

# bühnen SPIEGEL

Issue 36 · December 2016

... since 1976  
**Rothlehner**  
 working platforms



Europe  
**LIFT**

**GSR**  
 AERIAL PLATFORMS



**PB**



**DENKA • LIFT**

**Haulotte**  
 GROUP



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## Dear Customer, Dear Bühnenspiegel Reader,

In just a few weeks, we will once again be taking stock and reflecting on the year 2016. Based on current economic activity tests, the bbi trade association reports that approximately half of the working platform companies are recording an increase in turnover.

With an anticipated € 34 million turnover, the Rothlehner Group, with companies in Germany, Austria, Czech Republic, Poland and Slovakia is around 5 % above the planning for 2016.

The over-proportionally positive development in the Czech Republic compensates for the current weakness of the Polish company.

More than **700 machines sold** and Service Division turnovers of around € 9 million are a great sign of confidence from many long-standing and new customers, both nationally and internationally.

It is your much-appreciated orders which enables our continual growth.

Whilst the sales range in Germany and Austria particularly focuses to the brands **GSR, PB, DENKA•LIFT, EuropeLift** and **Haulotte**, in the Czech Republic also products from **Bronto, MOOG, Hinowa** and **ALMAC** are sold.



Of course, an efficient and well trained service department is behind each one of the brands we sell. **Alone 40 excellently-equipped service vehicles with trained technicians of the Rothlehner Group which are deployed on-site throughout Central Europe on almost a daily basis.** For this purpose, 230 man-days have been invested in product training; half of which with Lift-Manager in Germany.

However, the qualification and capacity of the service organisation is not only restricted to the abovementioned brands.

**Lift-Manager working platform service** in Germany is a widely based, independent company with 75 employees (€ 6 million turnover) and they also cooperate with further manufacturers and international rental- and industrial companies.

Besides a mobile service and a 24-hour hotline, the cross-brand service and workshop network provides repairs - also of large-scale machines - maintenance, safety inspections, used machine conditioning, spare parts service and technical support and a training sector with IPAF training centres. Furthermore, new **DENKA•LIFT** machines are assembled in the central workshops in Massing and Jänkendorf. The extension building in Jänkendorf, completed in 2016, now provides equipment and generous space for diverse service tasks – for your orders and therefore for further growth!



We thank you for your trust and wish you, your families and employees a pleasant close to the year, and a Merry Christmas and Happy New Year 2017.

Manfred Rothlehner  
 Rothlehner Arbeitsbühnen GmbH

Roland Jäkel  
 Lift-Manager GmbH



## Why a trailer-mounted working platform?

Rental companies and users know the requirements:

Deployment locations in rear courtyards, sports halls and buildings which greatly restrict the machine selection due to their dimensions, exhaust and noise emissions. Trailer-mounted working platforms can play to their advantage with deployments involving narrow or low clearance access, or a minimal traffic and point load of the ground, e.g. on inner courtyards with cellars, parking levels, for stadium construction, in shopping centres and churches.

Although the array of machine construction types available is continuously increasing, the trailer-mounted working platform still plays an extremely important role. For tradesmen and many end users, they are and **continue to be a universally deployable all-round machine, which is cost-effective in its maintenance and transportation.** As a result, they cover by far the greatest part of the assignments.

And for deployments in which the trailer-mounted working platforms come into question due to their specific advantages, they are and continue to be **competitive niche machines.**

**In particular DENKA•LIFT working platforms fulfil these requirements and provide:**

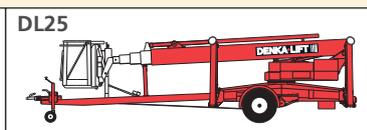
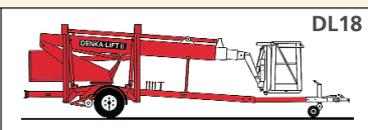


- ▀ Low weight
- ▀ Compact dimensions
- ▀ Noise and exhaust gas-free operation and flexibility through battery drives
- ▀ Extensive list of optional extras for special equipment requests

**DENKA•LIFTs with working heights of 12 m to 30 m and lateral reaches of up to 12 m distinguish themselves through:**



- ▀ High stability of the aluminium telescopic boom (extruded profiles)
- ▀ Simple operation and a high level of service friendliness
- ▀ Attractive design, convenience and a high standard of workmanship
- ▀ Jib to basket linkage - without an obstructive construction under the basket floor
- ▀ Extremely durable and high value retention



Both the 18 m and 25 m machines are optionally available as DL variants with the work basket in the direction of travel, or as DK variants with the basket to the rear.

