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Picture-present for the anniversary-Haulotte

Dear Customer, Dear Bühnenspiegel Reader,

The Bauma trade fair, a regular large-scale event in our branch, is already history yet again.



Many thanks once again to the many customers and interested visitors who we and our partners were able to welcome at our joint trade fair stand.

Of course, many tasks and trade fair orders are still in progress.

Longer delivery periods, in particular for our GSR truck-mounted superstructures, are not dependent on market conditions, but rather are as a result of the short lead times for the necessary adaptations to the new chassis models, the weight of which increases with every new emission standard.

We are dedicating the title photo of this issue to Haulotte and our colleagues in Prague, and one of our best customers in the Czech Republic.



In 16 years, the Rothlehner Group has sold 2000 Haulotte machines from Haulotte Germany.

Almost two-thirds of these were sold by our colleagues of Rothlehner Prague in the Czech Republic. Larger scale orders as a recent package of 20 units **STAR6** for a DIY market chain are not uncommon.

The anniversary machine, the 2000th, a HT23RTJ went to SICO Rent s.r.o. in Prague, a long-standing customer of Rothlehner CZ.

You will find more information regarding this topic and regarding further main suppliers, products and partners on the following pages.

With many thanks for your interest and for your trust. With best regards from
Massing and Jänkendorf



Our new premises in Jänkendorf are already being intensively used. The new building exclusively serves the areas of service and repair. Our new training room is also frequently occupied for service training.



We look forward to a successful cooperation of Rothlehner Sales with Haulotte and the associated cross-border synergies within the Rothlehner Group.

Let's take a look back:

Amongst other things, the origin of Lift-Manager dates back to a service partnership with Rothlehner, for whom Roland Jäkel GmbH ensured the servicing of the products they sold in the 1990s.

In 2001, we changed the company names and neutrally positioned Lift-Manager as Germany's service provider for multi-brand work platform servicing.

With more than 70 employees in the meantime, the company has a service network with mobile technicians and an efficient workshop network in Germany. The need and acceptance of this is displayed through our multitude of service agreements with manufacturers, rental companies and end customers.

Service training is therefore part of our daily business.

For example, several technicians have completed **Level 3 training on large machines** for Haulotte and we are also supporting their "Second Life" program.

In spring, we were able to extend our service agreement with **Bronto Skylift** from 2009. Lift-Manager will now also be integrated into the annual maintenance of the **Bronto firefighting platforms**.

Recently, a service agreement was concluded with **Genie**, and a close service cooperation has existed with **Niftylift** for several years already.



DENKA•LIFT

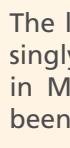
DENKA•LIFT News

Own Brand of Rothlehner

 The revised **DENKA•LIFT DL30** with many realised customer wishes which was presented at Bauma not only convinced "old" DENKA customers. Many regular customers have been waiting for this, dealer relationships have been reactivated through quality and reliability, and numerous orders have been placed.

The former DENKA dealer **SkyAccess AG** from Switzerland has also ordered new DENKA machines again, as has **Collé Rental & Sales**, a DENKA dealer from the Netherlands.



 The large **DK25** and **DL28N** (narrow) machine types are increasingly in demand. In order to compensate production capacities in Massing and Jänkendorf if necessary, both locations have been equipped for the assembly of the DK25.



In the USA, long-standing DENKA customers are again increasingly relying on the 25-30 m DENKA•LIFTS.

In June, Thomas Biedermann, Service Technician for Rothlehner Arbeitsbühnen was in New York and further locations for Denka service training for a large-scale rental company.

Despite the heat wave in Texas, he continued his training tour in Houston, location of our DENKA dealer, **Reachmaster**.



DENKA used machines

Rothlehner accepts used **DENKA•LIFTS** in payment and also buys these. The longevity and reliability of the DENKA main components justifies technical and visual preparation also of older construction years.

Haulotte
GROUP

Rothlehner has been selling Haulotte machines for 16 years

From the 2000 machines obtained via Haulotte Deutschland, almost two thirds have been sold via Rothlehner Prague into the Czech market.

