

access

INTERNATIONAL

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SHOW GUIDE

INTER+AT
Paris 2015

iapa
International
Awards for
Powered
Access
2015

SHORTLIST

INTERVIEW

Omme Lift



Official magazine of IPAF

INSIDE: TELEHANDLERS, MAST CLIMBERS, CHINA, ACCESS IN ACTION

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Winners in waiting

The International Awards for Powered Access (IAPA) is just around the corner and looks set, again, to be one of the highlights of the access industry this year.

We had a great response from companies and individuals, leading to more than 100 high quality entries across the awards' 13 categories. This will help to make the event in Washington DC on 26 March a big success. It takes place on the same day as the IPAF Summit, so make sure you take the opportunity to be there.

On behalf of the organisers *Access International* and IPAF, I would like to thank all those who sent in entries – see the full shortlist starting on page 15. Of course, there can only be one winner of each category and the shortlists are restricted in their length, which means some very good entries inevitably get left out. If you or your company didn't make it on to the shortlist this year, please don't lose heart, and make sure you enter again next time.

Another major event on the Horizon is Intermat, taking place during April in Paris. It's the biggest construction trade show in the world this year and as usual the access equipment sector will be well represented – read all about it in the Intermat showguide, starting on page 20.

This issue has a strong focus on emerging markets, notably in the Telehandler feature. It includes interesting insights into the world markets and where they are heading. The fact is, every region has its differences but there is a common set of conditions that need to be in place before a nation can truly embrace a new product and idea.

The same is true for aerial work platforms. In the second part of *AI*'s feature on China (page 52), the world's biggest AWP manufacturers talk candidly about potential in the country. Exponential growth has often been associated with that potential; the overall feeling now is continued growth in the access sector is evitable but it's going to be steady rather than fast-paced.

Continuing the emerging nations theme, there is an interview with Mtandt's managing director Rakesh Modi (page 11). Mtandt has grown to be India's biggest rental and sales company, as well as producing by far the most aluminium scaffolding in the country. Plans are afoot to grow all three parts of the business and Mr Modi is actively encouraging competition to enter the Indian market to help him do it.

The second interview in this issue is with Omme Lift's managing director Harry Lorentsen. Omme is one of the pioneers of hybrid technology and is now in its third decade of producing such machines. He shares his thoughts and a bit of history concerning hybrids and the company's machines.

If you are heading to the IAPAs and IPAF Summit, I'll see you there.

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.

“We had a great response to the IAPAs, leading to more than 100 high quality entries across the awards' 13 categories.”



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Mtandt, India's biggest platform rental and sales company, also takes the lion's share of the country's aluminium scaffolding market with its manufacturing facility near Chennai.

Euan Youdale spoke to its managing director Rakesh Modi about his many plans.

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AI provides all the product previews.

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An Omme Lift 4200 RBDJ at Canterbury Cathedral in the UK. See Access in Action and the interview with Omme managing director Harry Lorentsen.



MEMBER OF



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IN BRIEF

■ **Avesco Rent**, based in Switzerland, has bought 40 Leonardo HD vertical masts, bringing its fleet up to 66 units of the machine. The Leonardo HD is designed as a compact and easily manoeuvrable machine with heavy duty capabilities for rough terrain. It can drive over obstacles up to 10 cm high with up to 35% inclines and is suitable for applications ranging from construction to renovation. Avesco Rent is a major CAT equipment rental company in Switzerland.

■ **Genie** has introduced the Fall Arrest Bar, available for ANSI and CSA boom lifts. The safety system can be quickly attached to a 6 ft or 8 ft platform on all 40 ft Genie telescopic boom lifts and 45 ft articulating boom lifts and higher, except the S-125HD model. A smooth, sliding, horizontal track design allows the operator to tie off and move freely outside the platform using a 6 ft shock-absorbing lanyard. The enclosed track, made from high strength steel, protects the trolley from weather and debris.

■ Powered access rental company **JMS Access** has taken delivery of its 1000th machine. The UK company, a division of JMS Plant Hire, reached its millennial milestone after receiving a Genie ZX-135/70 boom lift from Access Platform Sales (APS). Mark Jackson, founder and director of JMS Plant Hire, said, "We are extremely proud to have reached one thousand machines. JMS continues to go from strength to strength and we will continue to expand our fleet to meet growing customer demand. We anticipate hitting 1200 machines later this year."

■ **Skyjack** is supplying around 200 aerial work platforms to complete the new Minnesota Vikings stadium in Minneapolis. "Construction on the stadium is just starting so we do not have all units on site yet but we anticipate having well over 200 by fall 2015," said Don Beaupre, owner of Beaupre Aerial, the rental company working with subcontractors on the new Viking Stadium project. Located in Minneapolis, the new glass-centric covered stadium will replace the Hubert H. Humphrey Metrodome.

Socage sets up in Brazil

Italy-based Socage has opened its first assembly and service plant in Brazil. Socage do Brasil is headquartered in Indaiatuba, in the San Paulo area.

Up until now Socage has been in a joint venture with a Brazil-based manufacturer, but has decided to start up on its own.

The Italian manufacturer wishes to be close to its customers and said the facility would allow it to understand the South American market better and satisfy its needs. Socage added that it was also part of a general plan to widen its presence in Brazil and worldwide.

"The goal of the branch is to create a widespread distribution, to implement a dedicated after sale service and to provide knowledge and awareness of Socage products," said a company spokesman.

The branch's general manager, Marcelo Bracco has long-standing experience in the access market and said he was confident about the future of the market in Brazil. Mr Bracco said the plan was to become an independent assembly centre by buying platforms in kit form from the headquarters in Italy and sourcing minor components in Brazil.

Pick-up and van mounted platforms have been specifically designed for the South American market. "The new branch therefore expects to make a huge impact on the Latin-American area, and, in this way, supporting Socage growth plans," added the spokesman.

HOLLAND LIFT REACHES FULL CAPACITY

AJ Access Platforms has ordered 20 large scissors from Holland Lift, which brings the manufacturer's Hoorn plant up to full capacity for 2015.

The order includes HL-340 D30, HL-275 D27, HL-220 D25 and HL-220 E12 models, all with two year warranties, drive at height kits, auto lubrication systems on all Megastar units and easy lubrication systems on all other models.

The units are set for delivery to the UK rental company from October 2015 starting with the HL 220 D25, then the HL 275 D27's in the first quarter of 2016. The manufacturer said this meant 2015 production at its Hoorn plant in the Netherlands was already at full capacity.

Following its launch at APEX in June 2014, the first Holland Lift M250 Hybrid arrived in the UK last week and was put straight to work by Mainline Access which also purchased two Megastars' earlier this year.

Gardemann places largest ever Ruthmann order



Germany-based Gardemann has placed an order for 50 Steiger truck mounts from Ruthmann.

The order includes TB 270 and TBR 220's on a 3.5 tonne chassis, as well as T 330.1 units mounted on a 7.49 tonne chassis.

The Gardemann order also includes the new T 190 model, also on a 7.49 tonne chassis and the T 480 from its range topping Height Performance series.

Customers' opinions played a key role in deciding which models

to choose, said Uwe Strotmann, Ruthmann general sales manager. "This impressive order is the largest individual order in the history of our company. It underscores the longstanding and deep-rooted partnership between Gardemann and Ruthmann."

Rolf Kulawik, Ruthmann general manager, said, "We would like to thank Gardemann for this spectacular order. The order is a reflection of the current market requirements."

JLG MODIFIES ES AND RT SCISSOR LINES

JLG Industries has modified its ES and RT scissor lift lines.

For all ES model scissors the platforms and deck extension surfaces have been upgraded to diamond plate steel to enhance strength, durability and repairability. A locking foot lever has replaced the rail-mounted locking handles for deploying the extension.

Two models, the 2030ES and 2630ES scissors, have been widened from 30 inches to 32 inches. Accordingly, the model names have been changed to 2032ES and 2632ES. The wider footprint means reduced weight, JLG said.

JLG's entire RT scissor line will now feature steel hoods. Steel adds strength and durability, and is easy to repair if damaged.

MEC importer for the Netherlands Omega Group delivered the country's first 6092RT Ultra-Deck scissor lifts to HWS Rental Noordwijk.

The MEC 6092RT is a 20.2 m rough terrain scissor from the manufacturer's 92 Series, with a chassis width of 2.34 m. Its Ultra Dual-Deck roll-out platform has a length of 7.5 m and a lifting capacity of 600 kg and comes with a Quad-Trax-wheel drive as standard. The scissor lift weighs 9200 kg, allowing two machines to be transported on one flatbed trailer.

Toby van de Kooij, co-owner of HWS Verhuur said it now had 10 MEC units in its rental fleet, with more to follow.

IN BRIEF

■ **Smart Platform Rental**, based in the UK, has taken delivery of the world's first ZED 23.2 JH truck mount from Italian manufacturer CTE. The platform illustrates the trend for robust platforms with more than 22 m working height that can be driven with a standard car license, said CTE. Smart is the UK's largest provider of light truck mounted, self-drive platforms, with 60% of its fleet being CTEs. Andy Burt, Smart managing director, said, "The new ZED 23.2 JH slots right into our equipment line-up offering a greater knuckle height and practical fly jib solution on a true sub-3.5 tonne vehicle mounted package."

■ **Height for Hire Scotland** is changing its name to **Specialized Access**. Under the direction of Leigh Baker, the company is transforming itself from a general purpose platform rental business into a specialist supplier of spider lifts and vehicle mounted booms. Mr Baker is well known in the Scottish access industry, having founded Pinnacle Platforms in Lanarkshire in 2008, which he successfully grew and sold. Mr Baker said, "Tracked and truck mounted booms are the real problem solvers of our industry, providing access to places other machines simply cannot reach." It has a substantial fleet of tracked boom lifts from brands including Hinowa and Omme Lift, as well as a wide range of truck mounted booms from manufacturers such as Isoli.



The IAPAs 2015 judging panel, from left: Daniel Duclos, ATN; Alastair Robertson, Universal Equipment; Chris Wraith, IPAF; Søren Rosenkrands, Riwal; and Alexandre Saubot, Haulotte. Alan Dotts, Toyota Material Handling, took part via video conference.

IAPA 2015 shortlist announced

The shortlist for this year's International Awards for Powered Access (IAPAs) has been revealed, following the judges' meeting on 10 February in Paris, France.

The winners will be announced at the dinner and awards ceremony on 26 March 2015 in Washington, DC, USA.

Jointly organised by *Access International*, *Access*, *Lift & Handlers* and IPAF, the IAPAs celebrate best practice and excellence in the powered access industry.

More than 100 entries across 13 award categories were received for the IAPAs 2015.

"There was an excellent range of entries this year from across the world," said Euan Youdale,



editor of *Access International*, and non-voting chairman of the judges. "The judges were impressed by the high quality of the submissions and it was a great meeting. We thank the judges for all their efforts."

For the complete shortlist see page 15. There is still time to book your place at this prestigious event. For booking information visit www.iapa-summit.info.

Danilift light up Copenhagen

Citelum Danmark has invested in low-noise aerial work platforms from Danilift, with electric-powered booms.

Citelum Danmark is part of French group Citelum which last year entered into a DKK 250 million agreement with Copenhagen Municipality to replace 20000 street lights with energy-efficient LED lights, and replace the entire network of 8000 street light pylons in Copenhagen.

The transition to LED lighting will give Copenhagen a whole new look, with street lighting now illuminating roads, cycling lanes and pavements.

The LED lighting also creates greater security in selected

areas where this has been an issue, because the amount of illumination can be increased.

Two Danilift truck mounts will be used in the daily work in Denmark's capital. The trucks are supplied by MAN Truck & Bus Denmark A/S and their lifts are supplied by Danilift, which is based in Farsø, Denmark.



DIARY

2015

IAPA awards & IPAF Summit

March 26, 2015

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www.intermat.fr

ConExpo Latin America

October 21-24, 2015

Santiago, Chile

www.conexpoLatinamerica.com

M&T Expo

June 9-12, 2015

São Paulo, Brazil

www.sobratema.org.br/Home

PEOPLE

■ Snorkel has appointed a new CEO, **Matthew Elvin**.

Mr Elvin, who joined Snorkel in 2010 as its president of Australia and New Zealand, has taken over from Darren Kell, who has stepped down. Elvin was previously managing director of Dynapac, and executive general manager at Clark Equipment Australia. Elvin has relocated from Sydney, Australia to Las Vegas to be based at Snorkel's new global headquarters, which is also home to Xtreme Manufacturing, the majority shareholder in Snorkel.

■ Terex AWP has boosted its management team with the appointment of **Kurt Kinder** as its new regional sales manager for Queensland, Australia, and Papua New Guinea. Meanwhile, **Malcolm McIntosh** has been appointed quality, training and technical support manager in Australia. The role was formerly held by **Brian Clifford**, who has been promoted within Terex Utilities.

■ Finnish rental company Ramirent has made changes to its management. **Magnus Rosén**, Ramirent CEO and president, will now head the Scandinavia market area, covering Sweden, Denmark and Norway. **Anna Hyvönen** has been appointed to executive vice president, North Central Europe.



Revenue growth at System Lift

Cooperative rental association System Lift reported a 12% rise in revenue to €147 million during its 2014 financial year. The year was also marked by fleet expansion, up from 9100 units in 2013 to 9850 units in 2014.

Lift Systems has more than

65 partner companies and more than 75 rental locations in Germany, Austria, Romania, the Netherlands, Switzerland and Turkey.

"Increased sales were naturally achieved due to this higher number. The excellent utilisation

is due to short distances to our customers and our service concept. The constant training of our workers makes for a high level of service," said Mr Mayrhofer, CEO of AVS System Lift.

By the end of 2014 there were 740 employees at the partnership of companies, almost 14% more than by the end of 2013.

Mr Mayrhofer presented the figures at System Lift's 'start of the year meeting' at the headquarters of its new partner, Istanbul, Turkey-based Ayhanlar Istanbul. Mr Mayrhofer said Istanbul and the market in Asia held enormous potential for platforms. "The workers' security is not yet taken seriously enough and conditions are not monitored accordingly by the authorities. Instead of using aerial work platforms for safe access, they are often used only when there is a time pressure on the building site."

Ayhanlar Platform now offers its customers its well-CARD System training courses for platforms operators, with more than 12000 of them now holding the user ID.

OBITUARY: LEE KRAMER

Lee K. Kramer, president of US-based Xtreme Manufacturing, died on 18 January due to complications with pneumonia.

Lee was not only our leader, but he was our mentor and our friend. He will be greatly missed by all at Xtreme Manufacturing, and by all who knew him. Lee was a true gentleman; an exceptionally kind and compassionate man who made a positive contribution to the lives of everyone who worked with him," Xtreme wrote in a statement.

Mr Kramer joined the aerial work platform industry in 1999 with UpRight as an engineering manager. He spent two years with UpRight before moving to Fresno Engineering Design Group, it was after that he met Don Ahern, owner of Ahern Rentals, Xtreme Manufacturing and Snorkel, in 2003, and became vice president of engineering for Xtreme.

"Lee played an integral role in the development of the first Xtreme telehandlers, and went on to lead the growth of the Xtreme manufacturing business as its president," the company said in a statement.

Lee is survived by his wife, Joan Kramer, of 34 years of marriage; their son, Justin; his wife Kathleen ("Katie"); and their daughter, Jordan.



FINANCIAL HIGHLIGHTS

■ **JLG's** sales increased 7.2% to \$716.7 million in the first quarter of its financial year; the result of an increase in telehandler orders in North America, offset in part by lower aerial work platform production. JLG's operating income decreased 14.5% to \$77.2 million, or 10.8% of sales, for the first quarter of the 2015 financial year, compared to US\$90.3 million, or 13.5% of sales, in the first quarter of fiscal 2014.

■ **Haulotte** reported a 20% year-on-year increase in consolidated sales for 2014 to €413 million, with strong growth in most regions. In a trading update, the company said growth was up 33% in the Asia Pacific, up 29% in Europe, and up 28% in North America. The exception was Latin America, where it said growth was down 25% for the year.

■ Profit was down in 2014 for the AWP segment of **Terex**, otherwise known as **Genie**, but a 137% rise in backlog hinted at a strong year ahead. Over the year Terex AWP's income from operations stood at \$302 million, compared to \$326 million in 2013. In the fourth quarter AWP income from operations was \$38.7 million, down from \$71.5 million in the same period 2013. Sales in the segment dropped to \$468 million in the fourth quarter of 2014, from \$482 million in the same period of 2013. Over the full year, however, sales grew from \$2.131 billion in 2013 to \$2.369 billion in 2014.