Provided the information is observed regarding the loading pressure, tyre pressure and tolerance-free slewing ring locking mechanism, concerns regarding the driving characteristics on the road are unsubstantiated despite the longer overhang.

**Particular advantage with DK18:**

The manoeuvring length of the DK18 can be reduced to less than 5.30 m with a rotated boom and an optional detachable work basket.

## DENKA - production, spare parts supply and technical support

Since 2014, the DENKA•LIFTs from Rothlehner have been produced and further developed in Germany. Lift-Manager, the German service company of the Rothlehner Group, has ensured the global spare parts supply and technical support.

Link to the  
DENKA•LIFT  
homepage  
[www.denka.dk](http://www.denka.dk)



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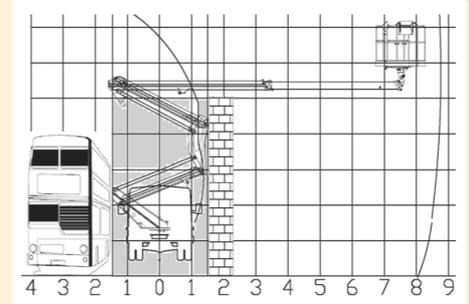




## B200PX - Innovative technology with double-articulated telescope

The B200PX double-articulated working platform enjoys keen demand. The "Balanced Swing" concept is amongst the reasons for its popularity.

This means a new, central alignment of the double-articulated boom which enables unobstructed rotation even with a completely lowered hinge. Should this not be desired, for example in road traffic or for work on facades, then the overhang, already reduced by design, can be additionally reduced on rotation using the standard selection switch in the basket.



## E140P - new variant with H-outriggers

There is now a new special version for the E140P. On special request, this articulated telescopic working platform on a **Ford Ranger pickup** is available with H-outriggers at the front. Furthermore, this vehicle specially developed for utility companies and their service providers, provides a trailer coupling and storage room- with a 3.5 t permissible total weight.

## Recently delivered:

### Another 2 GSR E179T to the rental company Kreuzberger

In September, two further GSR E179T Compacts were delivered to the working platform rental company Kreuzberger, in Kronshagen. These two new additions extend the already impressive fleet of GSR truck-mounted working platforms of this rental company.



### Van-mounted GSR E170TJV for the City of Geesthacht

Likewise, a GSR E170TJV on MB Sprinter 513 CDI was delivered to the City of Geesthacht. This machine ultimately asserted itself thanks to its simple handling and attractive price- performance ratio.



### GSR E170TJV two-way road/rail vehicle - InnoTrans review

The E170TJV on a Bokimobil with two-way road/rail capability was met with great interest amongst visitors from home and abroad at the InnoTrans in Berlin. Compact dimensions and an enormous range of functions distinguish this special vehicle. Rothlehner Czech Republic is specialised in special superstructures.





## Safe climbing with PB

PB has delivered 3 PB S171-12E-type scissor platforms to the PFK Group in Cologne, Rhineland.

Promptly after the delivery, the first machine was deployed directly from PFK to a climbing hall in Cologne for long-term rent. Safety checks and repairs and modernisation work will be undertaken on the over 2000 m<sup>2</sup>-large and up to 17 m-high climbing area using the PB platform.

