% of respondents had to do some fleet reducing. Almost a half of machine owners/contractors who had to sell a part of their fleet needed to sell up to 10% of it.

2. Did you have to sell part of your fleet to improve liquidity?



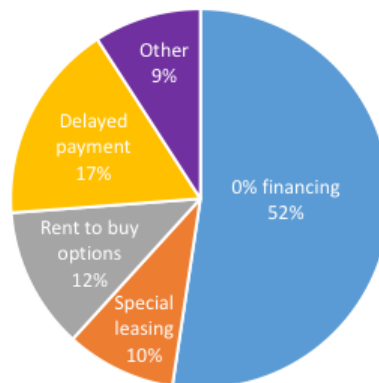
3. The results are almost fifty-fifty here. Nevertheless, the narrow majority of 55% does not plan to invest more resources in green (eco-friendly) equipment such as fully electric machines due to the crisis.

3. Did the crisis impact your investments in more green equipment?



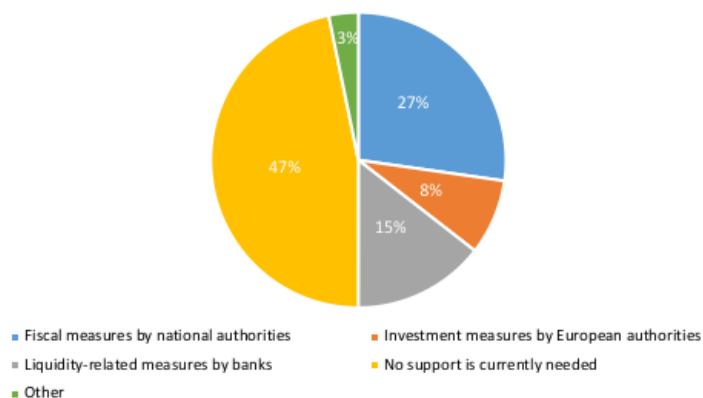
4. The majority, 52% of contractors and machine owners, think that 0% financing would be the optimal support in order to invest in their fleets. Other options seem considerably less popular: delayed payment 17%, rent to buy options 12% and special leasing 10%. Moreover, 9% of respondents did not agree with any of these possibilities and would select completely different ones.

4. What would help you to invest in your fleet?



5. The last question was focused on the most urgent type of support for the business. As we can see, 47% of contractors and machine owners are currently fine and no support is needed. Nevertheless, 27% of respondents would prefer fiscal measures by national authorities, 15% liquidity-related measures by banks and 8% investment measures by European authorities. Only 3% of respondents would need other type of support.

5. What is the most urgent type of support your business would need?



**This is just a sample preview. Would you like to see the full report? Send your request to [p.eder@lectura.de](mailto:p.eder@lectura.de) and check the availability.**



## Overview of new fully electric vehicle-mounted platforms and cranes\*

\* Valid as of 25 May 2020

The benefits and drawbacks of fully electric machines were analysed in the first issue of the DigiMessenger. We decided to bring back this popular section and adjust it to fit the focus of this issue. Therefore, we present you our short innovation guide to fully electric vehicle-mounted platforms and cranes launched in 2019-2020. Check out four new emission-free vehicles, designed to be primarily used in urban areas.

Revealed at Bauma 2019, the Versalift VTL 120 is mounted on an electric version of Renault Master. The vehicle is able to travel 100 km and then it needs to be recharged. The payload is 185 kg and the working height equals 12 m. The Klubb K20 Goupil G4 has a maximum range of 70 km and offers maximum working height of 10 m. The vehicle is an ideal solution for restricted urban areas due to its compact size and quietness.

The Ruthmann Ampero TBR 250 E offers a range of 100 km per charge. Its maximum working height is 24,5 m and the platform capacity reaches 230 kg, which makes it suitable for maintenance of street lamps. In March 2020, Zoomlion introduced the ZTC250N-EV, which is considered the world's first pure electric truck crane. The truck crane should be able to travel 90 km/h and can deliver over 260 km of range.



**Versalift VTL 120**  
Vehicle-mount. platform, 2019



**Klubb K20 Goupil G4**  
Vehicle-mount. platform, 2019



**Ruthmann Ampero TBR 250 E**  
Vehicle-mount. platform, 2019



**Zoomlion ZTC250N-EV**  
Electric Truck Crane, 2020





## Telematics – Cranes & AWP

The term Telematics is a combination of words Telecommunications and Informatics. It is a technology that collects and transmits important data on machine use, maintenance and service via machine tracking device. Moreover, many manufacturers

use their own telematics systems to gather information which are indispensable for the fleet management as it provides a comprehensive summary of the effectivity, uptime and health status of the entire fleet. The advantages of having a telematics system supporting one's fleet

are pretty clear: Monitoring the machine's idle time and conditions leads to fuel savings, improved safety and greater productivity. LECTURA brings you an overview of major crane/AWP manufacturers and their own telematics systems that optimize the total costs of ownership.

## Cranes



### JASO – Smartlink

The Spanish manufacturer launched the [Smartlink](#) in 2018. It is a 4.0 cloud-based monitoring platform for real-time diagnosis and access within the company's

industrial crane range. The system also uses a score index for each crane, or the entire fleet based on indicators such as stop time or overloads.



### Manitowoc – CraneSTAR

The American company introduced its crane management system back in 2009. The [CraneSTAR's](#) hardware is designed directly by Manitowoc, packed with

features and Manitowoc claims it the most extended OEM-produced crane management system available. [VIDEO](#)



### Liebherr – LiDAT

Liebherr announced the [LiDAT](#) data transfer and positioning system in 2012. The system is compatible with various types of Liebherr cranes including tower, duty-cycle,

crawler and maritime cranes. It is interesting that even machines from other manufacturers can be integrated. [VIDEO](#)





## Wolffkran – WOLFF Link

As the name suggest, the [WOLFF Link](#) links data from all cranes of the wolf pack. The collected information can be accessed and analysed from anywhere and

anytime. The digital technology allows users to create diagnostic profiles to manage their fleet even more precisely. [VIDEO](#)



## Tadano – Hello-Net

The [Hello-Net](#) represents the company's efficient tool for crane maintaining and safe business. All the collected raw data are being transferred to "Hello-Net Owner's

Site", which is a telematics-based website providing owners with the actual status of their machines/ fleets and enabling customer service when necessary. [VIDEO](#)



## Demag – IC-1 Remote

Demag Mobile Cranes (formerly Terex Cranes) presented their new telematics solution called [IC-1 Remote](#) at Bauma 2019. As the name suggests, the main feature of this system is a remote

access to relevant information for customer's cranes available 24/7. The IC-1 is compatible with AC 130-5, AC 160-5, AC 220-5 and AC 250-5 all terrain cranes.



## Konecranes – TRUCONNECT

The [TRUCONNECT](#) by Konecranes was introduced in 2013. The system is designed mainly for overhead cranes to deliver lifecycle care in real time. All the collected information are

consequently stored and visible on your [KONECRANES.com](#) website. This site provides an overview of working anomalies, patterns and trends. [VIDEO](#)



## Link-Belt – Pulse 2.0

The second generation of Link-Belt's telematics tool, [Pulse 2.0](#), was presented at ConExpo 2017. The tool is compatible with all cranes from the Link-Belt range. The Pulse 2.0 is based on ideas

and comments from customers and offers automatic capacity adjustment or live view of the working area with color-coded quadrants. [VIDEO](#)



## PALFINGER – Connected

In 2019, PALFINGER released two new tools within its telematics solution [CONNECTED](#). These are the Fleet Monitor and the Operator Monitor. The first tool provides

detailed digital intelligence for fleet managers and the second one is suited for crane operators as a practical app. [VIDEO](#)





## AWP



### JLG – ClearSky

The [ClearSky](#) telematics by JLG was launched back in 2008. Since then, the company released various updates and features to further upgrade the tool's usage.

The last feature is called the Remote Analyzer Reader (RAR) that allows a remote review of a machine and its set-up to assist with diagnosing. [VIDEO](#)



### Genie – Genie Lift Connect

The American company Genie launched its newest telematics solution the [Genie Lift Connect](#) in 2019. The programme should manage fleets from 10 to 10.000

pieces of equipment and offers machine location tracking, remote troubleshooting tools and other solutions to minimize downtime and maximize productivity. [VIDEO](#)



### Skyjack – ELEVATE Live

Skyjack presented its newest telematics solution [ELEVATE Live](#) at ConExpo 2020. Machine operators can simply scan QR codes placed on each machine via

smartphones or other device with camera to quickly load and access all critical machine information such as battery level or uptime. [VIDEO](#)



### Haulotte – Diag

Haulotte [Diag](#) is more of a universal diagnostic tool and software that was introduced in 2014. It works in a conjunction with wireless VCI box that is incorporated in Haulotte's

machines. The data are transmitted via Wi-Fi wireless technology that works from up to 40 metres away. In 2019, Haulotte launched the DIAG App for smartphones.



### Manitou – Easy Manager

The [Easy Manager](#) by Manitou allows the user to manage, optimise and secure his fleet. The telematics solution was launched in 2014 and is currently available also as a smartphone app for

Android and iOS devices. The remote monitoring is supported with an API so that customers can use the gathered data with their own management tool. [VIDEO](#)







## BBI – German trade association representing over 70% of the market share

**Jürgen Küspert, Executive Manager of bbi, describes the current status of the German rental market, the impact of coronavirus, states his opinion on online rental services and outlines the risks of starting a rental business.**

**First of all, could you briefly introduce your association to our readers?**

The bbi - Federal Association of Construction Machinery, Construction Equipment and Industrial Machinery Companies e.V., is the interest group and the trade association for rental companies and dealers of mobile machines and construction equipment in Germany. The bbi represents almost 300 companies.

**We are currently facing a challenging situation regarding the Coronavirus. How is the COVID-19 affecting the rental industry in Germany?**

We have to look at the situation from different perspectives. On the one hand, the rental industry has completely lost customers from the trade fair industry and the event market. Industrial customers are also very cautious at the moment. On the other hand, companies from construction and associated businesses were able to continue working with us in Germany. The demand from these customers has helped renters manage the first weeks of the crisis relatively well.



Jürgen Küspert, Executive Manager of bbi

**What is your opinion on the development of German rental market after the Corona restrictions end?**

In my view - as of now - this cannot be reliably answered. We do not know how long the crisis will last, how big the deficits of the federal government, the states and the municipalities will actually be and how the industry will recover. Generally speaking, there is every reason to believe that the rental business will continue to run stronger after the crisis. Last but not least, rental means greater flexibility for the customer with less investment and financing risk.

**Germany consists of 16 federal states. Are there any significant differences regarding the rental business in each state? Which states report the biggest rental market share?**

The demand for rental machines has less to do with the state. Depending on the regional

economic structure (industrial locations, rural areas, trade fair locations, etc.), the demand does not vary just for rental machines. So, the question cannot be answered reasonably easily.

**Online rental service is becoming more and more popular among rental customers. Do you see that as an actual trend? What are the advantages compared to "standard" rental?**

Digitalization clearly plays an important role in renting. This is not a trend, but a necessary further development. If it is possible to increase customer benefit through the digitalization of rental processes, online services will be increasingly accessed. The decision is up to the customer.

**Some original equipment manufacturers such as LiuGong recently launched into rental. Do you think that we can expect more OEMs to jump straight into rental business?**





Manufacturers may try to increase their market share by entering the rental business. However, I doubt that these “direct renters” will be successful in competition with the rental professionals in terms of competence, customer proximity, range of services or product range. Successful models could

be promising via cooperation between suppliers and competent regional sales partners.

### **What are the difficulties and risks of starting a rental business?**

The rental market in Germany is a very mature market. Every start-up

in this capital-intensive industry encounters intense competition that has existed for a long time. In addition to the investments in “iron”, the know-how of the employees in the rental business is the decisive factor. Moreover, “newcomers” are likely to have to catch up considerably.

## Exploring the benefits of online rental via Smartyard

**We asked the Belgian digital platform Smartyard to explain all the advantages of using their online rental service. Therefore we bring you an interview with Patricia Vossenaar, Product Manager of Smartyard, who kindly described the company business.**

### **Could you briefly introduce your company and business?**

Smartyard is a digital platform (market place) facilitating the rental of heavy machinery and construction equipment. We connect supply and demand in an intelligent way and unburden owners and lessees during the complete rental process.

We create a circle of trust that relieves both sides of the market with an unprecedented solution liberating the market from operational overhead in a safe, simple and fast environment: we translate the simplicity and ease-of-use of the e-commerce experience to the B2B – construction market. Results: 55% less failures and 75% gain of time

### **What are the advantages of online rental compared to “standard”?**

- Rational benefits:
- » Up to 75% of time saved (e.g. with 1 click, different rental companies are reached...)
  - » Reduce costs (e.g. save on rental fees...) – up to 30%
  - » Less errors (e.g. google map localization, smart reminders...) – up to 55%
  - » Lower risks (e.g. qualitative equipment and screened rental companies...)
  - » Better (market) insights (e.g. data – price overview, rental overview, spending’s...)
  - » Emotional benefits
  - » Empowerment (e.g. more joy in your duty as planner)
  - » Peace of mind (relief) – we take care of it
  - » Control (management gets overview)

### **Can you describe the process of closing a deal via Smartyard?**

The mechanism can be seen in a [demo](#) (unfortunately only in Dutch)



Patricia Vossenaar, Product Manager Smartyard

### **How does it work?**

1. Construction company launches a request for offer (via online form/flow):
  - » Needed equipment + options and annexes
  - » Describe the job to be done
  - » Location via Google maps
  - » Planning
  - » What is the deadline for rental companies to quote?
  - » When is the equipment needed?
2. Relevant rental parties receive the request



3. Rental parties make an offer based on their fleet & list prices (add reduction)

4. Both parties discuss the offer / possible deal in the chat section

5. Construction company compares and chooses a deal (out of up to 5 offers)

6. Both parties have an overview of their requests, offers & deals in a dashboard

7. Construction company can postpone or prolong a deal

8. Construction company is reminded to sign off when the rental period expires and can review the transaction

9. Larger construction companies, working with a planning department, can include foreman in the platform (In order to digitize the workflow between the construction sites and planning department)

**How long does it take in average to close a deal?**

End-to-end – 15 minutes

**How do you make sure that the renters/customers are trustworthy?**

We are a closed platform (circle of trust): only screened parties (rental companies & lessees) have access and we have a review / evaluation (NPS, CSAT...) system in place to monitor our quality.



**Do you also have a mobile app? If not, would you like to launch it once?**

Not yet, but the application is mobile responsive.

**Where would you like to expand in the future?**

To the rest of Europe as we are currently providing our service only in Belgium.



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## Road to a full range of electric models

**Evert van den Broek, Marketing & Communication Tobroco-Giant, presents new visions of electric models and the company's approach to rental services.**

### **How affected has been your company with the restrictions regarding COVID-19?**

Tobroco-Giant, like all other manufacturers, was dealing with faltering parts supplies and the influence of the Coronavirus. Despite these challenges, we decided to temporarily reduce our production instead of shutting down the production completely. Tobroco-Giant has taken many precautions within the company to make it possible to work in a safe environment. Fortunately, the production in Italy started again before we ran out of safety stock. And at the moment we are even scaling up step by step.

### **Tobroco-Giant recently launched the G2700 wheel loader which should be the successor of your bestseller – the V452T. What makes you think so?**

The G2700 range are completely new models and have more power, traction and with the new workspace, we have created a comfortable and safe working environment for the operator. Nevertheless, the G2700 models can be transported on a trailer and that provides flexibility for users.

### **You have actually two fully electric models in your portfolio, the G2200E and G2200E X-TRA.**

### **Would you like to invest more in electric machines in future?**

We believe that for now the future is electric. Especially for compact equipment this is a trend that cannot be stopped anymore. This year, we have started developing electric models in the 1.5-, 2.5- and 3.5-ton class. In the end, TOBROCO-GIANT will have a diesel and an electric version of each model available. In time, customers can expect an electric skid steer and telehandler as well.