■ **United Rentals** pulled in \$5.685 billion in revenues for its full year in 2014, a 15% increase over the previous year's figures. Rental revenue was \$4.819 billion, which was a 14.8% year-over-year increase, as well. Fourth quarter 2014 revenues were \$1.56 billion, up 16% over the same period last year, while pre-tax profits increased 38% to \$311 million. The increases come from a 10.7% rise in the volume of rental equipment and 4.1% in rental rates.

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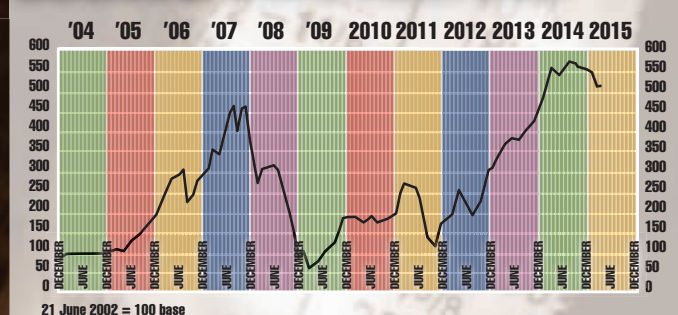
■ **Podcast:** The latest audio Access World audio podcast covers recent industry news and views rounded up by AI Editor Euan Youdale and Access, Lift & Handlers Editor Lindsey Anderson. Regular editions will follow during the year.

■ **Tablet edition and news app:** Readers can view AI as a tablet edition with extra content. In the March issue you will find additional pictures of mast climbers and telehandlers, as well as other unique content from China, other emerging nations, and the interviews with Ommelift and MTandT.

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Ashtead Group	UK£	0.47	11.18	10.93	-2.2
Kanamoto	YEN(¥)	—	3115	3280	5.3
Lavendon	£	1.85	1.63	1.68	3.1
Haulotte Group	€	9.00	13.37	14.33	7.2
Oshkosh Corp	US\$	—	42.32	46.32	9.4
Tanfield Group	UK£	—	0.19	0.23	21
Terex Corp	US\$	23.08	23.12	25.39	9.8
Ramirent	€	15.00	7.00	7.02	0.3
United Rentals	US\$	21.47	91.02	87.40	-3.9
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Starting from scratch

Mtandt, India's biggest platform rental and sales company, also takes the lion's share of the country's aluminium scaffolding market with its manufacturing facility near Chennai. Euan Youdale spoke to its managing director Rakesh Modi about his many plans.

Mtandt Group has come a long way from its roots as a local family hardware store. It is now India's biggest distributor of aerial work platforms and runs the country's largest rental fleet of around 500 machines.

It's managing director and member of the supervisory board Rakesh Modi has seen the company through this steady transformation and is preparing the way for exponential growth in the access equipment sector.

However, there is another string to Mtandt's bow - aluminium scaffolding.



It started around 1990 when many multinationals began making a move into country. One of them, chemical giant DuPont, set up a factory near to Chennai. The factory was built by US-based construction contractor Fluor Corporation. It wanted to use aluminium scaffold on the project and Mtandt was tasked with the challenge of supplying it. In this case it imported the scaffolding directly from Instant Upright in Ireland. "It was very expensive to import, so we got a licence to manufacturer for them in India."

As a result, Mtandt has one factory near Delhi where it produces up to 40 tonnes of aluminium scaffolding each month, making it by far the biggest manufacturer in India. Ninety percent of it is sold in India, with the remaining 10% finding homes in Sri Lanka and Bangladesh. The Middle East, including Dubai, are also export markets.

As Mr Modi explains aluminium scaffolding was a hard sell, with India hardly embracing the technology in the early days. "The biggest customer was the movie industry in India, Bollywood. They first used it for filming, as well as putting up lights and speakers. But generally people did not want to buy it so we were forced to start renting and that's how Mtandt also became a rental company."

Of the aluminium scaffolding market in India, Mtandt holds about 70% share, says Mr Modi. However, while growing, aluminium scaffolding represents a very small amount of the total scaffolding market in the country. "Today I think aluminium scaffolding is at 6% or 7% of its potential. There is a huge potential for it to grow. And now we have competition from Youngman, which started importing and distributing in India two years back."

"We have a big advantage of price and ready

Rakesh Modi, MTANDT managing director and member of the supervisory board



An Omme Lift tracked platform owned by Mtandt carrying out maintenance work.

delivery as importing is expensive. Apart from that we have small local competitors but they do not comply to the international standards."

As of now EN1004, the European standard, is Mtandt's chosen specification and one it is trying to promote. "There is no standard in India, and in the absence of that we promote the EN standard as that is where you have the greatest use of aluminium scaffold, unlike in North America, where you don't see so much of it."

Does he see there being a standard in India any time soon? "We are working with the authorities for a standard in line with the EN standard, it might take six months to a year but we will get there."

Mtandt plans to open a second plant in the south of India by January 2016 to save on the cost of transportation to customers in that part of the country, and to provide closer service. "Over the last three years we have had more than 200% growth each year, although it is a very small market so the percentage is not that relevant. Maybe in five years, even 10% growth would be a big number, but as of today the basic value is very small."

Turning to the subject of aerial work

platforms Mtandt started as a distributor for Upright, selling scissors and masts. However, with the market still in its infancy the company realised it was ahead of its time, so decided to focus on the aluminium scaffolding.

"The real growth started in 2002 – 2003 when the multinationals really started to grow in India with the likes of Nokia, Motorola, Hyundai and Ford setting up facilities."

This growth, however, brought challenges in terms of lead times. "I remember Bauma in Germany in 2007, when the delivery periods were very long. At the time only Haulotte could supply to us, so our first 40 units came from them and that is how we started. We sold 20 to customers and put 20 in our rental fleet."

In 2009, Mtandt started working with Riwal, following a meeting at the APEX exhibition, after which it bought more than 200 used units from the European rental giant. There was also a plan connected to this relationship to become a JLG dealer which was relatively short lived. Riwal eventually went its own way in the country with its Manlift brand.

Now the company represents Time International, Teupen, Ommelift, Bravi, Co.Me.T and Dingli for low level access and small masts, and Magni for telehandlers. Mtandt is currently in talks with Snorkel to distribute its machines, which Mr Modi is confident will come to a positive conclusion in the near future.

"We choose to represent the top end products. And we have the smaller machines which are more price sensitive, i.e. the Dingli brand, which is now equally good; we find the quality is now acceptable."

The company is not yet representing large booms and big scissors in its sales division, which Mr Modi says will make the fit with Snorkel ideal.

"At the end of the day, the use of aerial work platforms is driven by the economy. If people

find it is cheaper to use AWP's rather than the traditional methods then that is what they will do. And when I talk about 'cheaper', I also mean the cost of safety – scaffolding might be cheaper to use but there is rising cost of risk. People now realise that AWP's are faster and safer."

Labour cost

"The cost of skilled labour in India is very high. The only cheap labour is unskilled, which is no use. So, there is a huge demand for skilled labour and to make the best use of that skilled labour you need the right machines."

An example of an industry that has moved 100% to the use of aerial work platforms in India, is steel construction, says Mr Modi, away from scaffolding and baskets hanging from cranes.

And in 2014 the government bought 100 units for use on electrical power grid. In 2015 it will invest in the same quantity again. They include small truck mounted models and insulated units for other work in this area.

"The construction industry was the first to accept AWP's after multinationals came in and refused to use scaffolding," adds Mr Modi.

The total number of AWP's in India is about 8000, built up over the last 20 years. But in 2015 Mr Modi expects around 2000 AWP's to be added to the market and there is no sign of a slowdown in the growth rate. He explains that Mtandt has a target of US\$20 million in sales of AWP's for 2015.

Bearing this in mind, the rental sector seems ready for equally impressive growth. Mtandt has around 500 units in its rental fleet with some 50% to 60% being from JLG and 25% from MEC – specifically 80 units of the latter's electric slab scissors. There are also a fair number of Genies. Of those 500 units in the fleet, about 60% were new or unused machines, explains Mr Modi.



A Teupen Leo 23 GT belonging to MTandt negotiates a staircase.

This means today Mtandt has the biggest rental fleet in India. "Riwal Manlift is catching up and we expect that Lavendon with Rapid Access will be aggressive very soon."

In addition, "A lot of crane companies here have added AWP's to their fleets and they are not specialist units."

Besides this there are just seven or eight companies specialising in platforms and they have, in the main, a maximum of 40 to 50 machines in their fleets.

Mr Modi adds, "But we expect and we want other big players to come in. The potential is huge, the only challenge is making people aware such equipment is available, and that is more likely if more people are renting it out."

"And we would prefer if more new and good quality equipment is brought into the country. Some rental companies, particularly crane rental companies that buy access equipment, just bring in 20 year old machines, that is harming the market, because when a new customer finds one machine that doesn't work properly they presume that all AWP's are like that too."

At the moment, because the knowledge about AWP's is in infancy, they are all supplied to rental customers with a trained operator, which makes the process more expensive. "Initially the rates we got for this equipment were good, so the operator costs were not such a major part, but today the operator costs have become almost 30% of the rental revenue. It was just 5% when we started. That's the reason we are now training the operator how to use the machine."

So, for example, the company might rent 10 scissors and send one trained supervisor with them all to pass on their knowledge.

Mtandt is a member of IPAF and Mr Modi is on the IPAF India board, set up last year, and has requested to be recognised as an official training centre by the association.

The company has also been trained by JLG on its operator trainer course, which it now uses.



Another of Mtandt's Teupens in stowed position.

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Dazzling in DC

AI provides a summary of the shortlisted entries in this year's International Awards for Powered Access. See who's in contention to pick up a winning trophy.

IAPA/IPAF SUMMIT AGENDA

WEDNESDAY MARCH 25 IPAF NETWORKING EVENT

■ 6.00 - 8.00pm National Press Club

THURSDAY MARCH 26

IPAF SUMMIT

Crystal Gateway Marriott, Washington DC, USA

■ 9.00 - 9.45am IPAF AGM
■ 10.00 - 12.00 IPAF Summit
■ 12.50 - 5.00pm IPAF Summit

IAPA AWARDS

Crystal Gateway Marriott, Washington DC, USA

■ 6.30-7.45pm Drinks reception
■ 8.00-10.30pm Awards dinner

FRIDAY MARCH 27

United Rentals site visit

■ 9.30am-1.00pm Buses leave from conference hotel

EVENTS WEBSITE

www.iapa-summit.info

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Anticipation is mounting for the seventh IAPAs awards ceremony and dinner, taking place on 26 March in Washington, DC, USA.

Jointly organised by *Access International*, *Access Lift & Handlers* and IPAF, the IAPAs celebrate best practice and excellence in the powered access industry.

More than 100 entries across 13 award categories were received ahead of this year's prestigious event. "There was an excellent range of entries this year from across the world," said Euan Youdale, editor of *Access International*, and non-voting chairman of the judges. "The judges were impressed by the high quality of the submissions and it was a great meeting. We thank the judges for all their efforts."

ACCESS RENTAL COMPANY OF THE YEAR

MATECO, Germany

This company had a strong year, growing revenues, expanding its fleet, opening new depots and maintaining high fleet utilisation levels. In addition, it trained more than 4000 customers.

NATIONWIDE PLATFORMS, UK

In 2014 Nationwide Platforms impressed with a comprehensive fleet investment programme, the development and launch of a new Nationwide Platforms App and the continuing development of its outstanding commitment to safety programmes.

NES RENTALS, USA

Through continued training efforts and other safety initiatives NES has enhanced its impressive safety record. It has also maintained an employee retention rate of 87% and has introduced electronic initiatives like the Hours of Service logging ahead of Department of Transportation regulations being introduced.

UNITED RENTALS, USA

Among a range of strong initiatives that has seen record employee safety, United Rentals launched the United Academy to share its expertise with the industry. The training and certification management programme aims to raise safety standards across the industry.

CONTRIBUTION TO SAFE WORKING AT HEIGHT

AFI, UK

For a range of initiatives in relation to the safety of its staff and customers, and in particular its SmartZone operator access system.

GOOD TO GO SAFETY, UK

For its Safe Equipment Management System for pre-use checks, which includes a tag that is attached to the equipment and instantly displays a Do Not Use message until pre-use checks have been carried out.

HSS HIRE, UK

For its commitment to secondary guarding systems on its boom fleet. EN280 states any device fitted must not impinge on the Machinery Regulations/PUWER or EN280. A device that extends the physical structure of a MEWP beyond its current design limits is likely to require the approval of the MEWP manufacturer.

UNITED RENTALS, USA

United Rentals, for the launch of its United Academy training division. It created the academy in response to a growing industry need for a comprehensive and easily accessible training and certification-tracking platform that can raise and sustain safety standards.

OUTSTANDING CUSTOMER SERVICE

HSS HIRE, UK

Just one of HSS's accomplishments is its Customer Delight programme to address consistency, visibility and control when dealing with complaints. It was launched with a series of high-profile activities including nationwide roadshows, dedicated training events and special editions of its internal newsletter.

IAPS GROUP, UK

Since the company's formation at the start of 2013, IAPS Group has made a heavy investment in personnel, training, stock, systems and data collection and sharing. This, together with the development of strong relationships with a wide range of suppliers, has resulted in a true 'cradle-to-grave' support.

IAPA SHORTLIST

NES RENTALS, USA

The judges were impressed by the company's external audit system that measures how successfully it is satisfying its customers. There is a 'top down commitment to customer service and safety.'

POWERED ACCESS PIONEER

HERTZ EQUIPMENT RENTAL CORPORATION, China

The company was brave and visionary in entering the China market that was still at a very early stage of development. Last year it made significant progress in introducing aerial platforms to new customers.

KOREA RENTAL CORPORATION, South Korea

For developing a market for 47 m booms in Saudi Arabia which has led to work with AWP's there not carried out before. The company has also demonstrated an exemplary safety record.

MILLS RENTAL, Brazil

This rental company has shown a continued and significant commitment to creating a growing and safe aerial platform market in Brazil. Its safety initiatives are wide and varied.

PRODUCT OF THE YEAR – LOW LEVEL ACCESS

BRAVI PLATFORMS, Italy, for the Sprint

In 2014 this model was upgraded considerably both in design and performances, with the addition of new accessories to make it a real workhorse. Sprint performs quickly and lifts operators and materials, positioning them to the desired height with great efficiency.

FARAONE INDUSTRIE, Italy, for the Elevah 40 Move

The Elevah 40 Move is a self-propelled unit that offers a 4 m working height and weighs just 140 kg. It is easy to transport and handle, ultra compact and ultra lightweight.

JLG INDUSTRIES, USA, for the LiftPod FT140

The new FT series features a new telescoping mast made of aircraft-quality aluminium that provides clearance when needed and is easily stowed. It includes a lanyard anchor point for tying off at height, allowing workers to stand in an enclosed platform and move 360-degrees with both hands free to work.

PRODUCT OF THE YEAR – MAST CLIMBING WORK PLATFORMS/HOISTS

ALIMAK HEK, UK, for the HEK Podlifter/Scando 450 hoist combination

The combination includes two Scando 450

DOL 20/32 passenger/material hoists, each with a 1.4 m wide x 3.2 m long cage and 2 tonne capacity. The Hek Pod Lifters (TPM3000T2 Material Hoists) have a 4.8 m wide x 3.2 m long platform and 2.3 tonne capacity. The integrated or separate units can run on the same 450 mast.

GEDA-DECHENTREITER, Germany, for the SH 500 EX

The model was specially adapted to the needs of drilling rig West Mira situated between north Norway and the Canadian coast. It is the first elevator able to reach the CMC (compensator) level on the very top of the derrick. It travels along the inclined derrick top with 8 m between elevator and derrick structure.

MABER COSTRUZIONI, Italy, for the construction hoist MB A 2000/150

The MB A 2000/150 is a 2000 kilogram capacity hoist that can be delivered already assembled in a 40 ft standard cube container. A key feature is that mast erection is done from inside the cage, meaning safer and faster installation.

PRODUCT OF THE YEAR – SELF PROPELLED (BOOMS, SCISSORS, ATRIUM LIFTS)

HOLLAND LIFT INTERNATIONAL, Netherlands, for the Hybrid HL-275 H25 4WD/P/N

The HL-275 is a 27.5 m working height scissor that uses a parallel hybrid power unit. Fuel consumption is reduced by a third in hybrid operation. Maximum working height with stabilisers is 27.5 m. Platform dimensions are 6.15 m x 2.35 m and with extension 8.25 m x 2.35 m.

