

# bühnen SPIEGEL

Issue 37 · December 2017

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



APEX Amsterdam



Handwerk Wels



Energetab  
Bielsko Biala



Platformers' Days Hohenroda

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## Dear Customer, Dear BühnenSpiegel Reader,

Is our BühnenSpiegel still being read after almost 20 years of regular publication?  
If so, which is the preferred format; digitally via email or printed and delivered via post?  
Which topics are of interest and what could be improved?

At the end of 2016, we found valuable answers to these questions through a targeted survey of these topics. Insight and reason enough was provided to continue to use our BühnenSpiegel as a regular communication tool.

Incidentally, 87% of the BühnenSpiegel recipients who participated in our survey regularly read it completely or in part. Of these recipients, exactly 50% prefer the digital version and the other half prefer to read our printed version.

Therefore, for the foreseeable future also a printed version will land on your desk, or if you are interested, then you can simply request an additional print version via post following your email delivery.

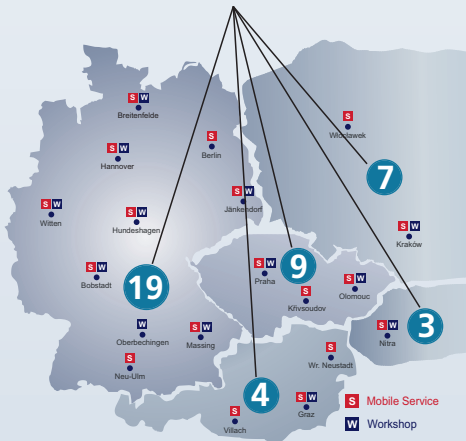
There are only just a few weeks until the end of the year, hence it is time to reflect on the course of 2017 up until now. It appears that setting new records is hardly anything special anymore!

And we will manage this again also in 2017, as will many other companies in the aerial work platform industry. It is already possible to report the following records in the Rothlehner Group for 2017:

In excess of 800 work platforms have been sold and a total Group turnover of approximately € 36 million has been achieved; the highest sales and turnover figures in the history of our company. However, this trend cannot be reflected in our results due to increasing costs and price pressure.

The service proportion is increasing in each company in our Group, and in 2017, this totalled approximately € 10 million.

## 42 Service-Vehicles



More than half of this has been generated solely by Lift-Manager, our service company in Germany.

Qualified and trained service technicians are underway in central Europe on a daily basis with around 40 excellently-equipped service vehicles to repair, check and service your work platforms.

Furthermore, around 80 technical service employees work in 12 workshops, three of which are equipped for the repair and maintenance of large-scale machines.

Our experience also becomes apparent through numerous anniversaries this year, such as 25 years Rothlehner Prague/CZ and **25 years of our service subsidiary in Hamburg/Breitenfelde and in Hundeshagen, and 20 years in Krakow/PL.**

The best possible availability and operational safety is ensured thanks to our service provision!

Further interesting information regarding the Rothlehner Group service network, especially pertaining to the capacity of our German service company Lift-Manager can be found on Page 3.

We thank our many longstanding and new customers, both nationally and internationally, for the trust you place in us.

Many thanks are also due to our suppliers, partners and banks who have trustingly supported us at all times.

We wish you, your families and employees a pleasant close to the year, a Merry Christmas and Happy New Year and every success in 2018!

*Manfred Rothlehner*

Manfred Rothlehner  
Rothlehner Arbeitsbühnen GmbH

*Roland Jäkel*

Roland Jäkel  
Lift-Manager GmbH



Watercolours by Elisabeth Rothlehner

YouTube code





# Lift-Manager Lift-Manager

## Lift-Manager work platform service continues to expand in association with Rothlehner

As a service company for aerial work platforms in Germany, Lift-Manager has developed into a significant partner for both rental companies and users and several work platform manufacturers over the last years.

As part of, and in association with the Rothlehner Group, Lift-Manager covers the German market with their workshop and service network for many different brands.

Roland Jäkel, Managing Director Lift-Manager and Manfred Rothlehner, Managing Director Rothlehner Arbeitsbühnen are delighted regarding the continuing excellent development in the service area, but find themselves confronted with limiting factors, in particular, the lack of qualified personnel.

Nevertheless, it has been possible to further expand the network.

Recently, a **new location** with mobile service was created in **the Ulm region**. For customers in southern Germany, this means rapid reaction times and therefore a quicker availability of your machines.



