

# bühnen SPIEGEL

Issue 38 · December 2018

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



B 240 PX on a MB Sprinter 719 CDI 6x6



E170TJV / 516CDI



B230T / Nissan-NT400



B230T / Atego 4x4



B200PX / Nissan-NT400



E260PXJ / Iveco

## Company news

### ■ Rothlehner Group

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- BRONTO for E.ON/SK
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## Dear Customer, Dear Bühnenspiegel Reader

The momentum from 2017 has continued into 2018!

In 2018, the Rothlehner Group turnover is now heading towards the € 40 million mark. This means machine sales of more than 900 units. At the same time, the share of turnover in our Service Division is more than 20% accounting for around € 9 million.

Sometimes we are asked how we manage this without the aggressiveness which has become increasing prevalent in our sector. We are perhaps developing slowly, but this is a steady trend thanks to sound work, patience and continuity. As a result, we have also been able to overcome one or the other crises over the past decades.

Continuity not only applies to the longevity of our company but also the quality requirements regarding the reliability of the technology. This is undoubtedly not an area which allows us to rest on our laurels. Quite the contrary! Indeed, existing achievements must often be redeveloped, and prudent quality must be sustainably ensured. Whether we are confronted by the quality fluctuations of our suppliers or whether faults occasionally creep into our own processes, these are all tasks which require a continual improvement process.

And new challenges also arise: A lack of skilled workers, regulatory density and digitalisation are topics which concern us throughout all companies of the Rothlehner Group.



**Rothlehner pracovni plosiny s.r.o. in Prague/CZ** has a special place in the Rothlehner Group.

Amongst other things, within 25 years, our Czech company has developed into a centre of excellence for truck-mounted superstructures and special superstructures.

Based on the standard superstructures by **GSR**, an array of machine variants is planned following a fundamental needs analysis with the customers and these will be realised to the highest quality in Prague.

From a two-way system, over diverse combinations of work platform superstructures and vehicles, many of which all-terrain with 4x4 or 6x6 drive (see title image) and individually equipped, right up to firefighting technology and interchangeable systems.



Furthermore, our Czech colleagues are cooperating with the German manufacturer **MOOG** in the area of bridge inspection machines and with **BRONTO** in the area of truck-mounted large-scale machines.

In September, once again a **BRONTO S44XDT** was sold to a utility company, this time via Rothlehner / Nitra in Slovakia, and delivered following final equipping in Prague.

We also enjoy a close service-based partnership with **BRONTO**. Our service cooperation in the firefighting segment of this Finnish manufacturer is developing positively in Austria and in Germany.



We are continuing to extend the Service Division structures of the Rothlehner Group.

From our 200 employees in the Group, around 120 are employed in our workshops and in the service area. Approximately half of these employees are in the workshops and service stations with Lift-Manager in Germany. You will find more information regarding Lift-Manager on page 3.



Watercolours by Elisabeth Rothlehner

YouTube code



Manfred Rothlehner  
Rothlehner Arbeitsbühnen GmbH

Roland Jäkel  
Lift-Manager GmbH

## Working platform service by trained specialists

Within the Rothlehner Group in Germany, customer service and the entire technical sector, including workshops, technical support and spare parts service, is covered by Lift-Manager GmbH. In addition to the workshop teams in the two central workshops and in our nationwide German subsidiaries, also 20 mobile service technicians are available with differing training focuses for various brands - since 2009 also for **BRONTO**. In the meantime, several technicians trained by **BRONTO** regularly work on these firefighting machines from the Finnish manufacturer in our central workshops.



32 m BRONTO FW Salzbergen

In 2017, Lift-Manager was also given approval for the service of **BRONTO** firefighting platforms.

The close collaboration with Rothlehner Prague, likewise a longstanding **BRONTO** partner, recently led to a 20-year check of a firefighting platform from Hradec Králové/CZ being carried out in Jänkendorf. In Jänkendorf there are three and in Massing two **BRONTO**-trained technicians available in the workshops to undertake the 10 and 20-year inspections for this brand.



F49RPX Works fire brigade  
BMW Dingolfing

## Special machine for Elbe Flugzeugwerke

In a comprehensive joint project between PB-Lifttechnik - Rothlehner Arbeitsbühnen and Lift-Manager, a PB standard scissor lift was converted by Lift-Manager for Elbe Flugzeugwerke in Dresden according to the special requirements of the customer.

The **PB S151-19E, HT 4x4** is intended for use to convert passenger aeroplanes to freight aeroplanes.

In September, this special appliance, including an extended CE approval, was handed over to the aeroplane works.