The explanation of why it should be this model from PB in particular was delivered by Oliver Neukum, Field Sales Representative from PFK:

"We were looking for a compact working platform with a working height of 17 m for our rental customer, the owner of an indoor climbing hall. It was also important to our customer that the platform consumed little space despite its working height (only 1.22 m width) and an ideal stability is guaranteed at all times. Following extensive research, the PB S171 working platform was the only one on the market which could fulfil all these criteria. Our customer is more than satisfied and their employees have much fun working with this platform."

The PB S171-12E provides employees with a max. 3.90 m x 1.19 m large platform with a load bearing capacity of 400 kg. Furthermore, an electric-hydraulic drive guarantees exhaust gas-free and environmentally-friendly working in enclosed spaces.

Satisfied faces at the hand-over of the PB machine: Oliver Neukum from PFK (left) with the Managing Director of the climbing hall in Cologne



## PB platform selection for Schares

In the future, a 4 machine-strong PB platform package, respectively comprising of each 2 red-black PB MB112-10EC and PB S171-12ES, will extend the portfolio of Arbeitsbühnen Schares GmbH.

From now on, two vertical boom lifts with a **working height of 11.20 m** and a **load-bearing capacity of 200 kg** are available to clients with the PB MB112-10EC. **3 m lateral reach** and compact machine dimensions (only **1.00 m wide**) ensure optimum handling flexibility, even in confined space conditions. The **electric direct drive** enables emission-free working in indoor areas, but also outdoor deployments are possible with this platform without any problem.



The two PB S171-12ES represent a completely different type of working platform. With a **working height of 17.10 m**, a **load-bearing capacity of 400 kg** and super-narrow construction (only **1.22 m width**), the PB S171-12ES is the most compact model of this category. They are propelled using a **powerful electric-hydraulic drive** and standard **differential lock**.

These platforms can be travelled even in a completely extended state. The user is provided with a plus on safety thanks to the self-levelling **outrigger system patented by PB**, which ensures stability at any time and with every deployment.

Tim Schmeinck, Managing Director of Arbeitsbühnen Schares GmbH summarises why the selection by Schares fell on these PB platforms: "We decided on PB because we perfectly supplemented our fleet with the parameters of these machines which we have purchased."



## New developments presented - cooperation intensified



The Rothlehner Sales teams from Germany and Austria were delighted to accept an invitation from Haulotte to Eschbach in October.

Thomas Stock, Managing Director of Haulotte Germany and his colleagues from Technology and Sales provided insight into the latest developments of the Haulotte machine technology.

Experiences were exchanged until into the night, personal contacts cultivated and therefore the basis for cooperation further developed.



## HA15IP for the industrial sector



In October, Rothlehner sold four HA15IP to different customers in the industrial sector in Germany and Austria.

Amongst others, Hans Künz GmbH, the leading manufacturer of container crane systems and automated tank house cranes with headquarters in Hard / Austria, decided on these popular electric articulated telescopic working platforms.

Thomas Biedermann, Service Manager of Rothlehner Austria, trained 25 employees from Hans Künz GmbH within the scope of the hand-over.



## Star 6 Picking

The latest version of the Star 6 Picking telescopic vertical boom lift, ideal for the order picking of goods, was recently delivered to Rothlehner Massing for various sales projects.

This high-performance, lightweight machine provides users with great benefits with a working height of 5.80 m, only 890 kg weight, a length of 1.65 m, a width of 0.79 m, and 210 kg maximum load-bearing capacity and an 80 kg load-bearing capacity of the storage compartment.

## Trailer-mounted working platforms with articulation technology and jib

# Europe LIFT

The EuropeLift trailer working platforms with articulation technology and working heights of 13, 15 and 18 m, have proven for many years to be a sensible supplement to the Rothlehner DENKA•LIFT trailer working platforms with telescopic booms.

The articulated and articulated-telescopic boom with movable jib win with both tradesmen and end users, as well as with rental companies.