Andreas Schübler



Ron Ihrig



Florian Boczek

As well as Andreas Schübler in the Ulm area, also Ron Ihrig in Bobstadt and Florian Boczek in Witten have joined the Lift-Manager team.



## Repairs on large-scale machines

The repair of large-scale machines demands several prerequisites.

Lift-Manager spatially fulfils these prerequisites with their workshops in Jänkendorf and Massing.

With technicians who have been qualified by manufacturers such as **Bronto**, **Genie**, **Haulotte**, **Nifty** and **PB**, professional repairs can also be completed on machines from their large-scale model series.



QR code Lift-Manager  
Service provision

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

**Lift-Manager**  
work platform-Service

technical support and  
global spare part service

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

# DENKA•LIFT NEWS

## Many new innovations regarding DENKA•LIFT innovations were demonstrated on a DK18 at the Platformers' Days.

DENKA•LIFTs manufactured in Germany are now mostly equipped with semiconductor-based **control units by TTControl**.

The display on the control box enables maintenance and troubleshooting without the use of a PC.

### NEW: FRONIUS charging technology

replaces both mains transformers and power transformers  
Optimised battery charging characteristic - improved battery service life  
Charging efficiency increased by approx. 60-70%, to 96%  
and reduced power costs for charging the work platform

2 redundant wear-free **tilt sensors** connected to the control unit on the base (for inclination angle and inclination adjustment).

Omission of the SL1001 basket compensation circuit board.

No mechanical adjustment of the tilt sensors necessary.

An **"automatic outrigger system"** is optionally provided.

Automatic levelling allows the operator to correctly support the machine simply at the push of a button.

Discover more regarding these product improvements and further options at Rothlehner Arbeitsbühnen.

[www.rothlehner.de](http://www.rothlehner.de), [info@rothlehner.de](mailto:info@rothlehner.de)



## The unparalleled DENKA•LIFT Service Portal presented at the Platformers' Days enjoyed special attention and appreciation.

**DENKA•LIFT**

Service-Portal

Suche Hilfe Apps Abmelden

Dashboard

Ordner

Freigegebene Ordner

Favoriten

Workflows

Posteingang

Serviceportal Denka-Lift DE Schaltpläne Elektrik DK18 - DL18 - DL21

DK18 - DL18 - DL21 Weitere Optionen

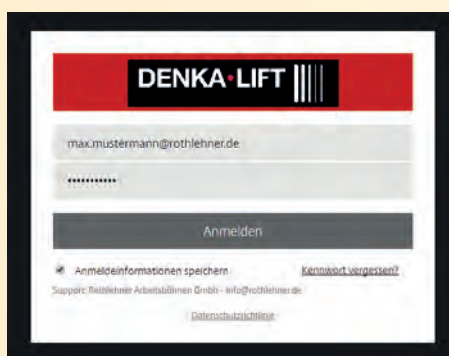
Request access!

QR Code

	Name	Größe	Hochgeladen	Ersteller
<input type="checkbox"/>	DK18-DL18-DL21 E 1.0 DE.pdf	1 MB	9/14/17	F. Margre...

Verwendeter Speicher: 8 MB

E-Mail-Benachrichtigung bei folgendem Dateistatus: ☐ Zu diesem Ordner hochgeladen



The **DENKA•LIFT Service Portal** is now available online.

Technical documents are provided for autonomous problem and fault rectification via this portal. These documents include:

- A detailed error code list with prepared rectification measures
- Continuously updated circuit diagrams

For further information regarding the DENKA•LIFT Service Portal, please contact either your customer advisor, or Rothlehner Arbeitsbühnen headquarters via email under [info@rothlehner.de](mailto:info@rothlehner.de)



## Denka-Lift DL22N and Falcon FS370 to Kinshasa/Congo

In October, Rothlehner Arbeitsbühnen delivered two wheel-mounted special machines, a **Falcon Spider FS370** by TCA Lift and a **DENKA•LIFT DL22N Narrow**, to the **RAW Bank** in Kinshasa / Dem. Rep. Congo.

The project planning started almost two years ago with pictures and drawings for the special indoor and outdoor tasks; partly with exceptionally narrow access. In close collaboration with TCA-Lift, it was possible to meet these requirements using two wheel-mounted machines with variable outriggers, battery operation and supply lines for water and air to the basket.

In its standard version, the **FS370** is equipped with a double-articulated jib which enables a reach of up to **17m** also in its upper range. The **DENKA-Narrow DL22N** is intended for cleaning work in the atrium thanks to its minimal net weight of 2,300kg and ideal technical parameters.