This unusual conversion posed a great challenge for all those involved in the project, because extremely high standards were demanded by Elbe Flugzeugwerke for use of the machine on different aeroplane types.



In use on an A380

## Repair of control electronics

Especially operators of older work platforms will be accustomed to the following symptoms:

- Sporadic dropouts with odd behaviour of the control electronics
- Fluttering relay
- Weaker illuminated LEDs which possibly completely extinguish on using the control function
- Return of complete function only after switching on the work platform for an extended period



Defective solder joints

The cause of these problems can often be identified in worn state of the installed electronic components - cold solder joints, defective relay sockets, oxidised connections. Although this is simple and cheap to rectify, it can result in expensive downtimes if left unattended.

Downtimes which could be prevented by regular maintenance. Lift-Manager offers preventative inspections and repairs by trained specialists for aging electronics.

## Entrepreneur award for Lift-Manager

In November, Lift-Manager was awarded the 23rd Oberlausitzer Unternehmerpreis (Entrepreneur Award of the Upper Lusatia Region).

The prize is awarded for continuous apprenticeship training, job security and active involvement in the identification, commitment and qualification of skilled employees in the Upper Lusatia region. The prize is sponsored by the District Chief Executives of the administrative districts of Görlitz and Bautzen.



Silvana und Roland Jäkel

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

Exclusive **DENKA•LIFT** spare part distributor worldwide



technical support and  
global spare part service

### Product Info

Tel. +49 8724 / 96 01-0  
info@rothlehner.com  
www.rothlehner.com

### Technical Support

Tel. +49 8724 / 96 01-20  
info@lift-manager.com  
www.lift-manager.com

### Spare Parts

Tel. +49 8724 96 01-22  
spareparts@lift-manager.com  
www.lift-manager.com

# DENKA•LIFT NEWS

## DENKA•LIFT DENKA•LIFT

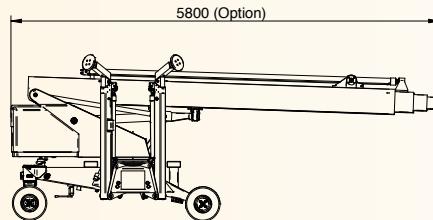
### New innovations of the DENKA•LIFT Narrow DL22N

Last year, the long-established concept of the DENKA Narrow DL22N was placed under scrutiny by Rothlehner, and it was decided to continue to develop this type of machine further.



The result is modernised Narrow machines, especially regarding the new control unit and a remote-controlled steering wheel which makes a steering drawbar superfluous and enables a greater overview whilst manoeuvring.

This low surface-impact three-wheel machine, 22 m working height with only 2,300 kg, can now be brought into and positioned in confined space conditions with even greater manoeuvrability with its **minimum manoeuvring length of 5.80 m** and a **steering angle of max. 75°** (previously 45°). See image on the left.



**Further key data:** Min. support width 3.40 m, max. outreach up to 12 m with 80 kg  
Min. clearance height < 2m and min. clearance width < 0.90 m

### Eleven new DENKA•LIFTs for Roggermaier

In the past year, three of the new DL22N Narrow have been part of a comprehensive package of 11 DENKA•LIFTs ordered by **Roggermaier GmbH** to replace the older machines from their DENKA fleet.

In the course of this, several detail improvements have been realised at the request of the customer and have now been adopted into our series production.

**NEW:** With the trailer platforms with a rear-facing basket, the Junior 12, DK18 and DK25, there is now optional **LED illumination** which can be permanently attached to the basket.  
*See images on the left*



### mateco focusing on DENKA•LIFTs

For decades, a significant number of DENKA•LIFTs have reliably performed their duties in the **mateco** fleet.

In addition to the "basic models" Junior 12, DK18 and DK25, also the special machines of the Narrow series are in great demand with **mateco** customers.



Junior 12 ready for delivery

The current order extends the mateco - DENKA fleet by some new Junior 12 and DK25 DENKA•LIFTs which will be in operation in Germany and Poland.

Corporate colours and special configurations, such as diesel power units, bio oil or data collection devices are amongst the optional extras requested.



DK25 with diesel power unit



## NEW: B240PX

The **B240PX Compact** which was presented last year and has been very successful, will now be supplemented by the **B240PX Comfort on a Mercedes-Benz Sprinter**.

This new variant of the double-articulated telescopic aerial platform **B240PX** differs through the front H-outriggers and provides extremely competitive parameters with a working height of 23.60 m and an impressive 12.30 m lateral reach.



## E140P on Ford Ranger 4x4 - with trailer coupling

Recently, a **E140P on a Ford Ranger 4x4** was delivered to our customer Meyer Lift in Hohenwestedt. The vehicle was fitted with a **trailer coupling** at the request of the customer.