JLG INDUSTRIES, USA, for the 1850SJ Ultra Boom

The 1850SJ is the world's largest self-propelled boom lift with nearly 3 million cubic feet of reachable space. Delivering 19 stories (185 feet) of working height it moves platforms into

applications previously reserved for truck-mounted booms. Maximum platform capacity is 1000 pounds.

NIFTYLIFT, UK, for the HR15 Hybrid 4x4

Stand-out features of this 15.7m working height boom include a low overall weight of 4800kg meaning that it can be transported more economically, on smaller transport vehicles, and once on-site uses less fuel during operation. Outreach is also impressive at 9.4 m.

SKYJACK, Canada, for the SJ63 AJ

This 69 ft, 7 inch boom incorporates the innovative SkyRiser design, which removes the need for repositioning the machine and provides a true vertical rise when elevating the riser function. Another benefit is Skyjack's SpeedyReach feature. It allows the operator to lower the main fly boom to the ground level then return to full height at the original working position.

SNORKEL, USA, for the A46JRT

This enhancement to the existing A46JRT was developed after new industry regulations stated that diesel engines must meet Tier 4 standards on emissions. Snorkel installed an electronic control that adjusts the hydraulic drive speed based on inputs from the hydraulic system and engine. This enables the engine to maintain its peak performance speed and permits the use of a 24.8 horsepower engine instead of the previous 44.3 horsepower engine.

PRODUCT OF THE YEAR – VEHICLE MOUNTED

BARIN, Italy, for the ABC 50/C

The new ABC bridge inspection unit is suitable for any kind of bridge, including cable-stayed and suspended bridges, and offers a range of unique features.

PALFINGER PLATFORMS, Germany, for the P480

This machine has taken the category of twin-axle truck mounts to new heights with the





IPAF SHORTLIST

including single door access. ReachMaster's 121 ft working height Falcon FS121 was used, manufactured in Denmark by TCA Lifts.

RUTHMANN AND GARDEMANN, Germany

The Effelsberg radio telescope is 100 m in diameter. It is one of the largest fully steerable radio telescopes in the world. The surface of the parabolic reflector must be pure white to ensure that distant radio waves are reflected properly. For the fifth consecutive summer, paint work was carried out using a Ruthmann Steiger truck mount, rented from Gardemann.

SCANCLIMBER, Finland, and SCAN-RENT AND PMB FAÇADE TECHNOLOGY, Malaysia

Their extension mast climbing work platform installation on the new IB Tower in Kuala Lumpur included 40 working platforms operating at heights of up to 300 m. It is a joint entry from Finnish manufacturer Scanclimber and two Malaysian companies, rental firm Scan-Rent and cladding contractor PMB Façade Technology.

P480 offering a maximum working height of 48 m and outreach of 31.5 m. Another notable feature is a rotating basket design offering 200 degree rotation in both directions.

RUTHMANN, Germany, for the Steiger TU 285

Mounted on a 7.49 tonne chassis, it is ideal for compact inner city assignments. It features a 28.5 m working height and 20.5 m lateral reach. It has an overall length of 6.96 m and height of 3.69 m. The short wheelbase of 3.6 m provides easy handling in the most congested city traffic.

TIME INTERNATIONAL, Denmark, for the Versalift VTX-240

This 3.5 tonne chassis mounted platform has two three-stage telescopic booms connected by a patented movable knuckle. It features two pairs of extendable H-frame outriggers and advanced electrohydraulic FPC controls. It is ideal for use in urban environments by self-drive customers.

PROJECT OF THE YEAR

PALFINGER PLATFORMS, Germany

Luxury goods company Louis Vuitton Malletier constructed a museum with a futuristic and ultra-modern design, including a unique façade made from glass and steel elements. For cleaning, maintenance and repairs, machines needed to reach the great height of the building and offer manoeuvrability and flexibility to all areas. Palfinger used Jumbo Class WT 350, Premium Class WT 370 and a Top Class P 900 truck mounts for the job.

REACHMASTER, USA

The Fulton Street Transit Centre is a US\$1.4 billion project that opened in 2014 after a complete renovation that started in 2004. An AWP with at least 120 ft working height was needed inside to clean and maintain the glass and steel atrium from below ground level. It needed to be extremely compact,

IPAF TRAINING CENTRE OF THE YEAR

AFI, UK

The company greatly increased trainee numbers at its Midlands training centre, where it also demonstrates innovative safety devices developed by AFI. The centre has a dedicated website with links to an IPAF page and has expanded to provide safety and skills training, with one of the latest courses bring confined space training.

A-PLANT, UK

In a busy year for the company, A-Plant managed to open three new training centres and generated revenues of almost a quarter of a million pounds in IPAF training activities alone. It delivered IPAF training to 1400 customers.

NATIONWIDE PLATFORMS, UK

The company continues its outstanding record with a recently opened IPAF training centre at its Warrington depot. The 3.2 acre indoor and outdoor site offers a permanent PAL+ training rig. It has also upgraded existing training facilities and provides bespoke training solutions to reduce risks associated

SOLARIS EQUIPAMENTOS E SERVIÇOS, Brazil

The rental company has increased the number of PAL cards granted from 208 in 2013 to 475 in 2014. It now has 12 instructors, seven more than in 2013, including as new senior instructor. Solaris employs sales representatives to promote the PAL Card scheme and has upgraded 13 of its training sites.

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IAPAF TRAINING INSTRUCTOR OF THE YEAR

CARL EVANS, HSS TRAINING, UK

Mr Evans is at the forefront of international training by leading and running the first accredited courses in Ghana. He single headedly trained 20 delegates in both IPAF and Harness training over a two-week period in November 2014.

HANSEN NG WEE HAN, BS TECHNOLOGY, Singapore

Among his achievements last year was conducting his first IPAF training course for

Chinese customers, in Mandarin. As a senior instructor, he has also laid out ambitious plans for training at BS Technology in the coming years.

GARY RILEY, NES RENTALS, USA

Since his transition from mechanic to Senior Instructor, Mr Riley has made countless contributions to the access industry and has not only been a champion for the cause of safe access at height but also a pioneer in the processes to train many operators, supervisors and instructors. He also helped to create a partnership with Houston Area Safety Council.

ACCESS PHOTOGRAPH OF THE YEAR

Winner will be announced at the awards ceremony. The access photography competition is sponsored by the UK's Facelift Hire, which will donate the €1000 prize. As usual judges were looking for a spectacular shot that helps promote access equipment and/or highlights an important aspect of safety or productivity.



IAPAF/ACCESS INTERNATIONAL LIFETIME ACHIEVEMENT AWARD

Winner will be announced at the awards ceremony

IAPA JUDGES



ALAN DOTTS,
Sales manager –
special products,
Toyota Material
Handling, USA



DANIEL DUCLOS,
Owner and
chairman
of French
manufacturer ATN



**ALASTAIR
ROBERTSON,**
Owner and
president,
Universal
Equipment, USA



**SØREN
ROSENKRANDS,**
Chief operations
officer at
Netherlands-
based rental
company Rival



**ALEXANDRE
SAUBOT,** Chief
operating officer,
Haulotte, France



CHRIS WRAITH,
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Paris highlights

INTERMAT Paris 2015

The triennial Intermat construction equipment exhibition in Paris is just around the corner, and there will be plenty for access equipment professionals to see. *AI* rounds up the platforms on show.

The V10 E is just one of a range of products that will appear on the Airo stand at Intermat.

Taking place from 20 to 25 April at the Paris-Nord Villepinte in France, this 10th edition of Intermat is set to take up 375000 m² of exhibition space, accommodating 1500 exhibitors. The 2012 exhibition attracted more than 200000 visitors, 34.2% of which were international and no doubt the organisers will be looking to match or exceed these figures this year.

If you are on the access equipment trail there is plenty to see. Here, *AI* rounds up the products from the manufacturers that supplied information before the March issue went to press. Look out for more show news in the Stop press guide appearing in the April issue of the magazine.

Access International (KHL Group)

Access International is the only specialist access magazine read by a worldwide audience. See regularly updated news about the industry and register to receive weekly e-newsletter on our website www.khl.com/ai



Airo

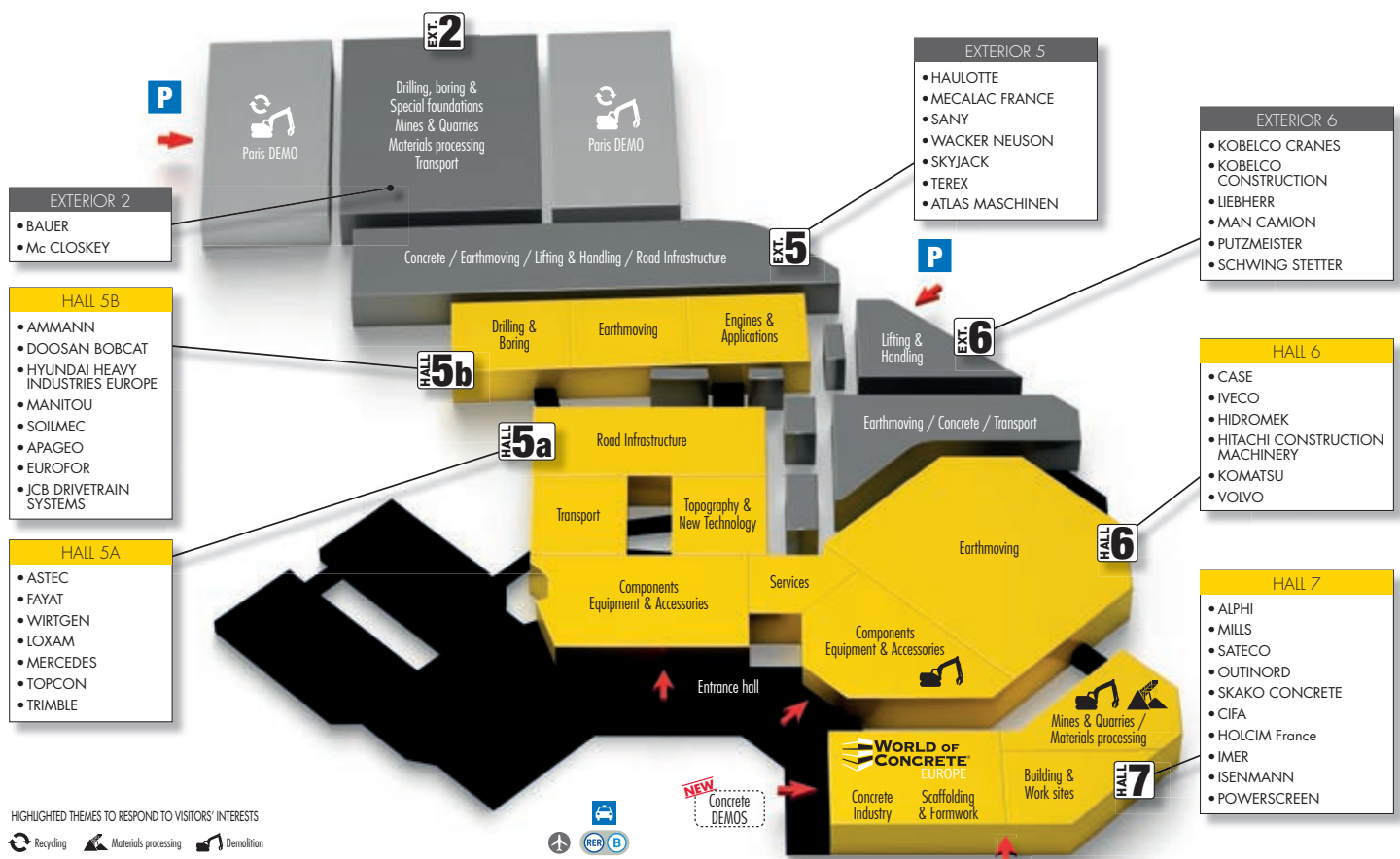
The Italian manufacturer will show a range of its products, including its V6 E and V10 E vertical masts, A12 JRTD, A15 JE and R17 DC booms and the X14 and XLP5 E scissors.

ATN

ATN is extending its range of vertical mast lifts on tracks, and will therefore present the PIAF 1010 at Intermat. This platform stands out thanks to its dimensions (2.7 m x 1.2 m) and a low ground bearing pressure. Another development is a new power transmission system which increases the autonomy of this fully hydraulic mast boom.

Another innovation is the first spider to be produced by ATN, the MG 23. It has a 23 m working height, compact dimensions of 5.54 m x 1.88 m and lift capacity of 230 kg with a gradeability of 32%.

Another vertical mast will be exhibited



with the PIAF 1010. The PIAF 660RC is an electro-hydraulic model, again with compact dimensions, 1.46 m x 0.78 m. It weighs 970 kg. Thanks to these features PIAF 660RC can fit into elevators. Two versions are available; with and without extension deck.

Besides the mast boom range, ATN will show the Zebra 12 and the Zebra 16 booms. The rough terrain articulating boom lifts have a horizontal outreach of 8.50 m and 9.30 m, respectively.

The scissors range will be represented by the CX 12. It has a 16 m² platform with a maximum lift capacity of 1100 kg. The platforms can be raised from their stowed position in 40 seconds.

AUSA

The telehandler manufacturer will launch its After Sales Programme to provide proactive support for the customer from the point of sale. "The implementation of this programme represents a change of view, by setting up a proactive approach rather than a reactive one," says a company spokesman. It was designed using knowledge from the automotive industry, adds the company. There will also be a range of standard AUSA products on its stand.

Bobcat

The Bobcat stand will provide the stage for the global launch of several new telescopic handler models from the company.

The first of the new telehandlers is the TL358, a 6 m lift height compact machine, which is available with two rated capacities of 2.6 tonnes or 3 tonnes. Bobcat is also showing the new 13 m and 14 m lift height T35130S and T35140S telehandlers aimed particularly at the rental industry and offering a 3.5 tonne maximum lift capacity.

The new TL358 is very compact, with restricted 2.10 m width and height dimensions, allowing easy access to congested areas and small buildings. If desired, the TL358 can also be supplied with a higher cab for increased visibility for the operator.

This new model has been conceived and designed to meet many applications primarily in construction, industry and rental, where, the company says, its overall compact dimensions, powerful 74.5 kW engine and hydraulics, manoeuvrability and true loading capacity offer

Bobcat's new 13 m T35130S telehandler.



The new seven-model Dieci Pegasus telehandler range will be represented by the 40.30 model.

a productive alternative to smaller machines limited in performance and use.

Collé Rental & Sales

The company specialises in rental, sales and service of machines, including aerial work platforms for building, industry, earthmoving, cleaning, transport, parks, gardens and events. It also imports and distributes a number of leading brands.

Cormidi

The crawler mounted KB ibrid will be on show. The series has 15 % more boom extension speed than previous models, 16 position stabilisation and 3 km/h travel speed. The hybrid comes with battery, 110/220 volt connection and combustion engine. The latest versions of the KB 19, KB 22, KB 20 and KB 23 will be there too. Along with Cormidi's innovative lithium wheeled power pack that can be attached to different machines when required.



Dingli's GBZ booms can be seen on the manufacturer's stand.

Dieci

New products on the stand will include the seven-model Pegasus series of telehandlers, including the 38.16/400°, 40.18/400°, 40.25, 40.30, 50.19, 50.21, 60.16. The series is designed to be flexible, with non-continuous and 360° continuous rotations and replace cranes on construction sites.

The series will be represented by the Pegasus 40.30 with a lift height of 29.9 m and a maximum capacity of 4000 kg. It is equipped with a 129 Kw 4-cylinder Tier 4 Final Turbo aftercooler diesel engine, allowing a top speed of 40 km/h. It has four drive modes including the Eco Drive, Normal, Eco Work and Creep.

Another new model is the Hercules 190.10, which joins the heavy duty range, suitable for use in quarries, mines, ports and the oil industry. The maximum lifting height is 10.20 m, while maximum capacity is 19000 kg. It is equipped with a FTP Stage3b/Tier4i engine capable of 129 kW.

The hydrostatic transmission is equipped with a third central differential which can be locked if required. This is designed to minimise the work rate of the machine and reduce fuel consumption.

Dingli

The Chinese manufacturer will be represented by a range of its latest booms and vertical masts, including the 16 m working height GTBZ16AE electric telescopic boom, a 24 m GTBZ24S telescopic boom and an 11.5 m working height vertical mast, the AMWP 11.5-8100.