Both machines proved themselves already at all difficult to access positions during the on-site instruction.



## DK18 fleet shipped to Kourou

Five new **DENKA•LIFT DK18** exited the DENKA assembly hall in Massing, in August.

They then left the yard in sea containers in their way to **Kourou, the spaceport in French Guiana**.

We will report further regarding the special assignment on-site.

Two DK18 machines fit into one 40-foot sea container once the telescopic boom is rotated.



## Craig Rooke new in the TCA-LIFT team

Since 1st November 2017, Craig Rooke has been employed as Business Development Director at TCA-LIFT in Odense / Denmark.

Craig Rooke was previously employed at Teupen, where he was responsible as Sales Director for UK and Ireland.

Photo: l. to r. Brian Falck Schmidt, Sales Director, Craig Rooke DBD, Finn Schlitterlau, CEO



More information regarding this topic under [www.Vertikal.net](http://www.Vertikal.net)





## New: B180T and B200T

In September, the new 3.5 t. telescopic platform model series was launched on the market.

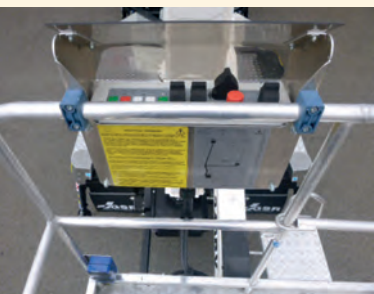
With a completely new concept, the **new B180T and B200T models** with working heights of 17.7 m and 19.9 m form the new generation for coming years.

The focus of all efforts and undertakings has been to permit operation which is as simple as possible. These models will either be available as a Compact version, with vehicle-wide vertical outriggers, or as a Comfort version with H-supports at the front. The new models provide outstanding reach with a simultaneously reduced outrigger width.



### The most significant advantages at a glance:

- Increased reach compared to the previous generation
- Up to 300 kg basket load capacity
- All models comply with weight limitations
- Doors can be opened at all times with the Comfort variant
- Reduced outrigger width with an increased lateral reach
- Optional package Home Function + automated outrigger system
- Best performance data also with the vehicle-wide outrigger system
- New control panel in the basket with less control elements
- Outrigger control from the work basket as standard
- Chassis remain in their series production state
- Convenient access from the front without high basket entry
- Intelligent hydraulics system with a multiple movement function
- High proportion of common parts with the new PX models
- Internally-located telescopic cylinder on all models



## New: B240PX double-articulated telescopic

The **B240PX** double-articulated telescopic work platform was presented in the spring.

The 23.60 m working height and an impressive 12.30 m lateral reach are top class values considering the purely vehicle-wide vertical outrigger system. Fewer and ergonomic control elements on the base and in the basket simplify handling. The new automated outrigger system will be optionally available from 2018.



## Well established GSR models

Rothlehner pracovní plosiny in Prague is also achieving great success with the tried and tested 140TJV, 200PX, 179T, 230T models.

Here, not only standard versions are being sold, but also many user-specific solutions are being produced. See Page 8 for more information.



## B230T on 7.5 t. on Atego 4x4

A new GSR B230T on a Mercedes Atego 4x4 was delivered to a service provider. This vehicle is extremely suitable for off-road operations: Single off-road tyres and the sizeable lift of the outrigger system make it ideally suited for tasks in the power supply branch.



## PB continues to follow an upward trend!

In the coming year, PB Lifttechnik will be expanding their portfolio, not only with regard to the width of their product diversity, but from a technical point of view, also in height!

PB Lifttechnik is following the motto "The trend is your friend". Therefore, with their 6 new models, they are committing themselves to the attributes demanded by the market: "Bigger, higher and stronger".

The impressive, already completed PB S320-18ES 4x4 machine (see images) marks the beginning of this expansion.