The anniversary machine, the 2000th, was sold in the Czech Republic.

ROTHLEHNER pracovni plosiny s.r.o. in Prague recently delivered this HT23RTJ anniversary machine to our long-standing customer **SICO Rent s.r.o.** in Jenstejn. SICO Rent operates a work platform rental company in the Czech Republic with a rental fleet of more than 400 machines, of which around 300 are Haulotte.



Thomas Stock, Managing Director of Haulotte Deutschland, travelled to Prague for the symbolic handover of the anniversary machine. Together with Marek Tomášek, Managing Director of Rothlehner CZ, they congratulated and thanked Mr Bělov, owner and Managing Director of SICO Rent for their long-standing and trusting cooperation.



Photo (r. to l.):

Thomas Stock (Haulotte Deutschland) hands over a picture gift to Viktor Bělov (SICO Rent) for the purchase of the anniversary machine and congratulates him together with Marek Tomášek (Rothlehner CZ).

Of course, the cooperation between Haulotte and Rothlehner has also long concerned the area of service. Rothlehner and Lift-Manager technicians are always trained by Haulotte to the most current status and supervise a multitude of Haulotte machines in various markets.

New: E170TJV two-way road/rail vehicle

A GSR E170TJV on Bokimobil 1152 B was recently delivered.



The main requirement was the usability as a normal truck-mounted work platform and as an elevating work platform in rail operations. Further required features were the limited lifting function without outriggers, insulation up to 1,000 V, compact dimensions, outstanding manoeuvrability and perfect driving safety and traction on inclines and under adverse conditions. Furthermore, the extremely strict requirements of railway standards had to be complied with. The height-adjustable frame enables a perfect horizontal alignment of the basket also on uneven ground and without outriggers.



This system was developed and realised by Rothlehner in Prague. The GSR superstructure E170TJV is excellently suited for the compact "Bokimobil" of Kiefer GmbH (Reform-Werke).



www.kiefergmbh.de



The two-way road/rail machine will be presented at the **InnoTrans** in Berlin (leading international trade fair for transportation engineering) from 20th to 23rd Sept. 2016 on the rail and outdoor areas.

Delivered:

E179T Compact for Rohrmoser

In April, Rohrmoser Arbeitsbühnenvermietung, a customer at Rothlehner for more than 20 years, took over their new **GSR E179T Compact**.



Third E180TJ for transport engineering company



By autumn 2016, already the third **E180TJ on MAN 8.180** will be on duty at a company specialised on road traffic management. The vehicles are used for the affixing, maintenance, repair and operations of traffic signs.

This fully hydraulic 18 m working platform with a movable basket-jib on a 7.5 t chassis is equipped with a trailer coupling, generous storage space and a workshop equipment from Sortimo.



BühnenWiesn 2016

Invitation to the 14. & 15. October
Working Platforms meet Octoberfest

Event organiser, co-exhibitors, brands: PB Lifttechnik, Lift-Manager, Rothlechner, GSR, Haulotte, Teupen, Gossler, Gobert & Wolters Assekuranz, Hellenstein Leasing, DENKA-LIFT, Europelift, Falcon-Spider, Niftylift

When and where: 14. and 15. October 2016, PB company at 89429 Oberbechingen

Program: On both days, tests and demonstrations of diverse working platform technology, experts discussions, experience exchange, networking forum etc.

Friday evening: Wiesn-Party in the PB customer centre: Relaxing evening and discussions regarding work and everyday life in a sociable Bavarian atmosphere - with fitting regional delicacies and drinks.

Registration and further information: www.buehnenwiesn.de

PB Lifttechnik, a leading German manufacturer of scissor work platforms, is continuing on an expansion course.

You appreciate autonomous working and excellent teamwork?