ELS Makine

Expect to see the Turkish manufacturer's latest boom, the 15 working height AE15, first launched at APEX in 2014. It represents ELS's first foray into boom production after first launching scissors in 2010. Scissors in the company's range include the EL electric series, plus it has a 5.5 m vertical mast, the Junior 5.5.

France Elévateur

Machines on show will include the new 'high

performance' concept 284 TBE truck mount with 28 m working height, telescopic Jib and 360 kg basket load capacity, mounted on an 18 tonne truck.

It offers 2 x 90° platform rotation in any position and 21.5 m outreach with the maximum 360 kg load in the basket. Innovations include the four-way H-jacking extension system, with four positions: inside deck, inside mirror, mid-extension and full extension. It has an 18 tonne GVW.

The Topy 11 demonstrates the manufacturer's platforms on commercial vehicles without outriggers. The 11 m working height machine is on a 3.5 tonne truck with 5.2 m travel length. It has a 120 kg load capacity and 6 m working outreach.

France Elévateur also produces a range of special platforms including the 073 PAD, which will be on show. It is designed for tunnel maintenance and inspection and has 7 m working height, a sliding platform and a 500 kg load capacity mounted on a 10 tonne truck - it has no outriggers for type IIB work.

In addition the 172 TPL + Workshop will provide a snapshot of the company's machines with workshops and the 142 TPFC will do the same for its van mounted models, with or without rear cutting.

GEDA-Dechentreiter

German construction hoist manufacturer Geda-Dechentreiter will be exhibiting the Geda Maxi unguided rope hoists for scaffolders at Intermat 2015.

The Maxi offers two lifting speeds, an overload protection and a slack rope switch as well as a variety of different load receptacles. The product is ideal for quickly raising scaffolding and safely transporting components and building materials, said the company.

Quick assembly and easy movability are the

The Geda Maxi & Lift rope hoists will be on show, as will the Geda Multilift P22 personnel and material hoist.



France Elévateur will show its 142 TPFC van mount available with or without rear cutting as a feature.

biggest advantages of the scaffold assembly hoist, added the company. Its maximum working height is 40 m but that can be extended to 76 m if the winch is installed in a higher position. Load capacity is 120 kg on the Maxi 120 S and 150 kg on the Maxi 150 S, while lifting speed is 20-60 m/min and 15-45 m/min, respectively.

Apart from scaffolders, it is mainly roofers and painters who use this tool to transport their materials onto the scaffold.

Genie Industries (Terex AWP)

The GS-4069 will be showcased as part of the Genie 69-series, a bi-energy (BE) hybrid rough terrain, electric scissor lift. The evolution of the current Genie RT and DC scissor lift 69-series inch, the new Genie BE69 scissor lift models are designed for jobsite versatility. They are the first rough terrain, high performance electric scissor lifts with an onboard integrated generator to charge the batteries and supply power to the platform and chassis, says the manufacturer.

The 180 ft platform height SX-180 boom will be there. It combines the benefits of vertical and horizontal jib rotation to position workers and gear exactly where they are needed up to 186 ft, with a horizontal reach up to 80 ft.

The Genie Z-33/18 is built in Italy for the European market. It weighs 3640 kg and offers a ground clearance of 15 cm. It is particularly well-suited to applications on sensitive surfaces inside airports, shopping centres and theatres, in addition to routine outdoor maintenance.

Alongside the two other booms visitors will see the Z-62/40. This new model is an update of the Genie Z-60/34 articulating boom lift with significant modifications. The Z-62/40 increases the working height from 20.39 m to 20.87 m and provides more horizontal outreach

Haulotte will show upgrades to its Star vertical mast range at the show. Plus there will be a major new launch on its stand.



The Genie Z-33/18 is built in Italy for the European market. It weighs 3640 kg and offers a ground clearance of 15 cm.

with a maximum of 12.47 m compared to 11.05 m in the previous model.

Complying with upcoming exhaust emission regulations Genie has also been upgrading its existing telehandler range. A redesigned GTH 4014 will be showcased at Intermat, benefitting from the upgrades.

Haulotte Group

It is Haulotte's 30th anniversary in 2015 and to celebrate there will be some new products on show. Haulotte will launch a range of new products at Intermat.

The France-based manufacturer will present a new 20 m articulated boom, the HA20 RTJ, similar to the 16 m HA16 RTJ launched last year.

There will also be a major upgrade to its Star vertical mast range with new features including a tough polymer RMI cover that also provides easy maintenance. A remote diagnostics system and hook on the rear of the machine are other features.

In addition, the HTL series of telehandlers will be the first to offer Tier IV final engines a year ahead of the regulation coming into force, says the manufacturer.

A new undisclosed product will also make its debut. Haulotte is holding back on any other details but promises it will be a major addition to its range.



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RTH 5.25 SMART • RTH 5.26 • RTH 5.26S • RTH 5.23S
RTH 6.24 • RTH 6.24S • RTH 5.30S • RTH 5.35S

HTH RANGE:

HTH 10.10 • HTH 16.10 • HTH 24.11 • HTH 27.11
HTH 30.12 • HTH 35.12 • HTH 45.14

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Hinowa

Expect to see a range of Hinowa products on the Italian manufacturer's stand. There are no product details at this stage but a range of the company's tracked platforms and mini-dumpers are a certainty.

IPAF

The International Powered Access Federation (IPAF) is urging the industry to keep the use of equipment safe by ensuring that pre-start inspections are carried out before any work is started.

This is the message that IPAF is highlighting at the show.

In addition to demonstrations on how to carry out a pre-start inspection, IPAF will feature its latest safety videos which provide visual tours of how to conduct pre-start inspections for scissor lifts (mobile verticals, 3a) and booms (mobile booms, 3b). Each video lasts about 10 minutes and is currently available in English (UK and US), German, French, Italian, Dutch, Spanish, Portuguese and Chinese.

Isoli

The Italian manufacturer will share stand space with Time France. It will show the new PNT 210 JH. It will be a new launch based on the old PNT 210 J. The company will also show the PNT 230 and a new telescopic PT 160.

The PNT 210 J has an increased maximum basket capacity of 250 kg. Working height is 20.5 m, while maximum outreach is 9.8 m with a 250 kg load and outriggers extended. Alternatively, 9.8 m outreach is possible with 120 kg in the basket and 7.4 m with 250 kg with outriggers retracted. The basket load cell allows maximum accuracy and exact repeated movement while moving the jib in all areas of the working envelope. The basket has a 600 degree rotation.



The Leguan 135 includes a range of new features that provide easier, safer and more efficient operation. The dual-power machine provides 13.2 m vertical and 6.8 m horizontal reach.

JLG

JLG will showcase its latest products for audiences in Europe, Africa and the Middle East. They will include the H340AJ telescopic boom, representing its soon-to-be launched series of hybrid machines. The H340AJ offers the industry's first four-wheel AC drive. The entire series will offer class-leading work envelopes, capacities and lift speeds, says the manufacturer. Each machine in the line provides the power and durability of a diesel machine with low emissions and operational savings.

JLG will also unveil a new RT scissor lift. This diesel-powered lift is designed to handle rough terrain and challenging job sites.

A selection of new midsize boom lifts will also be exhibited and the manufacturer will debut its X26J Plus compact crawler boom, which has an articulating boom that also telescopes to provide 22.8m of reach - yet stows in a very compact footprint. In the transport position, the X26J Plus is less than 1 m wide and 2 m high. The X26J Plus has

more than 249 kg of unrestricted platform capacity, and provides 30% more reach than its predecessor. A new jib design and platform rotation improves up-and-over capabilities.

JLG will also exhibit its RS telehandler, part of the RS line launched in 2014 and designed specifically for the rental markets in Europe/Africa/Middle East (EAME), Latin America and Asia. These machines were developed to meet the rental industry's demands for simple ownership, clean design and simple upkeep.

KHL Group

KHL Group, publisher of *Access International* and *International Rental News*, is the leading supplier of international construction information and events in the world. Its publications include *American Cranes & Transport, Access, Lift & Handlers, Construction Europe, Construcción Latinoamericana, Construção Latino-Americana, Demolition and Recycling International, International Construction, International Construction Turkey, International Cranes and Specialized Transport, International Rental News*. Feel free to visit us at the booth.

Leguan Lifts

The Finland-based company will display its latest machine, the Leguan 135. It includes a range of new features that provide easier, safer and more efficient operation.

It features a compact design without compromising on stability or reach, says the company. The dual-power machine provides 13.2 m vertical and 6.8 m horizontal reach. The safe working load for the entire working area is 140 kg, while a limited working area provides a load of 230 kg for two people.

As with all Leguans, the 135 will be available as 4WD or on tracks with a driving speed up to 3.5 km/h, while the tracked version has a ground clearance of 265 mm.

The remote control can be used for all operations including transport.

Another standard feature is an automatic levelling. The boom is equipped with telescopic, 360° rotation, and a 120° angle jib.



Isoli will show its PNT 230 articulated truck mount and the new telescopic PT 160.

Magni telescopic Handlers

Magni will exhibit machines from the new Smart range, with the RTH 5.23 Smart launched last year and the RTH 5.25 Smart being launched this year. The main features of this model are simple pivoting stabilisers and compact chassis.

The company will also present the biggest rotating machine in the world for the first time, the RTH 5.35S. It completes the RTH range and has been designed to reach a 34.7 m working height and a capacity of 2.2 tonnes. It includes a lighter boom, new management system and a chassis length just 15 cm longer than the company's S series. It has all the standard features, like a pressurised cab with air conditioning.

There will also be some of Magni's best sellers from the S series, including the RTH 526S and RTH 5.30S. The HTH range will also be represented with the HTH 16.10 and HTH 35.12 at both ends of the range.

The cab is one of the company's most important innovations, so a functioning unit will be available on the stand for customer to test.



One of Magni's updated cabs will be on its stand. It will also present the world's biggest rotating machine.



The Merlo Panoramic P40.15 telehandler is featured here. Part of the Panoramic range will be on its stand.

Manitou Group

The manufacturer said it would launch a new boom series, at the show, although no details are available yet. Head for their stand during the show to discover the new products for yourself.

A new telehandler on the Manitou stand is the MT 625 EASY. Features include a new 3A Kubota engine, with no DPF and easy maintenance. There is an alignment indicator for the front/rear wheels, automatic parking brake. Plus, the machine offers an exhaust diffuser, better rear visibility.

It runs using a 36kw Kubota engine 49CV. Based on simple technology, it has no particle filter, is easy to transport and its performance is tailored to construction.

Also on the stand is the new MRT 3255 telehandler. The 5.5 tonne capacity machine can lift up to 7.2 tonnes with a winch at the end of the boom and 12 tonnes at the foot of the boom. Lifting height is 31.6 m. Other features include a load state controller, continuously analysing the load and restricting the area of movement. The E-Reco system detects the attachment and proposes its working configuration. There is a new continuously variable transmission (CVT) for greater simplicity, while torque is optimised whatever the speed.

Two joysticks are supplied as standard for intuitive use, while maximum movement speeds are memorised. Plus there is a new control system inspired by the manufacturer's Privilege Plus series.

An additional feature is the anti-leaning device: the user can engage a lever to keep the load horizontal on rough terrain.



Manitou's new MRT 3255 telehandler is making an appearance on the French manufacturer's stand. It is a 5.5 tonne capacity machine.

Merlo

The telehandler manufacturer had not decided on all the models it will show at Intermat before we went to press but it may include a product launch, it says. Certainly, there will be the Roto MCSS, Panoramic with stabilisers, plus a compact machine and a heavy duty machine.

The manufacturer is launching the MTSS System, which will provide comprehensive operating safety for its telehandlers, by integrating the management of longitudinal stability with that of lateral stability. The issue of lateral stability, particularly for equipment that is used in the field and operates in uneven terrain conditions, is extremely important, says the company, particularly in view of the fact that the lateral overturning of machinery is one of the main causes of fatalities in the sector.

The system is fully integrated with the MCDC system, including a new 8.5 inch graphic colour display, progressive bar graph indicating vehicle stability and a buzzer. These tools provide the operator with real-time information enabling 100% safe operation up to the limits of the vehicle's capabilities.

Palfinger Platforms

The Germany-based truck mount specialist was still finalising the contents of its booth when this issue went to press. A recent launch was the Palfinger Jumbo class NX series at APEX. The first in the series, the P480 is on a two-axle chassis with 48 m of reach and an outreach of 31.5 m.

Ruthmann

The company will debut the TB 270+, combining features that maximise performance on a 3.5 tonne chassis. The development was essential due to the new Euro 6 emission standards which will become mandatory in many European countries in the third quarter of 2015. Because Euro 6 vehicles are much heavier than those with the previous Euro 5 chassis, the overall weight of Ruthmann's Steiger platforms had to be reduced. The TB 270+ is already Euro 6 compatible and can be mounted on most trucks in the 3.5 tonne category. These include Mercedes-Benz Sprinter, VW Crafter, Nissan Cabstar or Renault Maxicity.

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It will also present its latest Height performance truck mount, the Steiger T 480. The T 480 is popular on two-axle trucks, says the company. Sleeper cabs and all-wheel drive versions are available without exceeding the 4 m height or 18 tonne GVW limit. The 20 m working height and 600 kg capacity, plus a short vehicle length of 9.76 m, are features.

In addition, the off road capabilities of a Steiger T 540 mounted onto a Volvo FMX all-wheel drive, 4-axle chassis will be displayed. The Volvo FMX (meaning Forward control, Medium, Xtreme), is a limited production off-road truck series manufactured by Swedish truck company, Volvo Truck Corporation.

Sennebogen Maschinenfabrik

The company will have a new telescopic crawler crane, the 6113. It has a basket attachment as an option with a load capacity of 1 tonne and a 360 degree rotation. As the company explains, European regulations state that if a standard work platform can be used then it should, but in cases where it is only possible to bring in a crane like the 6113 then it is acceptable to use an attached basket.

Skyjack

The SJ 86T is a new boom lift making its European debut at the show in April. While it is certainly not the last boom lift the company will introduce to the market, the SJ 86T is the largest model Skyjack has currently built to date, and represents a milestone in the company's design history.

"It's an exciting time for Skyjack's European customers; we're very pleased to be launching a new telescopic product that will give them many new levels of opportunity," Brad Boehler, Skyjack president, explains. "The new SJ 86T helps meet increasing customer demand in the rental industry with its higher capacity and greater reach."

In addition to the new telescopic boom, Skyjack will be showcasing two vertical mast platforms, the SJ12 and the SJ16. These popular models boast a lightweight design that provides operators with low ground pressure and floor

Skyjack's SJ 86T boom lift is the latest and biggest boom in its fleet.



XL's X-Up 200 is a rack and pinion construction elevator specifically designed for tower cranes.

loading, a zero-degree inside turning radius and a traversing platform for added reach.

The world's best-selling electric scissor lift, the SJIII 3219, will also be on display at the show – it has a working height of 7.79 m, 30% gradeability and platform capacity of 227 kg. The machines in this class are all able to work in the tightest of spaces.

Exhibiting alongside the SJIII 3219 will be the SJIII 3226; this electric scissor lift is extremely quiet, produces zero emissions, and boast robust and reliable design features that offer customers an easy to service, low maintenance, compact and versatile package.

Socage

Socage brings three platforms to the show: the forSte 75TJJ, forSte T418 with X frame chassis, and either a new van mount with jib, the forSte 14VTJ or the forSte 12VT, also mounted on a van. The manufacturer is in the process of producing the new van and is not certain it will be ready in time.

TVH

There is a new catalogue from TVH. At 286 pages the customer can look up all parts by brand and type. For telehandlers, TVH has a stock of more than 118000 parts such as windows, hydraulic parts, filters, seats, mirrors, ball joints, joysticks and many more. For AWP's 33000 parts are available within 24 or 48 hours.

Wacker Neuson

Wacker Neuson said it would also be expanding its soil and asphalt compaction range with the introduction of new tandem and combi rollers in the 1.8 to 4.5 tonne classes, as well as 7 tonne class drum rollers.

XL

The French manufacturer's X-Up 200 is a rack and pinion construction elevator specifically designed for tower crane access.

Fast and fully automatic, it provides safe access for the crane operator with resistance to extreme conditions thanks to the robust components and corrosion-resistant finish.

The X-Up 200 can be adjusted so that the crane does not have to be modified in anyway. It includes a touch screen control panel which continuously displays system status. Maintenance is carried out from inside the elevator cabin and is quick and easy to do. The mast is oiled by an automatic lubrication system.

Assembling of the mast sections is safely carried out from inside the cab with 1.5 m or 9 m long sections. In that case, the installation is two times faster.