As with all other variants, this scissor lift provides an enormously impressive standard package, which equips them for every assignment:

- Mega Deck platform
- Fully-automated outrigger system
- 4-wheel drive
- 2-axle steering
- Differential lock
- Manoeuvrability at full height



The modular design of this model series enables these 6 new machines:

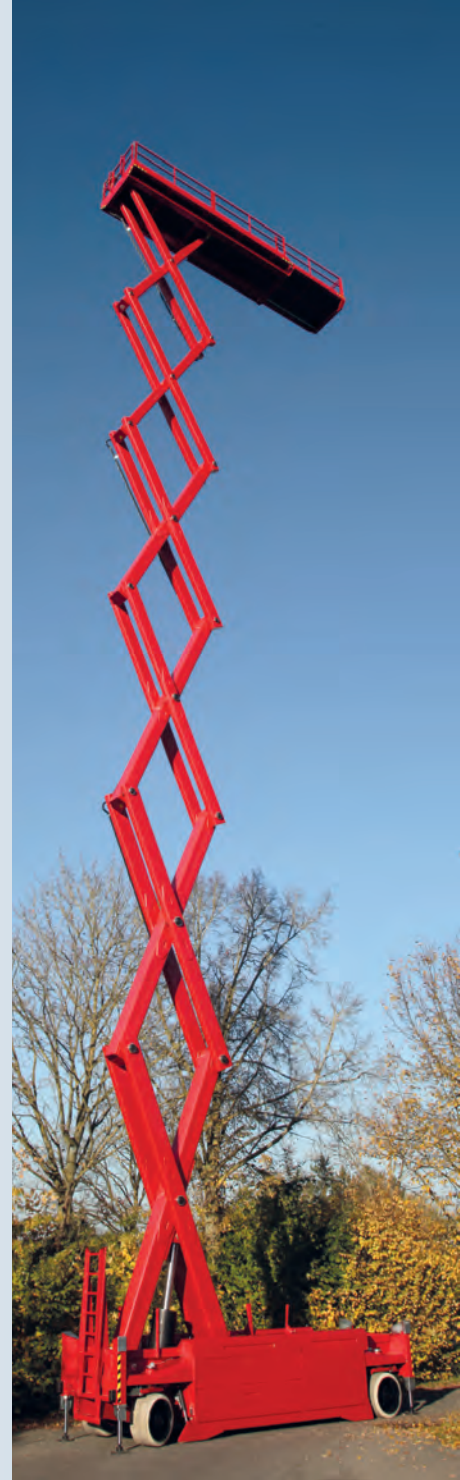
- Working height: 27.50 m and 32.00 m
- Width: 1.40 m (TOP 14), 1.80 m (TOP 18), 2.40 m (TOP 24)
- Load capacity of 600 kg to 900 kg

The PB TOP 14 + TOP 18 models are available as **electrical-hydraulic versions**, the TOP 24 machines are optionally available as **electrical or diesel versions**. Sustained power during operation is guaranteed with both these drive variants.

As a result, PB continues to enable safe and efficient working also at new heights with its combination of sophisticated and innovative technology.

Further information to follow.

Remain up to date at all times under: [www.PBgmbh.de](http://www.PBgmbh.de)



## New: EuropeLift TR15GT



Working height	15.60 m
Lateral reach	7.50 m
Basket load capacity	220 kg
Total weight	2,100 kg
Drive, petrol engine	+ 230 V
Moveable jib	85°
Cable remote control	
Rotatable work basket	140°
Clearance width	only 0.78 m
Optional automatic levelling	

The new track-mounted EuropeLift TR15GT work platform adopts the tried and tested articulated telescopic boom of the TM15GT trailer-mounted work platform. It provides 15.6 m working height and 7.5 m lateral reach with a net weight of 2100 kg. An extensive optional equipment range and diverse drive variants are available. An attractive price-performance ratio and simple operation make the TR15GT an extremely interesting option.

EuropeLIFT NEWS



## Rothlehner CZ now as AZVN test laboratory

Since May 2017, Rothlehner pracovní plošiny s.r.o. has been accredited as **AZVN Laboratory No. 57**. AZVN is the association for test laboratories for high voltage in the Czech Republic. As a result, we are involved in the introduction of a Czech standard similar to the DIN (German Institute for Standardisation) and VDE (Association of German Electrical Engineering) standards.

We can provide accredited testing for work platforms based on this membership.



The spatial limits have been reached in both the HGV production hall and the service hall in Prague. For 2018, preparations have already been undertaken to hire a nearby hall.

## Haulotte record in the Czech Republic

With more than 250 Haulotte units sold, 2017 will also be a new record year with Haulotte devices.

20 - 30 new machines are always quickly available in store in Prague



## YouTube code for product videos CZ



Relaxed atmosphere in Nitra/SK after the **strategy meeting**.

Not only were objectives set over a 2-day session in October with colleagues from **Prague/CZ** and **Nitra/SK**, but a toast was also made to previous successes.

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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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