

September 2022

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rough-terrain crane for precast work**

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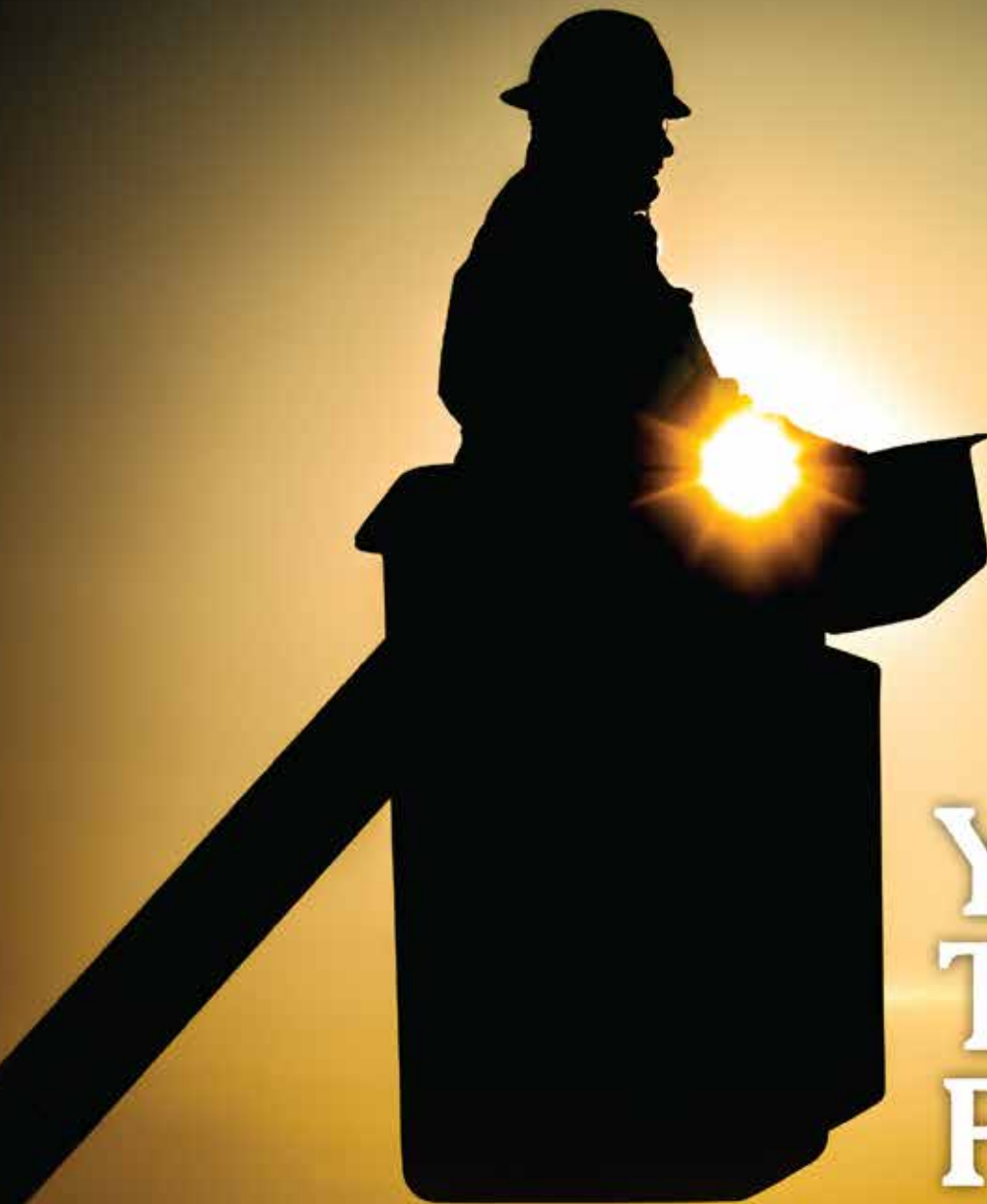
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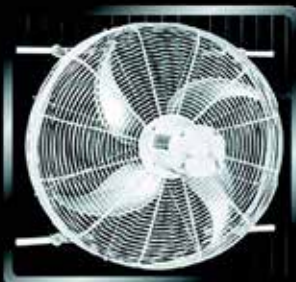
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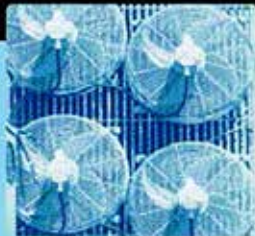
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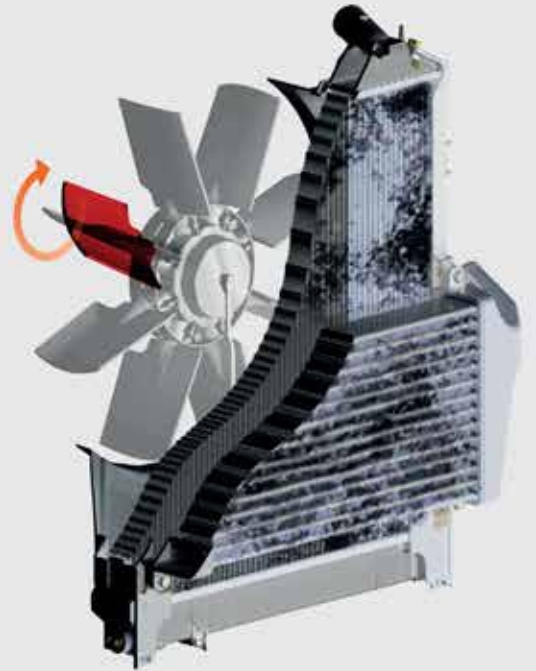
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# Vertical Mast Lift Market Expects Robust 4.8% CAGR Growth By 2032