In addition to the E140P, many other GSR work platforms can be equipped with a **trailer coupling** and some even with **towing capacity up to 3.5 t**.



A high towing capacity can not only be achieved with the GSR superstructures mounted in the Czech Republic - often on heavy carrier vehicles with all-wheel drive - but also on the German market we frequently fit this valuable special equipment to the popular 5-t. van with a **E170TJV** superstructure.



These spaciously and conveniently equipped vans with a respectable 17m GSR work platform not only enjoy great popularity amongst electrical and utility companies, but also with local authorities and rental companies.



## Finance - Select Leasing



Especially for the GSR van series, but also for all other machines of the Rothlehner product range, we can offer **finance concepts** in different variations. The all-round carefree **full-service contract** is becoming increasing popular. Besides a fixed monthly expenditure, no extra costs for maintenance, service, repair, spare parts or insurance arise.

Amongst others, we are able to provide these rental offers in Germany with **Select-Leasing** from Berlin who have established themselves as an experienced specialist in our branch. For this purpose, Select-Leasing presents itself as a partner with fair contractual framework conditions and quick decisions. Besides a full-service concept, Andrea Engel and her team also provide all classic finance models nationwide, such as leasing, hire purchase or credit. If you are interested in a full-service offer, or another finance form, please use the enclosed answer form.

Upon request we can arrange the contact to our Rothlehner-Leasing partners.



Andrea Engel,  
Select Leasing

# PB-Lifttechnik NEWS

## PB ECo series - new edition

PB has carried out a generation update on their entire PB ECo series, whereby technical changes and improvements have also been implemented.

The main objective and purpose of these updates was to obtain reliable and durable assemblies/components at a reasonable price usual on the market should they actually be required (spare parts).

These attractively priced, long-lasting quality models are available with **compact machine dimensions** (width 0.76-1.18 m) and a **working height between 5.60 m and 14 m**. The **electrical direct drive** makes them reliable and emission-free all-round machines which can be used in diverse applications.

### Summarised at a glance:

- Working height 5.60 - 14 m
- Load capacity 230 - 550 kg
- Emission-free, long-lasting electric direct drive
- Sensitive, precise prop control unit for all directions
- Compact - powerful
- Reliable

### Further information:



## PB electric power for Bleser

In the true sense of the word, **Bleser Mietstation** knows how to reflect strong growth in their portfolio: Recently, a **PB S225-24ES 4x4** Power Scissor model from PB Lifttechnik in Oberbechingen, Bavaria arrived at Bleser in Neuwied, Rhineland-Palatinate.

With this action, Bleser is consciously placing a focus on electrical drives and is expanding their inventory in this sector. This platform ranks amongst the best in the rental company regarding its features. The **PB S225-24ES 4x4** with a **22.30 m working height** is not only the "second-biggest" scissor platform at Bleser, but with regard to its load capacity (750 kg), it is also the "strongest".

Furthermore, the platform convinces in many ways thanks to its flexibility: Besides the impressive working height, there is also working space for up to **4 people on the max. 7.20 x 2.36 m-large PB Mega-Deck platform**.

The machine is ideally suited for installations, assemblies and maintenance work indoors and outdoors thanks to its completely emission-free, **electric-hydraulic drive**, which simply makes it a powerful all-round machine for every location and purpose of an operation.

The all-wheel drive and a differential lock as standard features ensures proper traction at all times, even on difficult ground, and the **fully automated outrigger system** provides a plus for safety.

You can find out more about the PB S225-24ES 4x4 here:



Handover to

Ms Antonija Tufekcic (Authorised Signatory)  
and Kristijan Ivankovic from PB



## PB S225-24 ES 4X4 for waste recycling in Hamburg

A further **PB S225-24ES 4x4** was also recently handed over by Stephan Opfer (Roth-lehner Hannover) to the Müllverwertung Borsigstraße (waste recycling plant) in Hamburg. The plant is owned by the Cleansing Department of the City of Hamburg and operates as a waste incineration plant which supplies Hamburg homes with district heating.

This high-performance PB electrically-powered scissor lift will be used for repair work in indoor and outdoor areas.

The plant manager Mr Koop and his team were thoroughly instructed at the handover by Sascha Krückmeyer (Lift-Manager Breitenfelde).

