

access

INTERNATIONAL

A KHL Group publication | www.khl.com/ai
Volume Twenty Six | Issue Seven |
November-December 2019

Telehandlers
Telescopic boom lifts

REVIEW:



access
CONFIDENCE
SURVEY

Italy launches

INTERVIEW:

Peter Douglas,
new IPAF CEO



Official magazine of IPAF

INTERVIEWS: UNITED RENTALS | REVIEW: EUROPLATFORM | PREVIEW: IAPA

WIDER RANGE AVAILABLE NOW!

- 47 47 years experience in construction machinery manufacturing
- 100 Top 100 global construction machinery manufacturers
- 30 Top 30 China construction machinery manufacturers
- 5 Top 5 China MEWPs manufacturers



LINGONG GROUP JINAN HEAVY MACHINERY CO., LTD.

Address: No. 2676, Kejia Road, Jinan, Shandong, China
Email: sales@lmgm.com.cn Tel: +86-0531-67879283

LGMG EUROPE B.V.

Address: Laanweg 16 3208LC Spijkenisse Rotterdam, The Netherlands

LGMG NORTH AMERICA, INC.

Address: 1445 Sheffler Dr, Chambersburg, PA. 17201, USA



RELIABILITY IN ACTION

STAFF LIST**Editor**Euan Youdale
e-mail: euan.youdale@khl.com**Staff Writers**Thomas Allen, Lindsey Anderson,
Andy Brown, Alex Dahm,
Steve Ducker, Mike Hayes,
Fausto Oliveira, Cristián Peters,
D. Ann Shiffler**Consultant**

Murray Pollok

IPAF News Editor

Peter Douglas

Production & Circulation**Director**

Saara Rootes

Senior Production Executive

Anita Bhakta

e-mail: anita.bhakta@khl.com

Production Assistant

Charlotte Kemp

e-mail: charlotte.kemp@khl.com

Design Manager

Jeff Gilbert

Event Design Manager

Gary Brinklow

Print & Digital Designer

Mitch Logue

Designer

Jade Hudson

VP Global Sales

Trevor Pease

Associate Publisher

Tony Radke

e-mail: tony.radke@khl.com

Office Manager

Samantha Head

Digital Media Director

Peter Watkinson

Circulation & Data Manager

Helen Knight

Commercial Director

Paul Baker

Finance Manager

Alison Filtness

Finance Team

Carole Couzens

Kate Trevillion

Editorial Director

Paul Marsden

Publisher

James King

Access International is published seven times a year (Jan-Feb, March, April, May-June, July-August, September-October, November-December) and has a worldwide circulation of more than 8000. *Access International* is only available to subscribers (IPAF members receive a free copy, details available on request). Annual airmail subscription rate £130, US\$210, €155.



Looking to 2020

It has been another dramatic year in the access industry.

For me, the two standout themes of 2019 are the adoption of new technologies and the outstanding growth of the sector in Asia, particularly China.

We have covered both these topics comprehensively over the last 12 months and no doubt will be delving into them further in 2020.

As far as China is concerned, the consensus is there are around 100,000 MEWPs operating in the country. A source of greater debate is the growth trajectory over the next few years. One school of thought would suggest that China's MEWP population will match the 600,000 units in North America within five years. Another, complementary, view is that China's access market will hit full maturity in eight years.

Both these forecasts were made at the International Rental Conference Asia (IRC), in Shanghai, during October, which was followed by the APEX Asia exhibition, where access manufacturers, based in the country, made clear their ambitions. Some of the production numbers they are quoting is staggering, and their expansion plans often more so.

With this level of growth comes an element of caution. Competition in China is forcing down rental prices to dangerously low levels and finance terms are far more complicated and difficult to come by than in Europe or North America. Watch this space to see how things work out over the next couple of years.

For manufacturers based in Europe and North America, it has been an exceptional year too. The US industry has been waiting patiently for the new ANSI standards to become effective - they have just been delayed again until March, (see the News), much to most people's exasperation. Once in place, the new standards will mean a much closer alignment to ISO-based standards around the world, including the European EN.

It also means manufacturers have been updating their ranges to meet those standards, and in the process have created evermore global products that bring productivity and, crucially, safety to a new level.

Combined in all this is a greater integration of data gathering technology that will deliver information from every moving part of a machine, on top of telling us where it is and who is operating it.

Then, there is the leap into electrification. In this issue, telescopic boom producers explain how close they are to introducing electric drive equipment and battery manufacturers share their views on the same subject.

You can bring all these elements to the industry but, ultimately, it's about confidence. We are seeing a more downbeat market in Europe and North America but the indicators, including the Access Confidence Survey in this issue, show that any slowdown is from a very high level and forecasts for next year are steady, if not strong.

Euan Youdale
Editor

ACCESS PORTFOLIO



The paper in this magazine originates from timber that is sourced from sustainable forests, managed to strict environmental, social, and economic standards. The manufacturing mill has both FSC & PEFC certification, and also ISO9001 and ISO14001 accreditation.

“ **Forecasts in the Access Confidence Survey, in this issue, show that any softening of the market is from a very high level, and that we are looking at a stable, if not strong, year ahead.** ”



Correspondence or comments should be sent to:

The Editor, *Access International*,
Southfields, Southview Road,
Wadhurst, East Sussex
TN5 6TP, UK.

Tel: +44 (0)1892 786214

Fax: +44 (0)1892 786257

e-mail: euan.youdale@khl.com

SIZABLY Slim

It's not a slim chance that the **Snorkel S2255RT** works well in tight areas. With an overall width of just 4 ft. 9 in. (1.45m) and lift capacity of 925 lbs. (420kg), this narrow rough terrain scissor lift is made to fit through confined spaces. Weighing only 5,313 lbs. (2,410kg), this ultra-compact design makes it easy to transport using a tandem trailer, offering the ultimate flexibility. Get full performance with rugged 4-wheel drive and optional bi-energy for a highly versatile scissor lift.

1.2M ROLL-OUT
DECK
EXTENSION



PROPORTIONAL
JOYSTICK
CONTROLS

4x4
ROUGH TERRAIN

Snorkel S2255RT
PETITE FIT, FULL PERFORMANCE



FOR MORE INFORMATION CALL
Snorkel™ at +44 (0) 845 1550 057
or visit www.snorkellifts.com

© 2019 Snorkel. All rights reserved.

Snorkel™

KHL OFFICES

UK HEAD OFFICE

KHL Group
Southfields, Southview Road,
Wadhurst, East Sussex TN5 6TP, UK.
Tel: +44 (0)1892 784088
Fax: +44 (0)1892 784086
e-mail: access@khl.com
www.khl.com/ai

USA OFFICE

KHL Group Americas LLC
3726 E. Ember Glow Way,
Phoenix, AZ 85050, USA.
Tel: +1 480 6590578
e-mail: americas@khl.com

SOUTH AMERICA OFFICE

KHL Group América LLC
Av. Manquehue Sur 520, of. 205,
Las Condes, Santiago, Chile
Tel: +56 9 7798 7493
e-mail: cristian.peters@khl.com

CHINA OFFICE

KHL Group China
Room 769, Poly Plaza, No.14,
South Dong Zhi Men Street,
Dong Cheng District,
Beijing 100027, P.R. China.
Tel: +86 (0)10 6553 6676
e-mail: cathy.yao@khl.com

KHL SALES WORLDWIDE:

UK/IRELAND

Paul Routley
Sales Manager
Tel: +44 (0)1892 786253
e-mail: paul.routley@khl.com

NORTH AMERICA

Tony Radke
Tel: +1 480 4786302
e-mail: tony.radke@khl.com

EASTERN EUROPE

Simon Battersby
Tel: +44 (0)1892 786232
e-mail: simon.battersby@khl.com

GERMANY/AUSTRIA/SPAIN/

SWITZERLAND

Petra Kaiser
Tel: +49 711 3416742
e-mail: petra.kaiser@khl.com

THE NETHERLANDS/LUXEMBOURG/ SCANDINAVIA

Arthur Schavemaker
Tel: +31 547 275005
e-mail: arthur@kenter.nl

FRANCE/BELGIUM

Hamilton Pearman
Tel: +33 (0)1 45930858
e-mail: hpearman@wanadoo.fr

ITALY

Fabio Potestà
Tel: +39 010 5704948
e-mail: info@mediapointsrl.it

TURKEY

Emre Apa
Tel: +90 532 3243616
e-mail: emre.apa@apayayincilik.com.tr

JAPAN

Michihiro Kawahara
Tel: +81 (0)3 32123671
e-mail: kawahara@rayden.jp

CHINA

Cathy Yao
Tel: +86 (0)10 65536676
e-mail: cathy.yao@khl.com

NEWS

Boels bids for Cramo, Ahern serves Tanfield legal summons, Manitex separates PM and Oil & Steel, Kiloutou acquires in Italy, ANSI A92 standards delayed, Geda celebrates 90 years.

INTERVIEW: PETER DOUGLAS

The International Powered Access Federation (IPAF) has a new CEO. *Peter Douglas* takes the reigns of the training and safety association, after former CEO Tim Whiteman stepped down earlier this year. In his first interview in the role, he speaks to *Euan Youdale* about his past and plans.



TELESCOPIC BOOMS

Producers of telescopic booms are working to globalise products and are starting to knock on the door of hybrid and electric solutions. But will they go higher?



ACCESS CONFIDENCE SURVEY

Each year *AI* gauges the expectations of manufacturers, rental companies and end users for the years ahead. Find out how they feel about 2020 in the latest edition of the Confidence Survey.



REVIEW: APEX ASIA

It was clear from the APEX Asia exhibition in Shanghai, during October, that China's MEWP market is in a period of unprecedented growth. However, do falling rental prices and over production pose a threat for this young access market?

PREVIEW: IAPAS 31

Find out who the judges are this year for the International Awards for Powered Access (IAPA) and be sure to send in an entry to this prestigious annual event.



REVIEW: GIS

Italy's GIS 2019 was a great indicator of what Italian producers are developing, along with the sectors they represent, particularly truck mounts and tracked platforms.

MEMBER OF



6

10

14

18

23

32



TELEHANDLERS

Manufacturers are expanding their ranges in terms of capacity and geography, while rotating and compact products are seeing a significant growth in sales.

IPAF NEWS

IPAF updates on accident reporting and the impact of falls, Successful launch for Elevation Portugal, IPAF pilots online shop for safety and promotional materials, New Andy Access safety posters published

BATTERIES

The lead acid battery has been a stalwart of the industry for many years but is now coming under pressure from the rise of the lithium-ion battery. Which will win, ultimately maybe neither of them, or, perhaps, there is room for both?



REVIEW: EUROPLATFORM

Technological advancements in the powered access industry can help to enhance safety and efficiency, rather than replace people altogether, the Europlatform 2019 conference in Nice, France, heard.



INTERVIEWS: UNITED RENTALS

Three executives from United Rentals give their perspectives on how the world's largest rental company is extending its reach beyond traditional rental. *Thomas Allen* reports

ON THE COVER

The Airo stand at October's GIS show, with a Ruthmann truck mount behind. Find a range of new Italian products in the GIS show review.



Access International, ISSN:1352-7517, is published monthly by KHL Group c/o SPP, Emigsville, PA and additional entries. Periodicals postage paid at Emigsville, PA. Postmaster: send address corrections to Access International c/o SPP, PO Box 437, Emigsville, PA 14318.

Printed by: Micropress Printers Limited.

ISSN No: 1352-7517
© 2019 Copyright KHL Group



IN BRIEF

■ UK rental company **Nationwide Platforms** has completed the integration of UK Platforms, following its acquisition of the company in January this year. Nationwide, a Loxam Group subsidiary, acquired UK Platforms for £60.5 million (US\$78 million) and over the past few months has been integrating the two brands to form what it described as “a strong, healthy and robust business”. Now operating under the single brand of Nationwide Platforms, the newly enlarged company comprises 38 depots across the UK and a fleet of around 15,500 units. It has also boosted its number of engineers to more than 350 and kept on the UK Platforms employees, who have been given comparable roles.

■ Aerial access manufacturer **Genie** has opened a new distribution centre in the Jebel Ali Free Zone in Dubai, United Arab Emirates. The new facility, which stocks a wide range of boom lifts and scissors lifts, aims to deliver a fast response to customer requirements in the region. Genie said the distribution centre will provide pre-delivery inspections and fitting services in order to address the specific needs of customers in the Middle East. Sharbel Kordahi, managing director, Terex Equipment Middle East (TEME), and Genie sales director for Middle East, South Africa, Russia and CIS, Terex AWP, said, “The market is evolving, and our customers have been finding that they are increasingly challenged by orders for projects that demand delivery at short notice.”

Boels bids for Cramo

Netherlands-based rental company Boels has made an offer to acquire Cramo, it has been revealed, following a previous announcement that Cramo was in “advanced negotiations” with a potential buyer.

An offer of €13.25 (\$14.59) per share has been made, valuing Cramo at approximately €592 million (\$659.9 million). Cramo’s board of directors has recommended that its shareholders accept the offer.

This represents a premium of

approximately 31.2% compared to the closing price of Cramo’s shares on Nasdaq Helsinki on 4 November – the day before the announcement that Cramo was evaluating an offer.

The combination of Boels and Cramo would create a rental business with combined annual revenues of approximately €1.25 billion (\$1.38 billion), putting it just behind Loxam, which acquired Ramirent earlier this year. Also, with more than 750 depots, the group would have one of the largest

networks across Europe.

Pierre Boels, CEO of Boels, said, “Our vision is to build a European leader in the equipment rental market... the combined company will be a leading player in Europe with a business in 17 countries, and a top-three position in 12 of those.

“We [will] combine rental equipment, data, safety and expertise to improve customer efficiency. Our companies know each other well and have a good fit both strategically and culturally.” ■

Geda celebrates 90 years

Construction and industrial hoist manufacturer Geda is celebrating its 90th anniversary.

The company was founded in Asbach-Bäumenheim in Bavaria, Germany, by Georg Dechentreiter in

1929. Initially focused on the sale and repair of agricultural equipment, the business soon moved in the construction equipment market and, in 1973, launched Geda Lift.

Today Geda produces a range of

working at height solutions, from compact 60kg wire rope lifts, industrial elevators and transport platforms, to passenger and material hoists with load capacities up to 3.7 tonnes and lifting heights up to 400m. The company said development of new market segments had been a key factor in its success.

While the company now has seven subsidiaries worldwide with 550 employees, it said it had made a conscious decision to keep Germany as a production location. Geda added that it had recently purchased 60,000m² of extra space opposite its head office, that would more than double size of current Asbach-Bäumenheim site. ■

KENYA LIVE LINE DEAL

October marked the official launch of Kenya Power Lighting Company’s (KPLC) Live Line project, that will enable it to carry out maintenance and repair work on powerlines throughout Kenya while they are live.

The Hotline or Live Line work is an advanced technique for maintaining a continued power supply while working on the lines. KPLC loses revenue and the economy is negatively impacted from power outages, so the company decided to implement the project to improve efficiency.

Eight insulated Versalift VST-52-I units and three Versalift insulated digger derricks were used in the initial pilot phase and resulted in a significant reduction in shutdowns – about 40% less than previous years, with further improvements expected.

In total, Versalift’s distributor in Kenya, Engineering Development, has delivered 24 insulated VST-47-I platforms, mounted on Isuzu FTS 4x4 chassis.



Kiloutou acquires in Italy

Sticar rents around 850 aerial platforms and 475 industrial forklifts from nine locations in Northern Italy, and employs 76 people.

The deal strengthens Kiloutou’s operations in Italy following its acquisitions of Cofiloc in 2017 and Elevo in 2017. It now has 20 rental locations and 220 employees in Italy, renting a total of 5000 machines.

Olivier Colleau, Kiloutou’s Executive Chairman, said, “This acquisition is fully in line with Kiloutou’s international development strategy aimed at consolidating our positions on high

potential markets.

“Kiloutou’s short-term goal is to integrate Sticar’s teams and continue its development on the Italian market through organic growth, the opening of depots and acquisitions of strategic players. I wish warmly welcome the 76 Sticar team members to the Kiloutou group.”

Paolo Stimamiglio, shareholder and president of Sticar, added, “It will allow our two companies to enter a new phase of development in Italy by combining forces and teams, while continuing to offer excellent of service.”

Platform Basket has delivered one of its new aerial platforms, designed for combined road and rail use, to a major tunnel drilling project in Austria.

The RR14-EV02-EuV Tunnel Custom was supplied to the Semmering-Basistunnel (SBT) project at Fröschnitzgraben, Austria, through Kunze, the manufacturer’s dealer for Germany and Austria.

With a total length of 27.3km, the SBT links Lower Austria and Styria and is being built by Implenia-Swietelsky Tunnelbau.



IN BRIEF

■ **Snorkel** has begun the full production of two new electric Speed Level lifts. The SL26RTE and SL30RTE feature lithium-ion battery packs and an integrated electric powertrain developed with battery technology company Hyperdrive Innovation. Suitable for indoor and outdoor applications, the Snorkel SL26RTE has a maximum platform height of 8m and a lift capacity of 680kg. The larger SL30RTE model has a fixed platform measuring 1.72m x 4.23m and can lift up to 590kg. It is also drivable at full height. According to Snorkel, the maintenance-free lithium-ion battery packs reduce running costs by up to 95% when compared with a diesel engine machine.

■ **Joly Location** has taken delivery of the first Teupen LE035Tplus track mounted platform to be delivered in France. Located in Couternon, near Dijon, Joly Location provides a large range of Teupen spider lifts from 13m to 40m working height.

■ The **Manitou Group** has acquired a majority stake in one of its UK dealers, Mawsley Machinery, which is active in the Midlands region. It follows the retirement of Mawsley's main shareholders. A privately-owned company founded in 1981, Mawsley supplies construction equipment and services and is a longstanding Manitou distributor in the Midlands. Two of Mawsley's managers have co-invested in the company to become minority shareholders. The company's outgoing managing directors are Ian Wright and Jane Sheldon, commented.

Ahern serves Tanfield legal summons

The Ahern Family of Companies (Ahern) has served Tanfield a legal action to acquire the remaining 49% of Snorkel's shares from Tanfield, claiming that Tanfield has not complied with its contractual obligations. Tanfield's board has rejected the claim.

According to legal documents, the original deal in 2013 between Tanfield and Xtreme stated that Snorkel needed to achieve an EBITDA of \$25 million within any 12-month period during the first five years of Ahern's majority purchase, and when that was achieved, Tanfield would be entitled to a payment of \$50 million for a further 19% of its shares.

According to documents, that financial goal was not achieved, and SKL Holdings, a company owned by Xtreme (part of the Ahern Group), has tried to exercise a call option for Tanfield's ownership stake for an option price of \$0 (nil). Tanfield said it did not agree with Ahern group's

claims "and rejects the validity of the purported call option notice."

Ahern said it has complied with its side of the agreement, which was to save Snorkel from going out of business.

Tanfield said it had tried to resolve the dispute amicably; "however it has now received a copy of a Summons and Complaint, filed in the District Court, Clark County, Nevada, in which Snorkel and SKL seek to bring a claim against Tanfield in which they allege the Company has refused to comply with its contractual obligations in relation to the purported call option correspondence mentioned above."

Tanfield is a 49% shareholder in the equity of Snorkel following the joint venture between Tanfield and Xtreme Manufacturing LLC, a company owned by Don Ahern of Ahern Rentals, relating to Snorkel, in October 2013.

AI will report as more details become available.

DIARY

2020

Executive Hire Show

Feb 5-6, 2020

Coventry, UK

www.executivehireshow.co.uk

ConExpo-Con/Agg 2020

March 10-14, 2020

Las Vegas, USA

www.conexpoconagg.com

IPAF Summit (International Powered Access Federation)

April 23, 2020

London, UK

www.ipaf-summit.info

IAPA Awards - International Awards for Powered Access

April 23, 2020

London, UK

www.ipaf-summit.info

APEX 2020 - Access Equipment Exhibition

June 9-11, 2020

Maastricht, The Netherlands

www.apexshow.com

International Rental Exhibition

June 9-11, 2020

Maastricht, The Netherlands

www.IREshow.com

European Rental Awards

June 10, 2020

Maastricht, The Netherlands

www.khl.com/rentalawards

Europlatform

October 2020 (date TBC)

Rome, Italy

www.europlatform.info

ANSI standards delayed

The upcoming US ANSI A92 suite of standards are facing yet another hurdle. What was supposed to be an effective date of December 2019 has now been pushed to 1 March, 2020, following a meeting with A92 main committee members in October, in Kansas City.

Originally approved in November 2018, the standards faced two appeals in May 2019, which caused setbacks. Tutus Solutions and the American Rental Association (ARA) appealed separate parts of the standards, with the ARA opposing the Manual of Responsibilities (MoR) portion and Tutus Solutions opposing that additions to a mobile elevating work platform (MEWP) cannot be made without the manufacturer's permission.

At the meeting in Kansas City, language within the standards was called upon to be changed, causing another delay.



According to the Scaffold & Access Industry Association (SAIA), which serves as the secretariat for the A92 Committee: "A decision by the ANSI Board of Standards Review (BSR) regarding appeals submitted on ANSI/SAIA A92.20 and A92.22 resulted in a limited revision on language that violated the ANSI Commercial Terms Policy. These limited revisions were balloted and approved by the ASC A92 Main Committee and are currently out for public comment until November 10, 2019."

Following the close of the public comment period, the A92 main

committee will go through a 30-day recirculation ballot and a 30-day appeals period before submitting the final proposal to ANSI.

Once the ANSI BSR has received the final submittal, the appellants will have an additional 15 days to submit an appeal to the ANSI BSR.

AI NEWSLETTER

access newsletter
INTERNATIONAL news from around the access world

AI's weekly digital newsletter provides a summary of all the latest access news from around the world. If you are not already receiving these regular updates, please register by visiting: www.khl.com/register

Access International newsletter will then be sent directly to your inbox. Don't miss out on this definitive weekly news blast from KHL Group.



Manitex separates PM and Oil & Steel

PM and Oil & Steel will operate as separate divisions of Manitex International, with different general managers.

Truck mount and tracked platform manufacturer Oil & Steel and articulated crane producer PM had been part of the PM Group until it was acquired by Manitex in 2014 and both remained under the same umbrella.

