

ACCESS, LIFT & HANDLERS

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Resilient rotators

For once, some good news: the rotating telehandler market across North America remains stable. Lindsey Anderson **reports.**

Manufacturers, dealers and rental companies across the U.S. and Canada are reporting that the rotating telehandler market remains hard at work, even with the global pandemic shuttering some construction sites and stalling work in some cities.

“While Covid-19 has slowed down our excellent pace of growth, we are still very busy and will experience solid growth from 2019,” says Gary Weisman, vice president of Magni America LLC, based in Roselle, NJ. “We are investing heavily in our business in both hiring and training and creating an even more compelling proposition for our dealers and end-users. We are seeing that with the unique proposition Magnis provide, including increased safety, efficiency and profit, people are taking the time to listen, learn and invest.”

At ConExpo 2020, Magni introduced the RTH 6.51, and in July, Magni delivered the first machine on U.S. soil to New York-based Adams European Contracting. It is the Adams’ sixth Magni telehandler.

The RTH 6.51 is the world’s highest-lifting rotating telehandler with a maximum lifting



Magni rotating telehandlers being utilized on a recent jobsite.



Magni sees the remainder of 2020 as productive, the company says.

height of 167 feet and a maximum lifting capacity

of 13,200 pounds. The unit offers a reach of 113 feet. The 6.51 incorporates Magni’s extra-large, 10-inch, full-color touchscreen and upgraded software. The machine comes standard with up to three years of the MyMagni telematics system at no cost to the customer. This feature provides the ability to monitor

most anything about the machine including service alerts, technical alarms, maintenance data and more.

Adams European Contracting is currently using their RTH 6.51 for the maintenance and restoration of school P.S. 333 in Manhattan. Limited space on this jobsite made it almost impossible for Adams to bring in a crane, making the Magni, with its tight footprint and lift height, the best solution for the job.

“We chose Magni was because there is no other competitor out there that can get to these heights and lifting capacities,” said Angelo Curto, the director of operations for Adams European Contracting. “Our Magni basically replaces all of our lulls and cranes on site. Overall, it saves me a lot of money.”

Weisman says Magni is seeing increased demand in all markets.

“We see the balance of 2020 being productive,” he says. “We are adding additional dealers and in discussions with many more. Covid-19 has only increased the focus on constructing projects more efficiently, safely and profitably. Rotating telehandlers from Magni deliver on all these better than both traditional equipment and our competition.”

Job at hand

Recently, Carver Construction called on Magni Telescopic Handlers to provide a solution for a job in Albany, NY. The project involved constructing a 180,000-square-foot Nucor pre-engineered steel structure that will eventually be used to store salt. The structure is 400-foot-wide, 450-foot-long and 74-feet-



Magni rotating units currently being used by Carver Construction in Albany, NY.