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The global vertical mast lift market is estimated at US\$ 1.54 billion in 2022 and is expected to expand at a CAGR of 4.8% through 2032. Vertical mast lifts are designed to work efficiently in compact spaces and aisles. As such, there is huge demand across various applications, especially in the warehousing and logistics sector.

The surging e-Commerce industry will drive the sales of vertical mast lifts. For instance, in China, online retail sales stood at US\$ 1.06 billion in 2018, US\$ 1.23 billion in 2019, and US\$ 1.41 billion in 2020. E-Commerce companies require a warehousing facility for the storage of goods. To maintain and keep these goods on shelves, they employ vertical mast lifts.

Other factors such as the use of vertical mast lifts for commercial building cleaning and maintenance, event management, aviation, and defence, among others, will provide a plethora of opportunities for vertical mast lift manufacturers going forward.

## Key Takeaways from Market Study

- The global vertical mast lift market is projected to expand at a CAGR of 4.8% and reach US\$ 2.46 billion by 2032.
- Sales of vertical mast lifts increased 0.7% CAGR from 2017 to 2021.
- Under product type, drivable single vertical mast lifts dominate and are currently valued at US\$ 636.3 million.
- Warehouse & logistics end use dominated the market with 21.3% market share in 2021.
- By capacity, 150 kg - 250 Kg vertical mast lifts account for a major share and are valued at US\$ 575.6 million in 2022.
- Sales of vertical mast lifts are expected to increase at CAGRs of 5.3% and 5.8%, respectively, in East Asia and South Asia & Oceania.

“Drivable single vertical mast lifts expected to provide consistency in demand for long-term market growth,” says a Fact.MR analyst.



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## Market Development

The vertical mast lift market witnessed low demand during the pandemic; however, the ballooning e-Commerce sector fuelled demand and maintained steady market growth. Major market players also adopted various strategies to remain competitive in the market. The adoption of online channels for the marketing and selling of vertical mast lifts amplified since 2020.

Furthermore, the launch of new electrical vertical mast lifts as an innovative sustainable solution has spurred the market outlook. Prominent market players also have entered trade relations as a service provider, offering lucrative opportunities for sales growth.

## More Valuable Insights on Offer

Fact.MR, in its new offering, presents an unbiased analysis of the global vertical mast lift market, presenting historical market data (2017-2021) and forecast statistics for the period of 2022-2032.