Now, under the newly appointed CEO of Manitex Steve Filipov, the two companies have been separated.

From 1 November, Giovanni Tacconi, became general manager for the PM crane business, while Fabrizio Girotti was appointed general manager for Oil & Steel, both reporting directly to Filipov. In these newly-established roles, Tacconi and Girotti will have full responsibility for sales, service & spare

parts, manufacturing, engineering and all commercial operations of their respective operations.

PM is a well-established leader in truck mounted articulated boom truck mounted cranes, a business in which it has over 60-years' experience, having produced its first crane in 1959. Similarly, in its almost 25 years in the aerial platform business, Oil & Steel has established itself as a leading manufacturer of truck mounted and crawler mounted platforms.

For the last 16 years, Tacconi has been commercial director of PM Group and Oil & Steel, while for the last 12 years Fabrizio Girotti has been industrial director of Oil & Steel.

Filipov congratulated them on their appointments and said both will enhance their businesses. ■

FINANCIAL HIGHLIGHTS

■ **JLG's** fourth quarter results showed a decline of 4.2% in total access sales to \$1.02 billion with AWP's being hit hardest, with a decrease of 13.8%. Meanwhile, a robust telehandler market increased fourth quarter unit sales by 7.98% to \$307 million. The company's full year results showed an overall decline in AWP sales of 3.62% to \$1.94 billion while telehandler sales soared by 32.24% to \$1.25 billion. Overall, net sales for JLG's total access division did see an increase of 8% to \$4.1 billion.

■ **Terex Aerial Work Platforms (AWP)**, which includes Genie and Terex Utilities, reported a 14% decrease in sales for the fourth quarter and an overall decrease in AWP sales of 4% for the year. The Terex AWP business segment reported net sales of \$628 million for the fourth quarter, down from \$729 million during the third quarter 2018. For the full year, reported AWP sales were \$2.2 billion, down from 2018's \$2.3 billion. Global Terex AWP backlog totaled \$494 million and bookings in the quarter were \$367 million.

■ Spanish rental company **GAM** has reported a profit of €6.2 million for the first nine months of the year, reversing a €1.2 million loss for the same period in 2018. The profits were achieved on revenues of €109 million, up 14% year on year. EBITDA profits grew by 26% to €31.8 million. The results were published on 11 November just days before the deadline to take up a new share subscription which will see the company aim to raise €27.3 million.

■ **Herc Rentals** in the US said strong pricing helped it post a 2.4% increase in rental revenues to US\$459.6 million for the third quarter of the year. Net profits fell to \$9.4 million, compared to \$46.2 million in the third quarter of 2018, while EBITDA profits increased year on year by 3.9% to \$209.4 million. Herc said pricing increased 4.5% in the third quarter, the 14th consecutive quarter of year-over-year improvement.

■ **HSS Hire's** increased focus on services helped the company to achieve a 3.9% rise in revenues in the first half of 2019. Services revenues improved by 10.6%

PEOPLE NEWS



■ **Peter Douglas** is the new CEO and managing director of The International Powered Access

Federation (IPAF). See the interview with Douglas in this issue of AI.



■ **Brian King**, founder and former owner of UK-based low access specialist Power Towers,

acquired by JLG in 2015, will leave the company at the end of this year.

■ The International Powered Access Federation (IPAF) has announced **Norty Turner** is its new



president, replacing Brad Boehler, who stood down in October after leaving Skyjack.



■ Versalift International has promoted **Martin Sloth** (left) as director of sales, Europe. He reports directly to Kim B Jensen (right), group managing director of Versalift International.



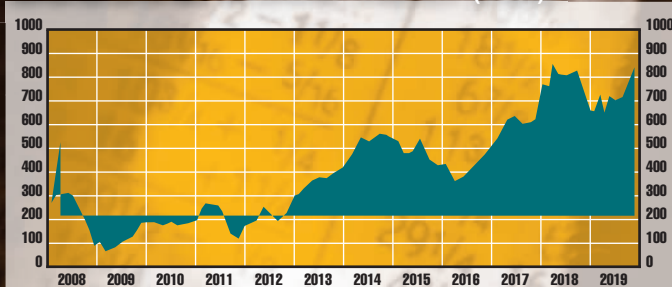
■ **Vincenzo Gentili**, the founder of access equipment manufacturer Gentili Scalificio Riminese (GSR) has received an ItalPlatform 2019 special career award. The awards were held alongside the GIS show that took place in Piacenza, Italy, in October.



■ Leguan Lifts has recruited a new export manager, **Jori Mylläri**. He will also

be responsible for international distribution channels, cooperation with dealers and growing brand awareness.

access SHARE INDEX (ASI)



Company	Currency	Start date 21/6/02	Previous 24/09/19	Current 26/11/19	% change
Acces Industrie	€	1.34	—	—	—
Aichi Corporation	YEN(¥)	208	724	705	-2.6
Ashtead Group	£	0.47	22.45	24.38	8.6
Kanamoto	YEN(¥)	—	2707	3135	15.8
Lavendon	£	1.85	—	—	—
Haulotte Group	€	9.0	5.90	4.95	-16
Oshkosh Corp	US\$	—	75.45	75.76	0.4
Tanfield Group	£	—	0.07	0.05	-28.6
Terex Corp	US\$	23.08	27.25	26.94	-1.1
Ramirent	€	15.0	8.94	9.00	0.7
United Rentals	US\$	21.47	128.04	156.11	21.9
ASI INDEX		100	717.84	830.93	15.8

compared to the first half of 2018, while rental and related revenues rose by 1.1% to £110 million. The UK-based company made an operating profit of £4.8 million, compared to a loss of £3 million in the first half of 2018.

ZERO EMISSION ZERO NOISE 100% ELECTRIC **BE MANITOU**

The **200 ATJE technology** is a resolutely revolutionary approach to the aerial work platform. It can be adapted to current needs for performance, ultimate efficiency and reduced emissions. It's the ideal 4x4 **eco-responsible solution** which guarantees an increased return on investment and a reduced operating cost on both, **indoor and outdoor construction sites**.

Future starts now !

MADE IN FRANCE

200 ATJ E
100 % electric

 **MANITOU**
HANDLING YOUR WORLD

A federation for

Peter Douglas' 28 years of experience in the access industry is more than the lifetime of many, if not most, MEWP markets around the world. Combine that with a pioneering role in IPAF's arguably most active and influential country council, the UK, and you have, what Douglas modestly describes as a 'good fit' - namely his new position as CEO and managing director of the Federation.

His career started in late 1990 at the UK's Instant Zip Up, before moving across to Access Rental, where he was an area sales manager. The company was soon acquired by Nationwide Access, which had plans to build a comprehensive countrywide business. Indeed, it did, and is now the owner of the UK's largest fleet of MEWPs - around 15,000 units.

Nationwide was floated on the stock

The International Powered Access Federation (IPAF) has a new CEO. Peter Douglas takes the reigns of the training and safety association, after former CEO Tim Whiteman stepped down earlier this year.

In his first interview in the role, he speaks to Euan Youdale about his past and plans.

market in 1996 and used the cash injection to expand further, including a new truck mount depot in Yorkshire that Douglas took on as manager. By 2001 he was running Skylift - the vehicle mount division of Nationwide at the time. In 2003 he was additionally charged with

heading up sales for the group and went on to become commercial director, as the company, now owned by Lavendon Group, continued to grow through acquisition. His final promotion was to UK operations director and head of the specialist vehicle division, before he resigned from the company in 2018, the year after Lavendon was acquired by Loxam Group.

Since then Douglas has been at the helm of Pullman Fleet Services, part of the UK's

Wincanton Group, as its managing director. However, the opportunity to return to the access industry, this time in a global role, closely aligned to safety and training, was one that he couldn't resist.

Rich experience

Having pipped around 50 other candidates to the post of CEO of IPAF, a role he officially started on 1 December, Douglas now plans to use his experience to take the Federation to the next level.

His first involvement with IPAF came about back in 2007, "because I was a frustrated member. I was unhappy at certain changes that had been made over training categories, particularly."

He spoke to IPAF about his concerns and was told, 'if you want to make a difference then get involved'. With no further ado Douglas joined the UK's then Hires Committee and went on to organise regional meetings and provide presentations. He was asked to join the IPAF council in 2011 and the Federation's board in 2013. He then went on to form the UK Country Council, and became its inaugural

Peter Douglas



the future

chairman in 2012. "At the time I thought the UK was getting a bit of a rough deal, as IPAF became more internationalised."

The UK still accounts for around 35% of IPAF's membership, and while that percentage is reducing each year as it expands globally, the UK remains at the heart of the organisation. "The UK industry is one of the most advanced in the world and the people on that council are some of the most active and innovative," Douglas explains.

"Internationally, IPAF can take a lead from the UK. At IPAF board meetings we always look at what's going on in the country councils, and generally call on the UK as they have some of the most advanced initiatives, to the highest levels of safety and governance, and we want to recreate that in other parts of the world."

His links to IPAF ended Christmas 2018, following his resignation from Nationwide Platforms. Under IPAF rules, everyone on its councils or board must be employed by a full IPAF member company.

"It was a massive wrench," says Douglas, "I had been at the same company for almost 27 years, and what that made it more difficult was the connection to IPAF, which I enjoyed and got a lot out of personally."

The opportunity to rejoin the industry and IPAF, this time as its CEO, came as an unexpected, yet very welcome opportunity, after former CEO Tim Whiteman stepped down. He was replaced by interim CEO and a past IPAF president Andy Studdert, while the association looked for a new leader. "I found out that Tim Whiteman had gone," says Douglas, "I thought about it for about 48 hours and sent my CV to the board."

Global interests

IPAF has grown substantially since its formation in 1983 to become a truly global organisation. Nevertheless, there is still plenty to do as it attempts to get a real foothold in North America and take advantage of the incredible expansion of powered access equipment in Asia, to name just two markets.

IPAF's core offering is training and the PAL Card, which it issues to those who pass its operator training course. "I think people across the world are waking up to access. And a lot of countries are at different stages of development. Twenty years ago, in the UK, there was no such thing as an IPAF PAL Card, now you cannot get on a building site without the card," he adds, "I remember when Germany really took off, only a few years ago, and now it's huge from an IPAF point of view."

"We haven't got that in all other parts of the world but it's snowballing. The Middle East is catching on quickly, and Asia is starting - everyone there wants to be a member, although the level of training is not there yet, and the number of cards is minimal, but expect that to follow."

One of the association's greatest challenges comes in conquering the US. As the oldest access equipment market in the world, it

pre-dates IPAF and offers a vast array of training via the manufacturers and major rental companies based in the country. Unlike Asia, where IPAF has been present from the very start and is seen as synonymous with the industry, the North American Regional Council faces stiff competition. And, as Douglas says, it has been difficult to build momentum. "The IPAF team over there is doing a great job. We have plenty of membership and a really active council but in terms of the training regime, which is only a part of what IPAF does, it doesn't seem to have struck home."

In the US, he adds, "It tends to be large manufacturers with their own standards or rental companies creating their own courses to fill the void. They could really do with a common standard there."

Douglas' intention is to focus on the market firsthand and find out what is blocking progress. "I have had a few people reach out to me with offers of support from the US and from different parts of world. So, I am keen to listen and I will be doing a lot of listening in my first few weeks and months."

Top team

As Douglas points out, IPAF is a global organisation but it has a small team of direct employees, each of which can only be in one place at a time. "It's about relying on our country reps but also the membership to do a lot of the groundwork, and they do. Nothing would happen without the membership. For example, we have talked about the UK County

ON ASSOCIATIONS

Douglas is also keen to work with other associations around the world. "Historically, I don't think that IPAF has been brilliant at collaborating and cooperating with other organisations."

"IPAF doesn't have all the best ideas. We have some great ideas and we do many great things. But other organisations have some good initiatives too. It should not just be about: 'it is only good if it is invented here' - let's share those ideas, let's cooperatively get involved in things that we all need and maybe save some money as well."



Douglas speaks on the panel at the 2018 edition of the IPAF Summit, held in Miami, US.

Council, and its training committee, well it is made up of 24 guys from the industry who give up a lot of their time, and their respective companies support this.”

Based on that, does Douglas have any plans to change or expand IPAF's structure? “I have got a couple of ideas; I don't want to share them with anyone else before I share them with the team and the board but, yes, I think we have got to expand. But we work to a budget and we are a not-for-profit organisation, so it's important that we don't overstretch ourselves, financially and physically.”

Sharing the message

Apart from training, IPAF offers a range of other benefits to its members, including events, technical committees and lobbying - whether that be governments, safety organisations or even contractors' associations. “We maybe don't do enough lobbying,” says Douglas. “There are a lot of good things happening in Italy, in the Middle East, in Southeast Asia, but maybe we are not quite so strong in other places. I will be making sure we do plenty of it.”

A crucial topic, as far as Douglas is concerned, and one that is vital in improving industry safety, is accident reporting. Douglas helped set up IPAF's accident reporting project in 2012, which prompted a couple of IPAF's safety campaigns; for example, the Loading and Unloading MEWPs campaign.

“You learn so much from accident reporting and you prevent future accidents from understanding past and present accidents,” says Douglas. “We now have a minimum



IPAF's Andy Access patrols the Vertical Days exhibition in the UK.

requirement in the UK [for its members] that includes reporting accidents.”

He points out that for a very large rental company, it would take about one hour a month to input all its accident data to the IPAF website, and for a small firm it would take around 10 minutes. “Why would you not want to help yourself and help the industry? From my point of view accident reporting should be a standard requirement for all members.”

While Douglas appreciates the concerns that some rental companies have in sharing their accident data, for litigious and commercial reasons, he believes their fears can be allayed. “There are some countries, as I understand it, in which there are legal reasons why during an investigation you cannot report an accident, but you can anonymise it - you can provide enough information to say what happened, what machine it happened on and give a route cause.

“I would like to see an accident frequency rate for the industry, whether it be by country or worldwide. We are solid at uncovering deaths on MEWPs, but accident reporting is how you stop that happening in the first place.”

Targeting technology

Added to Douglas' to do list is the continued adoption of technology. During his latter months at Nationwide Platforms, Douglas brought the first virtual reality (VR) training units to combine boom and scissor capabilities to the UK, from Canadian virtual reality specialist and IPAF member Serious Labs. “We worked with Serious Labs to get the scissor scenarios right. It's a brilliant tool.”

It is a technology that IPAF already embraces, and Douglas sees the potential of good VR continuing to make big improvements to the industry. The idea of PAL

ON AUDITING

IPAF also prides itself on its extensive global auditing system. “It's massively important to ensure we are all working to the same standards. It's a difficult thing if you think your competitors have the advantage because they are not doing things properly. IPAF is there to police that, to ensure that everyone is doing it correctly, not just legally but to the IPAF standard. IPAF has expelled members for not doing things properly in the past.”

Card training using VR, without the practical test, is still a controversial one but Douglas does see a future in experienced operators completing PAL+ and refresher courses using VR technology. PAL+ is a one-day course for a pre-trained operators who work in higher risk or challenging environments.

“Do you really need to do PAL+ on a real machine?” Douglas asks. “You need a lot of infrastructure in your yard to set that scenario up. You are putting people in hazardous situations but on a VR unit, you don't have to go outside a classroom, and I think you get better results because the instructor can't see from the ground what the computer programme can see.”

Ultimately, does he believe that VR technology has the potential to provide all elements of IPAF training in the future? His answer is a cautious yes. “Maybe we would need to do some comparative trials; for example, take two people who have never been on a MEWP and put one of them on a VR unit for a week and another in a MEWP, let both of them do a course and see who does the best.”

But, he adds, “We must find more ways of using technology to improve safety in our industry, whilst I agree we need to proceed with caution. Over the last 10 years we have moved from delivering theory training using overhead projectors to our eLearning platform with interactive modules; this is progress. For some of the really complicated, delicate scenarios, you wouldn't want to put people into those situations in real life - ever; so how do you train it? Well, you can do it with VR in total safety.”

As it would seem, Douglas is indeed a ‘good fit’ for IPAF, “I have a good understanding of the IPAF membership, particularly in the UK, and the great stuff they are doing there, and I am keen to discover the great things that are going on elsewhere.”



IPAF offers a range of training programmes across the MEWP types.

ON THE UK

If there has been any criticism of IPAF, it has come from the likes of the UK membership, which has felt in the past that the UK generates more revenue than any other country but does not see a return on that investment in equal measure. Although, Douglas believes, such concerns were mostly allayed by the formation of the UK Country Council.

He adds, “I am really clear on it, but I think some people have not been; they feel we spend all the money the UK makes in trying to break into the US. I suppose, to a degree, I can understand that but they do benefit from the training revenue, and we use some of the surplus to spread the word and promote the safe use of powered access, and I think that the UK membership should be proud of that.”

Expanding on IPAF's role as a not-for-profit entity, Douglas says, “IPAF provides the knowledge, materials and framework to provide a common standard of training. That's what we are doing. Any surplus that IPAF makes each year goes back into the safety initiatives and promotional work we do that hopefully makes the industry a safer place.”



"NOW I CAN WORK WITHIN CITY LIMITS AGAIN."

4

REGAIN ACCESS TO CITY JOBS WITH A ZONE-COMPLIANT FLEET.

Whether you're a contractor or rental company owner, each piece of compliant equipment is an investment in a successful future. Your vehicles must meet standards for today's job site, tomorrow's regulations and for better value at resale. That's why it's important to work with a provider that understands these new requirements and their impact on your business. JLG offers the widest range of environmentally friendly, compliant products to keep you at your most productive, whether you're working on a crowded job site, new construction, indoors, on slab or off.

Learn more at www.jlg.com

JLG®

Capacity and creativity

Producers of telescopic booms are working to globalise products and are starting to knock on the door of hybrid and electric solutions. But will they go higher?

Launches of big telescopic booms were a major talking point just a few years ago, as Genie brought out its 180ft SX-180, closely followed by JLG's world's tallest 185ft 1850SJ model. Since then, manufacturers have been relatively silent on the topic as newer technologies, like telematics and hybrid/electric deployments have stolen the limelight.

In more recent times XCMG has pushed its envelope with its latest big telescopic boom, the 56.6m platform height GTBZ58S, launched at Bauma China last year. And Sinoboom introduced the 46.6m platform height GTZZ46J articulating boom at APEX Asia this year, which just tops JLG's 45.72m platform height 1500AJP. Nevertheless, the talk in the industry has been recently focused on technological advances, rather than greater working heights.

So, where do the major manufacturers now stand on the topic of telescopic booms breaking the 190ft barrier, and beyond? It

would seem the response is mixed, and non-comital.

Sean Larin, Genie product manager, Terex AWP, says, "There was a time when the industry thought a 100ft (30.48m) telescopic boom was the largest a jobsite would ever need, but jobs get larger and workers continue to reach higher. Genie works hard to stay close to our customers and make sure we develop the next big thing, when it's needed."

Manitou, which has been growing its self propelled boom range, refers to the growing urban population and the increased requirement for taller buildings to accommodate it. Samuel Viaud, global product manager AWP, says, "We can imagine having telescopic booms higher than 190ft. The only thing that could complicate the construction of a taller machine is its weight. If it is too heavy, it will be difficult to transport."

Key considerations

At Haulotte, product manager for rough terrain equipment from 16m, Julien Micheli, agrees that while reaching new heights is technically possible, transportation of the boom must be considered. "Going above 190ft may create issues. Moreover, the higher we go the stronger the competition is with truck mounted platforms. We definitely think that over 125ft to 135ft workers feel more safe and comfortable when using [truck mounts] than telescopic booms."

But Corey Connolly, product manager at Skyjack, says he is sure it will happen. "Someone is always willing to push the envelope," although, he adds, "In all seriousness that is truly entering into niche machine territory – how many rental companies can sustainably maintain the demand for a machine that big?"

And Mathew Elvin, CEO of Snorkel has a similar view. "Contractors and architects alike continue to demand bigger and better solutions for increasingly complex construction and maintenance projects, and we foresee that an industry player will look to push the current boundaries."

Genie has recently rounded out its Xtra



Capacity boom line ranging from 40ft (14.19m) to 85ft (27.91m), with new, and relatively niche, High Float (HF) and TraX boom lift models.

The HF and TraX booms are designed to perform in sensitive ground conditions, such as sand and turf, providing operators the ability to get straight to work on jobsites that traditionally would require extensive ground preparation or dunnage.

The latest models in XC line-up were announced in September 2019 and are arriving to customers in North America now. Many of the models will be available in select areas of Europe, the Middle East, Africa and Russia (EMEAR) in the future, pending CE certification and country-specific regulations approval.

The XC products are global but their design was heavily influenced by the new ANSI standards and their requirement for load and tilt sensing.

Larin comments, "The standards changes occurring in North America (ANSI A92 and CSA B354) are driving many new technologies to all the global markets. For example, while load sense systems on booms have been present in many regions for years, including Europe under the EN 280 standards in effect since 2001, the new requirement for these systems in North America is driving an increased focus on further refining and improving this technology."

To comply with industry standards globally, all new Genie booms are equipped with Platform Load Sensing and Dynamic Terrain Sensing technologies. Genie booms will also now be equipped with a chassis angle sensor, which measures the angle, or tilt, of the machine's chassis during operation.

The same will occur with engine technology as much of Europe moves into Stage V. "The booms market is moving closer to being a



Haulotte
HT23RTJ Pro.



Manitou's 220TJ+ telescopic boom lift.

global market and that momentum will drive a lot of exciting technology," adds Larin.

At Bauma earlier this, JLG showed several new products, including a teaser for its new high capacity booms, the HC3 range, again in response to the ANSI regulations. "The main benefit of a high capacity boom lift lies in its improved flexibility," says Jan-Willem van Wier, senior product marketing manager EMEAIR for JLG. "Getting the most out of a lift cycle; bringing all people, materials and tools up where they need to be in one go, significantly reduces time and helps improve efficiency on site."

All JLG's diesel powered booms that are equipped with this feature will be able to carry three people and tools up to 454kg in a restricted work envelope. Reducing the platform load to three people and tools up to 340kg extends the work envelope. The full and unrestricted envelope can be operated when the load remains below 300kg.