The cabin is nearly 1 square metre, two times bigger than current existing products. Payload is 200 kg, ample for two users. Elevation speed is 24 m per minute; maximum anchoring distance is 6 m; maximum height is 120 m. It complies with the 200/42/CE European Standard.

AI

LIST OF EXHIBITORS

Airo	E5 G 012
ATN	E5 J 009
Altrad	7 J 103
AUSA	E6 A 047
Bobcat Emea	5b J 027
Co.Me.T	7 J 087
Collé Rental & Sales	7 M 009
Cormidi	5a B 063
Dieci	E5 G 003
Dingli	E5 J 015
ELS Makine	E5 H 013
France Elévateur	E5 C 013
GEDA-Dechentreiter	7 L 126
Genie Industries (Terex AWP)	E5 E 010
KHL Group	6 D 002
Haulotte Group	E5 H 004
Hinowa	E5 G 015
International Powered Access Federation (IPAF)	E5 G 005
Isoli (Time France)	E5 J 021
JLG France	5b F 041
Holland Lift International	E5 G 010
Leguan Lifts	E5 B 010
Loxam	5a J 074
Maber	5a J 074
Magni Telescopic Handlers	E5 C 004
Manitou Group	5b F 015
Mills	7 J 077
Multitel Pagliero	E5 H 016
Palfinger Platforms	E5 B 004
Peri	7 K 055
Platform Basket	E5 J 017
Qingdao Scaffolding	7 K 071
Ruthmann	E5 C 016
Socage	E5 G 009
Stros	7 K 116
Teupen Maschinenbau GmbH	E5 B 014
Time France	E5 J 021
TVH	5a K 086
Wacker Neuson Group	E5 E 004
XL	E5 F 016

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The 48 m difference

RUTHMANN's newest HEIGHT performance series model will be presented at Intermat in Paris, France

The new STEIGER T 480 features a 48 m working height and 32 m lateral reach. In this category, this new RUTHMANN model provides the best performance capabilities available on the market.

On the company website www.ruthmann.de RUTHMANN has posted more than 150 HEIGHT performance series models in the 38, 40, 46, 48, 54, 63, and 72 metre working height range, handed over to satisfied customers from around the world. RUTHMANN is the only manufacturer with this kind of selection in a single production series.



For the very first time, RUTHMANN will be presenting its newest HEIGHT performance innovation – the STEIGER T 480 – in Paris, France. RUTHMANN has successfully pre-sold this truck-mounted aerial work platform since APEX trade show in 2014.

Maximum on a 2-Axle-Chassis

For several months, RUTHMANN's new T 480 has been selling particularly well on two-axle (tandem) trucks. There is a variety of different truck brands to choose from including: Mercedes-Benz, MAN, Volvo, Scania, Isuzu (for the Asian market), and Freightliner (for North America). RUTHMANN calls this attribute "multi-chassis compatibility".

Sleeper Cab and All-Wheel Drive

Rental companies cater for drivers/operators when renting out truck-mounted aerial work platforms of this size. Creating a pleasant work atmosphere is garnering more and more attention. In addition to the many state-of-the-art technical features on trucks today, sleeper cabs are becoming increasingly popular. **Sleeper cabs allow drivers to rest and relax comfortably on rest periods and driving times.**

For assignments in rough and uneven terrain (e.g. construction sites and utility poles in remote areas), **all-wheel drive trucks** are a major advantage.

With a maximum height of less than 4 m, the features of RUTHMANN STEIGER all-wheel drive work platforms are simply unbeatable. Even on an all-wheel drive chassis, the gross vehicle weight of a 2-axle (tandem) truck does not exceed the 18 t limit.



3 m More Above 20 m Height

For customers, the overall performance of the work platform is just as important as the features of the truck it is mounted on. RUTHMANN's innovative HEIGHT performance series has so much to offer.

Compared to other manufacturers, the greatest customer benefit of all is the extra reach capacity above the 20 m working height level – up to 3 more metres at this height (see diagram on the lower right). Maximum reach capacity when working up high is and always has been a top priority for customers who RUTHMANN had consulted prior to the development of the HEIGHT performance series. This advantage is not limited to the new T 480 but is also available on all other models in the highly successful HEIGHT performance series.

The Work Basket: An Exceptional Place to Work

The work basket of the HEIGHT performance STEIGER series features **larger internal dimensions (3,613 x 890 mm when fully telescoped) and smaller external dimensions (2,420 x 1,040 mm)** than those made by other manufacturers. In addition to the important technical features, customers and/or operators and equipment rental companies require work baskets that can be used for a wide variety of purposes.





RUTHMANN has documented the amazing versatility of their work baskets in the company's "Multifunctional Work Basket" brochure (scan QR code on the left).

The work baskets are ideal for: TV/video recordings, glass/window/ façade cleaning assignments, installation and repair work on signs, billboards, solar panels, radio towers, streetlights, etc. **The boom system can be fully operated at maximum (600 kg) basket load capacity.** All boom and outrigger movements can be controlled from inside the work basket. If the assignment is of longer duration, the operator can sit down and relax on the folding seat located in the basket. Heating systems for the control panel and basket floor nicely round off the many useful features on and inside the work basket. The multi-functional work basket was also developed in cooperation with operators and is specifically tailored to their wants and needs.

Equipment Transport and Installation

With the innovative "Lift-Up System" mounted onto the work basket, it is perfectly equipped to safely lift up to **400 kg of heavy and bulky items** to the desired location. RUTHMANN's "Lift-Up System" is designed to accommodate the load at ground level. Parts do not have to be transported separately and there is no awkward on-site assembly. Furthermore, there are no stumbling hazards anywhere on the basket floor. Heavy and bulky **items (to 300 kg)** can also be lifted using a **cable winch**. When utilizing the winch, the boom system does not have to be lowered in order to pick up items at ground level. The winch has a lifting speed of approx. 6-10 m per minute. The type examination of the RUTHMANN winch system – unique on the market – maximizes safety at the jobsite.

Performance Parameter

The T 480 has all of the familiar benefits that have made the HEIGHT performance series so popular. Models in this series feature compact vehicle dimensions and the T 480 is no exception. The total vehicle length is 9.76 m – unrivalled in the industry. With a 48 m working height and 32 m lateral outreach, **RUTHMANN's new T 480 has the best performance capabilities in this category available on the market today.** Mounted onto a standard 4x2 chassis, the T 480 has a



height of only 3.72 m. On an all-wheel drive (4x4) chassis, it is just 3.95 m high. **The net weight (curb weight) is only 17,650 kg, even on a 4x4 chassis with sleeper cab.** There is enough room for passengers, tools and equipment without having to worry about exceeding the gross vehicle weight (GVW) restriction.

Smooth Performance at the Jobsite

Because the boom system can be pivoted at maximum lateral reach without having to be retracted, getting stuck is next to impossible with the T 480 and its siblings in the HEIGHT performance series. The top view performance drawings show a circular performance – not angular.

High Speed Movements

As every professional knows, the greater the rotation and swivel angle of movable boom components, the more complex the control technology. In contrast to the competition, RUTHMANN has years of experience with hundreds of HEIGHT performance models now sold. Movements are smooth and fast thanks to RUTHMANN's highly developed control technology. This greatly enhances safety and efficiency at the jobsite.

Multi-chassis compatibility

Customers worldwide have diverse needs and sometimes require heavy-duty truck mounted work platforms that, in addition to state-of-the-art features and top performance capabilities, also provide off-road mobility. This is why the T 480 can also be ordered on a 3-axle chassis. RUTHMANN has enhanced the outrigger stroke on its all-wheel drive T 480 and further optimized its performance capabilities.

Up To 3 Metres MORE > 20 m height

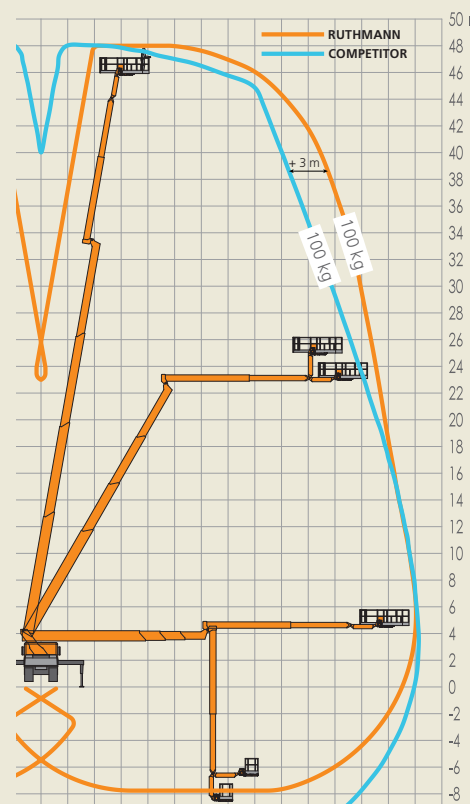
When analyzing the performance capabilities of truck-mounted aerial work platforms, there are many different things to consider. Overall performance depends on the manufacturer's concept and design. Customers should first understand the designer's/ developer's concept in order to choose the work platform that is right for them.

With its HEIGHT performance series, RUTHMANN adheres to the so called "upright work cage" concept. This means that the cage is fastened onto a base plate (mounting bracket). This is in contrast to "hanging work cages" that are also available on the market.

RUTHMANN's upright cage offers considerably greater capacity above the 20 m working height level (see diagram on the right).

This concept also provides tremendous benefits at the jobsite. During pipeline construction, for example, the boom can be carefully extended below and behind existing pipes. The jib/work cage is then lifted to the desired position so that work can be carried out behind the pipes.

Of course, RUTHMANN's cage concept also enables work to be carried out below ground. However, industry experts are in agreement that these types of aerial work platforms will not be able to replace the more effective under-bridge inspection units.



The new 13 m and 14 m lift height T35130S and T35140S telehandlers are aimed particularly at the rental industry and offer a 3.5 tonne maximum lift capacity.

Wide potential

AI takes a look at some of the emerging nations where telehandlers are starting to take hold and others where growth is a little slower.

One might consider it a challenge to cover all emerging nations in a single feature, after all, needs vary depending on a range of criteria and circumstances, including political, geographical and environmental conditions. Nevertheless, many emerging regions have the same basic requirements when it comes to telehandler development.

Firstly, let's focus on the

challenges common to emerging countries. Eugenio Magni, sales manager at Magni - a relatively new telehandler manufacturer established in 2012 - says a couple of themes have become apparent.

As he explains, most emerging nations choose to use cranes rather than machines with forks. "The toughest challenge, in this case, is to introduce this 'new concept' of working on construction sites."

As Mr Magni points out, a rotating telehandler can provide three solutions in one: a crane, platform and forklift. "So, they can be much more flexible than cranes; moreover telescopic handlers are a much better size and, so, more manoeuvrable on job sites in general. Lastly, these machines can be adapted for a wide range of different and specialized jobs, thanks to a wide range of attachments giving even more flexibility."

The second challenge, says Mr

Magni's RTH5 26 telehandler, with basket attachment, reaches up during ship maintenance.



Magni, is found in the heavy duty sector. Telehandlers are already well known in mining and oil & gas, for example, but it's a different story in heavy industry and ship yards. "In the heavy industry field the custom is to use machines with fixed masts because normally they work on smooth surfaces. Here, the challenge is to make operators understand that a machine with a telescopic boom can give them much more flexibility."

Roy Vinden, telehandler product specialist at Caterpillar, estimates 20% of its telehandler sales can be attributed to developing markets.

Here follows Mr Vinden's summary of the market situation for telehandlers in regions and countries outside Europe and North America:

South America

Telehandlers have primarily been used in the mining industry for maintenance duties. However, increasingly machines are being used in general construction.

Middle East

Telehandlers have been established in this region for several decades and are widely used in construction. Therefore, we do not consider this region as an emerging market for those machines.

China

Telehandlers are not currently used in general construction for two reasons: the preference for high rise buildings that are beyond the reach of telehandlers and the availability of cheap labour. The larger capacity telehandlers are used in the oil and gas industry.

Wider Asia

As in China, telehandlers are not commonly used in general construction due to a preference for high rise buildings and the availability of cheap labour. However, as countries develop and labour becomes more expensive as in Malaysia, for example, the use of telehandlers increases year-on-year.

A Caterpillar TH414C telehandler on a construction site in Johannesburg, South Africa.





Russia

Applications are mostly in industrial and mining areas where telehandlers are used for maintenance. Telehandlers equipped with access platforms are popular in this region because sites often have very poor underfoot conditions, which means conventional aerial work platforms cannot operate. Applications in the agricultural sector are growing as European farming techniques take hold.

Africa

In South Africa, telehandlers are used on construction sites in the same way they are in other markets such as Europe. In the rest of the African continent, most of the industry is concentrated around mining

where the machines are used for maintenance duties.

JCB's managing director of sales Guy Robinson says many of the emerging markets are following the same development pattern as the established ones.

"Build processes are becoming more sophisticated which means jobsites are governed more closely by safety regulations, labour is becoming more expensive and time pressures to complete the build are more stringent. Consequently, materials are becoming palletised to save time on material handling and contractors are looking for safer and more efficient methods of material movement."

This is no more evident than in regions such as the Middle East, Latin America and Asia, explains Mr Robinson. "The Middle East, is an example of where an emerging construction market is now fully engaged with the telehandler concept. Over the last decade, the market has grown from next to nothing to almost 1000, with a strong used telehandler market.

"We have seen contractors migrate from manpower, truck mounted cranes, wheel loaders, backhoe loaders and skid steers in preference of the telehandler, suggesting that the cost savings of reducing on-site equipment, speeding up the build process and reducing manpower all account for the greater return on investment."

Growth is being found in Singapore and Malaysia for the same reasons, adds Mr Robinson, where construction is restricted to high-rise residential developments in confined spaces. "In Singapore we are seeing great importance placed on safety around the site

CAB CONSCIOUS

The latest products from AUSA are the T 204 H and T 235 H, which the company says is ideally suited to the rental industry. It can also be optimised with specific attachments depending on the chosen applications whether in construction or agriculture.

A unique feature is the cab. Both products have been designed with front tilting cab which allows access to all inner components.

Another feature is the position of the boom, it is positioned in a right lateral position, optimising space and reducing the machine size. At the same time, the operating area is bigger.

The four-wheel steering, together with three modes of rotation available, enhances manoeuvrability. The turning radius is reduced and ideal for tight spaces, while lateral movement reduces space required for manoeuvring and provides more safety while turning the front wheels at speed.



and a reduction in manpower and traffic around the site is proving to be a huge benefit to the contractor."

India and China will be of significant interest in the coming decade where the current market is next to nothing and material handling is dominated by backhoe loaders and wheel loaders, respectively. Mr Robinson adds, "In both regions we see an opportunity, especially in India where we have started to manufacture a 7m and 11m telehandler. We believe the Indian built Loadall can provide significant cost saving advantages to construction, agri-logistics and industrial applications."

Xavier Larroque, business line director for telehandlers at Bobcat, agrees, "All markets are emerging for telehandlers, though there is greater acceptance and volumes in the Middle East and Russia, compared to China."

In the Middle East and Africa Bobcat has 8% of its global sales, while the CIS accounts for 7.5% of sales, while in South America, China and wider Asia it's 6%.

Mr Larroque adds the time in which telehandlers numbers will increase in emerging nations depends on where they are used; construction, agricultural or industry. Although, he adds,

"Globally, we can say that machines are working more hours in emerging countries than in mature markets."

Magni has a similar experience and sells around 20% of its products in emerging nations. "We think that in our specific case, since our company started in 2012, and we are still building up our sales network in this area, the percentage will grow to 30% - 32% before the end of 2016."

Brian Boeckman, global product director, telehandlers, at JLG Industries, expands on the point; as far as growth timescales are concerned each region is unique. "Therefore their adoption timing will also be unique," however, he adds, "The growth of the global economy and the speed at which productivity is embraced will certainly drive the adoption rate of telehandlers in these markets."

The manufacturer recently launched its 3614RS and 4017RS telehandlers. These RS (rental specification) telehandlers are designed specifically for the European, African and Middle East (EAME) rental markets and emerging markets in Latin America and Asia. They feature a comfortable cab, which includes single joystick controls, enhanced visibility and a mechanical suspension seat, "Which bundled



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TELEHANDLERS

together results in simple machines specifically designed for rental and emerging markets,” explains Mr Boeckman.

In addition, the 3614RS and 4017RS units have straightforward service and maintenance requirements. The machines’ cab can be cleaned by pressure washer before it is rented to another customer. Service is simplified, with access to the external telescope cylinder and electronics located outside rather than inside the boom. A single compensation lift cylinder requires less service and fewer leak points.