Then come to us as:

- Sales Representative (m/f) for the region South and North Germany

Your profile:

- Completed commercial or technical training
- Customer-oriented and excellent communication skills
- Experience and success in Sales / Sales Representative
- English knowledge, written and spoken

Your tasks:

- New customer acquisition
- Development and maintenance of a customer network
- Processing and following up customer requests
- Offer calculation and negotiation management
- Developing and implementing sales strategies

We look forward to your convincing application!

bewerbung@pbgbmbh.de

Find out more under:

www.pbgbmbh.de/stellenangebote

PB Lifttechnik GmbH · Gassenläcker 1 · 89429 Oberbechingen



PB-Lifttechnik

PB is expanding and building a new production hall

PB Lifttechnik is on a further expansion course and is extending their company premises in Oberbechingen with a new production hall. The construction was started just several weeks ago, and a new production building including office and social rooms is being created.

The new construction will be equipped with 2 overhead cranes, allowing assembly procedures to be greatly simplified and work processes accelerated. The entire design department will then also be located in the integrated office rooms. As a result, the cooperation between Planning and Production departments will be bundled even closer together and exchange and decision paths reduced.



As a result of the relocation of the production into the new hall, new possibilities will also arise for the Service department which from now on will be located in the old production facilities. Here the technical service will quadruple their capacities in order to be able to better handle special maintenance and repair work. The administrative service team will also be strengthened and in the course this will also be relocated. Therefore all service processing will be "under one umbrella" and executed "hand in hand" quicker and more efficiently.

With this new construction, PB therefore creates a foundation in order also to do justice to the trust bestowed on them by their customers in the future, and continue to ensure the high quality standard of PB machines. And all this with accelerated production and throughput times.

In brief: We are building for you, in order that also in the future you can rely on us.

PB presents new mini scissor PB S06-7ECS

In the course of this year's Bauma 2016, PB Lifttechnik presented their new **PB S06-7ECS**. This mini scissor platform is the alternative requested by the market, with classic steering and features comparable to the 2-wheel driven PB S06-7EC which has been successful since 2013.

The **PB S06-7ECS** displays agility and flexibility in action and convinces with its technical key data and features:

- Compact design and only 880 kg net weight
- Perfect as a ladder replacement with 5.60 m working height and 240 kg load-bearing capacity
- Emission-free direct electric drive + sensitive proportional steering
- Approval for 2 people (in indoor areas) + outdoor approval (1 person)
- Foldable railing: Simple transportation + fits through standard doors and in lifts
- Pothole protection with automatic folding mechanism – ideal for door sills, for example



NEW FALCON SPIDER version

TCA LIFT has further developed the renowned FALCON SPIDER work platform FS320C and successfully presented the new version at Bauma.

The **FS 320C model** with 32 m working height now has a completely newly developed crawler chassis which can be individually adjusted in height. The off-road performance is significantly improved thanks to greater ground clearance, and even lateral gradients can be mastered. At the same time, the machine still fits through a 2 m-high door.



The new design is extremely service-friendly: Easily detachable covers save time and simplify inspection and service work.

The new FALCON SPIDER FS 320C has a new basket with twin access and fixing points for safe and easier lifting of building materials, for example. This new basket will be offered for all FALCON models in future.



TCA LIFT A/S also offers completely new options, including:

A new remote control system

Greater electric motor power with a double battery pack

and a completely new service tool.

The service tool enables a quick online service function, monitoring the machine from the office. This system provides information regarding the exact location of the work platform and therefore offers control and security, especially for rental companies. This system will be available in future as standard equipment on all platforms of the FALCON brand from TCA LIFT A/S.

In future, the FALCON machines will be sold directly by TCA LIFT A/S in Germany and Austria.

The longstanding and close cooperation with Rothlehner and Lift-Manager will be continued in the area of service and for special projects.



New: EuropeLift TM16TJ

The machines from EuropeLift prove to be a sensible complement to the DENKA-LIFT trailers.

The company presented the TM16TJ prototype at BAUMA.

These trailer work platform with a 16 m working height have a 1.3 m long and 90° moveable jib. As with all other models from Europelift, different drive variants and options are available.



Model update TM15GT

Since BAUMA, the Europelift TM15T has been called TM15GT.

Based on its proven predecessor model, the TM15GT provides a lateral reach increased to approx. 8 m with a basket load capacity simultaneously increased to 220 kg. New covers on the turret and further improvement details upgrade this popular articulated telescopic trailer into the middle-class segment.