At the time JLG said its high capacity

booms would be introduced at the end of 2019, commencing with the midsize 460SJ, following a phased introduction in the months afterwards of the rest of the boom portfolio.

Beyond these new capacity features and the move into more global products, there is a great deal of anticipation around electrification of boom lifts.

Electric options

In April 2018, at the Intermat exhibition in Paris, France, Haulotte announced it would discontinue, step-by-step, the entire line of diesel or gasoline propelled machines to shift its production to e-driven equipment. The first example of this was an articulated boom, launched at the show.

In response to telescopic booms specifically, the company was again less specific. "A new chapter of Haulotte history is being written. In the future, other machines based on this transition will come. Today, is too earlier to give provide answer focused on the telescopic booms."

As an aside, Haulotte's latest telescopic boom was the HT28 rough terrain model, with 28m working height.

It has an outreach of 23.8m and up to 350kg load in the basket, allowing users to reduce lift cycles and keep working with all tools and materials needed.

In the second quarter of 2020 Manitou says it is also stepping into the full electric articulated area with its 20m working height ATJ 200e, which has a maximum capacity



A Snorkel 660SJ.



The Skyjack SJ66T.

of 230kg. The model will provide the same performance as a diesel-powered machine while reducing total cost of ownership by 20%, says the company.

The low-voltage battery allows technicians to work on it without special certification. With a weight of 7,200kg and a length of 6m, it is also easily transportable. Another engine located inside the turret drives a pump that provides hydraulic flow for all the platform movements. The reduction in total cost of ownership for the user is estimated at 20% compared to a diesel-powered equivalent.

How does the company see electric and hybrid equipment expanding in terms of telescopic equipment? "We know that in the North of Europe, electricity is one of the first things that is installed on the construction site. This removes all constraints in terms of autonomy because they can recharge the machine directly on site," says Viaud.

This is not the same in the South of Europe, for example, "and we need to be clear what hybrid means in customers minds? At Manitou we have the conviction that electric is the future."

Genie seems destined to continue its hybrid range, following its articulated offerings, the Z-60 FE and Z-45 FE. "Hybrid systems allow operators to get two machines in one, operating off of diesel power when outdoors or in need of a charge, but they also offer operators the ability to function fully electric when indoors or near sound-sensitive locations."

Skyjack believes in slower uptake of hybrid-based telescopic equipment. "The growing demand is more focused on the articulating booms, and the job site versatility they can provide working both indoors and outdoors.

"As demand for cleaner machines grows and the infrastructure to support hybrid/electric machines also grows, their likely will grow demand for the telescopic booms as well."

In terms of traditionally-powered machines, Manitou launched into the 22m market with the 220 TJ and 220 TJ+ at the end of 2017. These models are available worldwide, including in the North American market with the TJ65 and TJ65+ (65ft platform height).

Both models have an outreach of more than



The new tracked Genie S-45 HF boom.

TELESCOPIC BOOMS



The Genie S-45 HF in a typical application.

17m, with another significant feature being the 45 HP, a small engine made possible thanks to the proportional management of the motor bearings, says the company.

The company's experience in rough terrain equipment has also been brought to bear on the equipment with 4WD and 4WS as standard, and 40% of gradeability. Oscillating axles are also included.

For the 220 TJ+, there is a plan for a big basket capacity of 350kg, for three people, for more flexibility and comfort. In addition, the panel cradle and pipe cradle options allow more equipment in the basket.

Viaud adds, "The market of telescopic booms is definitely increasing. In North of Europe, it's still very popular. Even in the South of Europe, the product is increasingly appealing.

"We could complete our range by proposing telescopic booms smaller or even bigger. It's

Haulotte's latest telescopic launch, the ht28 RTJ Pro.



Driving the Snorkel 460SJ.

now too early to talk about it."

Elvin says technology is playing a greater role in the development of aerial equipment generally. "In terms of telescopic booms, we expect to see it used to a greater extent to further enhance working envelopes, while maximising platform capacities, safety and stability."

Mid-size concepts

In the short term, Snorkel is developing some updates to its mid-size telescopic booms, which includes improved transport dimensions and optimising platform capacities in response to the changing market expectations.

This comes on the back of the manufacturer's new line of four mid-size telescopic booms in 2016: the 400S, 460SJ, 600S and 660SJ, which ranges from a 14.2m working height to 22.1m, and features versions with and without a jib boom.

"Longer term, we plan to bring some of the design concepts from our mid-size family to our larger boom models," adds Elvin.

In conjunction with the new European Stage V Emission standards, Skyjack's entire boom line-up is undergoing updates in 2019. The telescopic booms will see some enhancements in addition to the emissions change, including increased capacities and an updated control system that better aligns with Elevate, Skyjack's telematics solution.

The telescopic booms will be the next launch for Skyjack. With production beginning in December, the new models will also have a new naming designation with a '+' added to

each model name – denoting the additional capacity added to each machine. Connolly says, "with the 12m-24m classes covered it would be no secret that the next class we would be targeting is larger 36-41m machines.

"Due to size and complexity, axle-based drive systems will no longer be an option as an extending axle becomes a necessity, and control system and reach envelope management becomes a bit more sophisticated."

Connolly took the opportunity to add, "In the past there has been a misconception that Skyjack is opposed to technology, but that couldn't be further from the truth.

"With the successful launch of Elevate, any trepidation people may have had that Skyjack was opposed to integrating developing technology into their machines should be put to rest."

As Elvin summarises, access equipment product development is shaped by a number of factors, "Which includes the demand for higher lifting capacities, lower overall weight and more compact dimensions for transport, lower or zero emissions and greater working heights and outreach.

"This is a challenging equation for our engineering teams, and we expect to see a greater use of technology to try to achieve as many of these factors as we can, while maintaining a price-point that the rental sector will accept. To sum that up, we are always trying to optimise a compromise – other than the unwavering priority of safety."

AI

SPS CONVERTS JLG BOOM TO ELECTRIC

Smart Platform Solutions has retrofitted a JLG electric boom.

Smart Platform Solutions (SPS) has introduced the 100% electric JLG E660SJ model boom to its range.

The 20.02m working height JLG machine, which was originally diesel powered, was retrofitted with an electric motor by SPS. The company installed a 48V lead-acid battery package, which according to SPS

provides enough power for a full working day.

Benefitting from low noise pollution and zero carbon emissions, SPS said the machine was suitable for use in residential areas and indoor spaces.

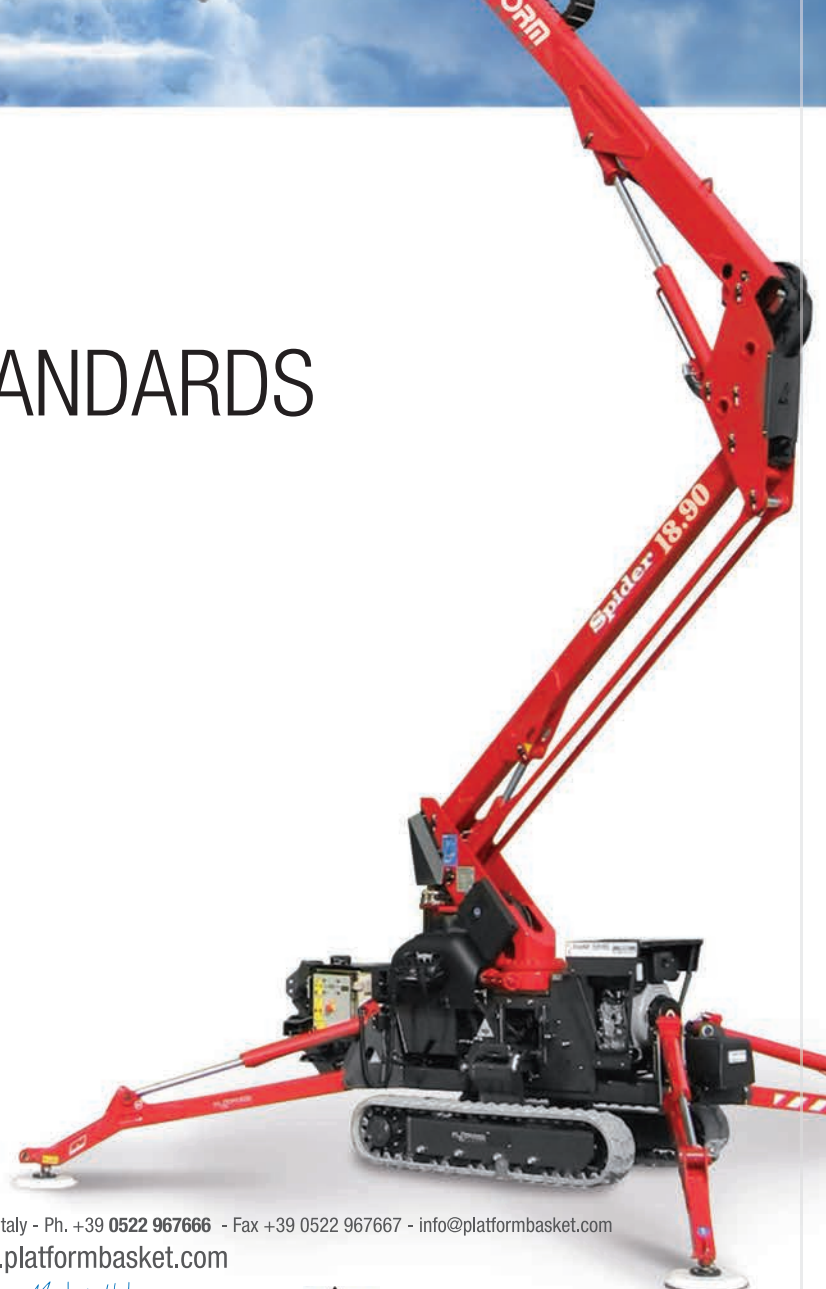


PLATFORM

BASKET



RAISING THE STANDARDS



Platform Basket srl - Via Montessori, 1 - 42028 Poviglio - RE - Italy - Ph. +39 0522 967666 - Fax +39 0522 967667 - info@platformbasket.com

www.platformbasket.com



Made in Italy



Find how manufacturers,
rental companies and end
users feel about their
fortunes in the year ahead
in *AI's* annual survey.

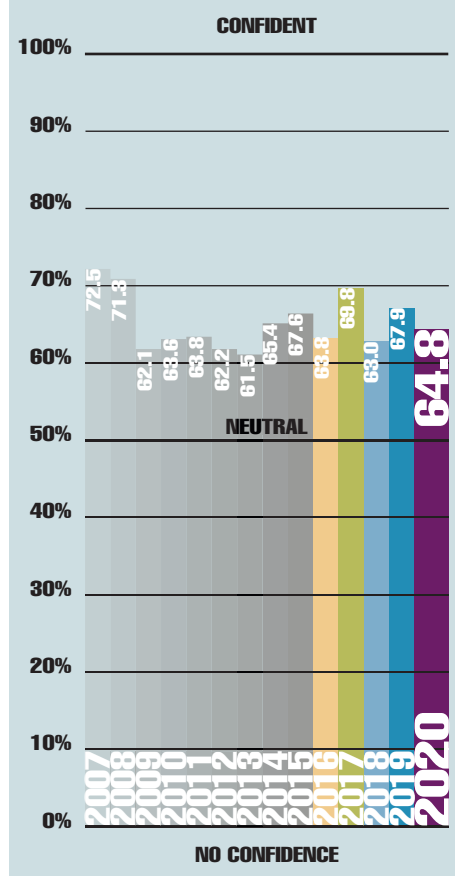


THANK YOU

Our thanks to the companies that took part in this year's survey. It was carried out in October via an e-mail request and through the Access International weekly newsletter. For questions about the survey contact the Editor, Euan Youdale.

CONFIDENCE INDEX?

Respondents were asked how they rate opportunities for their business over the next five years.



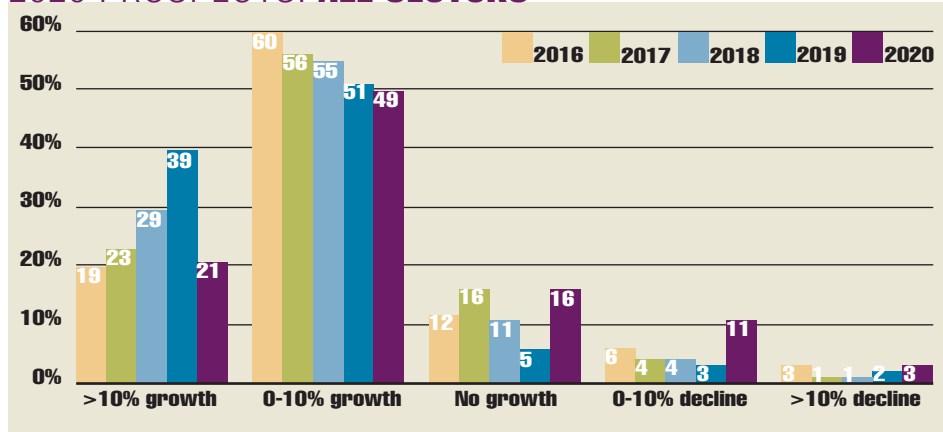
Steady as

As has been the case over recent years, we have a buoyant set of figures in the 2020 Access Confidence Survey. But there is no hiding the fact that confidence for the year ahead has drifted downwards since last year's survey.

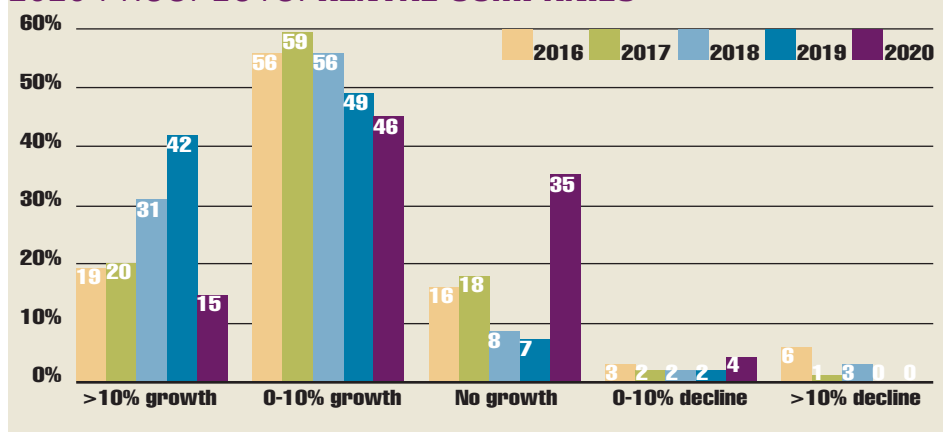
The headline figure in this year's Confidence Index is 64, compared to an outstanding 67.9

in 2018. The Index asks those taking part to rate their expectations over the next five years, and, as you can see from the graph, bottom left, there has not been a uniform trajectory over the last five years. Indeed, last year's confidence levels of nearly 68 were nearly back to 2017 levels, just before the global economic crash. There was a lot of confidence around

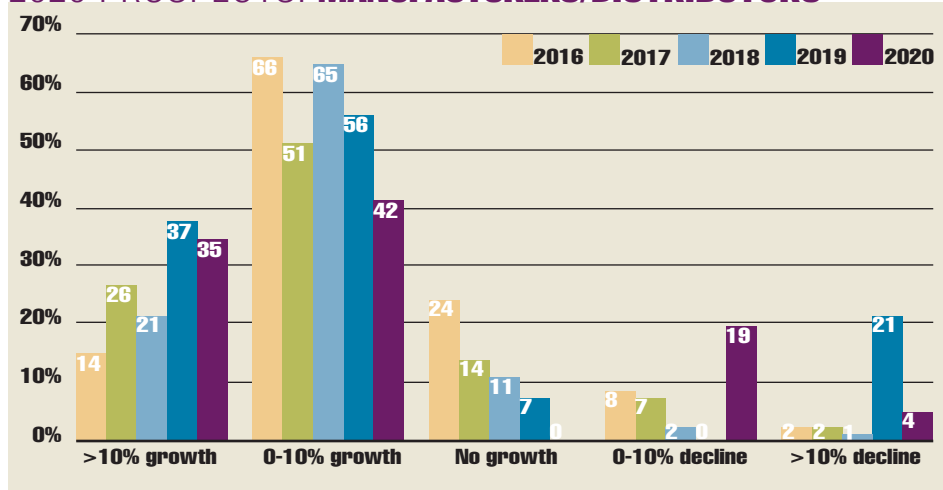
2020 PROSPECTS: ALL SECTORS



2020 PROSPECTS: RENTAL COMPANIES



2020 PROSPECTS: MANUFACTURERS/DISTRIBUTORS



We go

in 2018 as rental in the two main markets of North America and Europe was strong, and while there was talk of a slowdown, it was from a very high level. That's still true today, and indicators from the American Rental Association (ARA) and European Rental Association (ERA) both show that rental is outpacing economic growth in both those regions. (Search for the two associations on www.khl.com/ai for more on those figures).

Nevertheless, the financial results from the big access manufacturers in recent months have generally shown a far more challenging marketplace, compared to this time last year. (Again, those results can be seen on the KHL website and found in the news pages of this issue). Sales of access equipment was down in the most recent quarter of both JLG's and Genie's financial results, although, again, from the very high levels of previous financial years.

Leveling off

The ARA and ERA, along with a number of access industry commentators have been warning of a slowdown in growth for some time, so the changes we are seeing in the Confidence Survey reflect this cooling off, rather than a drastic decline.

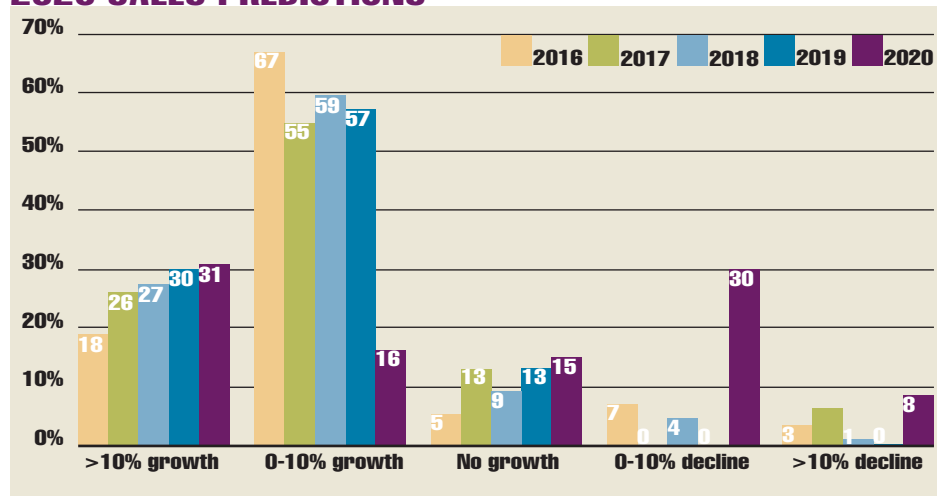
In the survey, a smaller percentage of rental companies believe there will be more than 10% growth in the coming year, than they did this time last year, (that's 15% compared to 42%, respectively). However, about the same percentage this year (46%) are expecting up to 10% growth, as they did last year, demonstrating that there is still a great deal of positivity in the global market. The numbers in the 'no growth' section of that table are considerably higher than last year, (35%, compared to 7%), but a small proportion (5%) are looking at a decline in the next 12 months, compared to 2% last year.

Looking at what suppliers think about their potential sales next year there are, again, lower expectations. A greater percentage of companies feel there will be a decline than this time last year, although, the overall view is mainly positive. Production levels are also expected to remain strong, but, again, there has been a dampening in their prospects since the 2018 survey.

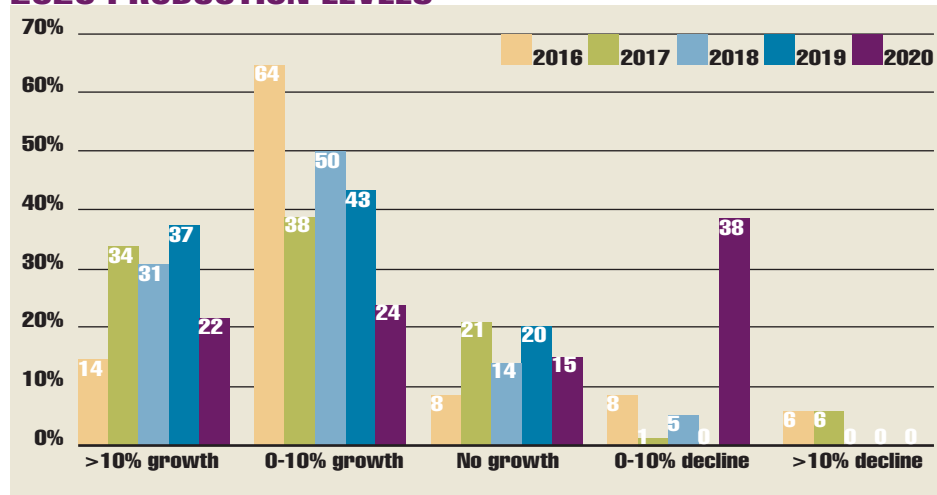
Whatever happens to market economics, the difference with the access industry, compared to other equipment types, is its great growth potential around the world; not to mention the fast-expanding market of Asia, which is well covered in the APEX Asia review in this issue of *AI*. Even in more mature markets, access rental hasn't truly developed to its potential. In Europe, countries in the south of the continent, generally, are behind the high

WHAT DO SUPPLIERS THINK?