### **According to statistics, the compaction rental market is rapidly growing. Do you see a potential in rental industry?**

We have grown rapidly, and our machines are becoming well known in the business. Furthermore, we have an international dealer network. This has resulted in more requests from rental companies. These companies have the demand for reliable machines and an extensive network of dealers because regional service needs to be provided. One of the examples is the order from Boels Rental in 2019 for 100 GIANT wheel loaders.

Since the introduction of our electric loaders we see that rental companies are investing in compact electrical equipment as well. Because emission regulations are getting stricter there is high demand for these machines. Companies rent the machines so they can work inside buildings or in urban areas.



Evert van den Broek,  
Marketing & Communication

### **How popular are your machines among rental companies? Why is that so?**

There are customers who specifically asked for GIANT machines. This is because of the speed when it comes to lifting and driving and the fact that the articulated loader is known for its compact dimensions. In addition, the easy operation is experienced as very pleasant. By developing and producing machines in an innovative way, GIANT machines remain competitive in terms of prices, without compromising on reliability.

### **Some OEMs recently started their own rental divisions. What about Tobroco-Giant? Have you discussed this topic?**

For now we focus on the expansion of our factory and development of new electric models. At the end of this year, 8,000 m<sup>2</sup> of production and the high-rise warehouse will be taken into use. This expansion gives the opportunity to build larger machines and aims to more than double production by 2025 compared to this year. The goal is to build 8,750 machines by that year.





## COVID-19 has shown that we need to improve and invest more into online solutions

**Jorge Cuartero, Managing Director of ANMOPYC, analyses the position of Spanish rental market and its relationship to Spanish construction sector. Moreover, Jorge emphasises the importance of online rental services.**

**The construction trade fair SMOPYC 2020 has been postponed due to COVID-19 restrictions. What is the actual date?**

That's right, SMOPYC 2021 will take place from 26 to 29 May of 2021.

**What is the status of Spanish rental business in the construction sector?**

Rental business is very close to construction sector. Currently, in terms of quota, rental sector has been recovering from the past great crisis with a good level of activity, but not like before 2008. Spain is the fifth country in Europe in machinery rental construction quote and if there are no plans for the construction sector and R&D plans for the industry, it will hardly increase. In fact, this is one of the reasons for the concentration by acquisition of companies in the sector.



**Can you describe the supply and demand for cranes and aerial work platforms rental?**

The demand and supply of machinery in Spain is carried out with a very high degree of professionalism. Spanish rental companies are always attentive to the needs of their clients, offering them a comprehensive service by supplying the most suitable machine for the job they are going to do, in perfect condition and in the shortest possible time. In addition, currently, the online and through App request for machinery is increasing, and many companies are investing in these technologies.

**Would you say that the Spanish manufacturers (OEMs) are interested in rental services and solutions?**

We are really interested, in fact, we are in permanent contact with them and we collaborate and work together with them to improve the machines, services and solutions we offer to rental companies, because this improve the benefits also for the machinery sector.

Moreover, and due to the interest of the sector, we have created a new Association, named ELEVA, that groups main Associations in the rental business, AECE, ANAGRUAL and ANAPAT and the one of the manufacturers, ANMOPYC.

**Can you describe the position of the Spanish rental market**



Jorge Cuartero, Managing Director ANMOPYC

**within the frame of the European market?**

Spain is between the fifth and sixth position in rental turnover in Europe, according to the latest European reports. The Spanish rental sector has a good position in Europe, and with good growth prospects. However, currently due to the COVID-19 crisis, there is a climate of uncertainty, although the sector remains optimistic.

**What is your opinion on online rental services? Would you say that they are popular in Spain?**

The online service seems fundamental to me since every time the client's needs require more simplicity and speed in the service.

Furthermore, due to the COVID, the need to continue improving and investing in this type of service has become even more important. Its popularity in Spain has been growing, especially in recent months.





## COVID-19 has shown that we need to improve and invest more into online solutions

**Erik Kortum, Sales Manager for Euro Auctions in Germany, responds to our questions regarding used machinery price development in the corona crisis, the increased demand for online auctions and buyers' preferences.**

### **To what extent have the coronavirus restrictions impacted your company?**

To date Coronavirus has not really impacted on the Euro Auctions business in Germany, or for that matter, worldwide. We have conducted a full schedule of auctions in Dormagen, as well as at the other sale sites, including, UK, Spain, Portugal, Dubai, Australia and the USA.

We made the decision to progress with the Dormagen sale on the 6th & 7th May, using the same format recently put in place at our permanent sites in the UK, Australia and Dubai. With consignors committing to the



auction, and with machinery already at Dormagen ready for sale, our consignors (sellers) trusted Euro Auctions to gain best price for their equipment and machinery. We organised the sale behind 'closed-doors' with no public visitors, conducting the sale live via the internet. This innovative

approach enabled Euro Auctions to sell machinery on behalf of our consignors, enabling them to turn machinery into money, providing those sellers with cash for their businesses, as the danger from Covid-19 accelerated.

We made video-clips and took photographs of all the items for sale, which were streamed live on the Euro Auctions online sales platform, giving bidders (buyers) the feel of a live auction. Controlling the sale in 'real time', were our team of auctioneers operating from the USA offices being the 'glue' that bonded all the elements of the sale together. The IT department in the Euro Auctions company HQ in Northern Ireland also facilitated providing the platform for the sale. Until the government relaxes the rules on social distancing and buyers and sellers are allowed back to a live





sale, Euro Auctions will continue this format of conducting a sale.

### Do you see a potential in online sales for Euro Auctions?

Online activity has increased sale on sale over the last two to three years. Now we are experiencing upwards of 50% of all bidding and buying activity online at all Euro Auctions sales in Dormagen. Our customers have trust in the brand, as well as confidence in our ability to present good quality machinery and equipment. Now with Covid-19, we have been holding online sales, behind closed doors, where 100% of all bids are placed online. With trust in Euro Auctions to be accurate with information about each lot, and our transparency, buyers can bid and buy with confidence at all Euro Auction sales.

### What about your customer portfolio? Has it changed recently?

Whilst we have retained our core customers, over the last two to three years we have attracted new buyers and sellers to the auction, who are now loyal to the Euro Auctions brand. In addition, the German market has embraced the concept of large sales of good used machines, which Euro Auctions hosts in Dormagen each 6-weeks. We continue to build new relationships with new buyers and sellers each month and at each sale, increasing popularity, as well as building our reputation for consistently having excellent choice in all areas of construction machinery and agricultural equipment.

The recent Euro Auctions sale in May 2020 had over 2,600 lots, with many new un-registered machines, with a final hammer total of €10.94 million. Vendors from 27 countries participated sending equipment and machinery to this now popular two-day sale, with the top buying countries being Germany, Poland, and Netherlands. Also, at this sale 39% of vendors came from Germany, and 14% of vendors were new, selling for the first time.

First time registrations for bidder accounts have been increasing steadily at each Dormagen sale. Since the sale in December 2019, the number of bidders has increased by 70%. New 'first time' registration also increased in the last 6-months by 48%, a true indicator that buyers in Germany, Poland, Netherlands, and Romania, trust Euro Auctions to deliver value, quality and choice. Of those first-time registrations to bid in the May sale 16% bought during the sale.

### What kinds of machines are recently the most popular among your customers?

Auctions are no longer seen as a place to send low value items. Following the global downturn in 2008, when OEMs stopped manufacturing new machines, auctions were the place where



Erik Kortum, Sales Manager for Euro Auctions

contactors, civils companies and hire specialists went to look for good, well maintained, late, low hours machines when replenishing stock. Today, the same holds true.







Now with the Covid-19 virus affecting the global economy, the used plant market could boom well in the next 6 to 12 months. Many OEMs are ceasing manufacture, and when demand increases will be unable to increase production, as happened in 2008.

Caterpillar has closed all its manufacturing plants in China, where it was manufacturing excavators, wheeled loaders, tracked tractors, motor graders and medium and large diesel engines. When the economy does return, and with OEMs reducing or halting production, the demand for good late, low hours equipment is likely to soar, fuelling the used equipment economy.

Today, we are seeing demand increasing with our customers, who are demanding good German and Dutch machines that are in good condition, are recent 2020, 2019, 2018, and 2017 models. Low hours are preferable, with below 5,000 hours being of most interest. However, if the running hours are above 5,000 and the machine is in good shape, has been serviced well, and has no rust or damage,



they will also be of interest to our customers.

**What is your opinion on the current situation in terms of acquiring used machinery? Can we expect more offers or should the demand decline?**

Demand is currently very high, and at the recent sale in May, prices were strong. In fact, stronger than they were pre Covid-19, and in some cases better than late 2019. As previously stated, with main OEMs (main manufacturers) ceasing production of mainstream makes and models, the used

machinery market is set to burgeon. We predict that prices will continue to rise in the next six months.

**Can you estimate the development of machinery prices in upcoming years? Can you give some examples of concrete machine categories in concrete countries?**

Regarding popular categories in the German market, the following are examples of sale prices of machinery at the recent sale in Dormagen on 6th & 7th May:

**Excavators – Mini**

<b>2016 Wacker Neuson EZ53</b>	Rubber Tracks, Blade, Offset, CV, Piped, Aux. Piping	30,000 EUR
<b>2014 Kubota U48-4</b>	Rubber Tracks, Blade, Offset, CV, QH, Piped, Aux. Piping c/w	24,500 EUR
<b>2007 Volvo EC45A PRO</b>	Rubber Tracks, Blade, Offset, QH, Piped c/w Bucket	12,000 EUR

**Excavators – 6t**

<b>2007 Komatsu PC88MR-6</b>	Steel Tracks, Blade, Offset, CV, QH, Piped, Aux. Piping	16,000 EUR
<b>2011 Yanmar VIO80-U</b>	Rubber Tracks, Blade, Offset, CV, QH, Piped	21,000 EUR
<b>2007 Bobcat 442 B</b>	Rubber Tracks, Blade, Offset, CV, QH, Piped	15,000 EUR



**Excavators – 10t**

<b>2014 Kobelco SK140SRLC-3</b> 600mm Pads, CV, Piped, Piping c/w 3 Piece Boom	59,000 EUR
<b>2007 Hyundai R140LC-7A</b> 600mm Pads, CV, QH, Piped c/w Bucket	16,500 EUR
<b>2011 Terex TC125</b> Rubber Tracks, Blade, Offset, CV, QH, Piped, Aux. Piping	26,000 EUR

**Excavators – 20t**

<b>2006 CAT 345CL</b> 600mm Pads, CV, QH, Piped c/w Bucket	52,000 EUR
<b>2012 Hitachi ZX280LCN-3</b> 900mm Pads, CV, Piped, Aux. Piping c/w 18m	80,000 EUR
<b>2011 Hyundai Robex R250NLC-9</b> 800mm Pads, CV, QH, Piped, Aux.Piping	33,500 EUR

**Wheeled Excavators**

<b>2014 Wacker Neuson EW100</b> Wheeled Excavator, Blade, Offset, CV, Tilt QH	47,000 EUR
<b>2012 Wacker Neuson 9503-2</b> Wheeled Excavator, Blade, Offset, CV, PowerTilt	35,000 EUR

**Wheeled Loaders**

<b>2010 Liebherr L508</b> Wheeled Loader, QH c/w 4in1 Bucket, Forks	20,000 EUR
<b>JCB 409 SV</b> Wheeled Loader, QH c/w Forks	39,000 EUR
<b>2014 Liebherr L514</b> Wheeled Loader c/w Auto Lube, Reverse Camera	37,000 EUR

**Bulldozers**

<b>2013 CAT D6N LGP</b> c/w 6-Way Pat Blade, A/C, Topcon GPS Prepared	30,000 EUR
<b>2010 CAT D6N LGP</b> c/w 6-Way Pat Blade, A/C, Topcon GPS Prepared	24,500 EUR
<b>2008 CAT D6N LGP</b> c/w 6 Way Pat Blade, 4 Way Camera, A/C	12,000 EUR

**Skid Steer Loaders**

<b>2007 Bobcat S100</b> Skidsteer Loader, Piped c/w Bucket (Manual Available)	7,500 EUR
<b>2008 CAT 242B</b> Skidsteer Loader c/w Bucket	11,500 EUR

**Telehandlers**

<b>2007 JCB 524-50</b> Telehandler c/w Forks, WLI (Manuals Available)	17,500 EUR
<b>2008 JCB 520-40</b> Telehandler c/w Forks, WLI	16,000 EUR
<b>2013 Merlo P25.6</b> Telehandler c/w Joystick Controls, Bucket, Forks	30,000 EUR





# Scissor lifts Davinci are reaching the Renaissance

**Jason Beacock, Director Financing & Asset Management JLG EMEAIR, stresses the importance of LECTURA valuation service to JLG, explains the collaboration with Construction Robotics and presents new Davinci models and digital tools.**

**How have you been affected by the Coronavirus restrictions?**

The first consideration in all our Covid-19 response has been the safety of our team members and ensuring our business activities have been conducted in ways which limited the transmission of the virus in our communities. JLG did this through the protection of our people with increased hygiene measures at our plants, reducing our international travel (before flight restrictions we imposed) and by maximizing our ability to work from home. To coordinate this across the region we activated a dedicated Crisis management team with Facility leaders from every part of our company to actively monitor team member health, activate contingency plans and to adapt to the changing circumstances. We spoke and continue to speak with our customers to understand how the market is adjusting and to ensure that we are supporting their needs in a changing landscape. Where Government guidance has permitted a return to facilities safely, we are doing so and at those locations we are now aligning production volumes to the demand we are seeing.

**Were you satisfied with CONEXPO 2020?**

Despite the challenges around Covid-19 and very limited attendees and foreign visitors being foremostly absent, we look back at a successful event, which recently received accreditation by the CONEXPO/CON-AGG organisation as being one of the best booths at the show.

**Why have you named the Davinci AE1932 electric scissor lift after this famous inventor?**

The AE1932 is the first lift in a new category of all-electric lifts for JLG called the Davinci series, a nod to the famous inventor who reasoned that by fully understanding how each part in a machine worked, it could be modified and combined in different ways to advance technology. The AE1932 is representative of this approach, boasting fully optimized components which allow it to be powered with a single lithium-ion battery and no compromise to performance.

The technology that we've developed is robust and timely as it relates to the change, we are seeing in consumer behavior and an increasingly stringent regulatory environment. When applied to the AE1932, this new technology allows us to deliver a scissor solution with exceptional productivity and minimal maintenance.



Jason Beacock

Da Vinci was an Italian polymath of the Renaissance whose areas of interest included invention, drawing, painting, sculpture, architecture, science, music, mathematics, engineering, literature, anatomy, geology, astronomy, botany, paleontology, and cartography. He conceptualized flying machines, a type of armored fighting vehicle, concentrated solar power, an adding machine and the double hull. Relatively few of his designs were constructed or even feasible during his lifetime, as the modern scientific approaches to metallurgy and engineering were only in their infancy during the Renaissance.

Since the Davinci is a one-of-a-kind scissor, we felt it being an appropriate name.

**Can you tell us more about JLG and Construction Robotics collaboration?**

JLG is working with Construction Robotics of Victor, NY to develop alternative solutions to cumbersome, repetitive construction tasks that oftentimes



result in cumulative injury. Construction Robotics specializes in the advancement of robotic and autonomous technologies in the heavy-equipment sector. As the access industry leader, JLG specializes in providing people with a safer way to work at height. "JLG and Construction Robotics are taking the strengths of each individual company to collaborate on progressive robotic solutions that will advance safety and productivity on tomorrow's job sites," said Frank Nerenhausen, President, JLG Industries. "We are innovating for the greater good of the industries we serve."

### Can you describe the main features of the JLG ClearSky™ telematics?

ClearSky is the simplest way for you to manage and maintain your fleet. This affordable, easy-to-use telematics platform from JLG gives you the actionable data you want, and the reports you need, to make informed decisions about your equipment. ClearSky takes the guesswork out of construction equipment tracking, so you can anticipate problems and maximize productivity. The Benefits are Clear:

- » Proactively Manage Fleet Health: Stay up-to-date on routine maintenance and limit time lost due to low batteries and unexpected failures.
- » Increase Uptime & Utilization Rates: Know when, where and how your equipment is used, so you can maximize your fleet's utilization rates.
- » Enhance Security & Visibility: Set up geofences and time fences to protect your fleet

and save time by always knowing the location of your equipment.