The JLG 3614RS and 4017RS telehandlers feature a 3600 kg maximum lift capacity and a 14 m maximum lift height; and a 4000 kg maximum lift capacity and 17 m maximum lift height, respectively.

“These service benefits contribute to a lower cost of ownership, along with the ability to transport two machines on one truck,” says Mr Boeckman.

Evolving applications

How will the design of the telehandler change in the future to suit these markets? Mr Boeckman explains, “It will evolve as JLG continues to listen carefully to the needs of our global customers and as those customers’ needs change over time. Certainly there will be changes to the engine as environmental regulations continue to develop in many of the regions.”

Caterpillar recently launched the TH414C GC and TH417C GC models, designed with very rugged structures and simplified hydraulic and electrical systems, that are suited to markets that have traditionally not used telehandlers and where operators might be less skilled, explains Mr



Vinden. Controls are simple and logical and maintenance is simple to carry out. Both the TH414C and TH417C GC models have been very well received, he says.

“As the industry grows in these markets, applications may evolve differently. Currently, Cat models meet ANSI and CE standards. Most of the emerging markets buy models that meet the CE standard but as these markets grow they may develop their own standards which will have to be adhered to.”

Bobcat’s T40140 and T40180 models are designed to address these markets, with the newly-launched T36120SL also being equipped with the same technology.

Mr Larroque says they are simple to use, built for reduced maintenance and to avoid machine breakdown. “These machines are offering very good reliability and our customers really appreciate the simplicity of use, the hydrostatic transmission and the unique Bobcat side-shift system.

“The main point is to keep the machines simple, reliable and easy to use. For Bobcat, emerging markets have access to the same level of security and technology in the machines we offer as that available in mature markets. Only the engine emissions are different.”

JCB is finding that its 540-200, 20 m rigid chassis telehandler is generating a lot of interest. “As contractors become more familiar with the concept they want to reach higher and higher. In markets where there is less of an understanding of the concept, contractors are starting to migrate from 14 m to 17 m machines,” says Mr Robinson.

He adds, “In Asia, in particular, we have seen great success with our smaller compact machines

A JCB 540-170 on construction duties.



One of JLG's RS (rental spec) telehandlers designed for the EMEA region.



that can operate in underground or multi-storey car parks." For this particular application the company's 2.5 tonne, 6 m 525-60 is a significant new addition to the range.

Sharing trends

In industrial applications, such as waste and recycling, and where heavy duty material handling is required, JCB's new 560-80, which is capable of lifting 6 tonnes to 8 m, is becoming increasingly popular.

Magni says all its models are relatively new and therefore suited to the emerging markets. They

include a range of RTH models from 18 m up to 35 m working height and HTH models from 10 tonnes up to 45 tonnes capacity, with a wide range of attachments. "All models can be suited to these markets, depending on the need of the customer and the application."

The main features are size; they are very compact, with a new pressurised cab, which has a modern and user-friendly interface to the operator. Reliability of components is also a major issue, as is the operator's safety and comfort.

At JCB, Mr Robinson adds, "With more focus placed on safety around the jobsite, as a manufacturer we have to ensure that the safety of the operator and surrounding workers is at the forefront of our development."

"As the new markets understand the capabilities of the machines the front end of the telehandler will become ever more important. Attachments will become increasingly important."

"We anticipate these markets growing increasingly towards the trends of developed markets; fuel efficiency, ease of operation and comfort."

AI

OPTIMISED AND COMPACT

Dieci's Agri Pivot T80 is the latest model in the Agri Pivot series. It is also designed for non-agricultural applications. The rubber-tyred Loader has a telescopic boom, and is equipped with a wide range of tools, yet is extremely simple to use, says Dieci. Designed to be compact and light compact, the machine is suited to restricted work areas.

The T80 has a 105 Kw FPT Stage4/Tier4 Final engine, with a diesel turbo Intercooler with an electronically controlled, common rail injection cooling system, so type approval can be achieved to tow trailers of up to 20 tonnes. The rear motor is installed longitudinally to enable improved access during maintenance and to provide excellent visibility to the side and rear.

The engine transmits power to the wheels thanks to a hydrostatic transmission consisting of a variable flow rate pump and a hydrostatic, automatic CVT (continuous variable transmission) motor to provide a road speed up to 36 Km/h, without having to change gear.

Exhaust treatment is via SCR (selective catalytic reduction). Tests have shown an additional 7% to 8% fuel saving, as the boom lowering speed does not depend on the engine revs, says the company.



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The Rental Show took place in New Orleans, USA, in February with a host of product launches from the access sector and a very positive vibe. AI reports



Bronto Skylift was at the Rental Show for the first time.

USA in bloom

Exhibition organiser the American Rental Association (ARA) says visitor numbers topped last year's 5600 at the Ernest M Morial Convention Centre during The Rental Show's run from 22 - 25 February.

There was certainly a positive vibe at the show, with many manufacturers reporting sales straight off the stand.

With a marching band as an introduction, Skyjack used The Rental Show to unveil its SJ86 T telescopic boom and a charitable campaign marking its 30th business anniversary.

"Our customers have asked us for a boom with higher capacity and greater reach. We listened and now we are really excited the machine is available on the market for them to

use," said Brad Boehler, president of Skyjack.

The new SJ86 T helps meet increasing customer demand in the rental industry with its higher capacity and greater reach. Two models are available in North America: a telescopic-only model with a platform height of 82 feet and a model with a jib, featuring a platform height of 86 feet.

■ The SJ82 T telescopic boom without jib features a working height of 88 ft and horizontal outreach of 72 ft, 6 inches.

■ The SJ86 T with jib features a working height of 92 feet and horizontal outreach of 76 feet, 10 inches. The jib has a range of motion from +65 degrees to -60 degree and features optimized designs that improve its strength.

30 FOR 30

As part of its 30th year in business, Skyjack launched 30 For 30 Partners, a charitable campaign in which the company searches for 30 worthwhile projects, spread across the world, that would benefit from the use of a Skyjack machine or, potentially, some other kind of support such as parts supplies or repairs. These machines, plus the assistance would be supplied through Skyjack customers, with Skyjack covering the costs of up to US\$2,500 per project.

"We are grateful that our customers, communities and the industry have supported us consistently, allowing us to get where we are

today—one of the world's leading suppliers of access equipment," Boehler said. "As such, we want to use the occasion to give something back. And the best way we can think to do this is via the company, the products and, most important, the customers that mean so much to us."

JLG Industries introduced three new boom lifts and its largest scissor lift at the show, along with a completely redesigned line of JLG brand telehandlers.

"The new JLG telehandlers are not just tweaked to be somewhat better, they've been redesigned and re-engineered from the ground up," said Alan Loux, JLG Industries' vice president of global marketing.

The telehandler launch includes five machines. The machines range in capacity from 6600 to 12000 pounds, and in height from 42 to 55 ft. Changes include a completely redesigned cab for improved operator comfort and control, a rear axle stabilisation system, and improved serviceability. An array of options is available for the new machines, including the reverse sensing system, a new integrated digital display with back-up camera and digital load charts, and a ride-control system to enhance operator confidence. The new JLG telehandlers all have Tier 4 Final Cummins QSF 3.8L diesel engines.

JLG also launched new and upgraded accessories for telehandlers, including a pipe grapple, a material handling arm and a trash hopper.

Using the 2015 Rental Show as its launch pad, Snorkel appointed its new CEO, Matthew Elvin, as well as debuting a new



Genie showed its new SX-150 boom for the first time during a customer event at the National World War II museum in New Orleans.

RENTAL SHOW REVIEW

electric scissor lift range, its first mid-size telescopic boom line, as well as its first-ever telehandler.

Matthew Elvin, who joined Snorkel in 2010 as its president of Australia and New Zealand, has taken over for Darren Kell, who stepped down as CEO.

Elvin was previously managing director of Dynapac, and executive general manager at Clark Equipment Australia.

He started his career within the equipment service sector, and has significant knowledge of the manufacturing process.

Elvin relocated from Sydney, Australia to Las Vegas to be based at Snorkel's new global headquarters, which is also home to Xtreme Manufacturing, the majority shareholder in Snorkel.

Elvin was on hand at The Rental Show to debut the company's new products, including the new line of electric slab scissors which are



Dinolift was present on ReachMaster's stand. The Finnish company has just signed up a sales partnership with ReachMaster.

AT THE SHOW

B onto Skylift exhibited at the Rental Show for the first time with its S 150 XDT truck mount. According to the company the model is suited to the rental market thanks to a lower weight, compact design, making it road legal in all states.

Custom Equipment displayed seven models from its Hy-B id line of low level scissor lifts. For example, the 550 pound capacity HB-830 features a longer platform to give maintenance crews and contractors more space for tools and supplies.

Haulotte Group had a large number of its products on show, with a significant focus on its new HA48TJ rough terrain articulating boom.

MEC was exhibiting its latest boom, the 60-J. The 6 ft working height machine has 600 pounds of lifting capacity and nearly 43 feet outreach.

ReachMaster was presenting a new partnership with Finland-based Dinolift, with the manufacturer's RXT series.



Skyjack's SJ86 T telescopic boom was launched at the show.

now available to order in North America. The family includes four models, ranging from the S3219E which delivers a 19 ft platform height from a 32-inch wide chassis, to the S4732E which delivers a 32 ft platform height from a 47 inch wide chassis.

The new scissor lifts have been designed with a focus on the rental industry and include a number of innovative features that help lower total ownership costs.

New line

Snorkel also showed its new line of mid-size telescopic boom lifts. The Snorkel 660SJ is a 66 ft rough terrain telescopic boom lift that includes a 6 ft, 6-inch jib.

Built to handle tough environments, the 660SJ boasts an all steel cowl and boom, fully proportional controls for all boom functions, as well as a brand new tri-entry platform design featuring saloon-style entry gates and the new 'Snorkel Guard' secondary guarding system fitted as standard.

The Rental Show also saw the debut of the first-ever Snorkel telehandler. The Snorkel SR5919 is the first model of the brand new line of rough terrain telescopic handlers, which demonstrates the company's expansion of its products beyond aerial work platforms.

Genie announced a new Super Boom at the

show. The 150 working height Genie SX-150 telescopic boom lift extends its Super Boom range following the launch of the 180 ft SX-180 in 2013.

The SX-150 was not at the show, but Genie explained it is suitable for applications in construction, maintenance, telecommunications, gas and oil refineries, chemical maintenance, and large utility applications.

The SX-150 boom reaches its full platform height of 151 ft in under three minutes.

The boom offers four programmable height settings of 150 ft, 135 ft, 120 ft and 100 ft for rental versatility, and a 10 ft horizontal and vertical rotating jib allows for quick local repositioning of the platform.

With a horizontal outreach of 80 ft, the model also offers 70 ft of outreach at 120 ft of platform height. The SX-150 provides unrestricted ROM with a lift capacity of 750 lbs for a maximum of two people.

A standard 7.5 kW on-board generator powers tools, including welders. Weighing 50700 pounds, with a tail swing of 3 ft 6 in and ground clearance of 15 in, the boom lift is transportable on a standard trailer; no over-size permits are required.

The boom uses an identical chassis design to the SX-180 and ZX-135.

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JLG displayed some of its latest products at the Mercedes-Benz Superdome in New Orleans.

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OSHA official and JLG president head IPAF Summit speakers

The illustrious panel of speakers for the 2015 IPAF Summit includes Jordan Barab, Deputy Assistant Secretary of Labor for Occupational Safety and Health and second in command at OSHA, and top management from leading access equipment companies JLG and Riwal.

The IPAF Summit will focus on how new technologies will change the face of the access industry in the next five to ten years and look at how existing technologies are still battling to open up new markets around the world. It will be held on the same day as the International Awards for Powered Access (IAPAs) on 26 March 2015 in Washington, DC, USA.

In the afternoon plenary session, keynote speaker Frank Nerenhausen, president of JLG, will explore emerging technologies and their potential application in the access industry under the title "Gimmicks or the Next Reality".

Taking up the battle against equipment bandits, Stefan Ponea, CEO of Industrial Access, Romania, will show how new technology is being used to combat old fashioned crime.

Norty Turner, CEO of Riwal, will report on rental operations in emerging powered access markets.

An update on the US Occupational Safety & Health Administration OSHA's battle to prevent falls from height will be



Jordan Barab

given by Jordan Barab, Deputy Assistant Secretary at the US Department of Labor.

Sharing her journey to uncover new powered access markets, Sibel Aygül, Marketing & Sales Manager, Up Makine, Turkey, will show how it pays to take powered access to remote areas.

Audrey Courant from Ducker Research presents IPAF's latest research into the size of the MEWP rental sector and presents IPAF's forecasts for the coming year. Joanne Ulnick, CEO of Ducker Worldwide, looks at the impact of market dynamics on rental companies.

The morning session will be devoted to a range of current topics in the powered access industry, ranging from the Smart PAL Card and the impact of new legislation and standards, to eLearning and how to prevent



Frank Nerenhausen

fatal injuries when working near power lines.

See the full programme and speaker information, and register at www.iapa-summit.info **AI**

SITE VISIT AT UNITED RENTALS IN WASHINGTON

Those attending the IPAF Summit and International Awards for Powered Access (IAPAs) will have the opportunity to visit a world-class, general rental depot the morning after the IAPAs gala dinner.

The visit will start at 9:30am on 27 March 2015, when the bus will leave the Crystal Gateway Marriott Hotel (the host hotel for the IPAF Summit and IAPAs) and head to the United Rentals depot. The bus will depart around 12:30pm and bring attendees back to the hotel.

The United Rentals depot is overseen by district manager Andy Kosko and operated by branch manager Carl Liebel, who will give attendees an insight into the workings of this busy Washington facility, which offers a wide range of rental products, from generators to AWP's and earth-moving equipment.

Those interested in attending this free site visit should register by 13 March 2015 at www.iapa-summit.info

PAL CARD HOLDERS ACROSS FIVE CONTINENTS WIN PRIZES

More than 460 PAL Card holders across five continents have won prizes in IPAF's "Verify and Win" free prize draw celebrating the one millionth PAL Card (Powered Access Licence) ever issued.

Winners from countries including Australia, Canada, Denmark, Germany, Ireland, Malaysia, the Netherlands, Turkey, UAE, UK and USA received prizes ranging from trips to the IPAF Summit and rental market reports, to T-shirts, hi viz jackets, caps, pens and clipboards. The draw was open to any of the more than half a million valid PAL Card holders who verified their PAL Card at www.ipaf.org/checkpal

A full list of all prize winners can be found at www.ipaf.org/checkpalandwin

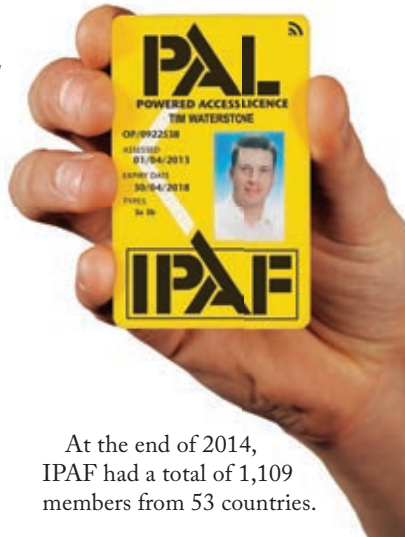
Steady growth

A record number of 137,429 people were trained by IPAF-approved training centres in 2014. This is an increase of 7.9% over the 127,365 people trained in 2013. Training available from

IPAF-approved centres includes operator courses for which a PAL Card (Powered Access Licence) is issued, and harness and management courses for which a certificate is issued.

IPAF issued a record 130,230 PAL Cards worldwide through its approved training centres in 2014, an increase of about 7% over the 121,744 PAL Cards issued in 2013.

There are now more than 640 IPAF-approved training centres around the world and more than half a million valid PAL Cards in circulation.



At the end of 2014, IPAF had a total of 1,109 members from 53 countries.