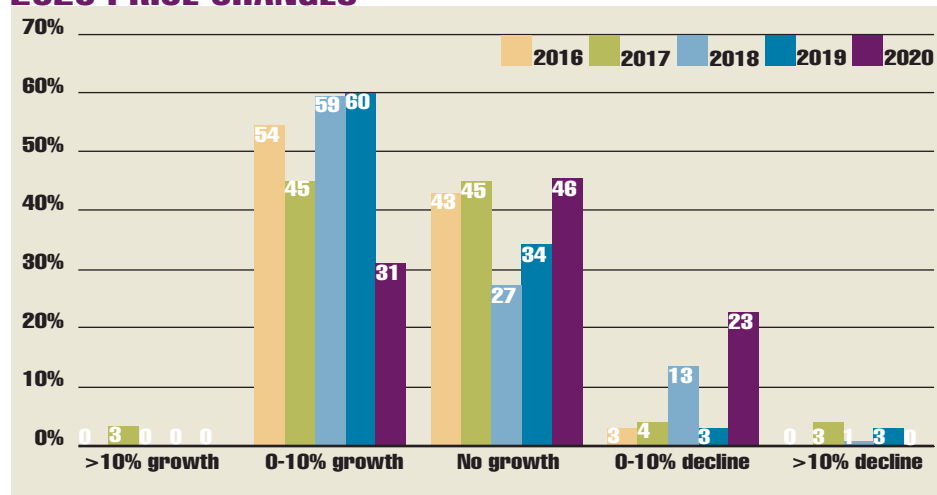
2020 SALES PREDICTIONS



2020 PRODUCTION LEVELS



2020 PRICE CHANGES



MEWP population levels of those in the north, specifically Scandinavia. Beyond that, we have a new era of construction through increased urbanisation and green requirements, all of which suit the access industry.

One of the contributors to this survey, when asked about their views on the access

sector, said, "The challenge brought about by dense population needs, namely squeezed neighbourhoods, will see the rise of aerial platforms to get things done in the best possible way."

Another comment focused specifically on environmental requirements: "I think it is

going to be a big year for the new electrically-propelled machines.”

A third point, from a participant in the US, was, “[it will be an] interesting business next year for MEWPs with all the new regulations taking place.”

This refers to the new ANSI standards, which align closely to existing regulations in Europe and around the world – all of which also conform to the global ISO standard. This increasing international conformity can only be a benefit to the industry.

Demonstrating that point, many new products have been designed to complement the new US standards and will be sold as global products. Not only does this keep the industry busy and productive but major rental companies will be keen to ensure their fleets

adhere the latest standards and products.

The point being, the access industry is experiencing a more dynamic period than ever in its history, and rather than falling and rising with general GDP and construction trends, it has a different set of influencers that are to its benefit.

There are the usual challenges of course. Rental rate prices are a perennial concern and seem to be generally on the slide, depending on the market. This is certainly the case in China, where new and fierce competition is forcing down rental prices in a market that is seeing record equipment sales to an ever-increasing number of rental companies.

Even in established markets, there is the usual angst over rental rates. A contributor to this survey in Australia, said, “It is a

very competitive market, most access rental companies focus on turnover and not profit, which sends rental rates down.”

The percentages in the rental rates graph in this survey are equally as inconclusive as last year as they continue to ebb and flow globally.

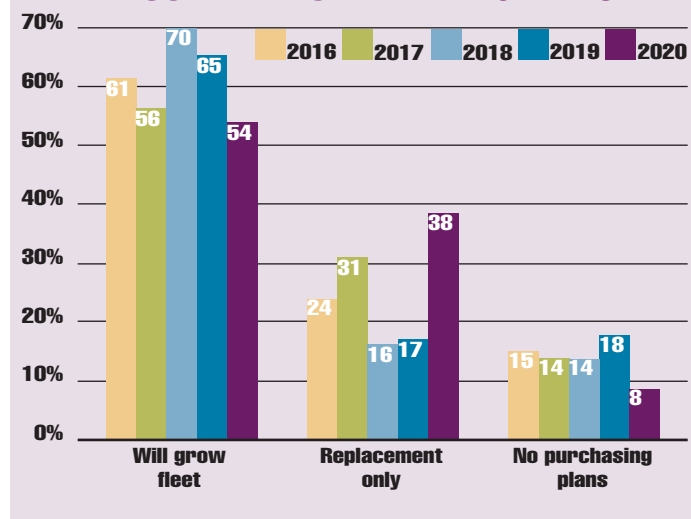
On the subject of global markets, all individual regions are healthy. Europe and North America, where we have a greater number of participants, and therefore a truer figure, are both seeing positive years ahead. Although, the number in Europe predicting ‘no growth’ for the year ahead has increased on last year’s figure, while North America remains very much in the ‘good year ahead’ camp.

Let’s see how things pan out over the next 12 months, but at the moment, the situation seems steady, at the least.

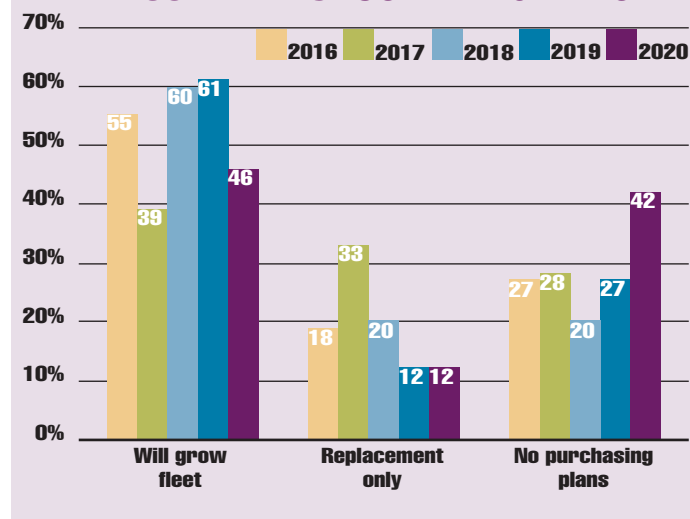
AI

2020 INVESTMENT PLANS

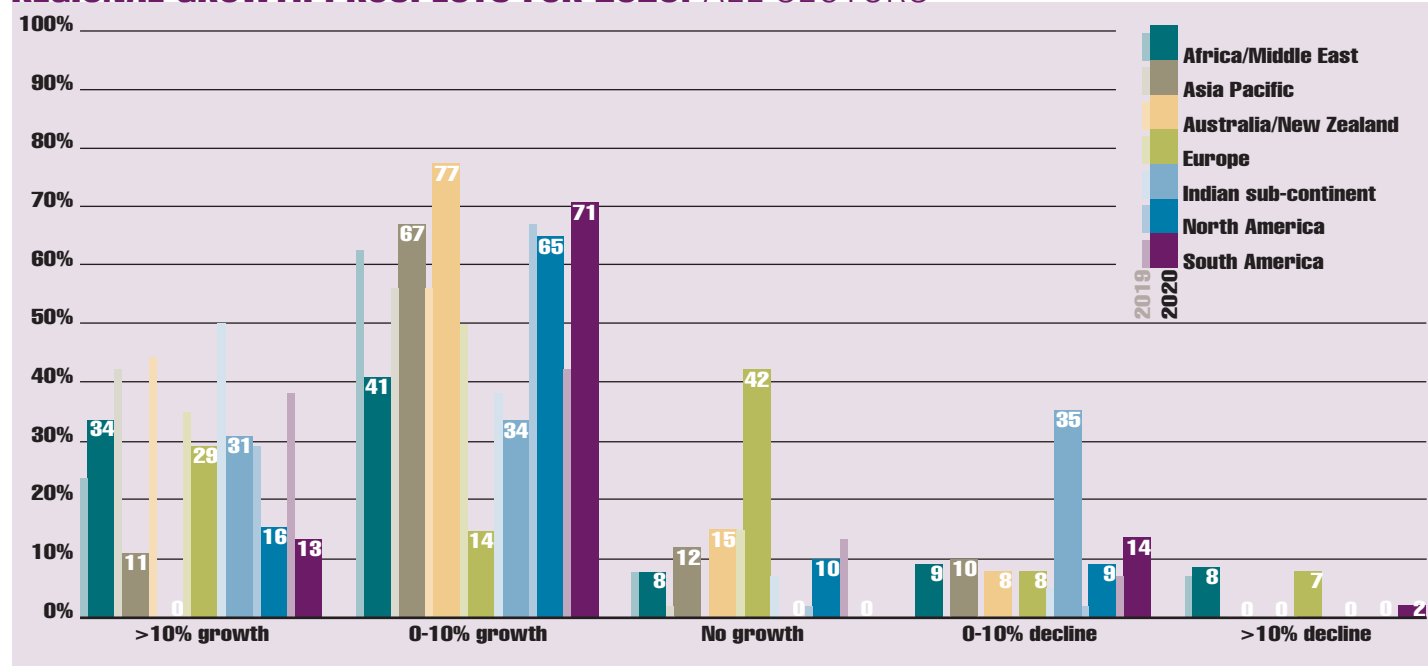
RENTAL COMPANIES: NEW MACHINES

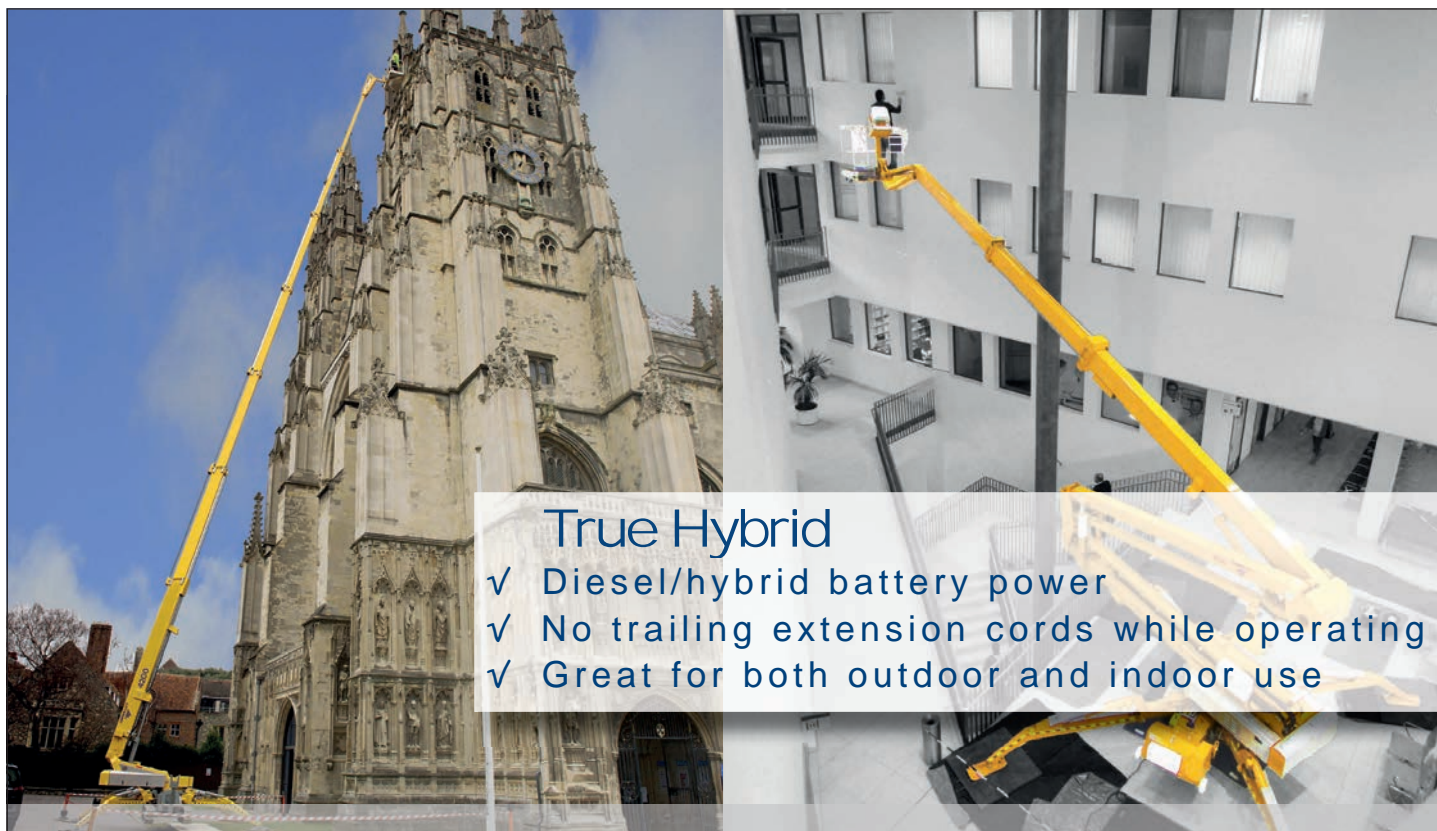


RENTAL COMPANIES: USED MACHINES





REGIONAL GROWTH PROSPECTS FOR 2020: ALL SECTORS





True Hybrid

- ✓ Diesel/hybrid battery power
- ✓ No trailing extension cords while operating
- ✓ Great for both outdoor and indoor use

 www.ommelift.com  **OMMELIFT**
Quality since 1906



International Rental Exhibition

9-11 June 2020
MECC Maastricht, The Netherlands

A DEDICATED SHOW

for the global rental industry and
compact construction equipment buyers



DON'T MISS IT!

- A one-stop-shop for compact construction equipment
- Free entry to the APEX aerial platform show
- Hold face-to-face meetings with new and key suppliers
- Attend the European Rental Association (ERA) convention and awards
- Network with the global rental community
- Understand the latest rental IT innovations

FREE ENTRY - REGISTER NOW

www.ireshow.com

ALSO ON DURING IRE





Mantall Heavy Industry Co.Ltd

ADD:No.62,Binhai Avenue,Binhai Industrial Park,Qidong City,Jiangsu Province,China

Tel:+86-513-83830000 Fax:+86-513-83905178

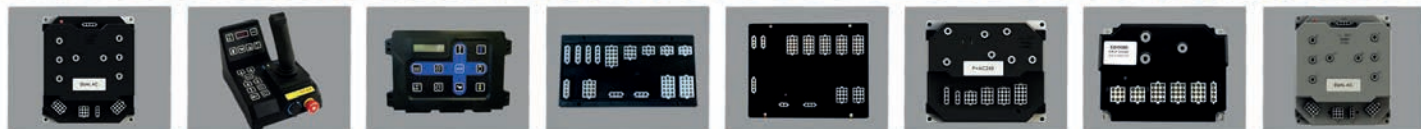
E-mail:sales@mantall.com Web:www.mantall.com

T a k i n g P l a t f o r m s t o t h e N e x t H e i g h t

TRIONIC GROUP

NEW PRODUCT LINE

TrionicGroup.com



▼ DAC243 ▼ RT-PCU ▼ RT93 ▼ GP442 ▼ GP500 ▼ P+AC243 ▼ EZlift300 ▼ DAC483



INTERNATIONAL
rental
CONFERENCE **ASIA**

APEX Asia 2019 was double the size and attracted large visitor numbers.

Pushing the limits

It was clear from IRC and APEX Asia that China's MEWP market is in a period unprecedented growth. But, do falling rental prices and over production pose a threat?

Zhang Tan Na, president of the rental branch at the China Construction Industry Association (CCIA), told the International Rental Conference Asia (IRC) that the China MEWP sector will reach equal maturity to markets in Europe and North America in the next five to eight years.

In her presentation at the conference, which took place the day before APEX Asia in October, Zhang explained that there is a major adoption of aerial platforms, despite a flat construction market. The MEWP population in China grew by 30.5% in 2019, following growth of 45.5% in 2017. There were more 100,000 units in the Chinese market in 2018 and Zhang said that this number was expected to increase over the next five to eight years, bringing the market up to the level found in fully developed MEWP markets.

In further flung regions outside the first AWP adopters in China like Beijing and Shanghai, growth is still as high as 200%. "The AWP market is seeing far reaching and massive change," says Zhang.



In Shanghai, where the conference took place, the rental sector is maturing in line with the expanding MEWP population, with the number of rental companies in the city growing 73% year-on-year. This is also bringing about a more diverse offering, including companies with specialised fleets.

Zhang added, "Under the leadership of leading companies such as Shanghai Hongxin, rental companies are becoming stronger and bigger. The number with fleets exceeding 500 units has increased from 11 in 2017 to 19 last year."

Speaking later in the day, JLG's APAC finance director, Harry Pei, expanded on the theme with the view that the Chinese MEWP market will surpass, or meet, North America's within the next three to five years. Pei added that the current size of the Chinese MEWP market is roughly 20% that of North America's, but it could reach 600,000 or more units in less than half a decade.

However, despite rapid growth, the market needs financing, and China's banking and loan system can be difficult to navigate. "With more cash entering the market, the risks will increase," Pei warned.

Finance costs in China are roughly 10-13%, whereas Western financing sits around 5%. Another hurdle is short loan periods – while some can secure three-year periods, many banks and financial institutions only offer one year. In addition, equipment rented and operated in China often isn't maintained as well as it is in other countries, especially with small to mid-sized rental operations.

"Equipment used in China for three years is

The Zoomlion team: Bryan Zhang, regional sales manager east China & EAME; Xuehong Guo, vice president, Zoomlion marketing; and Ren Huili, general manager, Zoomlion's Aerial Work Platform machinery Company.



VAN MOUNT FIRST



Thierry Aubrey, CEO, Renault China LCV (left); and Julien Bourrelis, CEO, Klubb.

France-based Klubb has launched the first van mounted platform in China, following a new partnership with Renault's Light Commercial Vehicle (CVL) department.

It follows Renault's acquisition of established Chinese vehicle manufacturer Junbei, after which the company updated Junbei's products, as well as bringing original Renault vehicles into China.

Klubb linked up with Renault to offer van mounted access platforms in China for the first time. The first product, on display at APEX Asia, is the 12m working height GKS12, mounted on a Junbei van.

XCMG has also joined the partnership as official dealer for the products, and will provide a complete service offering with maintenance and operator training as part of the sale.

New products are also planned, including 14m and 16m working height van mount models.

like a machine being used in other countries for seven years," Pei noted. "If you don't maintain your equipment well, it brings your residual values down."

APEX Asia

The state of the access market in China was abundantly clear at APEX Asia, the four-day access equipment exhibition, which started the day after the IRC conference.

Organised by KHL Group and B.V. Industrial Promotions International (IPI), the second edition of the show was double the size of the first event in 2017.

More than 60 access-related brands were on display at the show, which took place alongside CeMAT Asia at the Shanghai New

International Expo Center (SNIEC), 23-26 October.

The sheer scale of growth in the China access market was highlighted by the generalist equipment manufacturers at the show, which had been waiting on the sidelines for the right time to strike and have, in the last couple of years, firmly established themselves as serious competitors with their own access divisions.

For example, LGMG has produced an eye watering number of scissor lifts since it started full production a couple of years ago and this year has already delivered 16,000 units, the manufacturer tells *AI* at the show. Around 10,000 of those are in China.

However, the potential is much greater, with the manufacturer's full capacity reaching 30,000 scissors a year, once its factory is completed by early January. The new production lines will be used for boom lifts, leaving more space at the current plant for scissors.

"We are planning big, because of the potential of the market," says Yuxing Song, export department head, "We can sell almost any number that we can produce."

Rental rates in China have been plummeting as demand increases and the investment in equipment continues. "The rental rates will stay low and will decrease for the next three years. To compete for big projects you have to have



Dingli's 22m working height JCPT223RTB RT

low rental rates," says Song. "There are probably too many manufacturers and rental companies but demand is very high."

He explains it will be easier for those rental companies that have been around long enough to have made significant repayments on their investments. "But for the new rental companies, with new machines, it will be difficult."

There was a new compact scissor, the RJ1218 on its stand at the show. The company now has a complete range of scissors from 3.6m to 14m working height. Plus there are 10m, 30m and 60m RT scissors, in addition to a compact RT range incorporating 8m, 10m and 12m models, available in electric or diesel versions.

It also has a new boom, a 16m articulating model, with jib. There are four booms so far in the product line up, of up to 26m working height and the company is now very much focused in increasing its boom development.

Production expansion

XCMG is upscaling production too and claims to have produced 9,000-10,000 scissors this year. Even more impressive is the company's self propelled boom output. It says 4,500 boom lifts have left its factory during 2019. A second factory is under construction that will facilitate 8,000 to 9,000 booms a year and up to 20,000 scissor lifts, when production starts in a couple of months.

LGMG's T26J boom, part of its increasing boom line to complement the full scissor line.

The company tells *AI* that the big rental companies have the finance to invest. Nevertheless, the pressure is still on, particularly for new rental companies with large fleets of recently-acquired products that have not been paid off. But the company sees no problems in the market around the issue of over production. "We need more engineers, but we are not worried about the output," says Kevin Zhang, XCMG export department director.

"We are producing the right number of scissors and boom lifts are really taking off. Our output of booms is not high enough to meet market demand."

Furthermore, XCMG believes all the current manufacturers can survive the rigors of the Chinese MEWP market. "Every company has different features. I think we can all survive."

While XCMG's export numbers are still very small, as it grows brand awareness outside the country, it has sold around 300 booms to customers in Southeast Asia, the Middle East and Europe, it says.

Its international goals, like those of its competitors, are ambitious. The company has nearly completed CE and ANSI standards compliance for most of its models. "Now we will spend time looking for distributors and dealers all around the world."

XCMG was showing new electric drive scissors at APEX Asia, to complement the existing hydraulic drive products. It means the manufacturer now has a full line of electric and hydraulic booms in the 4m-14m range. RT scissors will follow in the second half of next year.

The company also had a new 20m telescopic boom on the stand, which adds to its 20, 22, 26, 32, 38, 42 and 58m telescopic offerings. There are also plans of dropping down the working height spectrum further with a new 16m



CHINA FOCUS FROM OFF-HIGHWAY RESEARCH

Sales of mobile aerial work platforms in China exceeded 40,000 units last year, according to a new report from Off-Highway Research. At almost 60%, the compound annual growth rate (CAGR) in the segment has exceeded all expectations, with sales rising from just 6,920 machines as recently as 2014.

Off-Highway Research's new report, The powered access industry in China said, "The growth in rental investment has played a pivotal role in developing demand for access platforms. With the evident saturation of demand in the traditional equipment market, many distributors have been encouraged to invest in new business sectors, and there is the general belief that access platform rental offers better returns and a clearer cost structure without the need to hire operators."

This booming demand has also seen new suppliers enter the market, and Off-Highway Research believes there are now more than 50 OEMs active in China. The country is also now established as an important manufacturing hub for both indigenous and international suppliers, with production of MEWPs exceeding 100,000 machines in 2018. Off-Highway Research believes the market could reach 125,000 platforms per year by 2023.