- » Flexible Options
- » Factory-installed and retrofit hardware options are available for most JLG® products. We offer two types of service plans: Data Only and Data & Portal. Between these two plans, you have the flexibility to integrate ClearSky telematics into your existing system or take advantage of our user-friendly portal to view your machine information. Different service plans are available for both the Data Only and Data & Portal options to help meet your needs.



JLG uses LECTURA as an approved source to benchmark our equipment values primarily for internal evaluation purposes, at least on an annual basis. The data also identifies trends in different product categories that allows us to apply 'adjustment factors' during a fiscal period for our evaluations. The valuation service is also useful to track industry values compared with JLG to illustrate the very slow depreciation curve of our equipment.

### What about JLG and rental business? How important is this industry for you?

Many of our most loyal customers are in the rental business. This industry is extremely important to us as a manufacturer. Products are developed with the rental industry in mind and we keep a close eye on rental industry developments to ensure our products, services and digital tools continue to meet the demands of the rental business.

As our relationship progresses, we are looking into how we can expand the relationship with other products such as LECTURA analytics.

### Can you explain how are the LECTURA data supporting JLG?

**CheckMobile**  
Join the Workflow Movement

Damage detection	Spare Parts Management	No more paper processes
Return Solution	Tool Management	Cut costs
Hours Tracking	Telematics	Contactless

Recommended by:

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## Accurate warehouse weighing via mobile scales

**Rob de Ridder, International Sales Manager RAVAS, introduces the RAVAS company and describes the main benefits of using their weighing systems on warehouse trucks and forklifts.**

**Firstly, could you briefly introduce your company to our readers?**

RAVAS manufactures and distributes mobile weighing solutions. We integrate our mobile technology in hand pallet trucks, electrical warehouse trucks, stackers and forklift trucks. Our worldwide sales and service network allows us to operate in all global markets. With a team of 125 employees and offices in the Netherlands, the United States, Germany, France and Italy, RAVAS brings supply chains, warehouses, material handling and logistics to the next level.



**What are the benefits of using your weighing systems?**

The main benefit of integrating a scale in your truck is that you generate real-time, accurate data on your material flows, without taking the goods out of the logistic process. These data enable you to make your processes more efficient, to eliminate errors, and to realise immediate cost savings. The integration of mobile weighing and dimensioning data in your ERP or Warehouse Management System, makes RAVAS a professional partner that adds value in every supply or logistic chain.

**Do you store the weighing data? Is it possible to re-access them after some time?**

Any RAVAS mobile scale, whether on hand pallet trucks, forklifts, or warehouse trucks, provides connectivity. Via Bluetooth, to devices on or near the truck, or via WiFi, over the wireless network of the user. This enables transfer of data on weight, volume and dimensions to any ERP or Warehouse Management System.

To make data capture affordable for any user, regardless the IT infrastructure, RAVAS provides a WeightsApp via Google Play and the App Store, free of cost. This allows the user to connect his smart phone or tablet to the RAVAS scale and capture the weight data and store it with added ID's. Data capture at zero extra cost.



Rob de Ridder

Our latest development is the RAVAS Red Box, that facilitates the integration of weight info in order picking processes, volume measurement, and even truck functions. With the RAVAS Red Box you will soon have a single user interface that serves as a data processor between the dimensioning or weighing system and a smart phone, tablet, truck dashboard or PC. Even direct data communication to an ERP system or WMS is possible. Each RAVAS Red Box is equipped with a Bluetooth 4.0 module. An R232, WiFi or 3G/4G output is available on request.

**Who are your primary customers? What about rental companies?**

Mobile weighing is used to optimise logistic processes in many industries. Logistic service providers and LTL carriers use our scales to optimise revenues by weighing and dimensioning individual shipments. 3PLs use them to eliminate errors in order picking. Pharmaceutical, chemical, paint and food companies use them in batching processes. And any company that moves goods uses them to establish shipping





weights and prevent overloading of freight trucks.

We market our products through a network of distributors. RAVAS integrates its technology in electrical pallet trucks, order pick trucks and forklift trucks of all possible brands. So, it is very important that our products and solutions are compatible with any make and model truck. Our cooperation with the OEM brands is only one aspect of our distribution model. We have offices and sales representation in the United States, the Netherlands (HQ), Germany, France, Spain, Portugal, Italy and Poland. And we work with importers in countries where we do not have our own sales channels.

### Is there any difference between the market demand in Europe and in the rest of the world? Where do you distribute the most?

Our main markets are in Europe, concentrated in Germany, France, Italy, the Netherlands and Belgium. We consider the United States a fast-growing market with numerous possibilities. That is why RAVAS acquired LTS Scale in Twinsburg, Ohio, in November 2019. At the moment, we are building the new RAVAS USA organization. At the same time, we expect significant growth in Europe and other parts of the world. That is why RAVAS Europe is building a new production and office site in the Netherlands, to be prepared for a successful future.

### Have you introduced any new products recently?

The most recent introductions date from a little over a year ago.

The RAVAS-3200 F, a weighing hand pallet truck with extended scale functions, optionally OIML approved for commercial weighing, and a Li-ion rechargeable battery pack optionally available. And the Ergo Truck, a hand pallet truck with integrated scale and electric drive to move and weigh heavy pallets ergonomically over short distances.

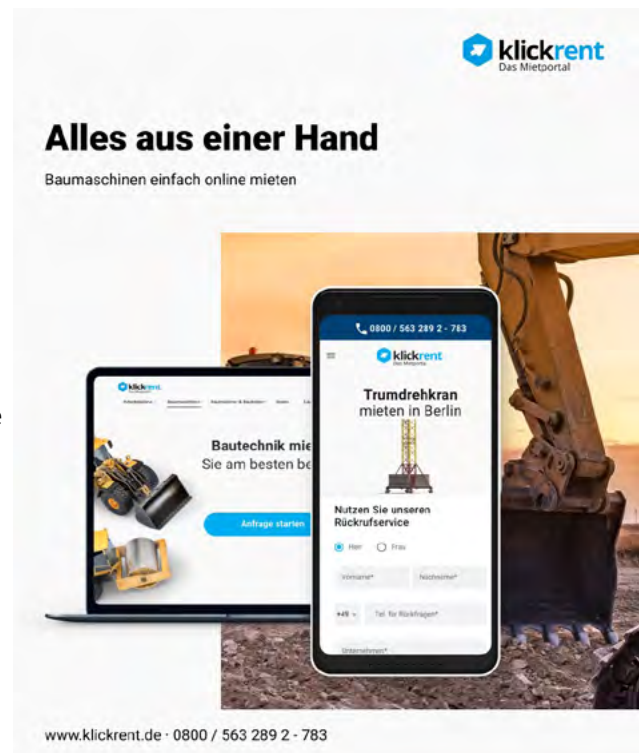
At the moment, our R&D engineers are finalizing the introduction of iForks-52. These represent a new generation iForks, the completely wireless scale forks for counterbalanced trucks and reach trucks, installed in ten minutes. iForks-52 offers lots of extended capabilities. The graphic touch screen display shows the tilt of the truck mast, making it easy to put the mast in vertical position for the most accurate weighing. And it shows the weight distribution of the load over the forks, advising the driver on how to avoid dangerous tip and side loads.

Furthermore, the touch screen display is very intuitive and allows the user to personalize the elements shown. The lift truck driver can enlarge the field that shows the weight on the forks or rearrange the soft keys in the display. And the 5200 display offers many extra functions: manual entry of alphanumerical ID's for the pallet load, or scanning

an ID via barcode scanner, over its USB port. Saving much used ID's or tare values in its memory, activated by soft key. Summing totals in different registers. We expect the introduction of the new iForks-52 just after the summer of 2020.

### Have you been affected by the coronavirus restrictions in terms of production?

Of course, the corona virus has affected us all. Our RAVAS USA was assigned as an Essential Business in the very early stage of corona, so with the right measures and restrictions, and with a compacter team we have been able to continue production. At our headquarters in the Netherlands, production has also continued. All RAVAS personnel that was able to work from home, did so. At this moment, we are in the phase that business is starting up again, but we still work within government restrictions.







## klickrent & klickcheck: Two innovative digital tools by Z LAB

**Z LAB is the innovation lab for the Zeppelin Group providing digital tools and solutions for the construction equipment market. We interviewed Otis Michelau, Business Owner klickcheck, and Nicholas Skillicorn, Business Owner klickrent, who introduced two Z LAB's digital tools called klickrent and klickcheck. klickrent is an online rental portal for construction equipment whereas klickcheck deals with digital documentation of rental machinery.**



Nicholas Skillicorn, Business Owner from klickrent

### **Could you briefly introduce your company and service?**

klickrent is a pure B2B platform for the rental of all construction equipment. Be it a crane, container system, road construction machinery, electricity or building heating - renters are guaranteed to find the technology they need for their building project on klickrent. The major advantage for the renter is that with klickrent he/she has a central contact

person for all rental transactions, unified billing is ensured, and a personal contact service is always available. The rental company receives checked orders and the default risk is eliminated. Regional rental companies in particular have access to larger groups of customers.

### **How have the COVID-19 restrictions impacted your business?**

The online rental portal klickrent is seeing an increasing demand for online rental of construction machinery despite the Corona crisis. Even during the Corona crisis, most construction sites are operating, and construction companies are looking for solutions so that their workforce can continue to be used as soon as possible. Construction projects can be completed as planned. Therefore, more and more managing directors and site managers find their way to klickrent, where they can rent the required technology completely online. Due to the fact that with klickrent we have a digital platform with a nationwide network of rental companies, we always quickly succeed in finding the suitable construction equipment.

### **What are the main benefits of online rental according to you?**

Rental companies use klickrent to rent online without having to invest in digital tools, staff or Google ads



themselves. In that way, we bring together partners who would not find themselves offline via the classic way. As a transmitter, we represent the digital highway for this process to the benefit of all involved.

### **Can you describe the process of closing a deal via klickrent?**

It is very simple: The customer can easily find what he/she needs on the klickrent website or with a simple phone call or via WhatsApp. A login with password is not required. The contractor claims the renter in the contract term. The contractor has only competent rights to real orders. In addition to the credit check, klickrent also affects contract and billing.

### **How long does it take in average to close a deal?**

Technically, we are able to implement availability immediately; our internal processes are highly automated and therefore very efficient. Nevertheless, both customer groups, renters and rental companies have the opportunity to contact us personally.

### **How do you make sure that the renters/customers are trustworthy?**



Customers are checked for creditworthiness and pure price inquiries are filtered. The rental company receives only high-quality and genuine B2B inquiries from klickrent. A new customer system is also no longer necessary, as klickrent is the billing partner and thus also ensures the payment.

### Where would you like to expand in the future?

Online business is always limitless. In particular, we are preparing for an expansion into other countries with klickcheck. Nevertheless, other industries within Germany are also very exciting for us. We are also discussing our next steps here.



Otis Michelau, Business Owner from klickcheck

### What is klickcheck good for?

klickcheck is the digital documentation of rental machines developed for the challenges of rental companies within the construction industry. The app makes the delivery and return of construction machinery efficient, simple and clear.

### When did you launch klickcheck and who is using the app?

klickcheck was launched at bauma 2019. Since then, we have been supplying our solution to customers in the fields of earthmoving, aerial access, container and agricultural machinery rentals in Germany and Austria.

### Can you describe the process of damage documentation via app?

klickcheck consists of three components. A WebView for a browser, an app for Android and IOS, as well as handover protocols available in the cloud as PDF. The WebView for dispatchers allows to prepare orders, view the current status of the machine and management of the user's fleet. The app for the service technician is a mobile application for documenting the machines and devices. Users can scan attached QR codes and barcodes to quickly identify machines. In the app, we offer individual test points for all machine types. Damages are recorded, documented and centrally stored using photos and text. So, you can document the current condition of your machines anytime and anywhere. A handover report in PDF format with a digital signature on the smartphone ensures absolute transparency for renters and rental companies. Thanks to klickcheck, the renter is spared

costs, time and the tedious paperwork.

### What has changed for klickcheck with COVID-19?

With the corona crisis, there is a need for many digital issues not to have to deal with things personally including the handover of paper. In addition, our customers used some of their Covid-19 caused down time to re-evaluate and improve their digital strategy.

### Are you serving only the German market?

Our focus is currently on Germany, Austria and Switzerland. We want to maintain this focus in 2020. However, some of our customers operate beyond these limits, which is why we are busy preparing multilingualism. Next year, we will serve other markets and countries with our solution together with our customers.





## The usage of AI damage detection could fine-tune the rent and return process

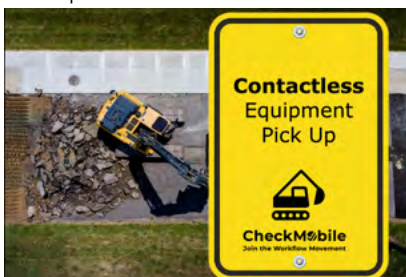
We explored the potential of digital tools designed for the rent and return process with **Tim Mackeldey, Managing Director CheckMobile GmbH**, who presented advanced services and solutions such as face recognition or AI damage detection designed not only for the heavy equipment rental industry.

### Can you introduce your company to our readers? What services and solutions do you offer?

Checkmobile is a dinosaur in the area of digitalization. The name origins from bringing paper-based checklists onto mobile devices. For more than 15 years we serve large companies with building workflow apps and improve within that processes, make them more transparent, cost cutting and more efficient. Our clients mainly come from rental, heavy equipment, automotive, producing industry who need a low coding platform to quickly implement a better IT landscape.

### Have you been impacted by the Coronavirus restrictions?

As we are a market leader for example in the car rental IT



Contactless Equipment Pick Up



business, we have seen some struggling there. Otherwise with our contactless solutions we have an answer to current and newly appeared problems

### Do you offer any solutions for heavy equipment rental companies?

This is the key industry we are working in and have in Europe as well as in the US the largest players under contract. Starting from rent and return process, over damage detection even with the help of AI, up to analytics and inspection tools, we were able to deliver RoI of factor 15+ to our clients.

### What are the main features of CheckMobile Guided Damage System and how does it work?

We have noticed that many companies underestimate the losses produced by damages on their equipment and created tools, which guide the field force to accurately analyse all damages, document them, trigger spare parts management and

the logistics plus, what is most important, charge the customers. This is all possible in very intuitive apps we provide with a very quick implementation.

### What would you like to achieve in the near future? Do you plan any new digital tools?

Our R&D team consists of several highly qualified developers, who are constantly searching for the newest technologies, which should help our existing and new customers to stay on the top of technology and give them a competitive advantage.

In detail, we are developing AI damage detection tools for the automotive sector, we implemented several projects concerning face recognition and look for more solutions in AI automatization.

Moreover, we are heavily involved in further developing our main asset, our low coding platform for asset management with several new features.



## Wenzel Bau GmbH is renewing its HYDREMA fleet and setting the course for the future

Wenzel Bau GmbH, founded in 2009 near Edersee, Germany with a focus on demolition, civil engineering and earthworks, has set the course for the future. For many years, the company has been focusing its machinery on HYDREMA. With an MX18 city excavator and a multi-purpose backhoe loader, the 906D from HYDREMA, the company has been well positioned economically in recent years with its 3 employees. Since the end of the seventies, Erich Wenzel, the father of Andreas and Jörg, had been running the construction business with a focus on civil engineering, at peak times with more than 20 employees. As employees, the two sons were able to gain a lot of experience in the application of machines. After all, it was Andreas who completed his master's training in 1991, with the aim to continue the company of his father with his new own company in 2009 and thus fulfilled his desire for independence. In Lichtenfels in Hesse, not far from the Edersee, he now runs among others together with his brother Jörg, Claus Rupprath as operator and Manuel Sälzer, as well as accounting support by wife Heike, his own recycling place with earth collection point (for excavation) with sieve and sorting system.

"There are two very important changes this year," Andreas says proudly. The son Lukas, who also completes the master's training, has recently joined the company as an employee while the company, despite the crisis, has a high order in-take. "We really



The pulling of drainage ditches on the side of the forest path is very easy with the view to the excavator arm

can't complain," Andreas says, pointing to the further innovation in his company. "With the MX18, we have seen the efficiency gain we get with the machine, because the super-compact city excavator not only enters almost every construction site despite its 18 tons of weight, but also reaches almost every corner on the construction site with its arm."