NEW MEMBERS

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

COMPANY ASSOCIATE

■ **Laddersfree Ltd, UK**

DEALER/DISTRIBUTOR

■ **Aerial Global Sdn Bhd, Malaysia**

DEALER/HIRER

■ **Indupro AG, Switzerland**

HIRER/RENTAL

■ **AGF Access, Canada**

■ **Honor US Equipment (UK) Ltd, Hong Kong**

■ **M Walsh Hire Ltd t/a MW Hire Group, Ireland**

■ **PJH Verhuur BV, Netherlands**

■ **Sky High Access Ltd, UK**

■ **Summit Platforms, UK**

HIRER/RENTAL/TRAINING

■ **Brand Energy & Infrastructure Services UK Ltd t/a SDGB, UK**

SERVICE

■ **Jiangsu Topower Wheel Co Ltd, China**

■ **ONA Paraguay SA, Paraguay**

TRAINING

■ **Global Skill Solutions Ltd, UK**

■ **PFI Training, UK**

■ **Universal Training Services (Midlands) Ltd, UK**

■ **Würth Innovation AG, Switzerland**

TRAINING CENTRES

■ **Adam Industries, Morocco**

■ **AGF Access, Canada**

■ **Haulotte Trading (Shanghai) Co Ltd, China**

■ **Johnson Arabia LLC, UAE**

■ **Neuwerth Logistics SA, Switzerland**

■ **Van Appeldoorn Technical Support BV, Netherlands**

CHANGE OF NAME

■ **Brand Energy & Infrastructure Services UK Ltd, UK**

TRAINING CENTRE (SATELLITE)

■ **Trainingplus.com Ltd, UK**

USER

■ **Hose Services, UK**

Italian country representative

IPAF has appointed Maurizio Quaranta as its country representative for Italy, following restructuring to better meet the needs and requirements of the Italian market.



Maurizio Quaranta

Maurizio Quaranta is a seasoned journalist specialising in equipment and machinery. For the past nine years, he wrote for the Italian magazines "Cave e Cantieri" and "Riciclando" published by Lapis Editrice and for "Quarry & Construction", "Presenza Tecnica in Edilizia" and "Recycling" published by Edizioni PEL. Previously he worked as a journalist for Tecniche Nuove, writing for the magazines

"Macchine Edili", "Imprese Edili" and "Noleggio". Quaranta is also a fully qualified lawyer who worked in a legal practice in his earlier career.

"We are very pleased to have Maurizio on board and his

journalistic experience and legal background will be an added asset for the IPAF Italia team," said IPAF CEO Tim Whiteman.

Quaranta is based in Milan and will work closely with Marta Lucani, IPAF Italia member support. The team reports to Romina Vanzi, who supervises and coordinates IPAF's operations in Italy, Spain, Portugal and Latin America. Contact IPAF Italia at italia@ipaf.org

Pre-order the IPAF Rental Market Reports at a 25% discount

At the time this magazine was printed, the IPAF US and European Powered Access Rental Market Reports 2015 were being finalised. Both reports include forecasts for growth and fleet composition in the coming years,

and an estimate of the size of the MEWP rental fleet worldwide, with a breakdown by region and by machine type. The US report also covers Canada.

Both reports include an update on the China market and

IPAF DIARY

IPAF will be at these events:

2015

25 March

IPAF North American Regional Council Meeting (members only)

USA

IPAF Manufacturers' Technical Committee Meeting (members only)

USA

Meeting of IPAF Country Council Chairs (members only)

USA

IPAF Council meeting (members only)

USA

IPAF Networking Event Washington, DC, USA

26 March

IPAF Annual General Meeting USA

IPAF Summit and International Awards for Powered Access (IPAs) Washington, DC, USA

26 – 27 March

DLR Congress Paris, France

27 March

IPAF MCWP Committee Meeting (members only) USA

13 – 17 April

Hannover Messe Hanover, Germany

20 – 25 April

Intermat Paris, France

21 April

IPAF Vehicle Mounted Manufacturers' Technical Committee Meeting (members only) at Intermat

22 April

IPAF International Training Advisory Group Meeting (members only) at Intermat

29 April

North East Regional Meeting UK

Scottish Instructor Workshop (for IPAF instructors) Motherwell, UK

information on the share of the MEWP rental market vs. the overall rental market.

The studies were conducted by Ducker Research using the same approach to build on the reports from previous years. Get the full figures and purchase these publications at www.ipaf.org/reports



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Harry Lorentsen,
Omme Lift
president

Power pioneers

One of the pioneers of hybrid drive trains on aerial lifts is entering its third decade of production.

Euan Youdale spoke with Omme Lift's managing director Harry Lorentsen about those early days and the future of the manufacturer's machines.

In 1906, Frederik W Lorentsen started a forge in Sønder-Omme, Denmark, setting in motion decades of manufacturing that would lead to the production of arguably the first true hybrid aerial work platform.

Initially the forge produced agricultural trailers and grew over the years to become a focal point of the town. Still very much a family business, Kristian and Frode Lorentsen, sons of Frederik Lorentsen took over the business in 1947 and developed the company from a forge to an agricultural manufacturing company. By 1964 the factory had reached 1200 m² in size.

In 1974 Omme became the first company in Europe to manufacture self propelled irrigators, produced in their thousands until 2000. The production was then sold off to local company Agrometer.

Omme Lift designed and sold its first access platform in 1980, with a working height of 9 m, to a local electrician.

Torben and Harry Lorentsen then took over the reins of the company in 1983 and produced its first hybrid in 1994 - the Ommelift 2500EBD trailer-mounted boom with combined diesel and battery power.

Its first customer was Gerhard Piesker, owner of AVL Arbeitsbühnenvermietung in Ludwigsfelde, Brandenburg, Germany. AVL is part of System Lift, the national association of independent access rental companies.

"In certain applications, such as tree work, the battery did not have enough capacity to work for a whole day during periods of low temperature. Omme Lift solved this problem in 1994 by combining battery and engine power, today known as hybrid technology," says Harry Lorentsen, Omme Lift managing director.

In Omme Lift's hybrid drive train, the diesel engine acts like a generator, automatically recharging the battery pack. Using battery power rather than plugging into a mains supply eliminates the well-known 'voltage drop' issue. When operating on single phase AC even relatively short extension cords can create a reduction in voltage, which means the machine does not receive sufficient power to operate effectively. Battery power therefore provides better lift operation and without an inconvenient, potentially hazardous cable connection to the mains.

However, intelligent charging enables the operator to plug into the mains and recharge the batteries while using the machine. It trickle charges when dormant, switching to full charge when the lift is in use.

The latest hybrid machine is the Ommelift

Omme Lift's first hybrid crawler, the Omme 2200





A hybrid Omme carries out indoor maintenance

4200 RBDJ crawler-mounted boom. Providing 42m working height it is the company's largest lift to date. It joins a growing range that now includes 12 trailer lifts and 10 crawler-mounted booms.

Something special

On the subject of trailer mounted lifts, Harry Lorentsen looks back to those earlier days, "You had a situation where you had soft ground and people wanted to go higher.

"We went up to 20 m working height, then the next step was 25 m. But the higher you needed to go the heavier the lift would be. In 1994 to 1995 we decided to come up with something special."

The company set to work with its German dealer. "We needed to think about the best way forward. There was one thing that could be a problem, that is, 'how fast will the battery lose power?'; we needed something with long use.

Mr Lorentsen adds, "Normally, if you were working with a platform you had enough power to use it but you wouldn't be able to drive it around.

"In the early days of trailers you would just tow it with your car and then use the units, but then we wanted to produce more self propelled units and therefore needed continuous high power.

"That's the reason we started the hybrid system. From the very beginning we wanted to make it a true hybrid, so that each machine has a system with a battery and a totally different one with a fuel engine - if one goes down you can use the other."

Mr Lorentsen is confident that his was the first true hybrid system, with its forerunners missing a crucial link.

"By that time someone had come up with

the solution of driving with 230 volts, a plug in, using the same motor that was being used for the generator."

This option has complications. "If you have a generator that is driven by the fuel engine, you are using the same motor and the same pump, so that was not really a hybrid system, because if the motor went down you could neither work with 230 volts or from the generator, so it was half a hybrid."

Offering a reliable product at all times is vital for the customer. "Our biggest customer is the rental company - they always want to rent out a product and not hear about it until they get it back from their customer. Having to drive out to a customer and explain why a machine is not working is never a good thing.

"Through the years batteries improved and double battery packs became a thing of the past. Some people could manage with just batteries on the machine, others that had to work much harder wanted both."

Mr Lorentsen believes that around 25% of trailers during these formative years were hybrids, with the same figure remaining true today. The difference is that we are making more machines."

The percentage is very different when it comes to the crawler market. The company entered into that market in 2003. "With these machines of course it is a very natural thing to use the hybrid system.

Certainly the batteries required to power these machines have improved over the years. "The strength of batteries compared to a 230 volt motor is very strong, you have a very high start-up force, you almost have the same power as a diesel engine."

At that time the 22 m spider was the biggest in the Omme range, "The first one we made

could climb 40% - just think how much power you need in the that situation even at a sensible speed."

Unlike the trailer mount, hybrids account for some 90% of all crawler sales, "This has been the situation since the beginning and that will never change."

In the early days it was a question of which fuel to use. "To start with we were using gasoline and then we moved to the diesel engine. We had to learn what was best for the market, the diesel engines were not so noisy and normally a diesel engine can last for many more years than the gasoline choice."

Looking ahead

So, what about the future of batteries? Lithium has often been touted as the next big thing. Mr Lorentsen agrees to a certain extent. "There are many good things about the lithium battery, the problem is the price. I think, one day we are all are going to use them. Today we have costumers that like to have a very good quality product but there many customers that are thinking about price. If you are only thinking about the price then you will not buy lithium."

Turning to new products; there is a yet to be disclosed machine in the pipeline - due to be launched in September - and a set of upgrades, with the latter being one of the most important elements in the manufacturer's plans. For this reason Omme is actively seeking more technical staff to join the company.

"Of course we are trying to get more out of the hybrid. We have to combine the engine with the technology of the crawlers so that we can optimise the machine.

To achieve this, "Older machines have to be upgraded - we are trying to combine the good stuff from the old times with the good stuff from the new times," says Mr Lorentsen.

"For example, people want to drive faster and faster - these days it cannot go fast enough. And we have to think about the comfort, the flow through the hydraulic system, how to build up the electrical system. We have to think about everything.

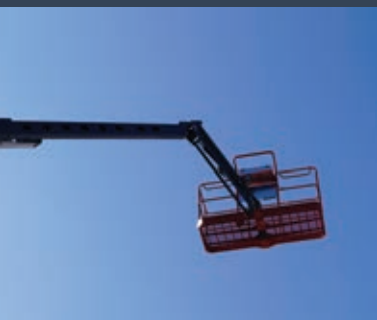
Will these new technologies and ideas lead to an increase in working height? "No doubt that will come but when I don't know. We have to listen very carefully to the market, especially to our good customers and have an eye to our colleagues - then make the right changes to the machines we have today and put some new ones in the range," concludes Mr Lorentsen. **AI**



Omme Lift battery pack



LIFTING PERFORMANCE THROUGH ENGINEERING DESIGN & PRODUCT DEVELOPMENT



Upward trend

Manufacturers based inside and outside China are hoping the mast climbing sector will take off in the country and eventually match sales of construction hoists. Euan Youdale reports.

There are hundreds of material and personnel construction hoist manufacturers in China. The product type is well established in the country as a standard accompaniment to scaffolding, which is in heavy contrast to the aerial work platform sector that is still in its infancy in the country. (See more about the AWP sector in the China feature, *AI* January/February 2015.)

While hoists are established, mast climbing platforms are little recognised in China and considered to be a step behind AWP. And, like AWP, manufacturers hope standards will be introduced, leading to the adoption of mast climbers over the use of scaffolding.

The biggest domestic manufacturer of hoists is GJJ, which has four production sites, headquartered in Guanshou.

GJJ also claims to have 'nearly all' the hoist market in China for high rise buildings above 200 m. Speaking to *AI* at Bauma China, which took place in November last year, Wang Hua Long, president and chairman of GJJ Group, says this height class has almost doubled in recent years.

The company has also seen exports increase substantially with 150 tower cranes sent out of China this year, with a value of US\$15 million. As far as hoists are concerned, some 270-300 units hit the

Wang Hua Long president and chairman of GJJ group.



TW produces a range of hoists for work on bridge construction and high rise buildings.

export market last year, amounting to more than a 30% rise. The Middle East, Taiwan and South East Asia are the main markets. "We used to export to North America but due to the financial crises we stopped. Now we are considering going there again," explains Mr Wang.

Turning to mast climbers, GJJ will build an RMB 1 billion (US\$162.6 million) factory in China to produce this product type; a bold move perhaps, considering the market for them is so small.

However, Mr Wang says mast climbers will become very popular in the future, and it certainly helps that the factory will be built in co-operation with the Chinese government. It will have a 5000 unit a year capacity.

Mr Wang is confident the use of mast climbers will greatly speed up construction, as well as making it safer and more environmentally-friendly than using scaffolding. He forecasts the mast climbing market in China could reach 200,000 units.

"A building that takes three years to build would take half that with mast climbers. In the future there will be a huge market for

these types of product; it is environmentally friendly and safer. In the future the government will bring in new laws to reduce scaffolding due to the number of accidents; although this will happen bit-by-bit.

Indeed, according to Mr Wang, the government is happy to encourage greater use of mast climbers. "As current engineers retire, so there is a new era of engineer that wants to improve efficiency and safety," he adds.

While the construction equipment sector in North America has seen a sharp rise in sales over the last 24 months, China has experienced a reverse in fortunes during the same period.

GJJ is bucking this trend with average revenue growth of up to 20%, thanks to a strong brand and the increase of high-rise buildings in the country.

"The government will also invest a lot in social housing. Over the last three years, China has controlled private housing by increasing the interest rate, however, it will now put an end to

EUROPE INTEREST

Andashun was established in 2008 and produces around 400 hoist units for the Chinese market each year. Exhibiting at Bauma China was its first step towards the export market. Zhang Yu, general manager, says it is interested in Europe, although the initial target is Asia. New at the show was the Jinglong SC series of hoists which have been designed around customer requirements. Its rated load is 2000 kg.





A major Chinese hoist manufacturer in China is Gaoli, its machines were on show at Bauma China.

of Tianjin and Beijing, both based in the North East of the country. "As Mr Wang explains the difficulties in this height area lie with power transfer over great distances and safety issues, "But we have experience in this," he adds.

There is also the challenge of high winds, particularly in some cities like Guangdong and Hainan. "Both experience a lot of wind which causes hoists to fall down. So we have increased the technology in the cable and improved the material."

Changing focus

The popularity of hoists in China is seconded by Alimak Hek. "China is hoist-driven and the working methods are developed for hoists. The mentality is scaffolding with a hoist and tower crane," says a company spokesman.

The company is also working with the government to produce regulations for mast climbers in China that mirror those laid out in the European EN1495 standard. "A new standard or regulation is recognition that a product exists; when you have a regulation you can start to sell on it.

"Safety is an important factor, we know that, and it can offer a different solution to the current situation. But people have to see it is a benefit first."

Looking to the Asia region beyond China, the Middle East is more developed and a step further than China, while India is slightly more developed than China, says Alimak Hek.

All Alimak's products are designed for the international market with no specific local feature changes. However, the SE4530 and SE6532 hoists, launched in March last year and on show at Bauma China, fit the emerging markets well, says the manufacturer, because they have trimmed down car specification, rather than having many customisable options.

The dimensions of the car are fixed at 1.4 m x 3 m and 1.5 m x 3.2 m, respectively and again have more standard features Mast dimensions are also fixed at 450 x 450 cm and 650 x 560 cm, respectively. Having a standard product such as these also reduces lead times.

The models' gear boxes have been designed to be efficient with what the manufacturer describes as 95% efficiency in the gear boxes. Since their launch they have been available in all emerging markets including India, Middle East, with 500 units having been sold so far. **AI**

YUWA ON THE RISE

Established some 20 years ago, Yuwa produces about 1000 units a year, it says, and describes itself as a medium-sized company. The SC100GD personnel hoist is a new product from the China-based manufacturer designed for bridge construction.



this policy, so we will do more high rise."

Moving up the high rise scale Mr Wang says his company is set to dominate the above 400 m area too. "This height will become more common because each province is in competition with each other."

Investment will lead to more than 300 high rise buildings of 400 m and above in the cities

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JLG launched two versions of its RS scissors for the Asian market.

In the second part of our focus on China, the world's biggest AWP manufacturers share their experiences in the country.

Long view



Following the first part of our China feature in the January/February issue of the magazine, in which *AI* covered the products and views of manufacturers based in the country, this second instalment provides insights from some of the biggest producers based outside China. The interviews were carried out at Bauma China, which took place in Shanghai, last November.

Some of the most positive sounds about China can be heard from the two biggest manufacturers, Genie and JLG, both of which have production plants in the country.