GOSSLER, GOBERT & WOLTERS GRUPPE

Cyber risks - a threat to work platform rental companies?

Are the computers in your company connected to the Internet? Are confidential customer and personal data stored on your server? Do you manage your rental fleet, including invoicing, via a computer program? Do you have machines which are recognised via GPS, or are digitally maintained?

An attack on these systems can have far-reaching consequences for your company:

- Interruption of the company operations, including scheduling
- External control or standstill of machines
- Extortion of ransom money for the release of blocked data, such as with the Trojan "Locky"
- Recovery costs for damaged /lost data or programs
- Claims for compensation for damage through customers or business partners for the publication of confidential data
- Costs for IT forensic experts and investigation of the causes of data loss in order to determine and rectify vulnerabilities
- Costs for the legally-stipulated notification to the responsible authorities and harmed persons
- PR and communication costs in order to keep damage to your image and reputation as minimal as possible

Is your company adequately safeguarded against the consequences of a cyber-attack? Do you know which steps are required in an emergency and how high the costs could be in the event of damage?

We will advise you regarding your individual cyber risks and point out appropriate insurance solutions to you! Contact us!

Gossler, Gobert & Wolters Assekuranz-Makler GmbH & Co. KG.
www.ggw.de/spezialkonzepte/arbeitsbuehnen

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Bobstadt subsidiary

Our colleagues at the Bobstadt subsidiary will be out and about for customers using a third service vehicle in future.

Service Technician Ronny Marquardt receive the new Mercedes Vito, Sortimo-supported and extensively equipped.

Photo: Ronny Marquardt (li.) receives the new service vehicle from Roland Jäkel, Managing Director Lift-Manager GmbH

Lift-Manager
Lift-Manager
Lift-Manager



Hannover subsidiary well established after their 1st year

The joint location of Rothlehner and Lift-Manager in Hannover Isernhagen has established itself well.

Equipped with two service vehicles in the meantime, the capacity in the areas of service and workshop is continually growing.



With Marian Stefanowski from Lift-Manager and Stephan Opfer from Rothlehner Arbeitsbühnen, two experienced IPAF trainers are also available for the Hannover area.

Request our service or have your platform operators trained by our team.

Besides service tasks, Lift-Manager is decisively involved in DENKA•LIFT production, technical support and in global DENKA•LIFT spare parts supply.

Exclusive DENKA•LIFT spare part distributor worldwide

Lift-Manager
work platform-Service

Technical support and spare part service worldwide

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PB Eco S06-7E for observatory Skalnaté Pleso/Slovakia

On 9th June 2016, our colleagues of Rothlehner pracovne plosiny s.r.o. in Nitra / Slovakia dealt with an extremely special deployment at almost 1,800m altitude.

A small PB Eco S06-7E scissor platform will be used in future at the astronomy institute of the Observatory Skalnaté Pleso in the High Tatra mountains.

As a result, the service will be ensured for a camera frozen to -200° C.

And how does such a machine actually get there?

The machine had to be dismantled for transportation to the observatory and transported to the middle station via cable car.

Carried on a march over several hundred metres, the parts then had to be brought up a small stair and reassembled there.

With five people, the machine was completed again and commissioned within four hours.

This is certainly the highest location to which we have delivered a work platform in Slovakia up until now!

Three DENKA•LIFTs from 3 decades in the Austria Center, Vienna



Besides a DENKA Junior and a DENKA Narrow, a DENKA trailer with manual outriggers from the 1980s is still like new and regularly in use.

The customer is delighted by the quality and reliability.

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Rothlehner working-platforms

Product Range

- Trailer-mounted up to 30m
- Truck-mounted
- Scissor-technology and self-propelled
- Specialised narrow equipment
- Crawler mounted
- Used equipment

Services

- Consulting
- On-site customer service
- Spare part service
- Oil filtration, bio-oil
- General maintenance
- Project planning
- Finance
- Insurance
- **IPAF** -training centre

Location

- 15 x Germany
- Austria
- Czech Republic, Slovakia
- Poland

Everything under one roof

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