The first HDREMA, a backhoe loader, type 805, was purchased by his father directly from HYDREMA in 1990. Continuous service was ensured via HYDREMA without any problems and the machine also ran completely error-free over the years. Since the family company was very active in building private housing and at that time a lot of work was done without a crane, the characteristics of the machine were very important for the decision for the manufacturer,

which has its headquarters in Denmark and since 1996, through the purchase of WEIMAR-WERKE, also in Thuringia. "But not only the lifting forces, but also the thrust performance of the HYDREMA multi-purpose backhoe loaders are still virtually unrivalled," says son Lukas, who has been repeatedly booked by HYDREMA as a demonstrator at trade fairs. "Thanks to the four big, equally sized wheels, the machine has an enormous traction force, which other manufacturers simply cannot offer to this day. We have therefore been working very intensively since BAUMA on what we are doing with our backhoe, which has been used less and less since we acquired the city excavator."

HYDREMA's dealer for the region, DiTec, not only has an excellent reputation, but also excellent





service and expertise. "Here, too, we have noticed that HYDREMA has improved significantly in recent years, because the only weakness, if any, was service. But not even that you had to complain about it in the past because before HYDREMA was using local service partners who have been supported by HYDREMA very well. DiTec is a powerful self-sufficient specialist retailer that does not miss anything," says Andreas Wenzel.

"We first discussed with DiTec to mount a tiltrotator on the existing Backhoe loader, and then finally decided to buy a completely new machine, a HYDREMA 906F," says Heike Wenzel, who is responsible for the company's finances. "DiTec has also convinced us absolutely as a partner based in Haiger and enjoys our full confidence." Lukas, who has always accompanied the decisions technically with his expertise, is particularly happy today, because of course he also drives the new machine on the construction sites of the company WENZEL-Bau. "Whether it's digging trenches, cutting and moving trees, excavating, laser-controlled levelling, or pulling the rain gutters in the forest, it's always a real pleasure to work with the powerful machine. Even our customers are amazed at how manoeuvrable and powerful we can work with the machine even on tight construction sites. This was already the case without a tiltrotator, but now our flexibility is significantly improved with the ENGCON Tiltrotator. The fact that the excavator arm can easily move from one side to the other without a counterweight means that you can also utilize the powerful machine in extremely tight construction sites."

Helmut Frantz, DiTec's area sales manager, describes the machine as this: "In the front, a powerful wheel loader with 1.4 cubic meter bucket capacity and the thrust of a bulldozer combined with the zero-tail-swing excavator at the rear, which has the power similar to a 10-ton mobile excavator make the HYDREMA an absolutely efficient multi-purpose machine. It is not for nothing that HYDREMA avoids the word backhoe loader, because the HYDREMA can simply do much more than conventional machines of this type. It is actually an all-round machine, or as HYDREMA in Germany says, a multi-purpose machine." Andreas Wenzel adds: "Like a snake, the HYDREMA can squeeze into even tight spaces due to its articulated steering joint and the highly movable rear excavator arm in order to be able to grab firmly. Finally, it is possible to fully control the machine when facing backwards via the seat mounted joysticks and rearward facing pedals.

The 280-degree slewing radius of the rear excavator greatly expands the working area of the rear excavator, which is also approved as a crane. "This means that I can unload the excavated material onto a truck almost directly next to the machine, and I have no tail slew radius to consider on the other side, so that in extremely tight construction sites I can now save having to move the excavated material with a wheel loader. And levelling with the front shovel is only possible because the shovel always has a support through the oscillating articulation joint. All these characteristics are not found in any other machineries, which proves once again that the quality and performance of the HYDREMA



HYDREMA's multi-purpose backhoe loader replaces a 10 ton mobile excavator ditching

represents a clear advantage for us as operators. Otherwise we would have to buy, pay, maintain and transport at least 4 machines - loaders, dozers, excavators and cranes."

German sales manager Martin Werthenbach, who has been responsible for setting up the sales organization in Germany for 7 years, is proud of the customer and dealer: "With DiTec GmbH & Co. KG, we have gained an absolute flagship dealer for the region. Frank Schmenn and his team live the philosophy of our company here, which is: first-class machines with first-class service for customers who appreciate high-quality technology. We know that as a premium manufacturer, you do not serve every customer, because there are pure price buyers who end up buying only what they want or can pay. We not only build high-quality and with a great depth of in-house production, but also install very high-quality components, so that our machines with numerous unique selling points represent a valuable investment for the



customer. Customers, such as Andreas Wenzel, recognize this and are therefore willing to make the investment. The return-on-investment also results from the ratio of the amount of the investment to performance and utilization. A machine that can be used more frequently due to its characteristics and which also enables significantly more power not only pays off faster, but also delivers more profit. And this is also what customer Wenzel, like so many others, now stands for in Germany: the long-term customer loyalty. A customer who has recognized these properties of HYDREMA knows how to appreciate them and will come back to HYDREMA again and again. Finally, as Andreas Wenzel always says: 'HYDREMA makes you addicted to it. Once, when you have learned to know HYDREMA and the many benefits



With the 280 degree slew range, the material can also be loaded on the side.

the machine provides, and when you know what you can do with it, you do not want any other machine'. And that makes us proud at HYDREMA and constantly commits us again to delivering the best performance for our

customers. On the contrary, we know that the customer usually has to make a higher investment with us, and it is our duty to be able to justify and confirm this investment again and again."

Unsere Maschinen stehen für kompromisslose Kraft, verbunden mit Komfort, Sicherheit und Effizienz!



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# When should rentals sell their machines to maximize profit margins?

## And why there's a lot of economic reason in precisely appraising rental fleets regularly

The following article deals with optimizing fleet management in especially rental businesses. Illustrations used in this article have an exemplary character for the sake of depicting the general principles comprehensively. Reality is often rather bumpy, irregular and less "linear".

The target-hypothesis here to optimize a rental company's fleet economy and circularity:

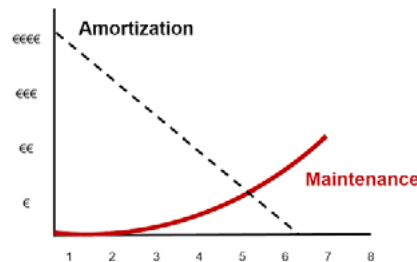
1. Understand current asset values
2. versus maintenance costs
3. compared to amortization (rent / operative income)

So, although this is also a proper way to calculate total costs of ownership conveniently, the scope of this article rather lies in what to make of it? Thus, where exactly lies the reselling / remarketing sweet spot of every single machine in a rental fleet in order to

1. Maximize rental businesses' profitability via smarter remarketing
2. Shorten rental businesses' (new) technology cycles
3. Improve overall circularity

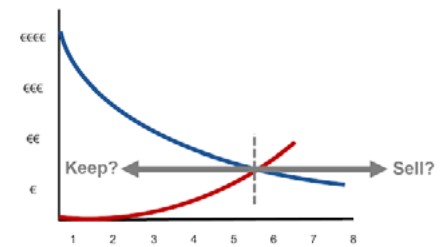
In order to do so, we firstly dissect the relevant factors for the equation.

### Amortization versus maintenance (costs)



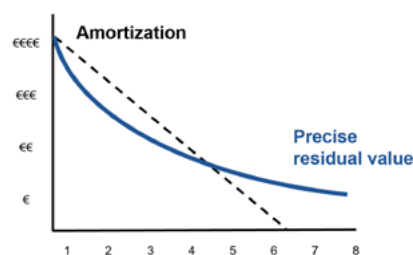
- » Accrued asset maintenance costs naturally increase, the older (alternatively heavier used) a machine gets
- » Amortization is the factor pinpointing how a machine literally "pays itself off" over time

### Accrued Maintenance (costs) vs market values



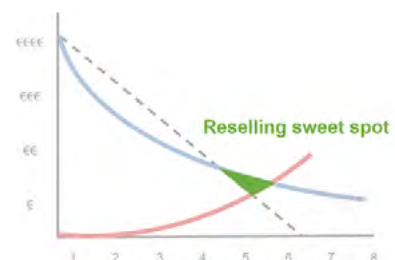
- » Combining the residual value curve with the maintenance cost curve does indicate a clear "keep versus sell" statement, does it?
- » Unfortunately there is 1 missing link: Amortization

### Amortization versus residual asset values (market values)



- » The asset's residual values naturally decrease exponentially, the older (alternatively heavier used) a machine gets
- » The usual problem here is precision in asset value estimations! This is not meant as a "book value", but the constant monitoring of the maximally precise residual value estimate of the current's machine's worth

### Combing all - finding the sweet spot



- » Including all 3 influencing factors, a true "reselling sweet spot" becomes apparent.
- » All 3 factors mutually limit themselves naturally; so in comparison to the (incomplete) graph above, the amortization is factored in - regulating a "too early selling timing" additionally





## How would rentals be able to regularly value their fleet precisely now?

Monitoring the value of entire fleets is definitely not an easy task. Basing the fleet valuation accurately on single-asset's values, thus per individual machine, is even harder and usually not worth the gain from the perspective of rental companies.

The key component is a broad, constant market analysis of the asset landscapes out there - heterogeneous as they come. A combination of monitoring the market price development in the market with the residual value development of each individual asset of a rental company allows for potential "selling triggers", thus when it would be a good timing to bargain away an asset / a machine. Mandatory influence factors for smarter, more profitable remarketing operations would be:

- » Age of the asset
- » Working hours run / development
- » Utilization / condition of the asset
- » Depreciation & amortization transparency
- » Realistic market price-range estimates

LECTURA is specialized in (bulk) valuation operations of equipment such as construction machines, agricultural machinery, trucks, forklifts/telehandlers, cranes and many more. Data is the core asset of our business, we understand market developments very well based on this data and have various automations in place to match and value entire fleets to global market landscapes. In addition, LECTURA can include telematics data in value calculations in order to achieve even higher degrees of precision in the estimates.

## About LECTURA data

LECTURA has collected and sorted all kinds of machinery data since 1984 and managed to process more than 30m clean data points so far. The newest online solution, LECTURA Analytics, offers heavy equipment appraisals and quick market development analysis. Our methodology is to carefully select our sources in order to achieve reliable results.

More than 2m online data points are collected every month from online transactions, auction platforms, classified listings, registers etc. We also combine these results with real transaction data from banks, leasing companies, equipment dealers and insurance companies. This technique guarantees that LECTURA Analytics provides credible data for our customers.

[Would you like to optimize your fleet monitoring and improving your remarketing activities? Get in touch](#) >>



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**DEUTSCHER TEIL**

## Genie® Z®-45 XC™ Arbeitsbühne auf antarktischer Mission



Speziell ausgestattete, geländegängige Genie® Xtra Capacity™ (XC™) Arbeitsbühne unterstützt Langzeit-Bauprojekt eines britischen Polarforschungsprogramms unter Extrembedingungen. Auf dem höchstgelegenen, trockensten, kältesten und windigsten Kontinent der Erde, der Antarktis, stellt jedes Bauprojekt eine außergewöhnliche Herausforderung dar, die den Einsatz robuster...

[WEITERLESEN](#)

## Manitowoc kündigt den neuen Potain MDT 569 auf der CONEXPO 2020 an



Der neue Topless-Kran mit einer branchenführenden, hohen Tragfähigkeit von 32 t lässt sich einfach transportieren und schnell bedienen. Auch wenn der Kran selbst nicht auf der CONEXPO 2020 ausgestellt wird, werden seine kompakte Größe und der schnelle Aufbau die Welt der Hubbranche sicher beeindrucken. Manitowoc hat den neuen Potain MDT 569 angekündigt, das neueste Modell...

[WEITERLESEN](#)

## Goeyvaerts bestellt zwei weitere Konecranes Gottwald Hafenmobilkranne



Ende 2019 hat Goeyvaerts-R bvba (Goeyvaerts) zwei öko-effiziente Konecranes Gottwald Modell 7 Hafenmobilkranne bestellt. Ein Kran wird im Frühjahr in den niederländischen Hafen Terneuzen geliefert, der andere geht Mitte 2020 nach Antwerpen, Belgien. 1953 gegründet, war Goeyvaerts anfangs auf den Umschlag an Flussschiffen im Binnenland spezialisiert.

[WEITERLESEN](#)

## „Kluge“ Entscheidung: Auto-Klug übernimmt Demag® AC 45 City Kran



Die Entscheidung für den Demag® AC 45 City fiel dem Krandienstleister Auto-Klug mit Stammsitz in Hof leicht: „Nachdem wir bereits mit unseren 5 Demag AC 40 City beste Erfahrungen gemacht hatten, führte für uns am Nachfolger kein Weg vorbei“, berichtet Matthias Kallinich, Kranfahrer bei Auto-Klug am Standort Zwickau, der das neue Arbeitsgerät in Zweibrücken abgeholt hat.

[WEITERLESEN](#)

## Liebherr stellt neuen Mobilkran LTM 1120-4.1 auf der Conexpo vor



Unter dem Slogan „There’s nothing more on 4!“ präsentiert Liebherr seinen neuen LTM 1120-4.1 auf der Conexpo in Las Vegas. Er ist der stärkste 4-achsige All-Terrain-Kran, der jemals gebaut wurde. Der neue 120-Tonner stößt in eine Leistungsklasse vor, die bisher 5-Achsern vorbehalten war. In puncto Auslegerlänge ist er gar auf Augenhöhe mit Kranen der 200-Tonnen-Klasse...

[WEITERLESEN](#)

## Neue JLG R2632 ausgelegt für den Einsatz im Innen- und Außenbereich



Mit der vielseitigen Scherensarbeitsbühne können Bediener mehrere Aufgaben während eines Hubvorgangs ausführen JLG Industries, Inc., ein Unternehmen der Oshkosh Corporation und führender weltweiter Hersteller von mobilen Hubarbeitsbühnen und Teleskopladern, freut sich, seine neue Scherensarbeitsbühne R2632 vorzustellen...

[WEITERLESEN](#)

## Ein SENNEBOGEN 16 t Telekran erledigt die Arbeit für die Firma Per Aarsleff A/S



Das Bauunternehmen Per Aarsleff A/S ist eines von vielen Unternehmen, die an dem umfangreichen Bauprojekt im Hafen von Kopenhagen, dem "Frihavn", beteiligt sind. Ein über Vertriebs- und Servicepartner UN Mobilkraner bezogener SENNEBOGEN 613M gewährleistet Aarsleff einen effizienten und sicheren Arbeitsablauf beim Heben der verschiedenen Elemente auf dem Hafengelände.

[WEITERLESEN](#)

## JLG stellt die Hubarbeitsbühnen der 600-Serie mit hoher Hubkapazität vor



New models help to maximize productivity on the job. JLG Industries, Inc., an Oshkosh Corporation company and leading global manufacturer of mobile elevating work platforms and telehandlers, announces the launch of its 600 series hi-capacity HC3 boom lifts. These new boom models – which offer an expanded work envelope and three capacity zones for greater reach...

[WEITERLESEN](#)

## JLG stellt vollelektronische Scherensarbeitsbühne Davinci™ vor



Optimierte elektrische Technologie mit nur einem einzigen Lithium-Akku als Stromquelle. JLG Industries, Inc., ein Unternehmen der Oshkosh Corporation und führender weltweiter Hersteller von mobilen Hubarbeitsbühnen und Teleskopladern, stellt seine erste vollelektrische Hubarbeitsbühne Davinci – die AE1932 – vor, die auf der CONEXPO 2020 vom 10. bis 14. März in Las Vegas, Nevada (USA).

[WEITERLESEN](#)

## HKL BAUMASCHINEN feiert Jubiläum: Seit 50 Jahren Partner von Bau, Industrie und Kommunen



HKL BAUMASCHINEN, größter Baumaschinenvermieter in Deutschland Österreich und Polen, feiert im Jahr 2020 Jubiläum: Seit 50 Jahren bietet das Unternehmen mit seinem Angebot für jeden Bedarf und jedes Bauvorhaben eine individuelle Lösung. Ein breites Sortiment und Service, die in Vielfalt und Größe ihresgleichen suchen, Qualität und vieles mehr charakterisieren das Familienunternehmen.