Alan Loux, vice president of global marketing at JLG, is one of them. He explains, strategically the company wanted a production facility that could feed and react to the market quickly. "That's important in a market like this

because new customers might come in overnight and want products available," says Mr Loux.

He points out that every market is different, therefore different products might be required in those markets. "We should look at each market and see what it needs, some products will be similar and some very different."

For example the manufacturer's R6 and R10 RS scissors, with working heights of 19 ft and 32 ft, respectively, now have the addition of active pothole protection for the Asian market. Previously RS scissors only offered passive pothole protection.

They will be produced at JLG's facility where, in the future, Mr Loux says, there will be an increasing number of region-specific products. JLG products in China cover the entire range,

however, and now includes the country's first 185 ft platform height 1850SJ boom, officially handed over to rental company Shanghai Horizon at JLG's booth during Bauma China.

"If you compare and contrast from a couple of years ago it's really grown. You can feel the exponential growth starting. The construction business in China is down, we are not. We are underdeveloped," says Mr Loux.

Solid growth

At the very least access equipment is looking at solid double digit growth year-on-year in the country, he says. "It's really exciting. We should be able to see strong growth over the next decade, as we are at a really early stage of adoption."

His enthusiasm is based on the understanding the sector is starting from a relatively low base. "It's not going to be the next Northern Europe tomorrow but there's the opportunity for it to be a major market over time."

An example of where that growth could be starting is in Anshan, a city in North East China, where a factory is being built by Anshan Construction without scaffolding for the first time, instead using AWP.

In addition, the government is acknowledging the requirements of safety standards through a

couple of governmental bodies; the State Administration of Work Safety (SAWS) and the Department of Construction and Safety Supervision. JLG is actively working with the group to deliver regulations.

In December a new law was introduced that fines worksites on which an employee is killed while carrying out their work. Before the law, the cost of a work-related death was around US\$8000, that has now increased to between \$80000 and \$3.2 million.

"If you look at models of how other countries develop, it's a cross between safety and productivity – that's happening now," adds Mr Loux.

The forecast growth in China's construction sector must be matched by an increased focus on improving health and safety standards within the industry.

That was the view of Terex China president Ken Lousberg, speaking at November's International Rental Conference (IRC) Asia.

He says Terex is among those that has been in discussion with the Chinese government on delivering advances in industry best practice.

While progress has been made in recent years, there is still considerable work to be done to deliver greater legislation to achieve safer construction sites



A demonstration of Genie's 180 ft platform height SX-180 boom at Bauma China.

amid a series of “mega projects” taking shape in the region.

With key schemes including Shanghai’s planned Disneyworld, and Samsung’s Xi’an facility requiring hundreds of aerial platforms, he feels such ventures could prove a valuable benchmark for delivering safe and efficient construction projects.

Mr Lousberg says “As the largest company operating here, I think we in fact have a moral obligation to lead on health and safety and to help the government understand what other countries have gone through to improve their work at height safety rules.”

Major investment

He explains there are three factors that will influence the region’s ability to deliver high levels of growth within construction.

This includes the promotion of

JLG introduced its 185 ft 1850SJ boom in the Asian continent for the first time at Bauma China.

a workplace safety culture with regulations that are enforced to improve operating environments.

Secondly, he says construction job efficiency and productivity would be enhanced through companies adequately investing in equipment such as aerial platforms over basic scaffolding, which would also have a positive effect on standards within the rental sector.

The final element, he says, is ensuring availability of products, which remained a crucial factor within the industry.

Consequently, he adds that pursuing this policy led to Terex’s decision to invest between US\$100 million (€80 million) and US\$200 million (€161 million) in new production



Haulotte booms rise into the sky at Bauma China.

facilities in China.

Continued growth for the region’s markets should bring about the hoped-for standards of workplace safety and financial transparency will be improved, he concludes, “It’s not enough to just sell or rent equipment, we have to make a difference. The advantage we all have is that we are right at the beginning, which is very exciting and we truly think the future is bright.”

Skyjack is a little more tentative when it comes to views about the China market. Brad Boehler, president of the company, cites the difficult rental model and ‘difficult payments’ as two reasons why the journey in the country is slow. “All this needs to come together for it to work. And when to government decides it wants something to happen then it does.”

The point is, says Mr Boehler, that if demand suddenly rises and machines are required then

Skyjack will bring them in.

The plan is to place equipment in the market and be seen as a viable alternative. It is less certain whether Skyjack will introduce a plant there in the future. The fact is, says Mr Boehler, the higher the labour rate goes up the less attractive it becomes to manufacturer in the country. “There are lots of manufacturers relocating back to the USA or other parts of the world because of the labour rate.

“Perhaps we will manufacture in Australia or somewhere like that and bring the products in.” But he adds that if the China market does pick up it is likely Skyjack will start manufacturing somewhere in the region.

Uncertain future

One thing is certain, Skyjack will not adapt its products for specific regions or countries beyond the requirements for new regulations and standards.

“Our products fit the bill worldwide. We are not in the habit of changing things that work for people as they are. We prefer to be consistent than have continual change.”

One of the advantages Skyjack wishes to promote to the Chinese market is commonality of parts. For example 88% of Skyjack scissors are made up of common parts.

“Double digit growth, single digit growth, exponential growth, no one really knows. We need all the factors to come together – it’s inconceivable to think there’s not



going to be growth but no one knows what that is.

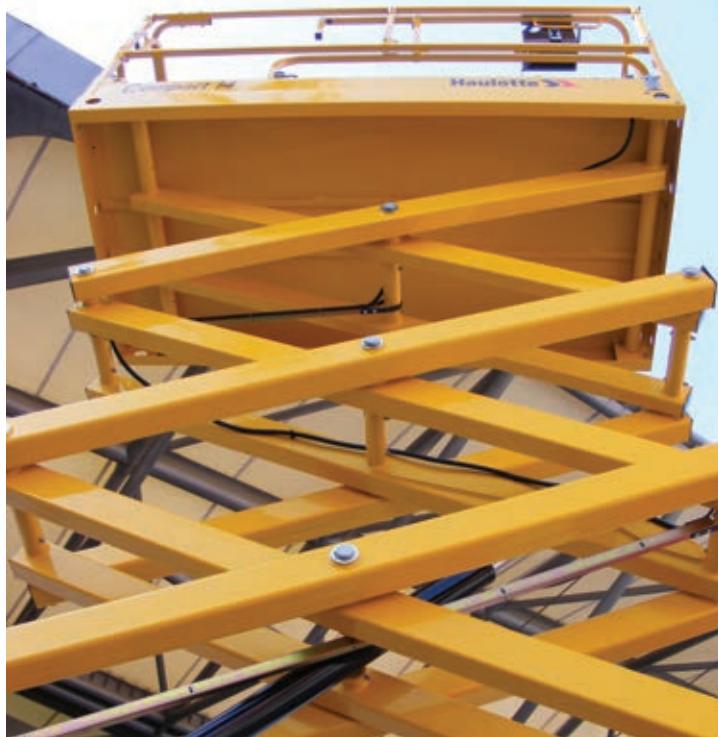
"The future is good, but we are still waiting for the big rise and realisation, and we have to keep a close eye on the environment; the government can change things as it wishes."

Alexandre Saubot, president of Haulotte Group, says the market in the Asia Pacific is looking good with a real interest in its products. "This is the first time in years. Rental companies are more interested in our products."

Haulotte also feels the market in China is moving in the right direction. "We see that in the last few years there have been a lot of newcomers."

This has led to 30% growth

Haulotte's Compact 15 scissor.



over the last year in the country, a similar figure to last year.

As already made clear, the market is immature, as is much of the surrounding region. For example, the company believes there will be significant growth in Indonesia and the Philippines, for example, in the coming years.

Haulotte Group's subsidiary in Shanghai has become the first IPAF training centre established in China.

The partnership was announced during the Bauma China exhibition and saw two engineers from the Haulotte Shanghai sales and service subsidiary receive their IPAF trainer certificates.

Tim Whiteman, IPAF CEO, says it is a key step towards greater safety standards in China and would help with "the promotion of a workplace safety culture with regulations that will improve operating environments."

Mr Saubot adds that he is proud of the partnership. "For many years Haulotte Group and IPAF have worked closely to promote safety all around the world.

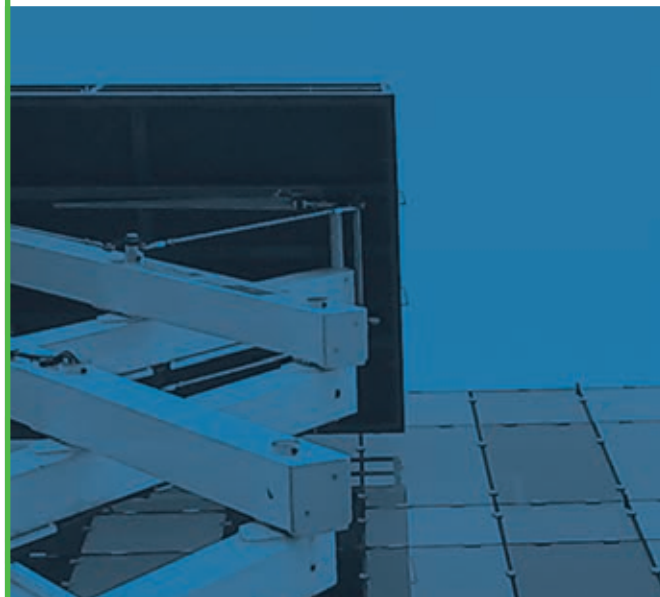
This new step in China will increase the awareness of all the actors of our industry, and will allow us to perfectly meet our customer's requirements."

See more information about the aerial work platform sector in China in the January/February issue, in which manufacturers based in the country share their views on the sector.

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SYDNEY SKYLINE

The 228 m-high 60-storey MLC Centre is one of the tallest skyscrapers in Sydney's business district on Martin Place.

The centre includes the Sydney Consulate of the USA, the Theatre Royal and a large retail centre.

The building's owners undertook remedial works to the façade of the MLC Centre as part of an ongoing maintenance programme to preserve the building in its original form.

XL designed a state-of-the-art system to enable heavy duty work to be carried out on the façade while keeping the centre open for business.

The remedial work is implemented in two phases, each phase to work on half of the tower. XL's installation was used first on the northern side, and then as the tower is symmetrical, it is relocated to the southern side. The works are scheduled for completion in mid-2015.

XL's installation consists of nine masts and four enclosed work platforms coupled with two high-speed construction elevators. The complete system is suspended above level 8.

Each platform has a payload of 4000 kg and measures 3.8 m high and 80 m long. The elevators transport personnel and materials at 36 m/min to platforms at whatever storey they are stationed at.

The platforms features include:

- Acoustically-rated enclosures for the platforms were custom-made to minimise noise levels during facade maintenance.
- Given that the external load-bearing columns in the eight corners of the tower taper towards the top, XL's designed a telescopic extension system to ensure accurate positioning of the platform.
- An electronic and mechanical synchronisation system controls the inclination of the platforms.
- An anti-collision system for the platforms was developed to meet the particular safety requirements of this project and cameras were installed to monitor work areas.
- In the case of strong wind the platforms are anchored to the structure.

The whole project including design, build, commissioning and installation was conducted in only eight months.



AL's regular selection of site reports and product news.

Tailored Time

Energy company Citelum has taken delivery of a unique Versalift vehicle mount from Time Danmark to help replace and service thousands of street lights in Copenhagen.

The more environmentally friendly LED fixtures are expected to cut energy expenditure by more than half, greatly reducing the operating costs for the municipality.

The Versalift VT-66-LFE, mounted on a 15.5 tonne MAN truck, is from the Versalift HD (heavy duty) range which features strong booms fabricated from high strength steel.

It is tailored to the requests of Citelum, including an elevator capable of raising the turret of the AWP up to 3 m bringing the total working height up from 22 to 25 m. A significant feature of the elevator is its ability to reach 6 m up and over traffic or obstacles, inaccessible to traditional AWP's as their



straight boom movements would ultimately obstruct traffic, said the company.

The elevator has been produced by parent company Time Manufacturing since 2008, but the Citelum project marks the first time it has crossed the Atlantic into the European market.

It is a hybrid suitable for the strict environmental requirements imposed on vehicles working in the inner city.

Cracking ahead

Global energy company Total, is to shut down its Carling steam cracker in the Lorraine region of eastern France.

XL was chosen by the demolition contractor to design and install a mast-climbing circular platform around a chimney due for demolition. The chimney, made of concrete, is 100 m tall and 7 m in diameter. Part of the chemical processing plant continues to function during the current demolition work.

The platform is mounted on four masts and is coupled with a high-speed construction elevator to provide transportation of personnel and equipment between ground level and the work area on the platform. The platform stays in the work zone for the duration of each step of the process.

The platform measures 3 m in depth. Payload capacity is 6000 kg. This enables the carriage of two mini excavators. Demolition rubble is evacuated down the inside of the chimney to be recuperated at the bottom.

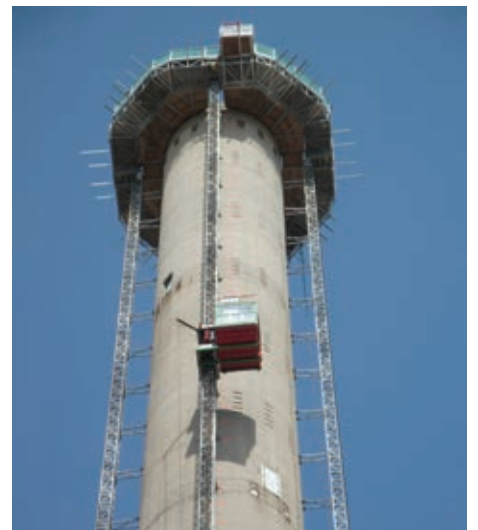
The multi-mast structure ensures stability during demolition work and enables a higher payload capacity.

Consequently, heavier demolition machines

can be used, producing faster work.

XL's patented electronic and mechanical synchronization system controls the inclination of the platforms for steady climbing along the masts.

While its telescopic extension system ensures accurate positioning of the platform however complex the site.





EGYPTIAN SALES

Palazzani has supplied two Ragno TSJ 30.1/R Hybrids to Cairo International Airport and the headquarters of consultancy group DAR Handasah, both in Egypt.

The expansion of Cairo International Airport, one of the most congested airports in Africa, has been ongoing for several years, said Palazzani. Recently, Terminal 3, for international flights, was completed and the construction of Terminal 4 has been approved.

The plan is for the airport to compete with other international airports, particularly in the Middle East. The TSJ 30.1/R will be used for maintenance inside and outside the terminals, hence the requirement for a hybrid.

The second TSJ 30.1/R, also sold through Palazzani's Egyptian dealer, was delivered to a contractor that maintains buildings for DAR Handash, in this case its headquarters.

There are eight models in the Falcon Spider lift series with working heights up to 52 m.



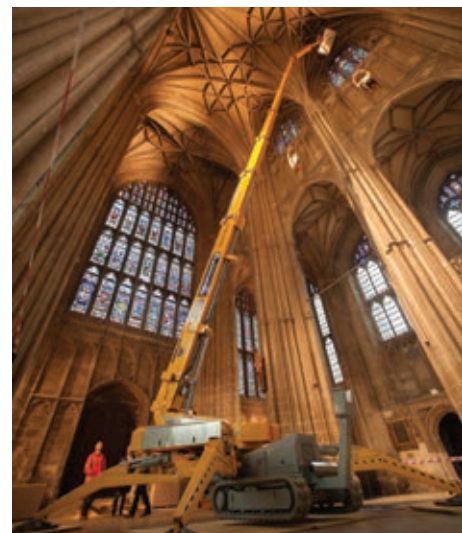
Upper limits

A tracked boom lift gave conservationists a rare opportunity to inspect stonework and stained glass at Canterbury Cathedral in the UK.

The cathedral required an inspection survey in preparation for the proposed conservation to the Nave roof and West Towers, together with stonemasonry to the upper Nave buttresses and conservation of the Nave's stained glass windows. This conservation project is funded by a major grant from the Heritage Lottery Fund (HLF), plus significant support from private individuals,

charitable trusts and foundations. Part of The Canterbury Journey project, it aims to radically transform the accessibility and sustainability of the cathedral, which is part of a UNESCO World Heritage Site.

Using an Ommelift 4200 RBDJ crawler-mounted boom lift, the cathedral's expert accessed the seldom-seen high level interior vaulting of the Nave, which is 25 m high; then used the same machine outside to inspect the stonework on the West Towers, 42 m above ground. The non-marking tracks distributed its 6805 kg weight over a large area.



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