The powered access industry in China is a 100-page report providing the most in-depth analysis of this fast growing market. It includes sections on sales volumes, sales by platform type and height, production, component sourcing, market shares, marketing and distribution strategies, pricing, machine populations, forecasts and details of machines available. There is also an extensive section of profiles on large Chinese rental companies, which are major buyers of access platforms.

Off-Highway RESEARCH



model. In addition, a 38m telescopic model is set to be added to the four-model series in the second half on next year.

Next year the entire range will also undergo re-branding with all models to be given the XG Series moniker, representing the company's third generation of access equipment.

Zoomlion also had new units on its stand at APEX Asia, including the articulating boom ZA14JE and telescopic boom ZT34J. The manufacturer currently produces 1,200 slab scissors a month from its Chinese facility and its goal for boom lifts is 250-300 per month. The company said it has shipped more than 6,000 slab scissors into the Chinese market this year and it is looking at the overall long-term picture instead of worrying about market ups and downs in short term.

Export goal

The fact is the company has a massive customer base in China. "Everyone knows us, and we have big and small customers. Tough competition in the market is a good thing."

The company, known for its cranes and

TRAINING TARGETS

IPAF recognised the opening of the ninth approved IPAF training centre at China's second biggest rental company Shanghai Horizon.

BiRai, IPAF's China representative, said, "Shanghai Horizon is a perfect ambassador for us to deliver our safety message in this market."

"IPAF has more than 60 members in China. It's important that the stakeholders in the market help to grow safety in the market."



LiuGong was out in force. It kicked off its new access equipment division with a 22m working height scissor lift. LiuGong's D-series scissors adopt a new hydraulic system and advanced electrical control.

concrete machines, has equally major plans internationally. It will debut access products for the US market in December.

Speaking to *AI* at the show, the company says it will enter the US with 4m and 6m slab scissors, a 14m articulating boom and 20m and 26m telescopic booms. Those eager to see the machines on US soil will get the opportunity at ConExpo 2020, to be held in March, in Las Vegas, where the units will be on display.

It currently has a facility in Wisconsin, and

it will eventually conduct R&D – and possibly more – from the US location. The company also said it will utilise its US tower crane dealer network in addition to targeting US rental companies.

The current tariffs on Chinese products entering the US is proving to be a stumbling block for any manufacturer based in the country, along with OEM's based in the US that are importing components like steel from China. Zoomlion is not too concerned. "We



#liftdifferent

www.magnith.com

Follow us on:



Sinoboom launched the 46.6m platform height GTZ46J articulating boom. At the show general manager Susan Xu marked the sale of one of the first units to Yang Tianli, founder and CEO of Zhongneng United Rentals in Nanjing, China.

REVIEW APEX ASIA & IRC



Fronteo, a new access brand of Eurocrane, was exhibiting for the first time.

believe talks will continue between America and China and the problem will be solved. We are also making applications to bypass the tariffs. And, with some of our models there is still a large enough price gap between the China price and the US prices anyway.”

Zoomlion will also continue its push in Europe. It will use its Italy-based acquisition Cifa as a base for sales and service. There will be light assembly there too, with major components pre-assembled in China.

The level of competition from major new suppliers in China could lead one to think that a company like Dingli, the country's largest

and arguably oldest specialist access equipment manufacturer, which helped pioneer the industry in China, would be dismayed by the sudden influx of new equipment onto the scene.

However, this is not the case. If anything, it's the opposite. “To meet the competition we are always updating our equipment and bringing in innovation - competition is the power to push ourselves; to create even better products and services.”

Big launches

New on the Dingli stand was a big scissor, the 22m working height JCPTZZ23RTB. It has

a 2.2 wide platform, and a 2.46m machine width. The 750kg capacity platform has an electrically operated extension deck up to 2.7m. Then there is the three types of steering and full height driving, and a 30% gradeability. It follows requests from the market for this type of equipment.

“There is not a lot of competition for this type of equipment at the moment in China,” says the company.

Sinoboom was embracing the show, with the launch of the world's largest articulating boom. At 46.6m platform height, the GTZZ46J just tops JLG's 45.72m platform height 1500AJP. The model's horizontal outreach stands at 25.5m, while up and over capability is 19.1m. lift capacity is 275kg at full outreach or 455kg, gradeability is 40% and the machine's total weigh is 26,300kg.

The first unit has been sold to Sinopec, the biggest oil company in China, for use on its oil refineries.

The company is also updating its 16m GTZZ16EJ-2 electric articulating boom, with an upgrade from electric drive with hydraulic brake, to electric drive with electric brake. It joins the growing range of access equipment suited to indoor and environmentally sensitive work areas.

Sinoboom has a slightly different view on the increasing competition and lowering rates. It says monthly rental prices for its popular 1930

SIVGE
Always more than your expectation

REACH HIGHER WITH SIVGE



SP50 STOCK PICKER
SELFPROLLED MAST TYPE MOBILE
ELEVATING WORK PLATFORM



HANGZHOU SIVGE MACHINERY CO.,LTD

ADD : No.15 Kangxian Road , Hangzhou , Zhejiang , China

TEL : +86-571-88043728

E-mail : info@sivge.com



www.sivge.com

ENERGIZE YOUR PERFORMANCE



PULSEO
GENERATION

- Electric
- Silent
- Rough Terrain



The first PULSEO Generation electric mobile elevating platform, the HA20 LE offers silent operation, indoors or out on any surface, even on the roughest terrain, all with due regard for the environment.

www.pulseo-generation.com

*See conditions in the Haulotte distribution network

haulotte.com

Haulotte 
EQUIPMENT



Kinglift presented its new scissors in the outside area of APEX Asia.

slab scissor have recently dropped to 1,700 RMB, down from 2,000 RMB, due to the heavy demand, and, "We don't expect to see demand to go down over the next five years."

Nevertheless, forecasts that there could be 550,000 units in China in that time frame, are overblown, the company believes. "I do not think it will increase that fast, but if it does rental prices will go down even further and a lot of companies will go out of business."

Long-established access specialist Mantall, on the other hand, is feeling the challenges in the market. Shirley Li, co-owner of Mantall tells *AI*, "It is a tough time. But Mantall has been here for a long time and we have loyal customers."

Nevertheless, even for Li, the heightened competition from the major generalists can be viewed as an advantage, rather than a hindrance. "It is good news in a way. They may help educate the market about MEWPs and help expand it. There is growth in the market and enough space for everyone. We have developed our knowledge of access products over a good number of years, rather than coming in recently."

Mantall launched three new products on its stand at Apex Asia, including its first electric boom, the 12m working height HZ120ED, powered by lead acid batteries. There was also a new 16m bi-energy articulating boom, the



Bravi owner Pierino Bravi was at the show to promote low level access in Asia. He said there was a great deal of interest and would wait and see what orders followed.

HZ160JBI, with diesel and lead acid battery power, as well as an 18m articulating model, the HZ180JRT and its sibling, the 26m HZ60JRT.

Li says the company already offers Lithium batteries as an option on its smaller scissors. "There will be more requirements for electric and bi-energy in the future."

The company is planning to launch 18m, 20m and 26m bi-energy booms soon, with the next step being bi-energy RT scissors.

To accommodate the new products, the company is expanding its existing premises by 130% and will open the new production facilities in March to April next year.

Nevertheless, the company is experiencing the same fluctuating market conditions as the rest of the industry. "The beginning of this year was very good but things have slowed globally since the middle of the year due to the trade war, the slowing economy and political uncertainty," says Li.

Exhibiting at APEX Asia for the first time, Chinese OEM Kinglift took the wraps off its new self-levelling, track-based scissor lift line. The company has three models in the new crawler family – the QYLZ06, QYLZ08 and QYLZ10 with platform heights of 8m, 10m and 12m, respectively.

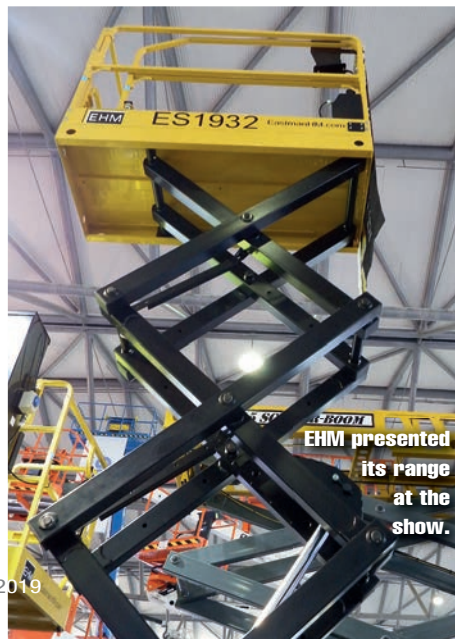
New exhibitors

Kinglift has been manufacturing access products for five years and is currently looking to undergo CE and ANSI standard certification for its machines so it can enter the North American market. Its goal is to debut products in the US within the next year.

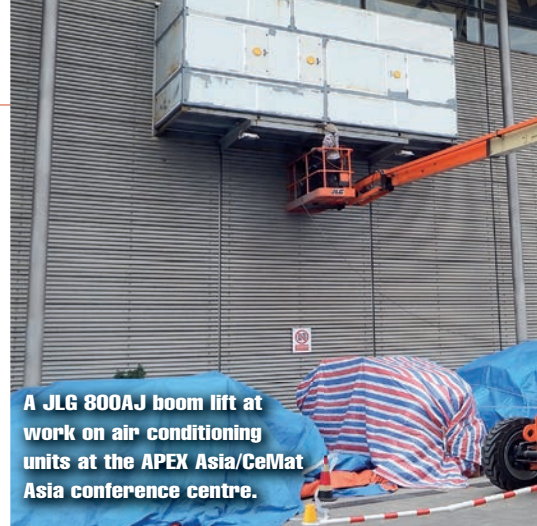
Kinglift offers a range of access products, from self-propelled scissor lifts and articulating booms to crawler booms and stationary scissor lift platforms. It says it produces 2.3 billion RMB in products a year.

There were a number of other companies new to APEX Asia this year. Exhibiting for the first time, Eurocrane is displaying a new line of scissor lifts manufactured by the company and branded Fronteq. The Fronteq brand was launched at the beginning of 2019.

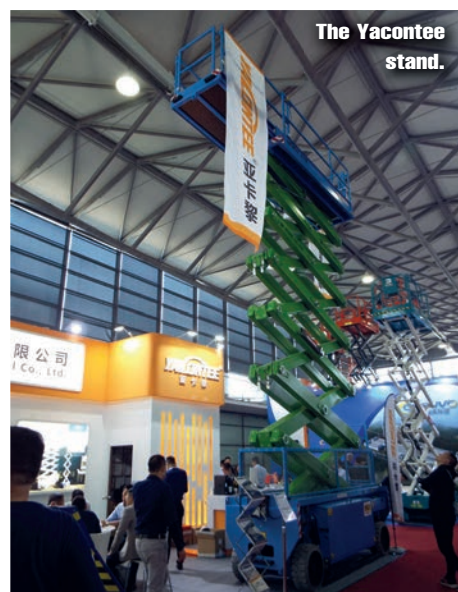
The new line comprises five new scissor lifts,



EHM presented its range at the show.



A JLG 800AJ boom lift at work on air conditioning units at the APEX Asia/CeMat Asia conference centre.



The Yacontee stand.

ranging from the 4m FS0407 model to the 40m FS1414E model. They are all electric, and the AWP R&D Manager Lu Wei highlighted the fact that the FS1414E uses an AC motor rather than a DC motor for greater efficiency.

Another scissor lift manufacturer HQ Platform was also exhibiting for the first time, represented by its overseas department Global Machinery Hub (GMH).

HQ Platform is now exporting to Australia and has ambitions to sell to Europe in the near future. HQ Platform produces 300 units of its five scissor models per month at its factory in Huzhou City.

Also exhibiting for the first time was Hunan Aerial-Power Machinery. The company started two years ago and says it is the first specialist parts supplier for MEWPs in China.

Hunan's sales director Tina Tan says the company wishes to learn from TVH and Vertimac in Europe and apply a similar idea to the Chinese market. The company currently provides spare parts for all Chinese brands of MEWP, including Dingli and Sinoboom, and offers some Genie and JLG parts. In future, it hopes to supply a full suite of parts for other manufacturers like Genie and JLG.

For Hefei Yamei Technology, this is the second year exhibiting at APEX Asia. On display for the first time is the company's first tracked version of its S1012HD scissor lift.

The company has been manufacturing scissor lifts for eight years and started exporting five



years ago, to Europe, South America and to a small extend in South East Asia. About 60% of its revenues now come from exports.

At present, Hefei Yamei produces scissor lifts ranging from 3.9 to 14m in height, but intends to introduce a boom lift soon – possibly next year, according to the company's Overseas marketing manager Simon Li.

Second instalment

Also exhibiting for the second time is Shandon Chufeng Heavy Industry Machinery Group, which started manufacturing scissor lifts in 2008. It is launching its first boom lift: the GTBZ1415.

While scissor lifts are its main focus, the company also offers a number of other products, including loading ramps and cargo lifts. And this year, it is launching its first boom lift: the GTBZ1415.

The new battery electric boom lift has a height of 14m and a 200kg maximum capacity.

Shanghai Yacontee Industrial, a Chinese distributor of European access equipment, is expecting the proportion of its sales to rental companies to grow from 15% at present to 50% over the next few years.



The distributor's niche is large scissor lifts and large spider lifts, rather than the smaller equipment that is already abundant in China. It has been representing Holland Lift for about 12 years, Haulotte for just over 10 years, and ATN, Cela, Falcon and Bluelift for five years.

Wenjie Zhang, managing director of Yacontee, says, "Rental is booming in China, which is a great opportunity for us."

Historically, a lot of machines have been sold to the government, but with the increasing adoption of rental, the government is buying fewer machines – instead opting to rent – and growing rental companies are purchasing more equipment. Zhang also says "It's easy to sell machines, but after-service is a challenge. So this is a focus for us."

It has a new IPAF training centre at its Shanghai office, which opened last year in response to the increasing emphasis being put

J:C had a new telescopic boom, the 32m working height S-100, demonstrating the increasing popularity of boom lifts in China.

on safety as a result of government regulation.

Snorkel, which showcased five machines during the show said it will add two additional models to be produced from its Jintan, Jiangsu Province, China, facility in the coming year.

Snorkel's stand during the bustling APEX Asia show. From its stand this year, Snorkel displayed the S3219E and S4732E electric scissor lifts, the A38E and A46JE electric boom lifts and the S3970RT rough terrain scissor lift.

The A38E articulating lift is the latest model to be manufactured at Snorkel's facility in Jintan, Jiangsu Province. The company's 3,000sqm facility is the second manufacturing location for this model, and it will supply the domestic China market. The Snorkel A38E is also built at Snorkel's manufacturing facility in the UK, which will continue to ship to customers worldwide.

The A38E is the fourth model to be introduced to Snorkel's Jintan assembly facility, following the S3219E and S4732E electric slab scissors in 2017, and the Snorkel A46JE electric articulated boom lift in 2018.

Speaking to ALH, Matthew Elvin, CEO at Snorkel, says a total of six machines will soon be produced from the Chinese facility in order to support domestic customers in China, including the company's 600S telescopic boom and a diesel version of its popular articulated boom.

Many of the stories featured in this report can also be found on the website, at www.khl.com/ai. Look out for news stories about APEX, taking place in the Netherlands next year. **AI**



Lift The Future

EXMILE SPECIAL TYRE

EXMILE SPECIAL TYRE CO., LTD.

ADD: Phoenix Industry Park-Laizhou
Economy Developing Zone,
Shandong Province, P.R.China

FAX: +86 535 2717077
E-mail: exmiletire@exmiletire.com

+86 535 2717086
+86 532 85800503

THE ONLY HEAVY METAL SHOW YOU NEED TO SEE



**NORTH AMERICA'S LARGEST
CONSTRUCTION TRADE SHOW**
CONEXPOCONAGG.COM
MARCH 10-14, 2020 | LAS VEGAS, USA

Enter the IAPAs

The IAPA awards return in April – be a part of the world's largest access awards ceremony.

Now in its 12th year, the International Awards for Powered Access (IAPAs) 2020 will be held in London, UK, at the prestigious Millennium Gloucester Hotel London Kensington, on 23 April.

PHOTO OF THE YEAR

The Access Photograph of the Year Award has a new sponsor this year.

The access photography competition is sponsored by UK rental company Media Access Solutions (MAS), which took over the award from former sponsor Facelift, which was acquired by AFI group earlier this year.

MAS will donate the €1000 prize: €750 for first place, €250 for second place.

Judges will be looking for a spectacular shot that highlights an important aspect of safety or dynamic use of access equipment. So, if you have taken a picture that matches this description, or are planning to, be sure to enter this prestigious award. Shots taken on mobile devices are welcome.

The award is open to everyone working in the access industry, although entries should not include pictures commissioned for PR and marketing purposes.

The deadline for Photograph of The Year entries is 10 January, 2020.

MAS | MEDIA ACCESS SOLUTIONS

Jointly organised by KHL's *Access International* and the International Powered Access Federation (IPAF), the IAPAs celebrate best practice and excellence in the powered access industry, attracting around 450 industry professionals and providing excellent networking opportunities. It takes place on the same day as the IPAF Summit; a high-profile conference for senior access industry representatives.

There are 12 award categories this year, ranging from new products and innovations to safety and training. The IAPAs represent the global access industry at its highest level and encourages all individuals and companies, big or small, that can demonstrate innovation and best practice through their equipment or services to take part.

For more details about the award categories and to download the entry forms, visit: www.iapa-summit.info



IAPA/IPAF SUMMIT 2020

WHEN: 23 April, 2020

WHERE: Millennium Gloucester Hotel London Kensington, UK

IPAF SUMMIT

Networking Event: 22 April, 18:00-20:00

IPAF Summit: 23 April, 10:00-17:15

Site visit: 24 April, 10:00-14:00

www.iapa-summit.info

IAPA 2020 categories:

- Access Rental Company of the Year
- Contribution to Safe Working at Height
- Digital Development Award
- The IAPA Innovative Technology Prize
- IPAF/Access International Lifetime Achievement Award
- Product of the Year – Self propelled booms and atrium lifts
- Product of the Year – Scissor lifts & vertical mast platforms (low level access, vertical mast booms, pusharound platforms, stock pickers)
- Product of the Year – Vehicle mounted platforms
- Product of the Year – Mast climbing work platforms/hoists

IPAF member companies and individuals only:

- IPAF Training Instructor of the Year
- IPAF Training Centre of the Year

Deadline for entries: 12 December 2019



IAPA 2019 winners.

IAPA JUDGES

This year's independent judging panel comprises industry experts with longstanding experience in the business.



Erhan Acar
Acar, who has a degree in Mechanical

Engineering and an MBA, has worked in various sectors as an engineer and service manager, as well as 12 years in the access industry. In 2007 he became after sales service manager for MEWP distributor Acarlir Makine, which also has a rental fleet. Since 2014, he has been general manager for Rent Rise, a major rental company in Turkey.



Malcolm Bowers
joined the UK access industry

in 1970 with Zip Up Hire. In 1978 he co-founded Access Rental, and sold it to Roskel in 1990, which was bought by Nationwide. Bowers then founded concrete product specialist Myrefield Group, which he also sold. In 1998 he founded AFI Uplift, leading to a management buyout. In 2006, he co-founded Lifterz, recently acquired by Speedy.



Ian James
James started his career in the access industry

with Benfords, in Warwick, UK, in the mid-1980's, with a degree sponsored by currency printers De La Rue, he progressed through area sales and district management to become general manager EAME for Grove Manlift. The last 20 years have been at Bronto Skylift in various sales roles, predominantly looking after its UK distribution.



Norty Turner
Turner is the president of IPAF and the SVP

of Services and Advanced Solutions at United Rentals. He is responsible for expanding servicing and management of customer fleets and training, while Advanced Solutions covers areas, including, autonomous vehicles and wearable technology. Previously, he was CEO at Riwal, for six and a half years, until 2018.



Dan Vorsholt
has been in the rental business since 1991 and

for the last 23 years at GSV, the largest rental company in Denmark. Vorsholt has been CEO at the company since 2008 and has held a range of positions, including fleet management. Over the last four years, he has also been in charge of purchasing and integrating four rental companies into GSV, which has created its market leading position.

Made in Italy

Italy's GIS 2019 was a great indicator of how Italian manufacturers are developing their products, particularly in their primary sectors of truck mounts and tracked platforms.

The seventh edition of the GIS show, which took place in Piacenza, Italy, in early October, saw record visitor and exhibitor numbers.

More than 11,000 visitors came from Italy, while there was a good increase of industry professionals from around the world, said show organisers. The number of exhibitors exceeded 400 this year, compared to 359 at the last edition in 2017, a growth of 20%.

Among the access manufacturers there was a feeling that the show was now firmly established and had become a must-attend event. This was demonstrated by a significant number of manufacturers choosing the exhibition to launch new products.

Italy has always been a hotbed of access activity, particularly in the tracked platform and truck mounted sectors, with some manufacturers in the country producing both types of equipment. On that subject, the smaller 3.5 tonne truck mount segment is a particular speciality of Italy-based producers, and there is no doubt the market has been



expanding greatly over recent years. This might lead one to think the tracked platform has been overlooked in that time but there has been a renewed focus on this product type too, with manufacturers at GIS looking to significantly increase their production levels.

CMC claims to be the market leader of tracked platforms in the US and is now aiming to develop its European market share. It took a major step this year and stopped producing truck mounts completely. The company told *AI* that it is not easy to be competitive in both product types, despite it being somewhat of a tradition for Italian manufacturers to produce both truck mounts and tracked platforms. For this reason, CMC has been slowing down its truck mount output over the last three years, with the product type contributing to just 15% of revenue last year.

This means there is plenty of scope for spider lifts and the plan is to grow their production by 40% next year. The company has built a new factory over the last two years and is looking to increase its workshop capacity next year.

All this means CMC can add to its now



The 20m working height PNT 200H truck mount from Isoli.



Platform Basket's Spider 43T.



GSR 240PX

complete small range – the S series, by filling out the medium range and then concentrating on the higher working height area.

The S series amounts to four models: the S13F, the S15F and S18F and a new addition is the compact S23. The double pantograph, articulated boom and jib, has an operating height of 23m and an outreach of 12.4m, without limitation up to maximum load. It fits through a standard door and has three different stabilisation areas.