[WEITERLESEN](#)

## Neues Fernanalyse-Lesegerät für JLG® ClearSky™-Kunden verfügbar



Fernanalyse-Tool sendet Informationen über Maschineneinrichtung und benutzerdefinierte Einstellungen an Servicetechniker. JLG Industries, Inc., ein Unternehmen der Oshkosh Corporation und führender weltweiter Hersteller von mobilen Hubarbeitsbühnen und Teleskopladern, präsentiert auf der CONEXPO 2020 vom 10. bis 14. März in Las Vegas, Nevada (USA)

[WEITERLESEN](#)

## Bandra Kurla Complex (BKC): PERI beim Bau Asiens größter U-Bahnstation



Mumbai Metro – Bandra Kurla Complex (BKC) Station, Mumbai, Indien. Der Bandra Kurla Complex (BKC) ist eine U-Bahnstation der sich aktuell im Bau befindlichen Mumbai Metro. Das Schnellbahnsystem der indischen Großstadt wird sowohl Mumbai als auch die gesamte Metropolregion im Bundesstaat Maharashtra bedienen. Um den BKC im straffen Bauzeitplan von nur 14 Monaten fertigzustellen...

[WEITERLESEN](#)

## Grove GMK5150L für österreichische Firma Telekrane Engl



Die in Schwoich in Tirol beheimatete Firma Telekrane Engl GmbH hat Ende 2019 einen neuen Grove GMK5150L im Manitowoc Werk in Wilhelmshaven übernommen. Der AT-Kran zeichnet sich durch unübertroffene Tragfähigkeiten und TAXI-Kran-Eigenschaften aus, und der GMK5150L der Telekrane Engl ist zudem mit Schwerlastspitze und zweiter Winde ausgerüstet...

[WEITERLESEN](#)

## Hilfe im Kampf gegen Covid-19: Genie® fertigt Schutzausrüstung für Krankenhaus



Nachdem die Teammitglieder von dringend benötigter medizinischer Ausrüstung erfuhren, entwickelten sie Lösungen, um dem Wunsch nach Hilfe nachzukommen. Gemeinden, Bundesstaaten und Länder rund um den Globus kämpfen gegen die von COVID-19 ausgelöste Krise. Von Beginn an war Persönliche Schutzausrüstung (PSA) für das medizinische Personal und die Ersthelfer ein knappes Gut.

[WEITERLESEN](#)

## Bauunternehmen Gründker entscheidet sich erstmals für Grove Mobilkran



Das Glandorfer Bauunternehmen mit Autokranvermietung August Gründker hat kürzlich seinen ersten Grove Mobilkran, einen GMK4090, übernommen. Ein wichtiges Entscheidungsmerkmal war neben den Produktmerkmalen des GMK4090 auch die kompetente Beratung durch Manitowoc-Mitarbeiter bei der Vorführung des Krans im Wilhelmshavener Werk.

[WEITERLESEN](#)

## Einsatz im Morgengrauen



Leuchtend grün präsentiert sich der neue Truck mit Ladekran von Holzbau Dahm. Er soll dem Unternehmen helfen, sich in seinen wichtigsten Geschäftsfeldern von externen Kran-Dienstleistern unabhängig zu machen. Am einem Januarmorgen rangiert das Vorauskommando eines Montagetrupps der Holzbau Dahm GmbH im Industriegebiet von Löffel einen Volvo-Vierachser mit Ladekran...

[WEITERLESEN](#)

## Rösler berät per Videokonferenz



Interessierte werden über Rösler-Produkte informiert - Problembehandlung bei Software im Einsatz - Kommunikation als Dialog möglich - Testphase erfolgreich abgeschlossen.

Die Rösler Software-Technik GmbH hat die technischen Möglichkeiten und Kapazitäten geschaffen, um Interessierte und Kunden per Videokonferenz beraten zu können.

[WEITERLESEN](#)

## Rival bringt Familien wieder zusammen



Projekt „Wave to Family“ in vom Corona-Shutdown betroffenen Pflegeheimen gestartet. Wie in vielen Ländern Europas hat auch die niederländische Regierung ein Besuchsverbot in Pflegeheimen verhängt. Rival, einer der weltweit führenden Vermieter von Arbeitsbühnen und Teleskopstapler, hilft dabei, dass dieses Verbot eingehalten wird, die Familien aber ihre Verwandten in Pflegeheimen...

[WEITERLESEN](#)





## Über Krane

Ein Kran ist eine Vorrichtung, die aus einer Gerüst ähnlichen, fahrbaren Konstruktion mit Führerhaus und einem beweglichen Ausleger besteht, die zum Versetzen oder Heben von Lasten oder sperrigen Gegenständen benutzt wird. Krane werden in der Bauindustrie, den Tiefbau sowie in der Herstellung von Schwermaschinen eingesetzt.



Tadano

Kunden können Krane speziell beim Bau von Gebäuden und Arbeiten in großen Höhen verwenden, sowie bei Arbeiten an

Brücken, Überführungen oder beim Verlegen von Rohren. Je nach Art der ihnen zugewiesenen Arbeiten werden verschiedene Krantypen

eingesetzt, z. B. Mobilkrane, Raupenkrane, Turmdrehkrane, Mobilkrane, RT-Krane oder AT-Krane.

### Auswahl neuer in 2019 gebauten Mobilkrane

#### Escorts HK 17



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>18 t</b>	14 m	30 km/h	19,5 m

#### Grove GMK3050-2



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>50 t</b>	40 m	80 km/h	40 m

#### Liugong TC750C5



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>75 t</b>	30 m	85 km/h	48 m

#### Terex RT 1080



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>80 t</b>	31 m	29 km/h	34 m



## Zoomlion ZTC800V532



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>80 t</b>	34 m	85 km/h	47 m

## Link-Belt 120 RT



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>110 t</b>	79,8 m	24 km/h	50 m

## Tadano AFT 120-5.1



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>120 t</b>	72 m	85 km/h	60 m

## Grove GRT9165



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>150 t</b>	64 m	30 km/h	62,5 m

## Liebherr LTM 1230-5.1



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>230 t</b>	86 m	85 km/h	75 m

## Grove GMK5250XL-1



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>250 t</b>	72 m	85 km/h	78,5 m

## Liebherr LTM 1650-8.1



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>700 t</b>	110 m	85 km/h	80 m

[Sehen Sie die restlichen in 2019 gebauten Krane auf LECTURA Specs](#) >>



## Auswahl neuer in 2019 gebauten Turmkrane

### FM-Gru 724 RBI-V1



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>1,8 t</b>	24 m	20 m	1,4 t

### Krupiński KR 90-5



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>4,5 t</b>	50 m	41 m	19,4 m

### FM- Gru 1140 RBI



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>5 t</b>	40 m	24 m	1,1 t

### Liebherr 125 EC-B 6



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>6 t</b>	58 m	59 m	1,6 t

### FM-Gru 1465 TLX



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>8 t</b>	65 m	52 m	1,4 t

### Wolffkran 133B



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>8 t</b>	45 m	51 m	3 t

### Liebherr 220 EC-B 10



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>10 t</b>	68 m	71 m	2,25 t



## Terex CCT 202-10



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>10 t</b>	65 m	70 m	2,3 t

## Liebherr 340 EC-B 12



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>12 t</b>	78 m	84,7 m	2,4 t

## Liebherr 370 EC-B 12 Fibre



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>12 t</b>	78 m	91,7 m	2,8 t

## Potain MDT 809 M25



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>25 t</b>	80 m	80 m	9 t

## Potain MDT 809 M40



Max. Traglast	Max. Ausladung	Max. Hakenhöhet	Max. Stand.-Ausleger
<b>40 t</b>	80 m	80 m	8,3 t

## Wolffkran 1250 B



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>60 t</b>	80 m	84 m	12,1 t

## Jaso J1400



Max. Traglast	Max. Ausladung	Max. Hakenhöhe	Max. Stand.-Ausleger
<b>64 t</b>	80 m	75 m	10,5 t

[Sehen Sie die restlichen in 2019 gebauten Krane auf LECTURA Specs](#) >>





## Auswahl neuer in 2019 gebauten Raupenkrane

### Jekko SPX532



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>3,2 t</b>	9,5 m	2,7 km/h	10,8 m

### Maeda CC1908S-1



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>8,1 t</b>	19 m	-	19,4 m

### Jekko JF990



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>21,5 t</b>	38 m	2,2 km/h	28 m

### Tadano GTC-500



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>50 t</b>	47 m	2,9 km/h	35 m

### Marchetti CW65.40L



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>65 t</b>	36 m	2,5 km/h	40 m

### Manitowoc MLC100-1



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>100 t</b>	58 m	2,6 km/h	61 m

### Grove GHC140



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>127 t</b>	47 m	2,5 km/h	52 m



## Sennebogen 6133 E



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>130 t</b>	48 m	2,5 km/h	52 m

## Zoomlion ZCC1300



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>130 t</b>	61 m	1,3 km/h	73 m

## Sany SCC1350A



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>135 t</b>	78 m	1,3 km/h	76 m

## Liebherr HS 8200



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>200 t</b>	67 m	1,3 km/h	68 m

## Kobelco CKE3000G



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>300 t</b>	72 m	1 km/h	90 m

## Liebherr LR 1300.1 SX



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>300 t</b>	90 m	1,1 km/h	92 m

## Liebherr LR 1800-1.0



Max. Traglast	Max. Ausladung	Fahrgeschwindigkeit	Max. Stand.-Ausleger
<b>800 t</b>	152 m	1,2 km/h	90 m

[Sehen Sie die restlichen in 2019 gebauten Krane auf LECTURA Specs](#) >>



## Über Hubarbeitsbühnen

Hubarbeitsbühnen sind Maschinen, die verwendet werden, um einen vorübergehenden Zugang zu normalerweise unzugänglichen Bereichen und Räumen in der Höhe zu ermöglichen. Angetrieben werden sie hauptsächlich durch Hydraulik oder Pneumatik. Hubarbeitsbühnen sind, im Gegensatz zu Kranen, so konstruiert, dass sie ein begrenztes Gewicht heben,

welches selten 1000 kg überschreitet. Hubarbeitsbühnen sind so konzipiert, dass sie von einer einzelnen Person bedient werden können, obwohl sie in der Regel zwei oder mehr Personen befördern können. Sie eignen sich für Bauarbeiten, Rettungseinsätze und für die Instandhaltung von Gebäuden und anderen Bauwerken. Darüber hinaus können Arbeitsbühnen neben Anwendungen im Transport,

mit Zugang zu Steckdosen oder Druckluftanschlüssen, auch mit Elektrowerkzeugen ausgestattet werden. Es gibt verschiedene Arten von Hubarbeitsbühnen, wie z. B. Gelenkarmbühnen, Teleskoparmbühnen, Scherenbühnen, LKW-Bühnen, Anhänger-Bühnen und Vertikalbühnen, die für verschiedene Anwendungen ausgelegt sind.

### Auswahl neuer in 2019 gebauten selbstfahrende Hubarbeitsbühnen

#### Skyjack SJ40 T



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>14,2 m</b>	10,4 m	Diesel	295 kg

#### Genie S45 XC



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>15,6 m</b>	11 m	Diesel	300/454 kg

#### Niftylift SD50 4x4



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>17,1 m</b>	8,7 m	Electric/Diesel	227 kg

#### Manitou 200 ATJ-X



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>20,3 m</b>	12 m	Diesel	230 kg



## Haulotte HA20 LE



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>20,7 m</b>	11,9 m	Electric	250 kg

## Genie S65 XC



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>21,8 m</b>	16,5 m	Diesel	300/454 kg

## DINO Lift Dino 220RXT



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>22 m</b>	12 m	Diesel	230/250 kg

## JLG X1000AJ



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>32,3 m</b>	16,5 m	Electric/Diesel	227 kg

## Palazzani XTJ 37+



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>37 m</b>	16 m	Hybrid	230 kg

## Haulotte HT132 RTJ PRO



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>42,2 m</b>	20,2 m	Diesel	227 kg

## Platform Basket Spider 43 T



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>43,2 m</b>	17,3 m	Hybrid	330 kg

[Sehen Sie die restlichen in 2019 gebauten Hubarbeitsbühnen auf LECTURA Specs](#) >>





## Auswahl neuer in 2019 gebauten LKW-Bühnen

### Niftylift TM34T



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>14,8 m</b>	6,1 m	Trailer	227 kg

### Niftylift TM42T



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>14,8 m</b>	7,6 m	Trailer	227 kg

### GSR B200PX



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>20 m</b>	8,7 m	3,5 t	300 kg

### Klubb KT20



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>20,6 m</b>	12,5 m	3,5 t	300 kg

### CMC PLJ22



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>22,2 m</b>	15,5 m	3,5 t	230 kg

### Palfinger P 280 CK



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>28 m</b>	18,8 m	7,5 t	300 kg

### Ruthmann TB 300



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>30 m</b>	17,1 m	3,5 t	250 kg

[Sehen Sie die restlichen in 2019 gebauten Hubarbeitsbühnen auf LECTURA Specs](#) >>



## Auswahl neuer in 2019 gebauten Scherenbühnen

### Custom Equipment PA-1030



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>4,9 m</b>	0,75 m	Electric	240 kg

### Snorkel S3019E



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>7,79 m</b>	0,77 m	Electric	250 kg

### JLG 2632R



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>9,6 m</b>	0,81 m	Electric	230 kg

### JLG 3246R



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>9,75 m</b>	1,17 m	Electric	320 kg

### Sinoboom GTJZ1414



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>15,8 m</b>	1,4 m	Electric	227 kg

### Genie GS-4655



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>15,95 m</b>	1,4 m	Electric	350 kg

### PB PB S275-24ES 4x4



Arbeitshöhe	Reichweite	Energiequelle	Nutzlast
<b>27,5 m</b>	2,4 m	3,5 t	900 kg

[Sehen Sie die restlichen in 2019 gebauten Scherenbühnen auf LECTURA Specs](#) >>

## Klarx und Zeppelin Rental: Führung des Vermietungsgeschäfts in einer Pandemiesituation

**Über das Coronavirus, den deutschen Vermietungsmarkt und Online-Lösungen mit Matthias Handschuh, Mitgründer /klarx, und Peter Schrader, Geschäftsführer/COO Zeppelin Rental GmbH.**

**Inwieweit haben sich die Coronavirus-Einschränkungen auf Ihr Unternehmen ausgewirkt?**



**Matthias:** Wir arbeiten seit dem 16. März aus dem Homeoffice und waren somit zu Beginn der Ausgangsbeschränkungen – die grundsätzlich auch eine Arbeit aus dem Büro zulassen würden – schon in diesem Modus eingearbeitet. Als digitales Unternehmen fiel uns diese Neuorganisation relativ leicht. Wenn wir jetzt die Einschränkungen in der Nachfrage betrachten, muss man klar zwischen Österreich und Deutschland unterscheiden. In Österreich ist durch die teilweise Schließung vieler Baustellen die Nachfrage deutlich gesunken. In Deutschland war das glücklicherweise nicht der

Fall, sodass das Geschäft bis auf kleinere Engpässe relativ normal weiter lief. Eine weitere wichtige Veränderung durch die Krise ist, dass wir uns überlegt haben wie wir unsere Mietpartner noch besser unterstützen können. Ergebnis ist, dass wir ab dem 1. Juni die Expresszahlung in klarxCONNECT anbieten. Konkret bedeutet das, dass wir Rechnungen von Mietpartnern, die bei uns in klarxCONNECT hochgeladen werden, innerhalb von 24 Stunden zahlen. Wir sehen das als unseren partnerschaftlichen Beitrag zur Erhöhung der Liquidität in wirtschaftlich unsicheren Zeiten und werden diese Möglichkeit zunächst bis zum 31. August anbieten. Ein positiver Nebeneffekt ist, dass unsere Mietpartner die Rechnungen nicht mehr per Post oder E-Mail verschicken müssen und wir nebenbei auch den Digitalisierungsgrad der Miete erhöhen.