	TM13G	TM15GT	TM18GT
Construction type:	Articulated with jib	Art. tele. with jib	Art. tele. with jib
Working height:	13,1 m	15,0 m	18,0 m
Reach:	6,2 m	8,0 m	10,0 m
Basket load capacity max:	220 kg	220 kg	200 kg
Rotation range:	355°	355°	355°
Length:	6,35 m	6,1 m	6,43 m
Width:	1,55 m	1,64 m	1,64 m
Height:	1,99 m	2,00 m	2,08 m
Total weight:	1.410 kg	1.780 kg	1.990 kg
Drive:	230V/opt. 24V	230V/opt. 24V	230V/opt. 24V
Propulsion:	Optional	Optional	Yes



## Lift-Manager working platform service

### Germany's multi-brand workshop and service network

The German service company of the Rothlehner Group provides:

- Nationwide service network for various working platforms throughout Germany and in conjunction with Rothlehner in Austria, the Czech Republic, Slovakia and Poland.
- Service performance on-site through comprehensively trained service technicians
- 20 service vehicles with an extensive range of service equipment distributed across 9 service stations
- Safety inspections according to DGUV (German Social Accident Insurance) for working platforms and industrial trucks
- Expert damage appraisals in cooperation with renowned insurance institutes and experts
- Service contracts regarding long-term cost planning
- Maintenance, servicing and repair work on working platforms of diverse construction types
- Large machine repairs
  - Repair service for circuit boards, control panels, joysticks
- PVI (scheduled preventative repair)
- Re-conditioning of used machines and complete refurbishment according to customer specifications
- Visual preparation with in-house painting facility
- Spare parts service for many manufacturers and brands
- DENKA•LIFT global spare part general distribution
- 24/7 service telephone hotline, also Sundays and public holidays
- Hydraulic hose replacement and assessment, quick and reasonable
- Lubricant change to organic oil with the issue of certificates and ultra-fine filtration of hydraulic fluids
- Collection and delivery service for your working platform
- IPAF Training centres at various locations

In the following, let us take a closer look at the area with the highest turnover - re-conditioning of used machines.

Often defined according to customer requests, Lift-Manager returns most older machines or machines which have suffered badly through special deployments back to excellent visual and/or technical shape again. With reasonable effort, mechanics and paint specialists lend a hand, increase the value and benefit of these capital assets, and extend their service life.

Haulotte states this clearly



Lift-Manager provides machine re-conditioning, from small scissor platforms, across trailer-mounted working platforms, up to large self-propelled machines. In the central workshops equipped with gantry cranes in Massing and Jänkendorf, old machines are constantly being dismantled, partly sand-blasted and re-painted, as well as being technically refurbished. For requested part-reconditioning, compromises in visual appearance and preventative maintenance come into question, however not safety-relevant components.

Lift-Manager not only provides re-conditioning flat rates and kits for DENKA•LIFTs e.g. for sheet metal cladding. Simply test how you can increase the value and benefits of your machine with a manageable effort.

**Working platform service  
in conjunction with  
the Rothlehner Group**

Your direct link to service  
in Germany

[www.Lift-Manager.com](http://www.Lift-Manager.com)  
working platform-Service



in Austria, Poland,  
the Czech Republic, Slovakia

[www.Rothlehner.com](http://www.Rothlehner.com)  
working platforms



## ... delivers MOOG MBL 1750

In September 2016, Rothlehner pracovní plošiny delivered the first MOOG under-bridge inspection machine in the Czech Republic to RSD a.s..



With this MBL 1750 basket-machine, especially inspections and deformation measurements on bridges will be executed. It is mounted on a Scania R410 8x4 with a total weight of 32,000 kg.

ROTHLEHNER Prague is responsible for the delivery, instruction, training and customer service.



MOOG has also authorised Rothlehner Prague as their official service partner for machines of existing and future MOOG customers in the Czech Republic and Slovakian Republic.

## ... adopts ALMAC Bibi into their range



Recently, a cooperation for sales and service of ALMAC's Bibi special scissor platform was concluded between ALMAC srl and Rothlehner pracovní plošiny in Prague.

Now that the product training has been implemented and six service technicians have been trained, the first machines, a Bibi 850 and a 870 BL EVO, are already on their way to Czech customers.

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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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