The unit weighs just 3,000kg. Its light weight is designed for easy transportation and it can be towed on a standard trailer. The electronic Self Control System (SCS) provides automatic levelling and prevents dangerous manoeuvres.

As well as the standard petrol Honda GX390 engine, other versions are available with a Kubota Z602 diesel engine, a hybrid Honda/Kubota engine + lithium batteries as well as electric versions with 220V and 110V engines.

Platform Basket had its new telescopic



The Airo stand
at GIS 2019.

43m working height Spider 43T, launched at Bauma. It was the sixth unit to have been manufactured and was in the yellow and grey of rental company Minoe, based in Italy, close to Venice. It is equipped with an interchangeable winch of 350kg. There are already two units in Italy, two in France and another in Beijing, China.

Meeting trends

Another new model from Platform Basket is the articulated/double telescopic Spider 20.95, that is in prototype stage and will be delivered at the end of this year. It has 20m working height and a 9.5m outreach. There is no limitation on the 250kg capacity in the basket all the way up to the 9.5m. It has been designed for ultimate up and over work and is lightweight at 2.7 tonnes, meaning it can be transported on a standard 3.5 tonne trailer.

As with most manufacturers of tracked platforms, there is an ever growing aim to meet the need of rental companies and in the case of the 20.95 it can be rented without an operator and is uncomplicated to use, and has automatic stabilisation, go home function and two drive speeds as standard. Representing another market trend, it is also available as a Lithium version.

Joining the evermore popular lithium category, is the new tracked platform from Imer Group. The R19 SA Lithium is a 19m working height bi-energy machine, with

electric or lithium battery-powered model. It tops out the manufacturer's tracked platform range of three models and is also available as a diesel-powered unit. It is the first lithium machine in Imer's range and there is plan to extend the Lithium option to other products, including scissor lifts.

Oil & Steel is also aiming to revitalise its tracked platform offering with the launch of a new range. The company has a long history with this product type but it now only accounts for 10% of revenue. The company's sales director Giovanni Tacconi said he would like to see that increased to 30%. This would be in the form of models up to 23m working height. But there are no plans, as yet, to go above that.

The improvements and modernisation programme for tracked platforms is part of Oil & Steel's plan to become a major player in this product type. The company already has a number of 13m-27m working height,



The CMC range.



The CTE stand



The Almac 1250 Evo



Comet's compact
16.75 HQ

articulated double jib models, but it plans to complete the range. This could be followed by a 30m, or more, telescopic unit. The new Z-20.3 HN is a fully electrically-controlled unit with proportional maneuvering and anti-collision system in the cab.

CTE is working to renew its spider lift range in a bid to significantly grow the tracked platform offering. The company's newly-appointed Traccess brand manager Giovanni Carbonara, who moved over from fellow Italian manufacturer CMC this year, says at the moment tracked platforms account for less than 20% of revenue and the plan is to increase this to 40%. The first model was set to be launched in November; a 27m working height unit with a double pantograph and jib. The new range will have remote connectivity for easy maintenance for rental companies.

The company is also concentrating on the smaller end of the market, specifically 13m to 20m working height. And will have models ready for March or April next year.

Truck mounts

Nevertheless, CTE is still serious about truck mounts. It was introducing a narrow jacking model at the show. The Z-20.3 HN, is a 20m working height platform. It has an outreach of 8.4 m and a capacity of 280kg in basket. The H stabilisation means that the total width of the vehicle, when it is in use, is 2,288mm, a difference of just 88mm, compared to the vehicle dimensions while in transport. It replaces two models, one of them being the Z20 Easy with A-shaped outriggers and the Z20.3 with extendable front stabilisers. The company says it wanted to squeeze the same performance in to a model with the inside



The Sogage 16A Forste.

jacks. The company was also showing its Zed 25 on a Nissan truck. It has all the latest features, including the S3 Smart Stability system and variable stabilisation and envelope control.

Another feature is the 'virtual ceiling', which allows the owner/rental company to set a maximum or variable working height from

NEW MISSION

Paolo Balugani has been appointed as Palfinger's new global access platforms product line leader. Balugani founded two aerial platform manufacturing companies, Oil & Steel in 1995 and Sky Access in 2011, before joining Palfinger in 2013, overseeing Palfinger Platforms Italy, for which he is still managing director.

He now has a far more expansive role, overseeing product development and R&D across the whole international platforms group.

That includes the Sany/Palfinger partnership, which has previously concentrated on cranes but is now pushing forward with its scissor lift production after a couple of false starts, in the 8m to 14m working height area. His role also covers Palfinger's ITI acquisition in North America and the company's general platform expansion in the continent, along with the two factories in Germany, and of course the one in Italy.

Under the group reorganisation there is now a production line leader for each product type, rather than it being split by regional business unit across product types. This makes it easier to concentrate on international product ranges that share facilities and components. The company produces 2,500 platforms a year, says Balugani, with a €200 million turnover.

At GIS, Palfinger Platforms Italy had a new truck mount, the P200XA Plus that has a Euro 6 compliant engine.



Paolo Balugani, Palfinger's global access product line leader.



The R19 SA Lithium from Imer.

8m to 25m. It also means the machine can be set at 20m so that it can be rented as a 20m working height machine.

Returning to Oil & Steel, it is sticking to the mid-range in its truck mounts and is not aiming to go over 35m in this area. At the GIS show it presented the new Scorpion 1812, which is a telescopic truck mount with H-shaped stabilisers, with three options: fully open, open on the left or open on the right. The 18m working height machine has 12m maximum outreach. It can reach 10m over the standard length Isuzu cab, with 80kg in the basket.

Comet was showing its compact 16.75 HQ, mounted on a 2 tonne truck. It offers the same boom configuration of articulated/telescopic, with fly boom, as its larger range does. It can be used indoors with an electric auxiliary 220V motor. It can also be used as an alternative to spider lifts thanks to its compact size and it is easier to transport than tracked machines, being mounted on a truck. The 16m working height platform is also available as a 14m version, launched in previous years. This new 16m unit uses a redesigned, lighter boom to achieve the 2m extra working height.

Isoli had the 20m working height PNT 200H on its stand. The 20m machine is a double pantograph/articulating machine with fixed H stabilisers. An important feature is that the basket is attached horizontally to the boom, making it easier to get closer to the working area. To accommodate this basket position, there is an extension at the back of the Nissan Cabstar truck for the basket to rest on. The model has an 8.5m outreach and 360-degree rotation.

GSR had a new truck mount, the B240PX at the show. The 24m working height platform is mounted on a Mercedes and can work with fully open stabilisers or narrow jacking. The 12.3m outreach is achievable with narrow jacking over the cab, which is a longer than standard cab. The engine is placed in the cab area, which gives it greater weight at the front, allowing for over the cab work.

Sogage was also on the compact path at the

show, with the launch of its smallest platform to date, the 16m working height 16A Forste. "This increases the options that we have, as we grow our product range away from the traditional big truck mounted models," said the company.

The platform is mounted on a 3 tonne pick-up truck but is still capable of 250kg capacity in the basket. The aluminium basket dimensions are 1.4 x 0.7 x 1.1 m, with a 90 + 90- degree basket rotation, while the boom has a 700 degree rotation. The new model is designed for the narrow streets found in medieval towns, common in Italy.

Scissors and booms

Moving on to scissor and boom lifts, Airo was showing the first in a new line of hydrostatic axle transmission articulating boom lifts. First up in the Xtreme line was the 18m version, with 4 wheel drive and 4 wheel steer, with oscillating axle. The model has a double capacity of 300kg or 400kg in the basket, with up to three people.

The A18 JRTD Xtreme has hydrostatic transmission and allows the company to install a relatively small diesel engine without CANbus or electronic devices, meaning it is easy to handle and operate and provides high torque. The same machine is available



Cela was at the show with its DT30 Spyder.



One of Oil & Steel's Snake truck mounts.



Hinowa's LL33.17 PHS is available in a new version: a Lithium and diesel version and a Lithium-only version has been available previously.

as a hybrid, with lithium and an onboard charger and generator as an option. There is an integrated advanced touch display for diagnostics and machines settings. The company says that in Central Europe, "the hybrid will become more and more important, with Stage V compliance."

Almac, the specialist in bi-levelling tracked-based products, announced it is expanding its range. At Bauma this year, it had a new battery version of its 12.2m working height Jibbi 1270 Evo boom lift, at the GIS, the Jibbi 1250 LTH with a lithium battery. The company said the previous version had a heavy-duty battery pack that had been replaced with the much lighter Lithium version.

The company was also presenting a new

rough terrain version of its 1250 Evo boom. The 1250 Evo-RT is the first rough terrain machine in its line and differs from other models in that the chassis has significantly more ground based and its tracks are fixed.

The company was also showing the next step in its Multi-Loader ML-Line. The Multi-Loader 6.0 is a rough terrain material carrier, with the manufacturer's trademark bi-levelling tracks and an articulating crane mounted on top. It has a 6 tonne capacity and a 1.8m maximum width, with a weight of 2250kg.

Chinese manufacturer Mantall was showing at GIS for the first time with its new distributor for Italy CEM. The partnership was signed earlier this year, and provides full service and parts across Italy. The company told

AI, "We are showing the models that CEM suggested. Europe is a big market and people are changing their minds about Chinese equipment. It may not be the best but it is fine."

NordEst Elevatori has been the official distributor for LGMG in Italy for a year and a half. It said it has sold 100 scissors in Italy over the last eight months and there is a total target of 200 machines for the full year. Service and parts come from the manufacturer's Rotterdam Europlatform headquarters, which has been in operation for a year. The company said it is now taking it steady in markets like Italy and not being "too pushy".

AI



Mantall exhibited for the first at GIS this year.

HARRISON HYDRAULIC GENERATORS

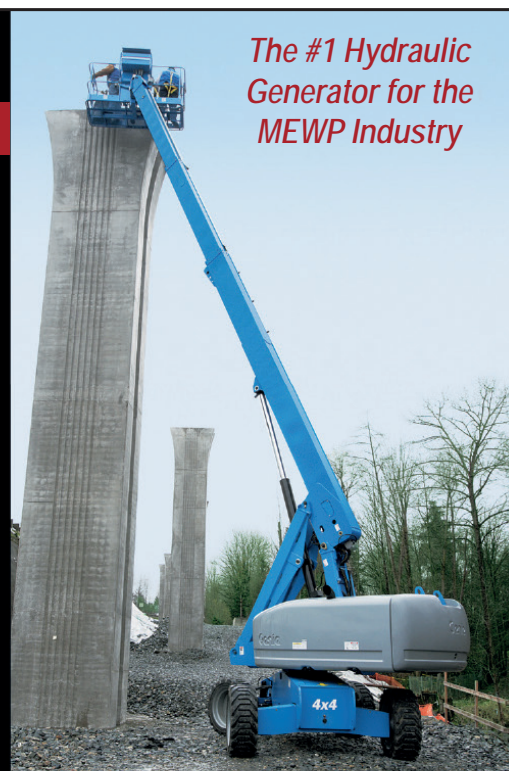
Quality, Service and Dependability...Guaranteed since 1969

Reliable Custom Hydraulic and Belt Driven Generators with all of the AC power that you need on the jobsite. Sizes range up to 40kW

"World Class Engineering and Customer Support"



The #1 Hydraulic Generator for the MEWP Industry



Harrison
HYDRA-GEN
PROVEN UNDER PRESSURE.

14233 West Rd, Houston, TX 77041 **800-723-3334 • 281-807-4420**

Contact: awp@harrisonhydragen.org

www.harrisonhydragen.com

Far and wide

Manufacturers are expanding their ranges in terms of capacity and geography, while rotating and compact products are seeing a significant growth in sales.

Specialist market research and forecasting company Off-Highway Research expects the global market for telehandlers to reach some 75,000 units this year.

About two thirds of demand for this type of machine is in Europe and North America, the regions which represent the vast majority of production. While telehandlers sell in other parts of the world, there is competition from other types of equipment such as locally built mobile cranes in Asia.

The outlook for the segment is reasonable. Although sales this year are likely to be down from the high seen in 2018, volumes should stay relatively high at some 70,000 units per year for the next few years, says Off-Highway Research.

In a bid to address a comparative lack of interest in telehandlers outside of North American and Europe, Manitou has launched models aimed specifically at emerging markets, and is opening an assembly plant in India to produce them.

The identical Manitou MXT 840 and Gehl TX 408 telehandlers are aimed at Asia, Middle East, Eastern Europe and Russia and are designed to be more rugged and easy to use than their counterparts produced in Europe. They also come at a significantly lower cost.

The main specifications are a 7.6m lifting height and a maximum capacity of 4 tonnes. They are particularly suited to building construction and can easily extend to two storeys.

The equipment also has three steering modes: 2-wheel steer, 4-wheel steer or grab mode. They

have 39cm high clearance and are therefore suited to difficult terrain. Transmission consists of a torque converter gear box, while power comes from a 95hp, Stage 3a engine. While the chassis and boom are very robust.

The manufacturer has stripped away standard items found on Europe-based equipment, including all electronics and plastics, meaning the whole unit is made of steel and therefore easier to maintain in the field. Both units have been available since June.

Emerging potential

Michel Denis, president and CEO of Manitou, told *AI*. "We see in these markets that the usage can be very hard, for example we have a number of customers in Russia running them 24 hours a day, seven days a week." In response, the telehandler units have undergone 2000 hours of endurance testing.

Manitou has presented a third telehandler, the MXT 1740, with equally rugged qualities. It has a 17m lifting height and 4 tonne capacity. It will be available in the first quarter of 2020 and will be attractive to markets like the Middle East where 18m telehandlers are the primary choice of customers.

The company believes there is room for up to 60,000 telehandler units in the Asia and Middle East markets alone, "Our choice [in these new products] is justified by the telehandler needs that are growing significantly in the short and long term due to progressive modernisation projects."

It is thought the models are ideal for replacing cranes, wheeled loaders and other material handling techniques used extensively



Dieci's ultra compact Apollo 20.4.

for the type of work a telehandler does. The pick and carry crane commonly seen in India being just one example.

Manitou is also breaking new ground with the launch of its 100% electric range, known as the Oxygen line. Two new telehandlers feature in this range alongside a new access platform.

The MRT 2550 h Oxygen Lab telehandler is a hybrid prototype version of the diesel MRT 2550 model, capable of operating in 100% electric mode. Retaining the same characteristics as the diesel-powered version, it has 25 m lifting height with a capacity of 5 tonnes.

Bobcat's TL43.80HF.



Manitou's emerging markets range at its launch in Thailand, during May.

Representing a new concept is the MT 625 e Oxygen. It is a lightweight telehandler designed to accommodate an electric engine. The cab has also been redesigned with new intuitive operator aids. Natural, contemporary and sustainable materials, including wood, are also used in the cab, an example of the group's eco-design policy.

Arnaud Sochas, innovation manager for Manitou, said, "Players in the construction market are faced with increasing demand for flexible, low-carbon solutions, especially for urban work sites. With the Oxygen label, the Manitou group wants to provide a concrete response to these needs.

Responding to mining activity requirements, the company also introduced the high capacity diesel MHT 12330 telehandler at Bauma. It has a lifting height of 12 m, with a capacity ranging from 33 tonnes with forks to 36 tonnes with hook. Equipped with a 182 Kw Deutz stage V engine, this model also benefits from special protective covers on the work road lights.

Rotating news

Italian manufacturer Magni is firmly placed in the mature markets, specialising as it specialises in the more complex and expensive rotating telehandler. While the company believes the global market for these more niche rotating machines is around 3,000 units per year, it also sees growing opportunities in the segment, which is expanding at an annual rate of 30% to 35%. Magni plans to keep up with this demand thanks to major expansion of its production capabilities. The new 33,000 square metre facility is expected to be finished by May next year, with the first two buildings, making up 10,000 square metres, completed this December.

In an enterprising move, Magni will rent 10,000 square metres of the facility to its suppliers, incorporating three companies that



Ausa Taurulift T204H.



The Manitou MT 625 Oxygen Concept.

provide logistics, painting and steel handling. Having these suppliers in such close proximity will save Magni around €500,000 a year, explains sales director Eugenio Magni. It also means Magni will have the capacity to produce 3,500 machines each year and it will open up new possibilities for the company. Look out for more news on the reasons behind this expansion over the coming months.

One of the models on the new production lines will be the recently launched 13.26 RTH, which was designed to be the most powerful rotating telehandler in the world, says the company, with a 13 tonne capacity

and 26m height. At the full 26m it can still carry 8 tonnes. Returning to the subject of cranes, Magni believes this rotating model can compete with a 40-45 tonne mobile crane, which he says is much more expensive for the same type of work. Magni adds, "A crane has to be rented with an operator. But you can rent our machines without an operator."

New products are also on the horizon, as the manufacturer heads further up the capacity and height spectrum. ConExpo, taking place in Las Vegas next year, will see the launch of a new rotating machine along these lines, although the details are not yet available.

The premise that rotating telehandlers provide a convenient alternative to cranes is shared by JCB, which launched its first rotating model in June this year. The Hydralord 555-210R is the UK manufacturer's response to the growth in popularity of rotating machines with heavier lift capacities across Europe. It offers a maximum lift capacity of 5.5 tonnes and maximum working height of 20.5m.

"Rotating telescopic handlers have become a genuine cost-effective replacement for smaller mobile cranes, offering rapid set-up and the ability to carry out technical lifting operations," said a JCB spokesperson.

To minimise set up time, the outriggers have auto one-touch deployment, stowage and levelling. Competitive lift end cycle times and high auxiliary flow rates for efficient winch work, boost productivity further, says the manufacturer.

The model also offers a lower chassis engine layout and a high level of visibility. A low boom design also provides all-round visibility, along with comprehensive work light options and camera kits, including a boom head camera for precise placement at height.

The machines are powered by JCB's Ecomax engines, offering parts and service commonality with other Loadall models. The JCB LiveLink telematics system is fitted as standard.

Easily selectable lift end speed profiles and lift envelope limits help the operator to optimise the machine for specific tasks. There are a range of available attachments; including a winch, jib winch, 5.5 tonne hook, light duty buckets, a



2020
IPAF
summit

iapa
International
Awards for
Powered
Access
2020

CONFERENCE • AWARDS • NETWORKING



SAVE THE DATE

3 DAYS OF EVENTS FOR THE ACCESS INDUSTRY

22-23-24
APRIL
2020

MILLENNIUM GLOUCESTER HOTEL
KENSINGTON, LONDON, UK

THE ESSENTIAL ACCESS INDUSTRY EVENT



access
INTERNATIONAL

BOOKING NOW OPEN

www.iapa-summit.info



JCB's Hydrauload rotating telehandler.

range of fork-mounted accessories and access platforms.

Compact class

While the relatively niche sector of rotating machines is becoming increasingly mainstream, so is compact equipment. Expert in compact telehandlers, Ausa started manufacturing these machines in 2008. The range comprises three models, the T144H, T204H and T235H, which has the boom positioned on the side. It allows a more spacious cab with 360° visibility but reduces total width.

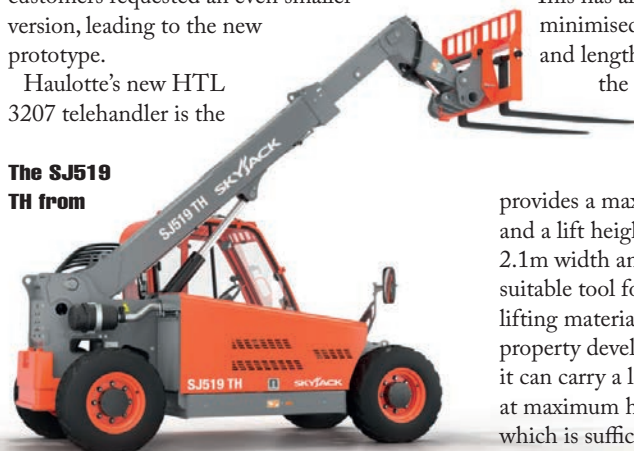
The T144H is specifically known for its compactness, at 1,405mm wide, and has a load capacity of 1,350kg and a lifting height of 4m. Thanks to its small dimensions, it is the only telescopic handler on the market in the 1 and 1.5 tonne category that can be placed on a traditional trailer.

The Taurulift T204H and T235H models in the 2 tonne and 2.3 tonne category have a lifting height of 4.4m and 5m, respectively. The company says, "Safety and the electrification of the machines are the two main trends in the sector nowadays." For example, the load indicator on the T144H has an automatic overload limiter.

Sticking with the compact theme, Dieci has introduced the 2 tonne capacity ultra-compact Apollo 20.4. The model has 4m maximum working height, complemented by a small footprint – it is 1.5m wide and has a 1.8m transport height. The machine is at prototype stage and will be added to the product line in the second quarter of 2020. The company says its existing 26.6 model, with dimensions of 1.8m x 1.9m, has been in demand and customers requested an even smaller version, leading to the new prototype.

Haulotte's new HTL 3207 telehandler is the

The SJ519 TH from



most compact telehandler that the company has offered to date. The model utilises a hydrostatic transmission alongside an inching pedal for smooth and progressive driving.

The company says that thanks to proportional movements, manoeuvring is intuitive, secure and precise. The HTL 3207 provides a maximum lift capacity of 3.2 tonnes, and is designed to lift any type of load up to a height of 6.85m.

With a short turning radius and a length of 4.67m, this new machine can easily access narrow spaces. The new compact telehandler has been built to be user friendly, with a spacious and ergonomic cab offering enhanced visibility.

A fully adjustable seat with shock absorbers is included to reduce operator fatigue. The 4 in 1 joystick enables the operator to control movements more precisely and all controls have been specifically positioned to be easily accessible according to their frequency of use.

Finally, the load moment indicator which is positioned to be easily read includes an automatic cut off when operating with a tilting risk and an automatic reset in case of malfunction.

With the introduction of the 8m TL43.80HF and 7m TL30.70 models, Bobcat now offers a choice of 13 compact rigid frame telehandlers, covering capacities between 2.6 and 4.3 tonnes, with lifting heights from 6 to 18m.