**Peter:** In Deutschland verzeichnen wir nach wie vor eine gute Auftragslage und sind bisher relativ stabil durch die Krise gegangen. Dabei partizipieren wir

ganz klar von den Bautätigkeiten, die auch während des Lock down weitestgehend aufrechterhalten wurden. Aber auch wir spüren die Auswirkungen und stellen mittlerweile deutliche regionale Unterschiede im Auftragsvolumen fest. Darüber hinaus ist beispielsweise das Eventgeschäft, das einen kleinen Anteil an unseren Aktivitäten darstellt, komplett weggebrochen. In Österreich gestaltet sich die Situation deutlich schwieriger. Durch die temporäre Stilllegung der Baustellen sind massive Geschäftseinbrüche in der Miete entstanden, die wir teilweise durch zusätzliche Leistungen wie Zutrittskontrolle, Absperrungen sowie Raum- und Sanitärcontainer kompensieren konnten.

Gleichzeitig beobachten wir eine neue Qualität im Miteinander. Unsere Mitarbeiter\*innen informieren wir in regelmäßigen, meist wöchentlichen, Updates über Geschäftslage und Maßnahmen und bieten Fragerunden, um Ängsten und Unsicherheiten so gut wie möglich zu begegnen. Eine klare, ehrliche und authentische Kommunikation ist für mich, gerade in einer Krise wie dieser, wichtiger denn je. Mit unseren Kunden und Lieferanten sind wir ebenfalls im engen aktiven Austausch und besprechen kontinuierlich, wie wir gemeinsam diese nie dagewesene Situation und die damit verbundenen Herausforderungen bewältigen



können. Was mich wirklich stolz macht: Unsere Mitarbeiter\*innen machen einen tollen Job und leisten Großartiges unter erschwerten Bedingungen.

## **Welche Vorsichtsmaßnahmen haben Sie angesichts der beispiellosen Pandemiesituation bereits getroffen?**

**Matthias:** Wir haben acht Wochen komplett aus dem Homeoffice gearbeitet. Seit Mitte Mai sind einige wenige Mitarbeiter unter entsprechender Abstandswahrung und unter strikten Hygieneregeln wieder im Büro.

**Peter:** Wir haben frühzeitig umfangreiche Hygienemaßnahmen zum Schutz von Belegschaft, Kunden und Lieferanten getroffen. Dazu zählen unter anderem die Bereitstellung von Desinfektionsmittel, Hygieneschutzwände an den Kundentresen der Standorte, Abstandsmarkierungen in den Bereichen mit Kundenverkehr sowie die Bereitstellung von Mund- und Nasenbedeckung.

Vor der Auslieferung der Mietmaschinen und -geräte erfolgt eine spezielle Reinigung an berührungsintensiven Stellen wie beispielsweise am Lenkrad, an Steuerungselementen oder Griffen. Die Ausgabe und Rücknahme der Mietgeräte handhaben wir bereits seit März kontaktlos, auf die Unterschrift des Abholers oder Rückgebers im Übergabeprotokoll wird bis auf weiteres verzichtet. Um den physischen Kontakt zu reduzieren, arbeiten unsere

Mitarbeiter\*innen im Schichtdienst und, sofern möglich, im Home-Office. Kundenbesuche und Geschäftsreisen wurden ausgesetzt, Veranstaltungen verschoben oder abgesagt. Aktuell fahren wir die Präsenz langsam und in angepasster Form wieder hoch. Das Abstandsgebot und die Einhaltung der etablierten Hygienemaßnahmen sind nach wie vor wichtige Verhaltensregeln, die uns weiterhin begleiten werden. Eine spezielle Task Force beschäftigt sich darüber hinaus mit der Früherkennung und dem Management möglicher humanitärer und wirtschaftlicher Risiken und Folgen.

## **Welche Maschinenarten sind in letzter Zeit bei Ihren Kunden am beliebtesten?**

**Matthias:** Wir haben zu Beginn der Krise eine steigende Nachfrage nach Containern und mobilen Raumsystemen für temporäre Testzentren gesehen. Mittlerweile sind wir aber wieder in der normalen Saisonalität angekommen. Das bedeutet, dass Hebetchnik wie Krane und Arbeitsbühnen sowie natürlich Erdbewegungsmaschinen gut in der Miete laufen.

**Peter:** Die Auslastung unserer Mietflotte bewegt sich weiterhin auf hohem Niveau. Bis dato stellen wir über die gesamte Bandbreite unserer Maschinen und Geräte keine nennenswerten Auslastungsschwankungen fest. Eine deutlich erhöhte Nachfrage verzeichnen wir seit Beginn der Pandemie beispielsweise bei den

Raum- und Sanitärsystemen, die als Corona-Testzentren, Begegnungscontainer für Senioren sowie als temporäre Behandlungs-, Warte-, Aufenthalts- und Ruheräume Einsatz finden. Auch unsere Leistungen in der Baustellen- und Verkehrssicherung werden verstärkt genutzt, beispielsweise für Pop-up-Radwege, ebenso unsere Baulogistiklösungen, Stichwort Zutrittskontrolle auf Baustellen.

## **Können Sie die Entwicklung der Maschinenvermietung in Deutschland in den kommenden Jahren abschätzen?**

**Matthias:** Aufgrund der beispiellosen Krisensituation steckt in einer Prognose momentan immer Ungewissheit. Der Mietmarkt hat sich über die letzten Jahre aber als klarer Wachstumsmarkt gezeigt. Auch wenn das Wachstum zunächst vermutlich ausgebremst wird gehen wir davon aus, dass Unternehmen Investitionen in Maschinen künftig eher scheuen werden und stattdessen auf eine Miete zurückgreifen. Ein wenig lässt sich das schon an den Umsatzeinbrüchen der Maschinenhersteller sehen. Die Meldungen zum Verkauf von Maschinen zeigen bei vielen Herstellern starke Einbrüche von bis zu 30%. Es lässt sich deshalb vermuten, dass die Miete am Ende eine positive Entwicklung nehmen und im Verhältnis zum Kauf von Maschinen steigen wird.

**Peter:** Fest steht schon jetzt, dass die Pandemie nicht spurlos an der Bauwirtschaft vorübergeht.





Wie groß die Folgen sein werden, bleibt abzuwarten. Die Prognosen unserer Kunden reichen von Sorge bis Zuversicht. Branchenverbände wie der ZDB gehen mittlerweile sogar von massiven Auswirkungen aus und rechnen mit einem deutlichen Rückgang der Baukonjunktur in der zweiten Jahreshälfte. Diesen zeitlichen Versatz zu großen Teilen anderer Industriezweige kennen wir schon aus der Vergangenheit, zumal der Bau mit vollen Auftragsbüchern in 2020 gestartet ist. Die Entwicklung der Vermietung ist nach wie vor eng an die Bautätigkeit gekoppelt und hängt davon ab, wie stark die Auftragseingänge einbrechen und vor allem wie lange diese Entwicklung andauern wird.

Die Maschinenbestände auf dem Markt sind hoch, die Bauunternehmen haben in den letzten Jahren stark investiert. Reduzieren sich die Aufträge deutlich und auf Dauer, setzen sie naturgemäß stärker auf ihre Eigentumsgeräte, um ihre Flotten bestmöglich auszulasten, und strecken ihre Aufträge. Gleichzeitig sinkt jedoch auch die Investitionsbereitschaft, was auf lange Sicht wiederum der Vermietung zugutekommt. Denn die Miete bedeutet Flexibilität, eine projektbezogene Kostenkontrolle sowie den Wegfall hoher Neuinvestitionen und des Bestandsrisikos, was gerade in

wirtschaftlich schwierigen Zeiten von besonderer Bedeutung ist. Umso wichtiger sind schnelle Maßnahmen seitens der Politik wie die Umsetzung geplanter Konjunkturpakete, öffentliche Investitionen und eine zügige Vergabe und Genehmigung von Projekten.

### **Wie hoch schätzen Sie das Potenzial von Online-Vermietungsdiensten und -lösungen?**

**Matthias:** Wir sehen, dass gerade wegen Corona die Nachfrage nach digitaler Miete steigt. Das ist erfreulicherweise auf Kundenseite der Fall, die einen digitalen Beschaffungskanal suchen. Diesen Kanal bieten wir mit der Onlinemiete auf [www.klarx.de](http://www.klarx.de) und der anschließenden Verwaltung der Aufträge, die der Kunde im klarxMANAGER machen kann. Zudem sehen wir aber auch bei unseren Mietpartnern, dass sie ein größeres Interesse an klarxCONNECT haben. Mit klarxCONNECT haben wir eine digitale Lösung für unsere Mietpartner geschaffen, mit der sie ihre Maschinen verwalten und einfach für die Miete über klarx anbieten können. Daher sehe ich bei digitalen Lösungen großes Potenzial, um den grundlegenden Mietbedarf komplett abzudecken. Anders sieht es bei beratungsintensiveren Projektgeschäft und Kranmieten

aus. Hier wird es auf den Mix aus einer Vor-Ort-Beratung und einem starken Netzwerk ankommen, um solche Herausforderungen zu lösen.

**Peter:** Online-Vermietungslösungen haben definitiv Potenzial, gerade wenn es um die Abwicklung von Standardprodukten geht. Sie machen die Geschäftsprozesse einfacher, schneller und effizienter und bieten darüber hinaus Transparenz und Vergleichbarkeit im Markt. Wir stellen seit längerem eine steigende Onlinenachfrage fest. Ein wichtiger Erfolgsfaktor ist auch hier Kundenindividualität. So arbeiten wir aktuell beispielsweise an der Integration von Kunden-ERP-Systemen und der Onlinevertragsverwaltung. Richtig spannend wird es, wenn wir Baustellen so vernetzen können, dass der Kunde einen Überblick über Miet- und Eigentumsgeräte hat. Das ist sicherlich eine Herausforderung, da bei Herstellern, Vermietern und Kunden unterschiedlichste Systeme im Einsatz sind, und wird noch dauern, wir sind jedoch auf einem guten Weg. Trotz digitaler Services wird die persönliche Beratung aber weiterhin eine wichtige Rolle spielen, vor allem je komplexer die Anforderungen und je dienstleistungsintensiver die Lösung ist.



## Die Vor- und Nachteile vollelektrischer Maschinen

\* Gültig ab 25 Mai 2020

Die Vor- und Nachteile vollelektrischer Maschinen wurden in der ersten Ausgabe des DigiMessengers analysiert. Wir haben uns entschlossen, dieses beliebte Thema aufzugreifen und dem Schwerpunkt dieser Ausgabe anzupassen. Aus diesem Grund stellen wir Ihnen unseren Innovationsleitfaden für, auf Elektrofahrzeuge montierte, Hubarbeitsbühnen und Krane, die in den Jahren 2019-2020 gebaut wurden vor. Sehen Sie nachfolgend vier neue emissionsfreie Fahrzeuge an, die hauptsächlich in Stadtgebiete eingesetzt werden sollen.

Der auf der Bauma 2019 vorgestellte Versalift VTL 120 ist auf einem elektrischen Renault Master montiert. Voll aufgeladen kann das Fahrzeug 100 km zurücklegen. Die Nutzlast beträgt 185 kg und die Arbeitshöhe 12 m. Der Klubb K20 Goupil G4 hat eine maximale Reichweite von 70 km und eine maximale Arbeitshöhe von 10 m. Das geräuscharme Fahrzeug ist eine ideale Lösung für beengte Stadtgebiete. Der Ruthmann Ampero TBR 250 E hat eine Reichweite von 100 km pro Ladung. Seine maximale Arbeitshöhe beträgt 24,5 m und die Korblast 230 kg, wodurch es für die Wartung von Straßenbeleuchtung geeignet ist. Im März 2020 stellte Zoomlion den ZTC250N-EV vor, der als weltweit erster rein elektrisch betriebener Autokran gilt. Der Autokran hat bei einer Geschwindigkeit von 90 km/h eine Reichweite von über 260 km.



**Versalift VTL 120**  
Vehicle-mount. platform, 2019



**Klubb K20 Goupil G4**  
Vehicle-mount. platform, 2019



**Ruthmann Ampero TBR 250 E**  
Vehicle-mount. platform, 2019



**Zoomlion ZTC250N-EV**  
Electric Truck Crane, 2020



## klickrent & klickcheck: Zwei innovative digitale Lösungen vom Z LAB

**Das Z LAB ist Innovationslabor des Zeppelin Konzerns und bietet digitale Lösungen für den Baumaschinenmarkt. Wir haben Otis Michelau, Business Owner klickcheck, und Nicholas Skillicorn, Business Owner klickrent interviewt, die zwei digitale Lösungen vom Z LAB namens klickrent und klickcheck vorgestellt haben. klickrent ist ein Online-Mietportal für Baumaschinen, während sich klickcheck mit der digitalen Dokumentation von Mietmaschinen befasst.**



Nicholas Skillicorn, Business Owner klickrent

### **Können Sie kurz Ihr Unternehmen und Ihre Dienstleistungen vorstellen?**

klickrent ist eine reine B2B-Plattform für die Vermietung von jeglichem Bauequipment. Ob Kran, Containeranlage, Straßenbaumaschine, Strom oder Bauheizungen - auf klickrent finden Mieter garantiert die benötigte Technik für ihr Bauvorhaben. Der große Vorteil für den Mieter ist, dass er bei klickrent einen zentralen Ansprechpartner für alle

Mietvorgänge hat, eine einheitliche Rechnungsstellung sichergestellt wird und ihm jederzeit ein persönlicher Ansprechpartner zur Verfügung steht. Der Vermieter erhält geprüfte Aufträge, und das Ausfallrisiko fällt weg. Besonders regionale Vermieter erhalten Zugang zu einem größeren Kundenkreis.

### **Wie haben sich die COVID-19-Einschränkungen auf Ihr Unternehmen ausgewirkt?**

Das Online-Mietportal klickrent verzeichnet trotz der Corona-Krise eine steigende Nachfrage bei der Online-Miete von Baumaschinen. Denn auch während der Corona-Krise sind die meisten Baustellen in Betrieb, und die Bauunternehmen suchen nach Lösungen, damit ihre Arbeitskräfte so gut wie möglich weiterbeschäftigt und ihre Bauvorhaben wie geplant fertiggestellt werden können. Auf diesem Weg finden immer mehr Geschäftsführer und Bauleiter den Weg zu klickrent, wo sie die benötigte Technik komplett online mieten können. Dadurch, dass wir mit klickrent eine digitale Plattform mit einem bundesweiten Netzwerk an Vermietern haben, gelingt es uns immer, schnell die perfekt passende Bautechnik zu finden.

### **Was sind Ihrer Meinung nach die Hauptvorteile der Online-Vermietung?**

Neben den bereits oben genannten Vorteilen spricht der Mieter über klickrent gleich mehrere tausend



Vermieter an. klickrent findet schnell die optimale Lösung zu besten Konditionen. Vermieter verschaffen sich über klickrent den Weg zur Online-Miete, ohne selber in digitale Tools, Personal oder Google-Anzeigen investieren zu müssen. Wir bringen auf diese Weise Partner zusammen, die sich offline auf dem klassischen Wege nicht finden würden. Als Transmitter stellen wir die digitale Autobahn für diesen Prozess zum Vorteil aller Beteiligten dar.

### **Können Sie den Prozess des Abschlusses eines Geschäfts über klickrent beschreiben?**

Es ist denkbar einfach: Der Mieter kann ganz einfach auf der klickrent-Website seinen Bedarf eingeben oder wie gewohnt das Telefon nutzen. Ein Login mit Passwort ist bei uns nicht notwendig. Er kann auch einfach über WhatsApp bestellen. Das passende Angebot erhält der Mieter in kürzester Zeit. Der Vermieter erhält nur konkrete Anfragen zu echten Aufträgen. Neben der Bonitätsprüfung übernimmt klickrent auch die Vertrags- und Rechnungsstellung.

### **Wie lange dauert es durchschnittlich, einen Deal abzuschließen?**

Technisch sind wir in der Lage, sofort eine Verfügbarkeit zu



realisieren, unsere internen Prozesse sind hochautomatisiert und damit sehr effizient. Trotzdem haben beide Kundenkreise sowohl Mieter, als auch Vermieter, die Möglichkeit, mit uns persönlich in Kontakt zu treten.