More information: [www.rothlehner.de/allrad-scherenbuehnen-pb/](http://www.rothlehner.de/allrad-scherenbuehnen-pb/)



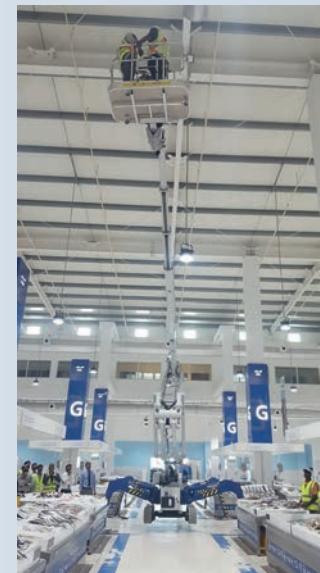
## FALCON LIFTS - now with a 250 kg basket load capacity and extensive reach



FALCON LIFTS A/S in Odense, Denmark, now has the FALCON FS330Z Vario elevating work platform with a maximum working height 33 m and lateral reach of 16 m with a basket load capacity of 250 kg. It achieves an impressive 19 m with a reduced basket load capacity of 100 kg.

The FALCON FS330Z Vario aerial working platform with a variable chassis, radio remote control and enormous operational range is an extremely flexible machine for all types of maintenance work. It has a high-performance Kubota diesel drive for outdoor applications and high-performance battery pack drive with a capacity of 360 Ah and power output of 4.5 KW for indoor applications. The battery pack can simultaneously be charged when the working platform is either being operated with the diesel power unit or is connected to a 220V power supply.

The differing drive types permit a flexible permanent operation and make the FALCON FS330Z Vario an unparalleled and highly efficient resource. You can connect with the work platform at any time and provide immediate assistance in case of a malfunction or operating fault using the associated GSM service tool.



The FALCON FS 330Z Vario is characterised by a high level of flexibility and reliability with its 250 kg basket load capacity, variable crawler chassis and simple logical operation. Many satisfied customers will confirm this - worldwide!

Recently, a FS330Z was delivered to the Waterfront Market in Dubai - see image on the right.

## Europe LIFT NEWS

### New: EuropeLift TM13T



The new EuropeLift TM13T is a 13 m telescopic trailer working platform with a lateral reach of 9 m in a simple, easy-to-operate design.

The new TM13T is an extremely compact machine with a construction height of less than 2 m and length of approximately 6 m. It is possible to tow this trailer using lower mid-sized cars and delivery vans thanks to its net weight of only 1,460 kg in the standard version.

New, angled outriggers improve the levelling ability for stabilisation.

A diverse range of drive variants is available with 230 V, petrol-direct drive, power generator or battery.





## Haulotte Compact 12DX for fire brigade Prague

Two Haulotte Compact 12DX scissor platforms were handed over to the fire brigade in Prague at the end of August. The photo shows the first deployment during a night-time exercise with the construction of a flood barrier in the Czech capital.



## Next BRONTO for E.ON / Slovakia

After five years, the next BRONTO has now been delivered to E.ON in Slovakia. The S44XDT on a MAN TGS 26.420 6x6 BB is now the highest working platform of any utility company in Slovakia with a working height of 44 m.

The machine was sold by Rothlehner/SK, finished with special equipment by Rothlehner in Prague/CZ and the delivery and instruction was jointly performed by the two Rothlehner teams.



## More machines for Slovakian utility companies

The close collaboration between the companies Rothlehner in Prague/CZ and Rothlehner in Nitra/SK is leading to extremely pleasing larger orders from Slovakian utility companies - currently an order for eight GSR E140P on Ford Ranger 4x4.



## ... EuropeLift TR15GT also represented

A EuropeLift TR15GT on a crawler chassis will also be available for work in the electrical sector for a utility company in Eastern Slovakia.

# Haulotte >>

The many years of collaboration between Haulotte and the Rothlehner Group has culminated in many records being set. In the Czech Republic and Slovakia alone, the 2000th Haulotte machine will be sold by the end of the year. Combined with sales in Germany, Austria and Poland, the 3000 mark is already in view for the Rothlehner Group.



## Haulotte Pulseo in the Rothlehner product range

The electrical drive of the HA20 LE and HA20 LE PRO, new articulated-telescopic platforms from Haulotte, provide comparable performance to the diesel drive and have a working height of 21m.

These are extremely well-suited for operation on extreme inclines with a basket load capacity of max. 350 kg, a 4 x 4 drive as standard, swing axles and ground clearance of 45 cm and a slope ability of up to 45°.