The new TL43.80HF ups the capacity in the range to 4.3 tonnes, in combination with the almost 8m lift height, and is designed with a high level of stability in mind, thanks to the box welded frame, the low load centre, the long wheelbase and the new rear counterweight.

This has allowed overall dimensions to be minimised, resulting in a width of 2.3m and length of less than 5m from the rear to the fork face. Together with its short turning radius of 3.71m, the new model is very manoeuvrable.

Its sibling model, the TL30.70, provides a maximum lift capacity of 3 tonnes and a lift height of nearly 7m. Its compact 2.1m width and stability makes the machine a suitable tool for pick and go applications or for lifting materials on housing and commercial property developments. With a reach of 4m, it can carry a load of more than 1 tonne, while at maximum height, it can lift up to 2 tonnes, which is sufficient to place a pallet of heavy

bricks in most conditions.

The range is powered by Bobcat's own compact Stage IV D34 engine, for the highly regulated markets in EMEA. Combined with a low profile engine hood visibility has been improved on the engine side, a particular help for material handling applications. The engine is available in three different sizes – 75, 100 and 130 HP.

In contrast to Bobcat, Tobroco Giant has recently entered the telehandler market. The company's first offering in this sector is the 4548 Tendo HD, with a second machine set to enter the market later this year.

The 4548 Tendo HD is very compact at a width of just 1.6m and 2m high, with an inside turning radius of just 1.2m. This machine is capable of lifting objects weighing up to 1.4 tonnes to a height of 4.8m on forks and has a capacity of 1.5 tonnes at ground level or 1.2

TRAVERSING LOADS

The Pettibone Traverse T944X is aimed specifically at North America. An important feature is its extendable, traversing boom that moves loads by traveling horizontally. The 9,000 pound capacity machine has up to 70 inches of horizontal boom transfer, allowing users to precisely place loads at full lift height through tight openings.

With the Traverse, the specified lift height of 44 feet, 6 inches is nearly identical to the 44ft landing height. This is in contrast to a traditional fixed boom pivot, where the true landing height is generally several feet less than the advertised lift height, as operators must account for withdrawing the forks out of the load with enough rearward travel for the fork tips to clear the landing zone. The traversing boom allows for maximum forward reach of 35ft, 10 inch.

Boom overlap has been nearly doubled from previous models to provide smoother operation and reduce contact forces on wear pads, thereby extending service life. A bottom-mounted external extend cylinder further reduces the load on wear pads by up to 50%.



TELEHANDLERS

tonnes at full height.

The Tendo also has the option to be equipped with crab steering. This means it can drive laterally offset for better manoeuvrability close to structures.

The new GT5048 telehandler, which will be released later in the year, will replace the existing model. When it becomes commercially available, the new telehandler will be powered by a 36kW, Kubota, diesel engine with catalytic converter (DOC) and DPF that meets the latest, EU Stage V, clean engine standards.

Emission drop

Genie has also been working on improving its emissions. The company says that its GTH-3007 compact telehandler will now feature Stage V-compliant engines keeping performance clean.

The Stage V units have been available for European countries and Turkey from July, 2019. As the heavier lifting, higher reaching brother of the Genie GTH-2506 compact telehandler, weighing 5970 kg, the GTH-3007 telehandler shares the same rugged durability.

Terex AWP EMEAR (Europe, Middle East, Africa and Russia) product manager Zach Gilmor said, "Unlike other heavier units by other brands, our GTH-3007 telehandler combines the full capacity of a 6.89 m machine with the power that only a 74-hp Stage V engine can provide."

The GTH-3007 boasts a maximum lift capacity of 3000kg, a vertical reach capacity of 2500kg at a maximum height of 6.89m, and a horizontal reach capacity of 1000kg at 3.99m.

Coupled with a 2.55m inside turning radius and 45cm ground clearance, its compact dimensions offer a machine length at front wheels of 4.06 m, a machine width of 2m and a machine height of 2.07m making the GTH-3007 unit a match for jobs on busy and congested sites in confined or difficult to access spaces.

The GTH-3007 telehandler includes a two-stage boom with no chains or cables, durable heavy-duty steel fenders, Dana axles with dual brakes and full-time planetary four-wheel drive and four-wheel steer.

Equipped with a variable speed hydrostatic transmission for smooth powerful drive, this unit features a side-mounted engine cover with a comfortable opening angle for easy filter



Snorkel telehandlers
SR1045 (left) and XR9244.

replacement, access to engine components and hydraulic test ports located at the front of the chassis.

For attachment flexibility, the GTH-3007 comes with an optional auxiliary hydraulics Quick Attach carriage.

Skyjack says it has also experienced an increased demand for compact units. "Operators are continuing to utilise the compact telehandler for a wide range of applications as a result of its versatility through the use of attachments and its ability to manoeuvre easily around jobsite debris and tight corners," says Braden Spence, junior product manager with Skyjack. "To address the high demand for the compact telehandler, Skyjack launched the SJ519 TH."

The SJ519 TH, designed for the North

American market, offers a 5,500-pound lift capacity and a maximum lift height of 19.1ft. With a fully opening door, operators can access their cab with ease. At its maximum reach of 11.25ft, the SJ519 TH can still lift a rated load of 4,400 pounds, Skyjack says. Also, all major service points are easily accessible.

"Many compact telehandlers currently on jobsites in North America were designed with European industries, and European operators in mind," Spence says. "The SJ519 TH was designed specifically for the North American market and features a class-leading cab size for ease of access for operators. For Skyjack, the launch of this product means that we now have the capability to compete in a whole new class of telehandlers."

Fellow US company Snorkel launched two new telehandlers at Bauma 2019, as the new SR1442 and the SR1745 (branded as the SR9244 and SR1045 in the Americas) join the existing SR26 in the company's range.

The new four-wheel-drive telehandlers are equipped with enclosed cabs with heat and air conditioning as standard.

The SR1442 is capable of lifting up to 4.2 tonnes with a maximum lift height of up to 13.5m, and a maximum forward reach of up to 9.5m. The larger SR1745 has a maximum lift height of up to 16.4m, with a maximum forward reach of 12.6m, and can lift up to 4,535kg.



Genie's GTH-3007.



The International Access Platform Exhibition



**Back to where it all began:
MECC Maastricht to host 10th edition**

Maastricht



REGISTER ONLINE FOR A FREE ENTRY

Visit **apexshow.com** and click
on **'PRE-REGISTER AS A VISITOR'**

Sponsored by:

access
INTERNATIONAL

Supported by:

IPAF

khl



www.ipaf.org
info@ipaf.org

UK: IPAF

Moss End Business Village,
Crooklands, Cumbria LA7 7NU, UK
Tel: +44 (0)15395 66700
Fax: +44 (0)15395 66084
info@ipaf.org
www.ipaf.org

Switzerland: IPAF-Basel

Dufourstrasse 11
CH-4052 Basel, Switzerland
Tel: +41 (0)61 227 9000
Fax: +41 (0)61 227 9009
basel@ipaf.org
www.ipaf.org

Germany: IPAF-Deutschland

Grüner Weg 5, D-28790,
Schwanewede, Germany
Tel: +49 (0)421 6260 310
Fax: +49 (0)421 6260 321
deutschland@ipaf.org
www.ipaf.org/de

Italy: IPAF-Italia

Via Mauro Macchi, 8
20124 Milano
Italy
Tel: +39 02 677 390 15
italia@ipaf.org
www.ipaf.org/it

France: IPAF-France

BP90093, F-71403
Autun Cedex France
Tel: +33 (0) 683 083 378
Fax: +33 (0) 683 083 378
france@ipaf.org
www.ipaf.org/fr/

Benelux: IPAF-Benelux

Veersedijk 59, 3341 LL,
Hendrik Ido Ambacht,
Netherlands
Tel: +31 (0)88 343 4499
benelux@ipaf.org
www.ipaf.org/nl

Spain: IPAF-España

Edificio Heracles,
Interior Zona Franca,
E-11011 Cadiz, Spain
Tel: +34 (0)956 297 406
Fax: +34 (0)956 290 610
espana@ipaf.org
www.ipaf.org/es

North America

225 Placid Drive,
Schenectady, NY 12303
USA
Tel: +1 518-280-2486
Fax: +1 518-689-6800
info@ipaf.org
www.ipaf.org

IPAF updates on accident reports and falls impact

The International Powered Access Federation (IPAF) has addressed the UK All Party Parliamentary Group (APPG) of MPs inquiry into working at height, as well as senior representatives from the UK Health & Safety Executive (HSE), at a meeting in Westminster.

Andrew Delahunt, IPAF's Director of Technical & Safety, and Richard Whiting, IPAF's UK Market General Manager, were delegated to give the update at Portcullis House in London on 23 October on behalf of the Access Industry Forum (AIF). Also present were Rick Brunt, Deputy Director, Head of Operational Strategy, HSE, and Alex Farnhill, Acting Team Leader – Safety, HSE.

The presentation included an overview of IPAF's global reporting project of accidents

involving mobile elevating work platforms (MEWPs), and also sought to emphasise the emotional impact of accidents when using the equipment, especially when platform operators or occupants are killed or suffer life-changing injuries.

Richard Whiting comments: "This particular meeting was on the subject of enhanced reporting, following one of the key recommendations in the APPG's initial Staying Alive report. It was subsequently announced that changes to the RIDDOR reporting system will aim to make data collection easier, which in turn will encourage better reporting and ultimately help make the data more useful when setting best practice and implementing safety strategy."

Andrew Delahunt took the group through IPAF's reporting project and emphasises the ongoing work to share the analysis, including a new and detailed annual report that is due for publication shortly. He says: "Accident reporting is key to understanding the whole picture when looking at common causes



The UK All Party Parliamentary Group (APPG) of MPs inquiry into working at height

of accidents while working at height."

The APPG, led by Alison Thewliss MP, continues to invite expert testimony following the publication earlier this year of its Staying Alive report. Among the APPG's initial recommended steps to curb falls from height in the workplace were improvements to the RIDDOR system to better capture data specifically on falls from height, to create a more detailed picture of the number of falls that occur and the reasons behind them.

For more information on the accident and reporting project visit www.IPAF.org/accident; to read about the UK APPG's Working at Height and the Staying Alive report, see workingatheight.info

'TOOLBOX TALKS' SCHEDULED FOR PUBLICATION

Over the past few months, IPAF has been working hard to develop a series of useful Toolbox Talk safety presentations for use in breakrooms or on worksites to allow health & safety managers or site supervisors get key messages across at the start of a shift.

The talks are short single-side A4 sheets with bullet-points and easy to digest and convey advice based on IPAF's own technical and safety guidance and the popular Andy Access series of safety posters.

This release schedule will see MEWP Familiarisation, MEWP Pre-Use Inspection and MEWP Rescue Plan Toolbox Talks released during November, with MEWP Ground Conditions, Never Attach a Banner to a MEWP, Avoid Overhead Obstructions and Walking the MEWP following throughout December and early 2020. More talks are currently being developed and will be introduced as part of the scheduled series over subsequent weeks.

To find and download the new IPAF Toolbox Talks free of charge, simply visit www.ipaf.org/resources

New Andy Access safety posters published

The latest Andy Access safety posters are now available to be posted on worksites, in breakrooms and incorporated into safety briefings. Be Street Smart reminds those using MEWPs to work alongside roads to manage vehicle traffic and pedestrians. The second reminds users of MEWPs that require outriggers and stabilisers to Use Spreader Pads as required, and to calculate

the ground loading with IPAF's spreader pad calculator. For more information and to download the posters for free, visit www.ipaf.org/AndyAccess



Successful launch for Elevation Portugal

The first edition of Elevation Portugal, has been hosted by IPAF at the Centro de Formação Profissional da Indústria da Construção Civil e Obras Públicas do Sul (CENFIC), Lisbon, on 15 October.

The event, dedicated to the safe operation of MEWPs, drew around 100 participants, among them MEWP manufacturers, parts suppliers, dealers, rental companies, IPAF Training Centres and independent instructors, as well as health & safety supervisors, technicians, end-user companies and operators of MEWPs.

ONLINE SHOP PILOT

A new online shop has been launched by IPAF, offering the chance to order MEWP safety and technical guidance leaflets, stickers and decals, training materials and key IPAF publications, including Informa magazine in Italian and the IPAF-Journal in German.

It is being trialled in Switzerland with a view to rolling it out in other territories once the ordering system has been established. IPAF is working with partner Sulser on the project.

For more information about the shop see: www.ipafshop.ch

The one-day programme included both technical presentations from expert speakers and practical demonstrations of equipment. Among the main themes covered were risk assessment, best practice for safe operation of MEWPs and rescue planning.

Andrew Delahunt, IPAF's Director of Technical & Safety, talked about the main causes of accidents involving MEWPs and how to minimise risk, based on the analysis of IPAF's ongoing worldwide accident reporting project (www.ipaf.org/accident), with an IPAF report due for publication shortly.

Filipa Sanches, IPAF's Portugal Representative, who organised the event, says: "We are grateful to IPAF's member firms and all those who presented on the day, as well as those companies who supplied machines, including

a virtual reality (VR) MEWP simulator.

"It was the first time that such an event took place in Portugal, and it was excellent to have such a high level of engagement.

"I hope this event is now established in the annual IPAF calendar and hope that we will see more delegates in attendance in 2020.

"IPAF also thanks all the sponsors, contributors and host venue for helping make the event possible: CENFIC, Loxam/Hune, Palfinger, Manitou, Transhoist, Martin Hivet, Almac, Multitel, TVH, Ritchie Bros, as well as media partners Safety, Ingenuity & Media, and Commercial Machinery magazines and Co Office 225, and of course all those who attended."

Event presentations, photos and videos can be viewed at www.IPAF.org/elevacaopt



The first edition of Elevation Portugal.

IPAF DIARY

IPAF will be at the following events. Full details are at www.ipaf.org/events

27 November

Elevation 2019

DoubleTree by Hilton, Coventry
www.ipaf.org/elevation

28-29 November

OSH India 2019

Mumbai, India

10-11 December

Deutscher Fachkongress Für Absturzsicherheit 2019

Hamburg, Germany

2020

22 January

IPAF Elevation Switzerland 2020

St Jakob Park, Basel, Switzerland

3-4 February

IPAF ElevAÇÃO 2020

São Paulo, Brazil

25-28 February

SICUR

IFEMA, Madrid, Spain

10-14 March

CONEXPO-CON/AGG 2020

IPAF stand F 9100

Las Vegas Convention Center,
Las Vegas, USA

21-25 March

SaMoTer

Verona, Italy

23 April

IPAF Summit & IAPAs

Millennium Gloucester Hotel,
London, UK

NEW MEMBERS

IPAF welcomes the following new members. Full contact details are in the Membership Directory at www.ipaf.org

ASSOCIATION

■ **National Platforms**,
Telford, Shrops, UK

DEALER/DISTRIBUTOR

■ **GAM Training**

Apoyo Y Formacion,
Siero, Spain

■ **GSA Rental**, Ituzaingó,

Buenos Aires, Argentina,

■ **Hadley Access**,

Rochester, Kent, UK

■ **O&V Rental**,

Sociedad Comercial

Orellana y Vidal,

Santiago, Chile

■ **Pan Shi Machinery Co**,

Kaohsiung City, Taiwan

■ **Speedy Asset**

Services, Newton-le-

Willows, Merseyside, UK

■ **Speedy Hire**,

Newton-le-Willows,

Merseyside, UK

■ **Swelift**,

Sollentuna, Sweden

■ **Top Plus**

Machinery & Trading,

Johor Bahru, Malaysia

■ **Universal**

Intralogistics,

Tbilisi, Georgia

■ **INDEPENDENT**

INSTRUCTORS

■ **Tom Callanan**,

Galloway, Ireland

■ **Karl McCarthy**,

Gloucester, Gloucs, UK

■ **David Crichton**,

Dundee, Scotland, UK

■ **Stuart Hurcombe**,

Bexley, London, UK

MANUFACTURER

■ **JLG Equipment**

Services, Hong Kong,

SAR China

SERVICE/COMPONENT

SUPPLIER

■ **ConformGest**

Group, Biella, Italy

■ **Lolex**, Dundrod,

Scotland, UK

■ **AXEO**, Crissier,

Switzerland

SMALL USER

■ **Specialist**

Technical Services,

Chester, Cheshire, UK

TRAINING

■ **DS International**

Training, Eye, Suffolk, UK

■ **J & J Training**

Services, Forfar,

Scotland, UK

■ **Omme Lift**,

Langenhagen, Germany

■ **Painters and**

Allied Trades

Labor Management

Cooperation

Initiative (LMCI),

Hanover, MD, US

■ **Schwenk Training**,

Germany, Hilzingen

TRAINING CENTRES

■ **Ele Due**,

Vizzola Ticino, Italy

■ **Konecranes**

(Konecranes Training

Institute), New Berlin,
WI, US

■ **Schwenk Training**,

Hilzingen, Germany

■ **Sécurité Industrie**,

Lausanne, Switzerland

■ **Trade Safety**

& Training, Swindon,

Wilts, UK

TRAINING CENTRES

(SATELLITES)

■ **HKL**, Waiblingen,

Germany

■ **HSS**, Aberdeen,

Scotland; Ashton under

Lyne; Greater Manchester;

Aylesford, Kent; Bootle,

Merseyside; Bridgwater,

Somerset; Carlisle,

Cumbria; Corby, Northants;

Dundee, Scotland;

Epsom, Surrey; Exeter,

Devon; Gosport, Hants;

Heathrow, London; Huyton,

Merseyside; Ipswich,

Suffolk; Leicester, Leics;

Middlesborough N Yorks;

St Ives, Cornwall; Swanley,

Kent; Sunderland,

Tyne & Wear; Swindon,

Wilts; Sydenham, London;

Trafford Park, Manchester;

Wandsworth, London;

West Bromwich, W Mids;

West Thurrock, Essex;

Wrexham, Wales; all UK

■ **Mielift**, St Margrethen,

Switzerland

■ **Mielift**, Trimmis,

Switzerland

■ **UK Tool Hire**,

Derby, Derbys UK

Charging ahead

The lead acid battery has been a stalwart of the industry for many years but is now coming under pressure from the rise of the lithium-ion battery. Which will win, ultimately? Maybe neither of them, or, perhaps, there is room for both.

All manufacturers related to batteries are aware of an increased interest in lithium and the move to electrification. But there are differing stances when it comes to where the customer will place their choice, particularly in the near future.

US Battery has held off on producing lithium-based products and puts forward the case for flooded lead acid batteries. The company's COO, Donald Wallace, tells *AI*, "While the physical sizes of batteries used in access equipment have not changed over the years, the technology built into the battery has been continuously improving."

US Battery's XC2 formulation has been out for several years, with new variations of the XC2 chemistry in the works. Customers can expect a ramp-up to rated capacity as early as 25 cycles. Wallace says other alternatives take as many as 250 cycles to reach the same performance levels. This translates into about 30% more useable battery life. It is also able to maintain performance at or above the battery's rated capacity for longer periods of time.

The big problem is helping the customer understand the best battery options for their application, continues Wallace. "The big buzzword in the battery world today is lithium. While Lithium presents some advantages, such

as quick recharge and lower weight, it brings disadvantages such as high cost, excessive heat generation, and lack of recyclability." For example, he adds, "Many European countries have already put strenuous regulations in place, restricting the amount of Lithium power that can be housed in any one facility."

Wallace says that while flooded lead acid batteries are seen as old school, they actually cost less, have a good life expectancy and are 99% recyclable. "Currently, flooded lead acid batteries are the No.1 recycled item in the world. While the technology is mature, it makes the flooded lead acid option a very 'green' choice."

There are some promising aspects of Lithium, concedes Wallace. "Unfortunately, because it is fashionable to offer a Lithium option, finding the right lithium battery for your application can be difficult.

"We are working with lithium experts as well as OEM customers and component suppliers to design a product that will work well in the demanding environments that lift and access equipment often finds itself."

Harmonious modules

The BMS (the computer that manages the function of the lithium battery) must be in complete harmony with the battery modules and power demand. Simply taking a battery off the shelf may prove to be a costly mistake.

In addition, one of the biggest concerns when using lithium in access equipment is the weight differential. "Most lift and access equipment have a counterbalance requirement that includes the weight of the battery. This makes flooded lead acid options a better choice. If lithium is used, the outrigger design must be modified, or additional weight must be added in some other form to compensate for the difference."

Wallace adds that while all this may cause US Battery to be a little late to enter the lithium race, "we are confident that when we do, we will have the correct product for

the application," explains Wallace.

There are also new possibilities being explored, such as Bi-polar battery designs, different lithium chemistries, hydrogen fuel cells, and a host of others. Wallace concludes that flooded lead-acid batteries are also undergoing improvements, which will bring them much closer to Lithium without the downsides associated with that technology.

Another longstanding lead acid specialist Trojan Battery, on the other hand, has already launched lithium-ion batteries under the name of Trillium. The line was introduced in October 2018.

Wider options

Trillium's main features include the longer life, faster recharge cycles, longer run-time and no maintenance, associated with lithium. Some models, such as the Trillium 12.8-92 and Trillium 12.80110 batteries, also have communication capabilities that can provide data related to battery usage.

When it comes to hybrid drives, the company adds, "Lithium-ion and AGM technology is very attractive to these type of drive systems. Both have many of the same features for the consumer the real advantages to AGM is recyclability and a lower price point."

On the subject of hybrid, Trojan continues, "It will continue to develop but is just a stop gap to total electrification of the vehicle."

Expanding on lithium, the company says it is important to provide options, but in the end, it will be about the customer, "The future trends are to increase run time and increase battery life. Both lower the cost of operation which is a win for the end user and, or rental company."

In September 2019, Delta-Q Technologies announced its entry into mid-range charging through the release of its new stackable charging system (SCS). The software allows for two to six Delta-Q chargers to link together to create charging solutions that can deliver up to 7.5 kW.

As the company points out, a major challenge for the modern access industry is the longevity of batteries, which means durability and performance, properly charging the battery, as well as conducting routine maintenance is essential.

Over the years, Delta-Q has optimised charge times and extended battery longevity through its own battery lab, which hosts





New variations of US Battery's deep cycle XC2 formulation is in the works.

an extensive library of charging algorithms from leading battery brands. The algorithms, in combination with its chargers' ability to gather sophisticated charge data, enables the company to thoroughly test battery algorithms with chargers before they are integrated into equipment. It also allows it to analyse and improve charging habits, verify and validate warranty claims and offer advanced charge troubleshooting.