The study reveals essential insights on the basis of product type (pushable (single mast lifts, double mast lifts), driveable (single mast lifts, double mast lifts), working height (less than 6 m, 6.1 m to 9 m, 9.1 m to 12 m, above 12 m), capacity (less than 100 kg, 100 kg - 150 kg, 150 kg - 250 kg, 250 kg and above), and end user (aviation, construction & mining, media & entertainment, government, industrial, manufacturing, warehouse & logistics, others), across major regions of the world (North America, Latin America, Europe, East Asia, South Asia & Oceania, and the Middle East & Africa).

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# Terex Utilities Hosts Technicians At Hands-On Service School

Equipment dealers, utilities, and utility contractors participated in hands-on service training for digger derricks and aerial devices at the Terex Utilities Service School held in June at the Lake Area Technical College facility.

The three-day event was at capacity with 48 participants and a waiting list. Participants were either technicians or technician trainers, ranging from just months to decades of experience.

Participants rotated through six stations which covered Hi-Ranger TM, Optima, and Commander products. In addition to general troubleshooting, maintenance, and inspections, other sessions took deep dives into chassis controllers, aerial device leveling systems, and digger derrick planetary rotation and hydraulic overload protection.

Many of the aerial devices and digger derrick models that were used during the service school are models that are in high demand in the field. "A lot of times we can't get access to these units to do training with our technicians on things like testing hydraulic over-pressurization and cycle times. These are things that we would like to teach our technicians, and I'm able to do it here and it's hands-on," said Mark Jones, Technical Training Instructor from Ring Power in Florida.

Dakotah Stewart, Lead Technician for Custom Truck One Source in Oklahoma adds: "When it comes to inspections, there are certain tests that can be performed that confirm if something needs to be repaired, even if the item doesn't initially appear to require it."



Jones appreciated learning about the leveling system on the TM125. "You can read about it all day long in the Terex Tech Tips, but until you actually do it with the tooling in the lab, until then it is just knowledge. When you take that knowledge and put it together with the lab then it becomes skill," he said.

### Easy, Personal Service

Jones praised Terex Utilities for the resources available on its website and the personal service he receives. "The Tech Tips provide an indispensable amount of info for technicians to use. It is easy to access the info, easy to download," he said. "When you call Terex, you get to talk to a person. You don't have to use an automated phone system. They walk you through a consistent troubleshooting process. They are very professional and easy to deal with," he said.

Likewise, being able to meet Terex Services technicians in person was one of the highlights for Stewart, "We call Terex Services team members all the time and they always help us get problems fixed but getting to meet the people you have been talking to is really valuable," he said. Stewart came to the Training School with a list of specific questions related to equipment repairs waiting for him back home. "Being able to have them show me, hands-on, means that I'll be able to go back and get the equipment on the road in half the time and labor."

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## Grove's new heavy-duty jib equips GRT9165 rough-terrain crane for precast work

- Grove introduces a new heavy-duty jib option for its GRT9165 rough-terrain crane.
- The GRT9165 with jib provides a competitive edge for setting precast concrete panels, due to its fast setup and economical transport.
- It's an example of The Manitowoc Way in practice, as Manitowoc customers and dealers participated in the development process.

Grove is offering a new heavy-duty jib extension for the Grove GRT9165 rough-terrain crane that increases the 165 USt (150 t) crane's utilization abilities. It provides a competitive edge for setting precast concrete panels, as it's easier to transport and faster to set up than competitive cranes for tilt-up work.

The jib is 12.5 ft (3.8 m) long and designed with two sheaves, for up to four parts of line, and is hydraulically offsettable from 0° to 50°. The compact but stout jib has a max lifting capacity of 68,600 lbs. The new jib has up to 20% greater capacities on average than its closest competition. The two-hook design gives operators tight precision when positioning panels, with the hydraulic jib controlled via an in-cab switch for faster operation and convenience.

The heavy-duty jib was designed to meet the fast-changing precast concrete panel market, one of the most

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common off-site techniques used during construction. This type of work is expected to grow 5.6% annually over the next five years alone. Its benefits include efficiency, cost reduction, speed, and more consistent quality. Precast concrete yields added environmental benefits, too, as the hollow core uses half the amount of concrete without compromising on strength. This results in up to a 25% reduction in a building's CO2 construction footprint.