## Contact Abroad:

### Austria, Slovenia, Croatia **Bernhard Spörk**

Feldweg 3  
A-8055 Seiersberg-Pirka  
Tel. +43 664 3364030  
Fax +43 316 291045  
info@rothlehner.at  
www.rothlehner.at

### Czech Republic **Zbyněk Tomášek**

Mezi uvozy 2512/2a  
CZ-19300 Praha 9  
Tel. +420 2 81090590  
Fax +420 2 81090596  
info@rothlehner.cz  
www.rothlehner.cz

### Slowakia **Ladislav Kajan**

Novozamocká 102  
SK-949 01 Nitra  
Tel. +421 37 6525520  
Fax +421 37 6525522  
info@rothlehner.sk  
www.rothlehner.sk

### Poland **Manfred Rothlehner**

ul. Energetyków 4  
PL-32-050 Skawina  
Tel. +48 12 2675811  
Fax +48 12 2675811  
info@rothlehner.pl  
www.rothlehner.pl

# 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

### Impressum:

Editor and head office:  
**Rothlehner Arbeitsbühnen GmbH**

Mühlenweg 1  
D-84323 Massing-Oberdietfurt  
Tel. 0 87 24 / 96 01-0  
Fax: 0 87 24 / 96 01 -12  
info@rothlehner.de  
www.rothlehner.de

**Layout:**  
Franz Fürstberger  
LOGO! Design & mehr ...

**Redaktion:**  
Manuel Miller, Fred Rothlehner

# Used Machine Special!



16440 - Compact 10 - 2002  
 16429 - Comp. 10N - 2006  
 15746 - Compact 8 - 2008



16178 - Haulotte Star 10  
 10 m - Battery - 2010



15428 - Genie GS 3246  
 11,75 m - Battery - 2001



15853 - Compact 12 RTE  
 12,14 m - Battery - 2010



16304 - UpRight AB38  
 13,50 m - Battery - 2010



15522 - Haulotte HA 12IP  
 12 m - Battery - 2008



15465 - Compact 12 - 2006  
 15723 - Compact 14 - 2011



16487 - Denka DLX15  
 15 m - Battery - 2006



16425 - PB S151-19E 4x4  
 15 m - Battery - 2011



16036 - Haulotte HA 15 IP  
 15m - Battery - 2007



11163 - Europelift TM15 GT  
 15m - 230V/Yamaha - 2014



9829 - Haulotte HA16 PX  
 16 m - Diesel - 2003



11477 - Bluelift R160CR  
 15,8 m - 230V/Petrol - 2015



14953 - Nifty HR 17 NE  
 17 m - Battery - 2007



6060 - GSR E179T  
 17,1m - 2008 - 51.000 km



16426 - PB S171-12E  
 17,10 m - Battery - 2005



2667 - Denka DK 18  
 18 m - Battery - 1999



12741 - GSR B200TJ  
 19,6 m - 2007 - 9.500 km



13929 - GSR B200T  
 20 m - 2017 - 4.500 km



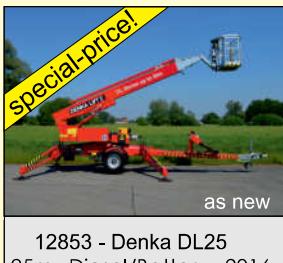
2895 - Denka DL22N Narrow  
 22 m - Battery - 2000



12415 - GSR B230T  
 22,5 m - 2011 - 4.700km



4850 - Denka DK 25  
 25 m - Battery - 2006



12853 - Denka DL25  
 25m - Diesel/Battery - 2016  
 as new



3608 - Denka DL28N Narrow  
 28 m - Battery/230 V - 2002



4948 - Falcon Spider TSB34  
 34 m - Battery/230V- 2000

For an offer please note machine-number  
 and send it back via fax or mail!  
 More machines on request or visit:

# Your personal response-form

We wish ...

Our E-Mail-address:

Our Internet-address:

Contact person

Please fill in address and contact person

I'm interested in:

■ New DENKA•LIFTs



□ Junior 12

Smallest dimensions and lowest weight (less than 1.000 kg)



□ DK 18



□ DK25

Basket on the rear



□ DL18/21



□ DL25/30

Basket in front



□ DL22N



□ DL25/28N

Narrows - through the doors

■ Used DENKA•LIFTs, type \_\_\_\_\_

■ DENKA•LIFT

- Spare parts
- Technical support
- \_\_\_\_\_

I have used DENKA•LIFTs for sale or to replace: type \_\_\_\_\_

We are interested in used machines, please offer:

trailer platforms  special narrow machines  scissor platform  selfpropelled

Please offer used machines from recto or from your homepage

www.rothlehner.com: (please fill in number) \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Please send next bühnenSPIEGEL by  post or by  email  no more

Fax back to  
+49 8724 960112

E-Mail back to  
info@rothlehner.com

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**Rothlehner**  
working platforms