### **Wie stellen Sie sicher, dass die Mieter / Kunden vertrauenswürdig sind?**

Die Kunden werden auf Bonität geprüft und reine Preisanfragen gefiltert. Der Vermieter erhält von klickrent nur hochwertige und echte B2B-Anfragen. Eine Neukundenanlage fällt ebenfalls weg, da klickrent der Rechnungspartner ist und damit auch die Zahlung sicherstellt.

### **Wo möchten Sie in Zukunft expandieren?**

Online-Geschäfte sind immer grenzenlos. Wir bereiten uns insbesondere mit klickcheck auf eine Expansion in andere Länder vor. Aber auch andere Branchen innerhalb von Deutschland sind für uns sehr spannend. Hier prüfen wir ebenfalls die nächsten Schritte.



Otis Michelau, Business Owner klickcheck

### **Wofür ist klickcheck gut?**

klickcheck ist die digitale Dokumentation von Mietmaschinen, entwickelt für die Herausforderungen von Vermietunternehmen innerhalb der Baubranche. Die App macht die Übergabe und Rücknahme von Baumaschinen effizient, einfach und übersichtlich.

### **Wann wurde klickcheck gelauncht und wer nutzt die App?**

klickcheck wurde zur bauma 2019 gelauncht. Seitdem versorgen wir Kunden im Bereich Erdbewegung, Höhenzugang, Container- und Landmaschinenvermietung in Deutschland und Österreich mit unserer Lösung.

### **Können Sie den Prozess der Schadensdokumentation per App beschreiben?**

klickcheck besteht aus drei Komponenten. Einer Web-View für den Browser, einer App für Android und IOS sowie Übergabeprotokollen verfügbar in der Cloud und als PDF. Die Web-View ermöglicht es dem Disponenten, Aufträge vorzubereiten, den aktuellen Status der Maschine einzusehen und seinen Fuhrpark zu verwalten. Die App für den Servicetechniker ist die mobile Anwendung zur Dokumentation der Maschinen und Geräte. Anwender können angebrachte QR-Codes und Barcodes scannen, um Maschinen schnell zu identifizieren. In der App bieten wir individuelle Prüfpunkte für alle Maschinentypen.



Schäden werden per Foto und Text erfasst, dokumentiert und zentral gespeichert. So können Sie jederzeit und überall den aktuellen Zustand Ihrer Maschinen dokumentieren. Ein Übergabeprotokoll im PDF Format, samt digitaler Unterschrift auf dem Smartphone, sorgen für absolute Transparenz bei Mieter und Vermieter. Dank klickcheck bleiben dem Vermieter damit Kosten, Zeit und der leidige Papierkram erspart.

### **Was hat sich für klickcheck mit COVID-19 geändert?**

Mit der Corona-Krise entwickelt sich bei vielen digitalen Themen eine Notwendigkeit, Dinge nicht persönlich und mit der Übergabe von Papier regeln zu müssen. Hinzu kommt, dass unsere Kunden aktuell mehr Zeit haben und sich diese auch nehmen, um sich mit ihrer digitalen Strategie zu beschäftigen.

### **Bedienen Sie nur den deutschen Markt?**

Unser Fokus liegt aktuell auf Deutschland, Österreich und der Schweiz. Diesen Fokus wollen wir auch 2020 beibehalten. Allerdings operieren einige unserer Kunden über diese Grenzen hinaus, weswegen wir fleißig die Mehrsprachigkeit vorbereiten. Nächstes Jahr werden wir dann gemeinsam mit unseren Kunden weitere Märkte und Länder mit unserer Lösung bedienen.



## BBI - Deutscher Fachverband repräsentiert über 70% Marktanteil

**Jürgen Küspert, Geschäftsführer von bbi, beschreibt den aktuellen Stand des deutschen Vermietungsmarktes, die Auswirkungen von Coronavirus, äußert sich zu Online-Vermietungsdiensten und skizziert die Risiken einer Unternehmensgründung.**

**Könnten Sie unseren Lesern zunächst kurz Ihren Verband vorstellen?**

Der bbi - Bundesverband der Baumaschinen-, Baugeräte- und Industriemaschinen-Firmen e.V., ist die Interessenvertretung und der Fachverband der Händler und Vermieter von mobilen Arbeitsmaschinen und Baugeräten in Deutschland. Im bbi haben sich derzeit knapp 300 Unternehmen zusammengeschlossen.

**Wir sind derzeit mit einer sehr herausfordernden Situation in Bezug auf das Corona-Virus konfrontiert. Wie wirkt sich „COVID-19“ auf das Vermietgeschäft in Deutschland aus?**

Hier müssen wir die Situation sehr differenziert betrachten. Einerseits sind der Vermietbranche Kunden aus der Messewirtschaft und dem Eventmarkt völlig weggebrochen. Auch Kunden aus der Industrie sind derzeit sehr zurückhaltend. Andererseits konnten bei uns in Deutschland die Unternehmen aus Bauhaupt- und Baunebengewerbe weit überwiegend weiterarbeiten. Die Nachfrage dieser Kunden hat den Vermietern geholfen, die ersten Wochen der Krise relativ gut



Jürgen Küspert, Geschäftsführung, bbi

zu bewältigen.

**Wie beurteilen Sie die Entwicklung des deutschen Vermietungsmarktes nach Ende der Corona-Beschränkungen?**

Dies kann aus meiner Sicht – Stand jetzt – nicht seriös beantwortet werden. Wie wissen nicht, wie lange die Krise andauern wird, wie groß die Defizite des Bundes, der Länder und der Kommunen tatsächlich sein werden und wie die Industrie sich erholen wird. Grundsätzlich spricht aber alles dafür, dass

das Vermietgeschäft nach der Krise gestärkt weiterlaufen wird. Miete bedeutet für den Kunden nicht zuletzt größere Flexibilität bei geringerem Investitions- und Finanzierungsrisiko.

**klickcheck**

### Maschinenschäden einfach dokumentieren

Mit Klickcheck ist die Dokumentation bei der Ausgabe und Rücknahme Ihrer Mietmaschinen so einfach und schnell wie noch nie.

Lackschaden  
Aufgenommen am 15.04.2020 um 12:43

www.klickcheck.com | +49 (0) 302 902 263 33

**Deutschland besteht aus 16 Bundesländern. Gibt es in den einzelnen Bundesländern nennenswerte, signifikante Unterschiede? Welche Bundesstaaten zeigen den größten Mietmarktanteil?**

Die Nachfrage nach Mietmaschinen hat weniger mit dem Bundesland zu tun. Je nach regionaler Wirtschaftsstruktur (Industriestandorte, ländliche Gebiete, Messestandorte usw.) variiert die Nachfrage nicht nur nach Mietmaschinen. Die Frage lässt sich also nicht so einfach vernünftig beantworten.

**Online-Vermietungsservices werden auch bei Vermietern immer beliebter. Sehen Sie das als realen Trend? Wo sehen Sie die Vorteile?**

Ganz klar spielt die Digitalisierung auch in der Vermietung eine

bedeutende Rolle. Dies ist kein Trend, sondern notwendige Weiterentwicklung. Wenn es gelingt, durch die Digitalisierung der Vermietprozesse den Kundennutzen zu erhöhen, wird verstärkt auf Online-Services zugegriffen werden. Die Entscheidung liegt beim Kunden.

**Einige OEM / Hersteller wie LiuGong haben kürzlich eine eigene Vermietung erschlossen und das Vermietgeschäft aus eigener Kraft aufgenommen. Glauben Sie, dass wir erwarten können, dass mehr OEMs direkt in das Vermietgeschäft einsteigen?**

Es mag sein, dass Hersteller versuchen, ihre Anteile am Markt durch den Einstieg in das Vermietgeschäft zu erhöhen. Ich bezweifle aber, dass diese „Direktvermieter“ in Sachen Kompetenz, Kundennähe,

Dienstleistungsspektrum oder Produktpalette im Wettbewerb mit den Vermietern erfolgreich sein werden. Erfolgreiche Modelle könnten höchstens in Zusammenarbeit von Lieferanten und kompetenten regionalen Vertriebspartnern erfolversprechend sein.

**Was sind Ihrer Meinung nach den Schwierigkeiten und Risiken bei der Gründung eines Vermietungsunternehmens?**

Der Vermietmarkt in Deutschland ist ein sehr reifer Markt. Jede Neugründung in dieser kapitalintensiven Branche trifft auf einen, seit langer Zeit bestehenden, intensiven Wettbewerb. Neben den Investitionen in „Eisen“ ist das Know-How der Mitarbeiter in der Vermietung der entscheidende Faktor. Auch hier dürften „Neueinsteiger“ erhebliche Rückstände aufzuholen haben.



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## Mit digitalen Lösungen von SafetyGO kann die Papierdokumentation ersetzt werden

**Wir haben mit dem Geschäftsführer des Unternehmens, Herrn Matthias Müller, über Online-Dienste und -Lösungen von SafetyGo gesprochen.**

### Was ist SafetyGO und wie funktioniert es?

SafetyGO ist eine webbasierte Datenbank für den Bereich des Arbeitsschutzes und der Arbeitsschutzdokumentation mit weitreichenden Funktionen von der Personenverwaltung bis hin zur Erstellung digitaler Sicherheitslogbücher. Hauptziel ist es Personen und Arbeitsmittel zu verwalten und den Arbeitsschutz rechtssicher zu organisieren. Dabei helfen die Funktionen von SafetyGO wie folgt: Es besteht ein strukturierter Überblick über innerbetriebliche und personenbezogene Nachweise, Berechtigungen und Qualifikationen. Ein

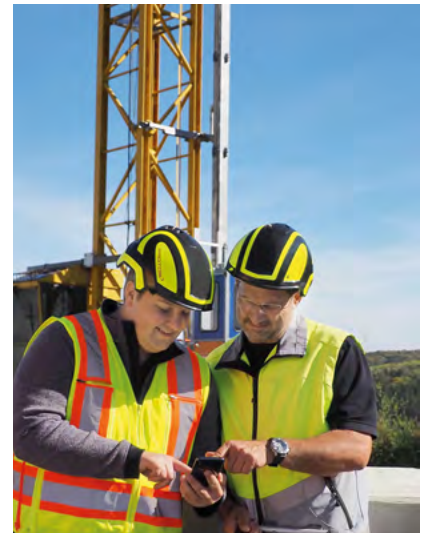


Fristenmanagement hilft dabei fällige Nachunterweisungen oder Schulungen pünktlich durchzuführen. Digitale Sicherheitslogbücher ersetzen Papierdokumente, Büchlein und Scheckkarten in der Dokumentation von Qualifikationen und könne per SafetyGO einfach und schnell erstellt, gespeichert und vorgezeigt werden. Fahrerlaubnisse, Qualifikationen und Zugangsberechtigungen können per Tracking System sekundenaktuell nachgeprüft werden und entsprechend kann ein Zugriff auf eine Maschine oder ein Zutritt zu einem Bereich gewährt oder verweigert werden.

Wollen Sie SafetyGO nutzen erhalten Sie als Unternehmen einen Mandantenzugang, mit dem Sie all Ihre Mitarbeiter verwalten und die umfangreichen Funktionen von SafetyGO nutzen können. Als Einzelperson können Sie ebenfalls Ihre persönlichen Nachweise und Qualifikationen in SafetyGO einpflegen und die lästige Papierdokumentation ersetzen.

### Wer ist Ihr typischer Kunde?

Typische Kunden sind Unternehmen im produzierenden Gewerbe und im Baugewerbe. Diese haben meist den größten Bedarf an einer Software, welche die Arbeitsschutzdokumentation vereinfacht und haben großes Potenzial zur Nutzung von SafetyGO. Besonders im Fokus sind Unternehmen, die mit mobilen Arbeitsmitteln, Maschinen und Geräten arbeiten. Diese haben mit vielen Auflagen



und Anforderungen gegenüber Kunden, Aufsichtsorganen und Versicherungen zu kämpfen, um den rechtssicheren Einsatz der Mitarbeiter und Maschinen zu gewährleisten. Zudem wird es für viele Unternehmen immer wichtig werden, dass Systeme und Komponenten trackingfähig sind, um Maschinen effizient und nur mit vorliegender Berechtigung nutzen zu können.

Weitere Zielgruppen sind alle in den Gewerbebranchen partizipierenden Unternehmen wie Ausbildungsbetriebe, Vermietungen und Dienstleister. Diese Unternehmen stehen ebenso vor der Aufgabe, den eigenen Betrieb und Kunden zu verwalten zu müssen. Hierfür besitzt SafetyGO die Möglichkeit, auch Personen anderer Mandanten zeitlich beschränkt zu verwalten. Das ist besonders wichtig, für zum Beispiel Schulungsstätten, die pro Tag mehrere Hundert Teilnehmer betreuen. Mit SafetyGO können diese schnell und effektiv verwaltet werden.



Alle Dokumente wie Zertifikate in können in SafetyGO generiert und dem Teilnehmer auf seinem persönlichen Account mit nach Hause geben werden. Ebenso Organisationen wie Verbände, Vereine, Kommunen, Feuerwehren... haben diese Probleme und erfahren einen exorbitanten Nutzervorteil. SafetyGO ist dafür ausgelegt, dass tausende Personen ebenso wie Abteilungen mit verschiedenen Berechtigungen verarbeitet werden können.

### Inwieweit haben sich die Coronavirus-Einschränkungen auf Ihr Unternehmen ausgewirkt?

Wir haben alle freigewordene Zeit und das mögliche Geld in die Hand genommen, um die Fortentwicklung der Digitalisierung im Unternehmen und die Weiterentwicklung von SafetyGO voranzutreiben. Hierbei sind wir sehr zukunftsorientiert und bieten E-Learning Kurse für Ausbildungen und jährliche Nachunterweisungen in SafetyGO an. Diese E-Learning Inhalte werden für alle Endgeräten online und offline verfügbar sein und bieten besonderes Lernerlebnis in Verbindung mit VR-Brillen.

### Wie garantieren Sie die Sicherheit von Daten?

Wir beschäftigen externe unabhängige Datenschutz Dienstleister, die alle Aktionen in und um die SafetyGO Anwendung datensicher vorgeben, überprüfen, dokumentieren und auch in den Nutzerbedingungen kommunizieren. Unser zentraler Datenbankserver ist in Deutschland stationiert und wird mit den aktuellen Datenschutz-

und Datensicherungsmaßnahmen betrieben.

### Ist Ihr Service nur in Deutschland verfügbar?

Aktuell ist SafetyGO in deutscher Sprache aktiv. Jedoch können je nach Wunsch und Bedarf auch andere Sprachen eingestellt werden. Ebenso erlaubt es die Struktur von SafetyGO, dass länderspezifische Rechtsvorgaben berücksichtigt werden können.

### Wie hoch schätzen Sie das Potenzial von Online-Vermietungsdiensten und -lösungen?

Wir haben das große Potenzial von Onlinelösungen auch schon vor den Einschränkungen durch Corona erkannt und sind uns sicher die Welt und auch die Arbeitswelt wird immer digitaler. Unser Beitrag für die Arbeitswelt ist SafetyGO als webbasierte, mandantenfähige Anwendung, die dem Unternehmen zu rechtssicherem Betreiben von Maschinen und Beschäftigen von Mitarbeitern verhilft. Durch unsachgemäße Verwaltung und fehlende Dokumentation von Befähigungen und Qualifikationen können große Verluste entstehen, die wir verhindern möchten. Dieses Problem vieler Unternehmen,



mit halbvollständiger Arbeitsschutzverwaltung wollen wir lösen, um die rechtssichere Dokumentation und Befähigung der Mitarbeiter zu gewährleisten.