Wisconsin-based design-build contractor Miron Construction Co. (Miron) is the first customer to use the new jib on its GRT9165. Miron's clients are rapidly shifting to precast concrete for healthcare, warehouse, manufacturing, and higher education builds across the country. The size of concrete panels is growing in tandem with demand, averaging 12-ft (3.7 m) wide and over 24-ft (7.3 m) in height, and weighing upwards of 60,000 lbs.

"It takes a larger crane to lift and rotate the concrete panels and vertically set them in place. Our precast jobs have a short duration and we wanted to minimize transport and setup costs," said Pete Klosterman, executive vice president, field resources for Miron.

Miron, Grove dealer American State Equipment, and Grove's product development team collaborated on the development of the jib extension to make it purpose-built for precast.

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“We took feedback from Miron to develop preliminary charts and stayed in close contact through the testing phase, making real-time modifications to deliver a final product that meets the market need from day one,” said John Bair, Grove rough-terrain product manager.

In June, Miron used the jib to set panels for a new high school in western Wisconsin. The GRT9165 was configured with its full 56,800 lbs of counterweight and working at a max tip height of 124 ft, with a 50-ft radius and zero-degree offset.

“It’s great to have the ability to luff the jib up and down for increased or decreased separation as needed, and it’s quick and easy to install and uninstall the jib,” said Luke Rathke, project superintendent with Miron.

The crane’s long boom paired with the heavy-duty jib is a bonus when working under height limitations. It has

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already allowed Miron to win more industrial work, including at large paper mills where overhead piping and ductwork limit access by other types of mobile cranes.

"The GRT9165 with the heavy-duty jib is the perfect package for what we need. It has strong capacities and precision for precast and is a solid all-around crane for the wider range of work we do," Klosterman said. "We must be more efficient and versatile in how we approach our jobs. You've got to stay ahead of the game, and it helps when the equipment we're using can make that happen."

The heavy-duty jib extension is available for order on all new Grove GRT9165 rough-terrain cranes and as a retrofit for cranes in the field.