Mourad Chergui, senior product manager, at Delta-Q, says, "Another battery challenge in the modern access industry is transitioning from lead acid to Lithium batteries due to the costs associated with this transition."

To mitigate this Delta-Q is designing chargers with room for customisation. For example, the company can load up to 25 charge algorithms, which enables equipment operators to charge various types of battery chemistries. Further, the ability to easily change a chargers' active algorithm gives OEMs the flexibility to customise their chargers and smoothly

transition to electric battery packs.

One of its next solutions will provide operators the opportunity to charge from a standard EV charging station in North America and Europe. This product will be an add-on to the SCS and will manage the interaction between the master charger in the SCS and the charging station.

Chergui adds, "Due to the rising awareness around the advantages and declining price of lithium-ion solutions, they are increasing in popularity, which has created a higher demand for chargers. We have already seen an increase in requests for lithium chargers for mid and high range power levels and we anticipate this will only continue to expand."

Eliminating the need to source battery components from a variety of manufacturers greatly reduces the need for R&D and financial investment for OEMs, says Vanguard, which is a brand of Briggs & Stratton.

The company has specifically developed integrated offerings to meet this need. This includes solutions such as a 48-volt max integrated lithium-ion commercial battery system to help OEMs launch battery-powered equipment fast.

Battery management

David Schulenberg, product manager alternative power, at Briggs & Stratton, explains, "We were interested in electrification of products using batteries but were unable to find batteries on the market that were both flexible and cost-effective. So, we developed our own. With the entire system, including controllers and chargers, developed in-house, we can offer a fully integrated solution."

By integrating a battery management system, controllers and battery chargers that are engineered to work together, OEMs get a solution that delivers efficient power and performance. The battery management system also enables the unit to be customised to the application, monitors the overall system, and pinpoints errors that may arise.

Briggs & Stratton recently worked with Argo, a US-based manufacturer of military vehicles, to help install the Vanguard's integrated battery system into its XTV Extreme-Terrain UTV. Argo had already been producing battery-powered utility vehicles but had to source batteries, chargers and battery management systems from different suppliers, and then make them work together.

Now, four of Vanguard's new integrated 5kWh battery packs are connected

Vanguard's 5kWh battery pack.



The high-frequency ICL 1200 and 1500 chargers are the latest additions to Delta-Q's first lithium specific charging line and are available in 85V and 120V models.



Argo's XTV Extreme-Terrain UTV unit.

in parallel on the vehicle to deliver 20kWh. There are many opportunities for this type of arrangements in MEWPs.

Complementary to this is the Vanguard Lithium Battery. "Traditional lead acid batteries have always been a pain point for dealers and end users," says the company, "They lose charge at a relatively quick rate of 5% per month meaning that a partially charged battery could go dead if left sitting for too long."

Flooded lead acid batteries also require water to be added regularly and they should be fully discharged before being charged again to achieve maximum life. The lithium battery has none of these limitations, says the company, and it maintains charge 10 times longer than the typical lead acid battery, and the previously explained no maintenance and can be charged at any level.

The company now plans to launch a family of such batteries with different sizes, voltage and capacity to meet the wide range of customer needs. Vanguard's 5kWh battery pack, including the controllers and chargers, was developed inhouse. The product has been launched in the US and will officially launch in Europe in February 2020, with a 10kWh version following shortly after.

"We see an increasing rate of adoption for li-ion batteries because customers are recognising and believing in the lower total cost of ownership in the technology versus lead acid. The reliability of the technology also allows them to focus on making money with their business rather than dealing with the distractions and down time of lead acid."

AI



We Put The Power In U.S. Battery

With more than 30 years in the battery industry, Christie has been a valued employee at U.S. Battery since 1997. Today as the West Coast Customer Service Manager, she is responsible for assisting customers with their orders out of our Corona, CA facility.

"Helping our customers is the best part of my job. I enjoy knowing we are delivering them a premium product"

Christie Dellario U.S. Battery
Employee Since April 1997



Handcrafted in the USA
WWW.USBATTERY.COM



TRIDENT
INTERNATIONAL PVT. LTD.



TRAXTER
MEWP Tyres by Trident

Comprehensive Tyre Solutions for Boom Lifts
| Rough Terrain Scissors | Telehandlers | Scissor Lifts

Ex Stock availability of Tyres, Wheels & Assemblies for all makes and models

- Ready to Fit Solid Tyres & Wheel Assemblies
- Ready to Fit Foam Filled Assemblies
- Non-marking Wheels for Scissor Lifts
- Consolidated Shipments
- Wheel Exchange Program



INDIA : Survey No. 70/A, Rashmi Industrial Estate, Wanawadi,
Pune - 411 040 India Phone : +91 20 71199100,
Fax : +91 20 71199199 Email : exports@trident-intl.com



www.trident-intl.com

REGISTER FOR THE FREE DIGITAL ISSUE



Delivered instantly anywhere in the world

■ Interactive ■ Searchable ■ Archiveable

For more details and to register for
your own, **FREE**, digital copies go to:

www.khl.com



INFORMATION THAT BUILDS AND POWERS THE WORLD

www.khl.com

Shaping the future

Technological advancements in the powered access industry can help to enhance safety and efficiency, rather than replace people altogether, the Europlatform 2019 conference in Nice, France, heard.

Andy Studdert, Interim IPAF CEO opened the conference, attended by around 120 delegates, at the beginning of October, by reminding business leaders that people always come first. "In a year and a half, 75% of all companies will be using some kind of AI to improve their business processes," he said. "As we move through the next few years using more and more new technology, what we must not forget is our people. Take care of your people first, and your technology will be adopted faster."

This sentiment was echoed by Olivier Colleau, CEO of France-based rental company Kiloutou, who told the delegates, "How will technology impact MEWP Rental? It already is. We can track the machine, know whether it is switched on, and in future we can even roboticise and automate machine use."

"Technology will change the way we do business, providing new services to customers and helping people do their jobs and add value to what they do."

Clotilde Jouette, director of marketing and digital business transformation at Avesco Rent, explained that there is a shift towards the social and environmental impacts of our companies and how we do business. "Our workforce is our most important asset, and this is why we value them and ensure they are properly trained. Technology adds value, but where do we start? It can be the biggest differentiator, but can require a paradigm shift, and changes the whole ecosystem of our customer relationships. AI can combine multiple systems to automate data gathering and analysis."

Valery Klimenko, regional managing director of Fortrent and president of the Russian National Rental Association, gave a fascinating and detailed overview of the Russian MEWP rental market, which has grown steadily since the 1990s and is currently being fuelled by development, particularly in eastern and northern territories.

He explained how market penetration is still low when compared to the rest of Europe, but was optimistic there are "good opportunities for market development", despite some obstacles in the form of import tariffs on US-made machines.

Circular economy

The growth picture in the rest of Europe may be stable, but it is restricted by global trade tensions and Brexit uncertainty, said Audrey Courant of DuckerFrontier, which produces IPAF's Global Powered Access Rental Market Report.

Among the ways European MEWP rental businesses can still thrive and maximise opportunities for growth are tapping into the circular economy, she added, engaging with digitisation and moving from a simple product delivery model to become a safety solution provider.

Jim Colvin, CEO of Serious Labs, talked about how his company is working with IPAF and others to translate MEWP operator training into the virtual reality (VR) simulator environment, "The data that is realised from that will also be incredibly valuable. When we ask the right questions of that data, we



Clotilde Jouette, director of marketing & digital business transformation at Avesco Rent.

will start to make decisions that are predictive rather than reactive."

Angus Kennard, CEO of Kennards Hire in Australia, talked about an effective "ecosystem".

He explained MEWP telemetry was just part of the global interconnected internet of things (IoT). His company focuses on identifying what the customer wants from telemetry, and it's "much more about just knowing where the machines are". Customers on large, complex, multidisciplinary contract sites need clear metrics to cover the whole site, all assets and tasks, which led Kennards Hire to develop its own IoT platform, EasyTRAK.

The afternoon panel debate featured a selection of the conference speakers considering questions about how to enhance customer service by application of digital technology without "taking the human interaction out of the equation", in session host Andy Studdert's words. There was agreement that new technology of any kind should only be used to enhance employee effectiveness.

Ivan Papell, CEO & Owner of Liftisa and MovingRent, talked about how to evolve in the rental business by creating, growing, selling companies. Profitability should never be the single aim, he said.

The conference closed with a presentation by Andrew Delahunt, IPAF's director of technical & safety, on the forthcoming publication of the IPAF Safety Report. The analysis shows that accidents when using MEWPs are relatively uncommon, considering there are nearly 1.5 million MEWPs in rental fleets worldwide. **AI**



Complete the form below or register online at: www.khl.com/subs/AI

1 CHOOSE YOUR MAGAZINE/S

Access International

- Access, Lift & Handlers (North America) ☐
 American Cranes & Transport (North America) ☐
 Construction Europe ☐
 Construcción Latinoamericana (Spanish) ☐
 Construção Latino Americana (Portuguese) ☐
 Cranes & Project Transport Türkiye (Turkish) ☐
 Demolition & Recycling International ☐
 International Construction ☐
 International Construction Türkiye (Turkish) ☐
 International Cranes and Specialized Transport ☐
 International Rental News ☐

2 CHOOSE YOUR E-NEWSLETTER/S

Access International

- Access, Lift & Handlers ☐
 Construction Europe ☐
 Construcción Latinoamericana (Spanish) ☐
 Construção Latino Americana (Portuguese) ☐
 Concreto Latinoamericano (Spanish) ☐
 Concreto Latino-Americano (Portuguese) ☐
 Demolition & Recycling International ☐
 国际建设月讯中文版 (Chinese) ☐
 International Rental News ☐
 International Rental News Product & Services Update ☐
 World Construction Week ☐
 World Crane Week ☐
 KHL Crane Market ☐

3 ORGANISATION TYPE

- Contractors / Sub-Contractor ☐
 Equipment Rental ☐
 Industrial Maintenance ☐
 Industrial Establishment ☐
 Manufacturer of Equipment ☐
 Distributor / Agent / Equipment Sales ☐
 Airports / Ports / Docks / Offshore ☐
 Public / Private Utilities ☐
 Consultant / Finance / Regulator ☐
 Other (Please specify): ☐

4 YOUR DETAILS

Name:
 Job title:
 Company:
 Address:
 Town:
 Country:
 County/State:
 Post code/Zip code:
 e-mail:

5 Do you purchase or influence the purchase of access equipment or services?

YES ☐ NO ☐

6 What is the annual revenue of your company (US\$ millions):

Under \$1 million ☐ \$1-3 million ☐
 \$3-5 million ☐ \$5-20 million ☐
 \$20-100 million ☐ Over \$100 million ☐

7 FORMAT OF MAGAZINE

PRINT ☐ DIGITAL ☐ PRINT & DIGITAL ☐

8 YOUR PREFERENCES

KHL Group will keep you up-to-date with industry insight, products and events relevant to you as a professional in the construction or power industry.

If you do not wish to receive such information, please tick the selected boxes below.

e-mail ☐ Telephone ☐ Post ☐

KHL Group works with other companies in the construction and power industry and will contact you about their products and services.

I would like to receive e-mails from KHL about other third party products ☐

All e-mails will contain a link in the footer to enable you to unsubscribe at any time.
 For more information, please see our Privacy Policy: www.khl.com/privacy-policy

9 SIGN AND DATE:

SIGNATURE:

DATE:

POST TO: KHL Group, Circulation Department,
 Southfields, Southview Road, Wadhurst,
 East Sussex, TN5 6TP, UK
FAX TO: +44 (0)1892 784086
e-mail: circulation@khl.com



Extending rental

Three executives from United Rentals explain how the world's largest rental company is reaching beyond traditional rental.

Thomas Allen **reports**



The largest rental company in the world, United Rentals is increasingly looking beyond rental to take advantage of economies of scale whereby it can offer new services and venture into uncharted territory.

This diversification is perhaps a natural evolution of the company, but it also seems to be part of United's strategy to build more resilience into its business model. After all, the US has enjoyed 10 years of robust growth and now, with markets clouded by political uncertainty and global trade disputes, the spectre of recession – or at least economic slowdown – looms.

Three of United's leading figures offer their perspective on the company's evolution.

A new division

NORTY TURNER, SVP of Services and Advanced Solutions

United is now going one step further than specialty rentals, looking to extend its services to non-rental equipment in customers' fleets by offering advice on how customers could better run their businesses with regard to equipment.

Signalling the company's new focus on this area, a Services and Advanced Solutions division was launched by Matt Flannery soon after he became CEO of United earlier this year.

Norty Turner,
SVP of Services
and Advanced
Solutions



The division is headed by former Riwal CEO Norty Turner, who is responsible for expanding its businesses in areas such as servicing and management of customer fleets, training, and what the company calls Advanced Solutions, which includes autonomous vehicles and wearable technology.

"It's expected to grow by quite a bit over the coming years," says Turner. The safety training business alone has grown by about 50% this year.

For some time, United has had Customer Equipment Service (CES) and Customer Fleet Solutions (CFS) as disparate businesses, and they've been in the nascent stage for a while, according to Turner. But now they've been combined into a single entity, along with United Academy and Advanced Solutions.

CES services and maintains customer-owned equipment, while CFS provides fleet management services for customer-owned equipment using United's own technology. CFS has previously focused on industrial customers – in oil and gas, manufacturing and industrial plants – and the aim is to expand it into construction as well.

Turner sees this as a "natural evolution" of United. The company recognises that a lot of its customers' fleets are partly rented and partly owned, and the owned portion needs to be managed – the equipment serviced, maintained and replaced.

"And also to get those jobs done they need to make sure that their machine operators are properly trained from a safety standpoint, from an operating standpoint," says Turner.

He adds, "Those jobs don't actually change but the solutions to those jobs do change as new technology comes along.

"So that's where the advanced solutions come in. As new technology marches down its innovative pathway, we're able to grab hold of some of that technology and apply it into those customer jobs."

So what does the management of customers' fleets involve? Aside from simply locating equipment – which can be a significant

challenge in itself – United offers to monitor machine usage, conduct preventative maintenance, and ensure compliance imperatives are met.

"And then getting into lifecycle management, calculating what that total cost of ownership is and, based on that, understanding which machinery for a given customer should be owned and which machinery should be rented, and when a given machine should be sold off and replaced," says Turner.

These are the types of decisions United's own fleet management teams have been making for a long time, so it's just a matter of applying that expertise to customers' fleets.

"There's not one site that we've engaged with where we haven't been able to drive at least 20% savings into our customers from a fleet operation standpoint," says Turner, "So it's a relatively compelling case."

On the topic of Advanced Solutions, Turner highlights the importance of telematics: "We see telematics devices as being a real pillar that our digital strategy will rest upon and benefit from."

With a new generation of telematics that can now be connected up to the CAN bus of machines, fault codes can be delivered remotely.

This can help to reduce the number of journeys a service technician has to make; "Now they will be able to see exactly what's wrong, grab a part – if a part's needed – and go right out," says Turner.

Indeed, it allows many problems simply to be solved over the phone.

Touching upon another area of Advanced Solutions, Turner says there are emerging applications for autonomous vehicles; "We're partnering with various groups that are bringing this technology to bear.

"Diversity of revenue certainly is a strengthening play for us, and also helps to position us, as so many of the initiatives that we have taken on, for a well-performing company across the cycle," says Turner.

Digital effects

CHRIS HUMMEL, SVP and CMO

United renewed its focus on marketing a few years ago, when Michael Kneeland was the CEO. This was in large part a response to the way digital technology was altering the landscape, changing the way customers engage with United and use its products.

“Michael Kneeland was looking not just at what we say to our customers but how we say it,” says Chris Hummel, senior vice president and chief marketing Officer, “And so the digital became very tightly interwoven with the marketing aspirations that we have, and that extended into the software that we provide to our customers.”

Hummel previously worked for global software manufacturer SAP SE and computer technology firm Oracle Corporation. He came to United from Schneider Electric, where he served as chief marketing officer.

Hummel adds, “We’re trying to follow the whole process that a customer goes through and look through their eyes. Where are those moments that they want us to do better or they want to do better themselves?”

The story began three-and-a-half years ago, when United launched an online rental reservation system that made it possible for customers to rent equipment online. What was special was the fact that the system was fully automated.

Hummel says, “Traditionally what happened – and still happens in most cases – is you use the web as a kind of lead form. So you fill out a form but a human has to go and connect to it and look it over and make sure that they can take the order.

“Whereas what we did was we set up an algorithm, a set of business logic, that under normal conditions allowed us to take the order automatically.”

The key to this was being able to assess the availability of equipment, which is a key challenge for any large rental company.

The second part of the story is about improving the way people ‘consume’ rental, as Hummel puts it.

For more than 20 years, United has had a proprietary rental management system called Total Control, which gives customers access to account information, including bills, invoices and rental contracts, and helps them to locate equipment and manage costs.

The system has seen various upgrades in that time and it is now feeding into something that United has begun to delve into more deeply: business intelligence. Total Control allows customers to benchmark their performance, analyse equipment utilisation and identify areas where money can be saved.

“We often talk about getting a 20% cost saving for customers when they use Total Control, which is not a software that we charge for but is a software that we provide to the bulk of our largest customers. And there are some

Chris Hummel,
SVP and CMO



pieces of it that are also open to all customers,” says Hummel.

E-commerce is an important element in United’s effort to go beyond simply renting equipment and help customers to manage their rentals and, indeed, their owned fleet.

“The more we can help them ease the management of rental equipment and reduce the amount of work they have to do in managing their rental equipment and in fact their whole fleet – not just their rental equipment – the more that they can focus on what they need to do, which is build a building, fix a flood, run a plant, or whatever,” says Hummel.

The third part of the story relates to off-renting equipment, which is a key moment in the rental process because it affects so many things, from price and the contract to usage and availability for the next customer.

If that process is not streamlined, it can cause confusion – for both the customer and the rental company.

“That’s a place, historically, for miscommunication between customers and the rental companies. And so we’ve done quite a bit to try and streamline the ‘call-for-pickup’ process,” says Hummel.

That includes the updated mobile App that has just been launched (refer to the box story).

Given Hummel’s background in digital technology, what is his view on aggregators in the rental market?

The concept initially came into fashion when Hummel joined United back in 2016, “The first wave of them came in with a lot of excitement and hype, and they ran into some major problems,” he says.

“They don’t have infrastructure, they don’t have fleet, or anything like that. So to get access to the fleet, to have the delivery capabilities, the inspection capabilities, the repair capabilities, they had to go and fight hand-to-hand combat in every market to get access to those capabilities.”

The one thing Hummel says they had going for them, though, was an e-commerce experience, which is something that traditional rental companies did not offer at the time.

“The first wave of aggregators have essentially all but gone,” says Hummel, and there’s a second wave coming in now, along with various other technological innovations around telematics. However, they still face the

same core challenges presented by not having their own fleets, and the additional challenge that traditional rental companies like United have now developed an e-commerce offering.

Hummel says that the idea of rental companies working together is not alien but he believes the idea of being a concierge has a very temporal value; it doesn’t last very long.

United’s specialty

PAUL MCDONNELL, CCO and EVP of Sales and Specialty Operations

United’s fastest growing segment is its Specialty division, which currently accounts for almost a quarter of the company’s total revenues.

With its specialty rentals, United goes beyond the simple rental of equipment; “Typically, the specialty businesses are more of an engineered solution. It’s more of a technical sale than it is a transactional sale,” says Paul McDonnell, who has headed up United’s Specialty division since its inception in 2012 and was recently promoted to chief commercial officer while retaining the title of executive vice president, sales and Specialty operations.

The Specialty division has made impressive progress since 2012, climbing from initial revenues of \$280 million to \$1 billion in 2016, and it now generates close to \$2 billion.

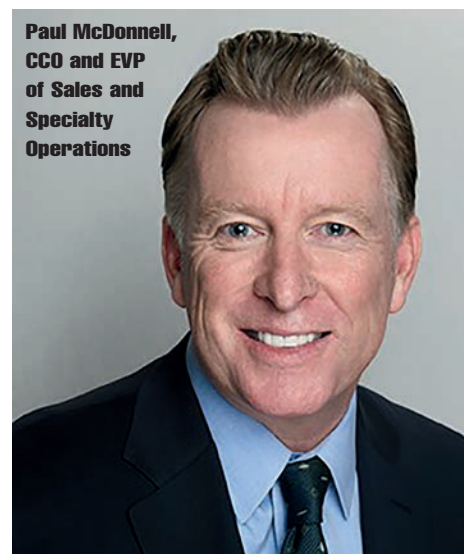
Trench Safety is a large part of the business, as is Power and HVAC. And in 2014 the division entered into pump solutions with the acquisition of National Pump and Canadian Pump, allowing the company to diversify into new verticals and opening up new opportunities for cross-selling.

In August 2018, the division’s Pump Solutions morphed into Fluid Solutions when the fluid containment and treatment specialist Baker Corp was acquired. Importantly, this marked United’s entry into the European market.

The Specialty division now operates out of 350 locations and has between 50 and 60 engineers on staff, who bring a high level of technical expertise to the segment and enable United to ‘build’ solutions for customers in areas such as trenching, fluid management and air conditioning.

AI

Paul McDonnell,
CCO and EVP
of Sales and
Specialty
Operations



THE HIGHEST STANDARD IN POWERED ACCESS EQUIPMENT HIRE



IPAF Rental+ is the powered access industry's quality standard mark that provides assurance to customers at every stage of the MEWP hire/rental process.

It's proof a hire/rental company has been independently audited and meets rigorous standards of training, equipment inventory and customer satisfaction.

To find an IPAF Rental+ hire/rental depot visit www.ipaf.org/rental



Stage V performance **where you need it most**

The **new Perkins® Syncro** engine offers a range of flexible and modular 2.8 and 3.6 litre platforms (45 to 100 kW).

With compact engine mounted aftertreatment, this allows Original Equipment Manufacturers to reduce their engineering and total machine cost.

With you
at every stage



 **Perkins®**

THE HEART OF EVERY GREAT MACHINE

www.perkins.com/stagev