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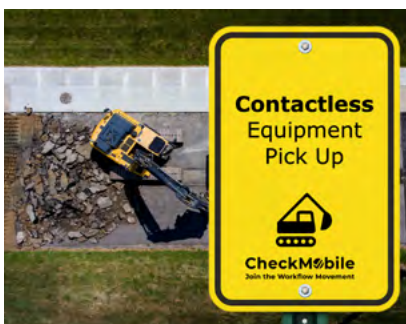


## Die Verwendung der KI-Schadenserkennung könnte den Miet- und Rückgabeprozess optimieren

**Mit Tim Mackeldey, dem Geschäftsführer der CheckMobile GmbH, untersuchten wir das Potenzial digitaler Tools für den Miet- und Rückgabeprozess. Er hat uns fortschrittliche Services und Lösungen wie Gesichtserkennung oder Erkennung von KI-Schäden, die nicht nur für die Vermietung von Schwermaschinen entwickelt wurden, präsentiert.**

**Können Sie unseren Lesern Ihr Unternehmen vorstellen? Welche Dienstleistungen und Lösungen bieten Sie an?**

Checkmobile ist ein Dinosaurier im Bereich der Digitalisierung. Der Name stammt aus der Bereitstellung von Papier-Checklisten für mobile Geräte. Seit mehr als 15 Jahren unterstützen wir große Unternehmen beim Erstellen von Workflow-Apps und verbessern diese Prozesse, machen sie transparenter, kostensenkender und effizienter. Unsere Kunden kommen hauptsächlich aus den Bereichen Vermietung, Schwermaschinen, Automobilindustrie und produzierende Industrie, die eine Plattform mit geringer Codierung



Abholung kontaktloser Geräte

benötigen, um schnell eine bessere IT-Landschaft zu implementieren.

**Wurden Sie von den Coronavirus-Einschränkungen betroffen?**

Da wir z. B. im IT-Geschäft für Autovermietungen Marktführer sind, hatten wir einige Problemen unter den Augen. Auf der anderen Seite haben wir aber mit unseren kontaktlosen Lösungen eine Antwort auf die aktuellen und neu aufgetretenen Probleme.

**Bieten Sie Lösungen für Schwermaschinenvermieter an?**

Dies ist unsere Schlüsselbranche auf unserem Tätigkeitsgebiet, in der wir sowohl in Europa als auch in den USA die größten unter Vertrag stehenden Akteure haben. Angefangen vom Miet- und Rückgabeprozess über die Schadenserkennung auch mithilfe von KI bis hin zu Analyse- und Inspektionstools konnten wir unseren Kunden einen ROI von Faktor 15+ liefern.

**Was sind die Hauptmerkmale von CheckMobile Guided Damage System und wie funktioniert es?**

Wir haben festgestellt, dass die durch Schäden an ihren Geräten verursachten Verluste durch viele Unternehmen unterschätzt werden. Wir haben Werkzeuge entwickelt, mit denen die Außendienstmitarbeiter alle Schäden genau analysieren, dokumentieren, das Ersatzteilmanagement und die Logistik auslösen und, was



am wichtigsten ist, die Kunden belasten. Dies alles ist in sehr intuitiven Apps möglich, die wir mit einer sehr schnellen Implementierung bereitstellen.

**Was möchten Sie in naher Zukunft erreichen? Planen Sie neue digitale Tools?**

Unser Forschungs- und Entwicklungsteam besteht aus mehreren hochqualifizierten Entwicklern, die ständig nach den neuesten Technologien suchen. Sie helfen unseren bestehenden und neuen Kunden auf dem neuesten Stand der Technik zu bleiben und ihnen einen Wettbewerbsvorteil zu verschaffen.

Im Detail entwickeln wir Tools zur Erkennung von KI-Schäden für den Automobilsektor. Wir haben mehrere Projekte zur Gesichtserkennung durchgeführt und suchen nach weiteren Lösungen für die KI-Automatisierung.

Darüber hinaus sind wir stark an der Weiterentwicklung unseres Haupt-Assets beteiligt, unserer Low-Coding-Plattform für das Asset-Management mit mehreren neuen Funktionen.

## Wenzel – Bau erneuert HYDREMA-Fuhrpark und stellt Weichen für die Zukunft

Das im Jahr 2009 mit dem Schwerpunkt Abbruch, Tiefbau und Erdarbeiten gegründete Unternehmen Wenzel Bau GmbH hat die Weichen für die Zukunft gestellt. Bereits seit vielen Jahren hat das Unternehmen seinen Maschinenpark auf HYDREMA ausgerichtet. Mit einem MX18 Citybagger und einem Mehrzwecklader, dem 906D von HYDREMA, war das Unternehmen auch in den letzten Jahren mit seinen 3 Mitarbeitern wirtschaftlich optimal aufgestellt. Bereits seit Ende der siebziger Jahre hatte Erich Wenzel, der Vater von Andreas und Jörg, das Baugeschäft mit dem Schwerpunkt Tief- und Hochbau in Spitzenzeiten mit über 20 Mitarbeitern betrieben. Als Mitarbeiter konnten die beiden Söhne viel Erfahrung in der Anwendung von Maschinen aufnehmen. Es war schließlich Andreas, der 1991 die Meisterausbildung abgeschlossen hat, um dann 2009 die Weiterführung des elterlichen Betriebes mit seinem neuen Unternehmen zu realisieren und sich somit den Wunsch nach Selbständigkeit erfüllte. Im hessischen Lichtenfels, unweit vom Edersee, betreibt er heute zusammen mit seinem Bruder Jörg, Claus Rupprath als Maschinisten und Manuel Sälzer, sowie buchhalterisch unterstützt durch Ehefrau Heike u.a. einen eigenen Recycling Platz mit Erdannahmestelle (für Aushub) mit Sieb und Sortieranlage. „In diesem Jahr gibt es zwei sehr wichtige Veränderungen“, erzählt



Das Ziehen von Entwässerungsgräben seitlich am Waldweg verläuft sehr einfach mit Blickrichtung auf den Arm

Andreas stolz. Der Sohn Lukas, der ebenfalls die Meisterausbildung absolviert, verstärkt seit kurzem als Mitarbeiter das Unternehmen, das trotz der Krise eine hohe Auftragslage hat. „Wir können uns tatsächlich nicht beklagen“, erzählt Andreas und weist auf die weitere Innovation in seinem Unternehmen hin. „Wir haben mit dem MX18 gesehen, welchen Effizienz-Gewinn wir mit der Maschine erhalten, denn der super-kompakte Citybagger kommt trotz 18 Tonnen Gewicht nicht nur in fast jede Baustelle rein, sondern erreicht mit seinem Arm auch fast jede Ecke auf der Baustelle.“ Den ersten HYDREMA, einen Baggerlader, Typ 805, kaufte der Vater bereits im Jahr 1990 direkt bei HYDREMA. Der regelmäßige Service war über HYDREMA ohne Probleme sichergestellt und die Maschine lief über die Jahre ebenfalls vollkommen fehlerfrei. Da der elterliche Betrieb sehr stark im privaten Wohnungsbau

tätig war, und damals viel ohne Kran gearbeitet wurde, waren die Eigenschaften der Maschine sehr wesentlich für die Entscheidung für diesen Hersteller, der seinen Stammsitz in Dänemark und seit 1996, durch die Übernahme der WEIMAR-WERKE, auch in Thüringen eine Produktion hat. „Aber nicht nur die Hubkräfte, sondern auch die Schubleistungen des HYDREMA Mehrzweckladers sind bis heute geradezu konkurrenzlos“, erzählt auch Sohn Lukas, der von HYDREMA schon wiederholt als Vorfürher auf Messen gebucht wurde. „Durch die vier gleich großen Räder hat die Maschine eine enorm hohe Schubkraft, was andere Hersteller bis heute einfach nicht bieten können. Wir haben uns deshalb sehr intensiv seit der BAUMA damit beschäftigt, was wir mit unserem Baggerlader machen, der seit dem der Citybagger im Bestand ist, immer weniger eingesetzt wurde.“

Der von HYDREMA seit einigen Jahre eingesetzte neue Händler für die Region, die Firma DiTec, hat nicht nur einen hervorragenden Ruf, sondern auch einen exzellenten Service und entsprechende Fachkompetenz. „Auch hier haben wir festgestellt, dass sich das Unternehmen HYDREMA in den letzten Jahren deutlich verbessert hat, denn der einzige Schwachpunkt war, wenn überhaupt, der Service. Aber noch nicht einmal, dass man sich beschweren müsse, denn HYDREMA hat dort, wo sie als Unternehmen nicht selbst vor Ort waren, lokale Servicepartner eingesetzt, die sie sehr gut unterstützt haben, allerdings ist DiTec ein leistungsstarker autark handelnder Fachhändler, der auch durch die räumliche Nähe an nichts vermissen lässt“, erzählt Andreas Wenzel.

„Wir haben zunächst mit DiTec die Nachrüstung des vorhandenen Baggerladers mit einem Tiltrotator besprochen und uns dann aber schließlich doch für den Kauf einer komplett neuen Maschine, einem HYDREMA 906F, entschieden“, erzählt Heike Wenzel, die nicht nur der familiäre Rückhalt von Andreas und Mutter der beiden Zwillinge Lukas und Madleen, sowie Oberinspektorin bei der AOK



ist, sondern auch für die Finanzen der Firma zuständig zeichnet. „Die Firma DiTec hat uns auch als Partner mit Sitz in Haiger absolut überzeugt und genießt unser volles Vertrauen.“ Lukas, der mit seinem Fachwissen die Entscheidungen auch technisch immer begleitet hat, ist heute besonders froh, denn natürlich fährt auch er die neue Maschine auf den Baustellen der Firma WENZEL-Bau. „Egal ob Gräben ziehen, Bäume schneiden und versetzen, Materialaushub, lasergesteuertes Planumziehen, oder im Wald die Regenrinnen nachziehen, es ist immer eine wirkliche Freude mit der kräftigen Maschine zu arbeiten. Selbst unsere Kunden sind verwundert, wie wendig und kräftig wir mit der Maschine auch auf engen Baustellen mit der Maschine arbeiten können. Das war zwar schon ohne Tiltrotator so, aber ist jetzt mit dem ENGCON Tiltrotator noch einmal deutlich verbessert. Dadurch, dass der Heckbagger quasi ohne Heck von einer Seite auf die andere Seite stufenlos drehen kann, ist man auch in extrem engen Baustellen mit einer kräftigen Maschine im Einsatz.“

Helmut Frantz, der zuständige Gebietsverkaufsleiter bei DiTec beschreibt die Maschine so: „Vorne ein leistungsstarker Radlader mit 1,4 cbm Schaufelinhalt und der Schubkraft einer Planierraupe und hinten ein Null-Heckbagger mit der Leistung eines 10 Tonnen Mobilbaggers machen den HYDREMA zur absolut effizienten Allzweckwaffe. Nicht umsonst vermeidet man bei HYDREMA das Wort Baggerlader, denn der HYDREMA kann einfach wesentlich mehr, als herkömmliche Maschinen dieser Gattung. Er ist tatsächlich eine



Der Mehrzwecklader von HYDREMA ersetzt auch einen 10 to. Mobilbagger beim Grabenziehen.

Allround-Maschine, oder wie man bei HYDREMA in Deutschland sagt, eine Mehrzweckmaschine.“ Und Andreas Wenzel ergänzt: „Wie eine Schlange kann sich der HYDREMA durch das Knickgelenk und dem beweglichen Heckbagger in jede Öffnung quetschen, um dann zupacken zu können. Schließlich lenkt man die Maschine auch im Heckbagger-Einsatz kpl. über die Joysticks stets mit Blickrichtung auf den Bagger.“

Der 280 Grad Schwenkradius des Heckbaggers erweitert den Arbeitsbereich des auch als Kran zugelassenen Heckbaggers ganz enorm. „Somit kann ich beim Auskoffern den Aushub quasi direkt neben dem Baggerlader auf einen LKW abladen und habe aber überhaupt keinen Heck – Schwenkradius auf der anderen Seite zu beachten, so dass ich in ganz extrem engen Baustellen mir den Arbeitsgang ersparen kann, den Aushub mit einem Lader wieder neu aufnehmen zu müssen, um diesen dann zu verladen. Und vorne mit der Laderschaufel Planum ziehen geht auch nur, weil





die Schaufel durch das Knick-Pendel-Gelenk immer Auflage hat. Alles Eigenschaften, die man so bei anderen Herstellern nicht findet, womit sich wieder einmal bewiesen hat, dass das gewisse Mehr an Qualität und Leistung des HYDREMA ein deutlicher Vorteil für uns als Anwender darstellt. Wir müssten sonst mindestens 4 Maschinen - Lader, Raupe, Bagger und Kran - kaufen, bezahlen, unterhalten und transportieren.“



Mit dem 280 Grad Schwenkbereich kann das Material auch seitlich verladen werden.

Vertriebsleiter Martin Werthenbach, der seit 7 Jahren den Aufbau der Vertriebsorganisation in Deutschland verantwortet ist stolz auf Kunde und Händler: „Mit DiTec haben wir einen absoluten Vorzeigehändler für die Region gewonnen. Hier wird von Frank Schmenn und seinem Team die Philosophie unseres Unternehmens gelebt, die da lautet: Erstklassige Maschinen mit erstklassigem Service für Kunden, die hochwertige Technik zu schätzen wissen. Wir wissen, als Premiumhersteller bedient man nicht jeden Kunden, denn es gibt reine Preiskäufer, die am Ende auch nur das einkaufen, was sie bezahlen wollen oder können. Wir bauen nicht nur hochwertig und mit großer Eigenfertigungstiefe, sondern verbauen auch sehr hochwertige Komponenten, damit unsere Maschinen mit zahlreichen Alleinstellungsmerkmalen ein wertvolles Investment für den Kunden darstellen. Kunden, wie Andreas Wenzel, erkennen das und sind deshalb auch bereit, die Investition zu tätigen. Der Return-on-Investment ergibt sich eben auch aus dem Verhältnis Höhe der Investition zu Leistung und Auslastung. Eine Maschine, die man aufgrund Ihrer Eigenschaften

häufiger auslasten kann und die darüber hinaus auch deutlich mehr Leistung ermöglicht, macht sich nicht nur schneller bezahlt, sondern liefert auch mehr Ertrag. Und auch dafür steht der Kunde Wenzel wie so viele andere mittlerweile in Deutschland: Die langjährige Kundenbindung. Ein Kunde, der diese Eigenschaften von HYDREMA für sich erkannt hat, weiß diese zu schätzen und wird immer wieder auf HYDREMA zurückkommen. Wie sagt schließlich Andreas Wenzel immer: <<HYDREMA macht süchtig – Wenn Du einmal HYDREMA kennengelernt hast, und weißt, was man mit dieser Maschine alles machen kann, dann willst Du keine andere Maschine mehr haben.>> Und das macht uns bei

HYDREMA stolz und verpflichtet uns fortwährend wieder neu, die beste Leistung für unsere Kunden zu liefern, ohne dabei hochmütig oder übermütig zu werden. Im Gegenteil; wir wissen, dass der Kunde bei uns in der Regel eine höhere Investition zu leisten hat und es ist unsere Pflicht, diese Investition immer wieder neu begründen und bestätigen zu können.“





# In the Next Issue

## Topics

Demolition

Recycling

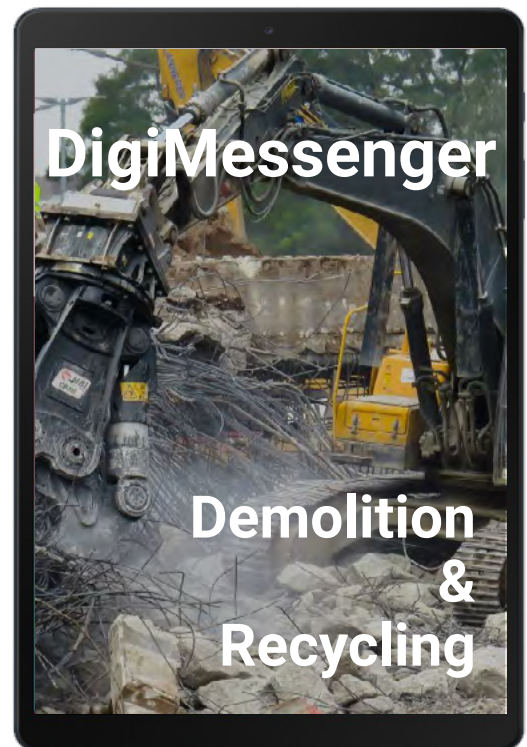
## Focus

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