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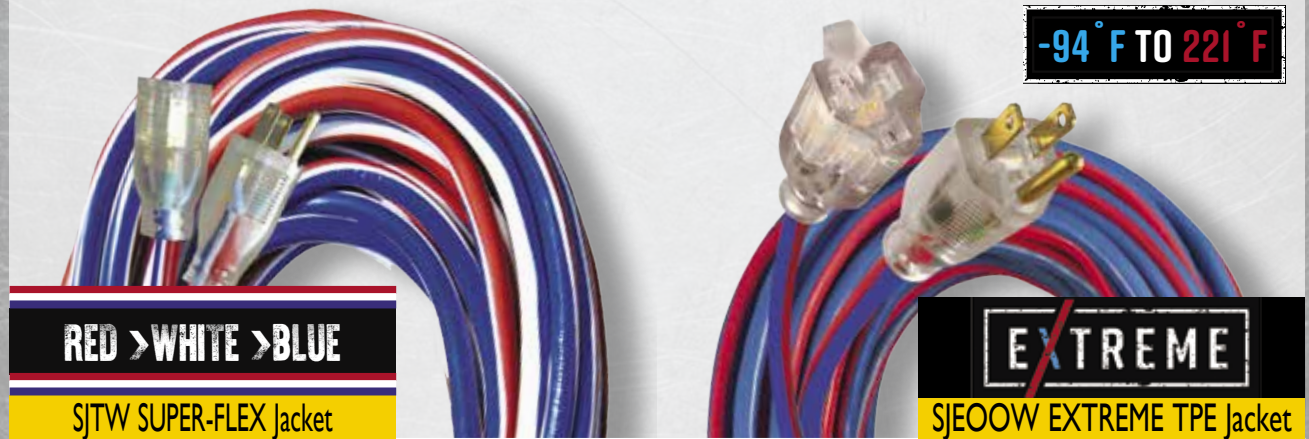
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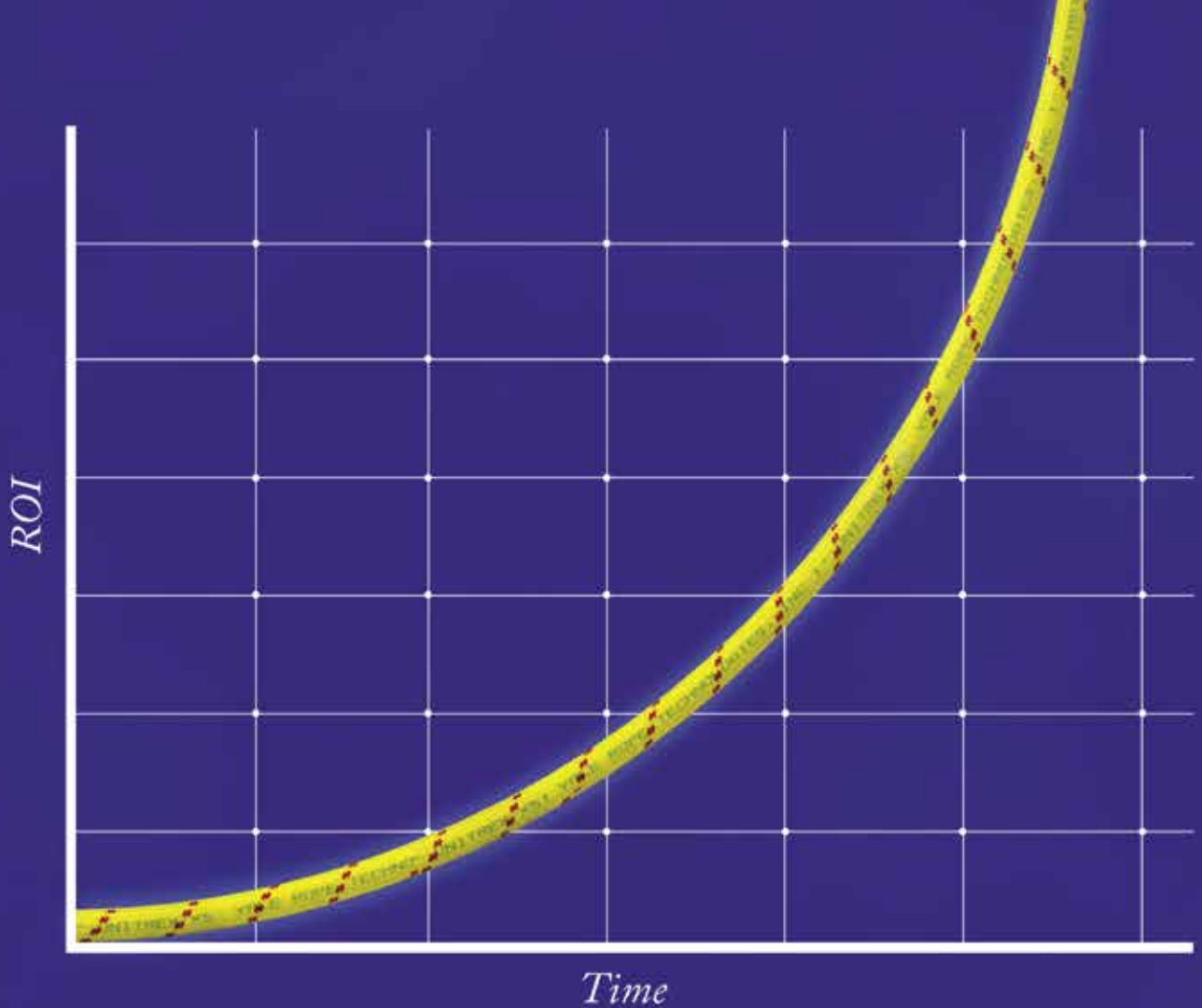
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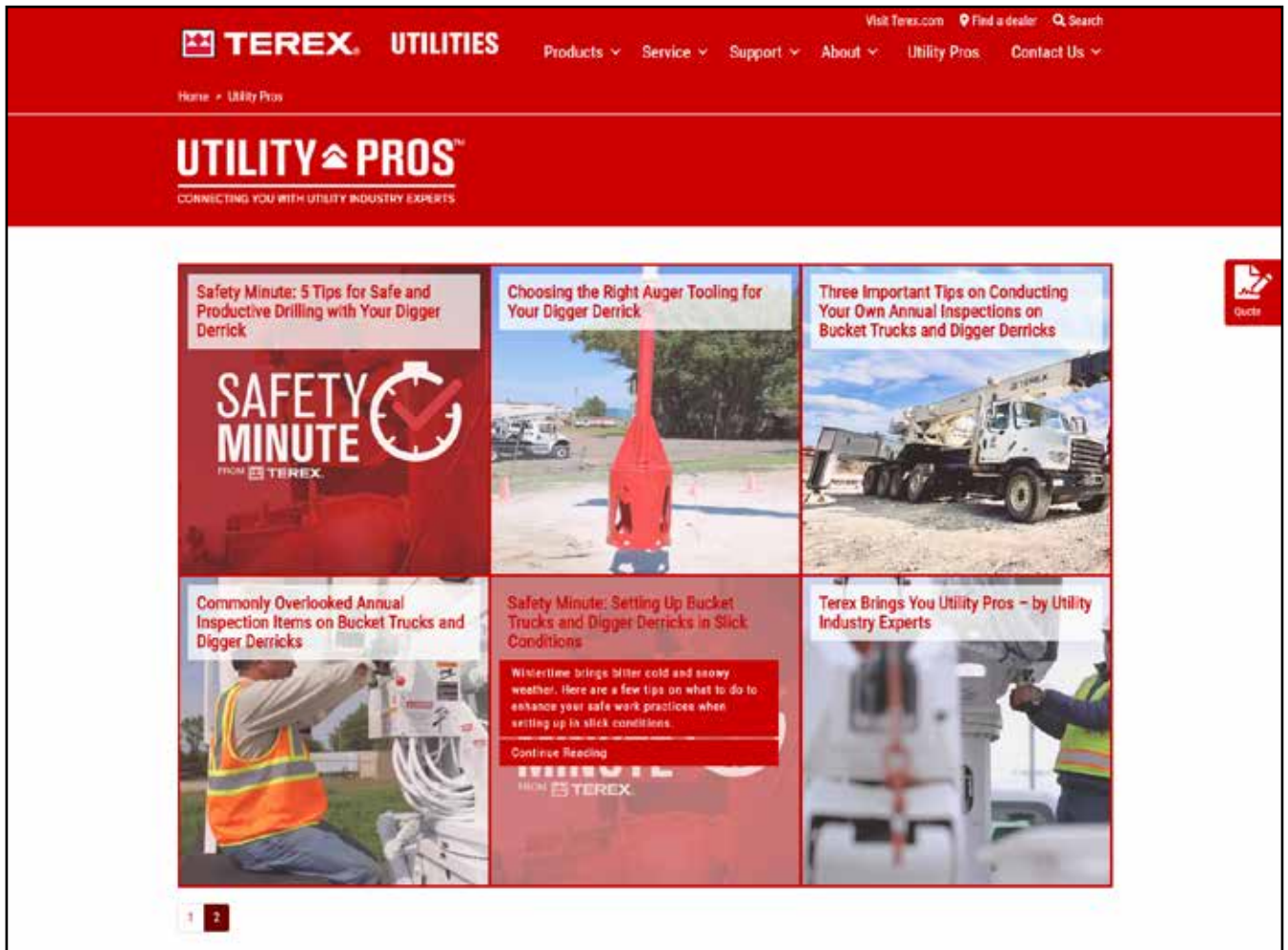
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# Terex Utilities Launches Utility Pros Content for Operators, Service Personnel



Terex Utilities announces that it has launched a new online resource for utility professionals, to connect them with expert information on using and maintaining aerial devices and digger derricks.

“Utility Pros delivers valuable, relevant and consistent content that covers parts and service, field operations, safety, applications, industry regulations, and more,” said Joe Caywood, Director of Marketing and Product Management. “With a new post every week, Utility Pros will also occasionally share a Terex Tech Tip that provides service advice or a Safety Share that covers ways to enhance safe work practices.”

Example articles include:

- Setting Up Bucket Trucks and Digger Derricks in Slick Conditions
- Commonly Overlooked Annual Inspection Items on Bucket Trucks and Digger Derricks
- Three Important Tips on Conducting Your Own Annual Inspections
- Choosing the Right Auger Tooling for Your Digger Derrick

“We continue to be there for our customers and the industry through education, training, and product support to give them the tools to improve their business,” said Caywood. “Utility Pros is the perfect means of providing customers with additional information or reference material that’s easy to read.”

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