

access

INTERNATIONAL

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March-April 2024

SHOW
GUIDE

2024
INTER
MAT.

IAPA WINNERS



INTERVIEWS

Joshua Gross

Genie

Tim Morris

JLG



MEWPS in aviation

OFFICIAL MAGAZINE
OF IPAF



MIDDLE EAST

Rental leaders' views

BOOM LIFTS

New brands/products

HYDROGEN

Will it or won't it?

A09JE / A13JE

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m&t exp
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D160
23-26 APRIL 2024

2024
**INTER
MAT.**

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Best practice in the spotlight

The 2024 edition of the IAPAs, held in Copenhagen in mid-March, proved to be another spectacular event where the industry truly came together in celebration of best practice and innovation in our sector.

It was always popular and now the restrictions of Covid are behind us it has taken another leap to become a must attend event for the global industry.

This year's IAPAs, organised by *Access International* and IPAF, was a glowing example how the access industry is fast expanding, yet remains a relatively close-knit community – ready for an opportunity to network.

The IAPAs was complemented by the IPAF Summit, on the same day, focusing on one of the industry's most urgent challenges in retaining and attracting a young workforce. It also delved into other topical matters such as artificial intelligence and safety. On the labour front, the message is clear, we have to shake off ingrained views of the workplace and realise what it is that the younger generations seek in an employer. (See a round-up of the Summit at accessbriefing.com).

Apart from a flexible working environment, young job applicants want to know they will be working for an 'ethical' company that understands the modern landscape when it comes everything from sustainability to inclusivity.

The IAPAs, as a major industry event, has been accompanied by some big news of late. We heard in the days before the event that European rental giant Boels is set to acquire Riwal, one of the world's largest access specialists, demonstrating the continual road to generalist rental that mature markets take.

This issue of *AI* covers all the bases from mature markets to emerging regions, and new equipment to developments in hydrogen power and software. We hope you enjoy the read.

Euan Youdale
Editor

“ This issue of *AI* covers all the bases from mature markets to emerging regions, and new equipment to the latest in hydrogen power and software. ”



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NEWSLETTERS



EVENTS



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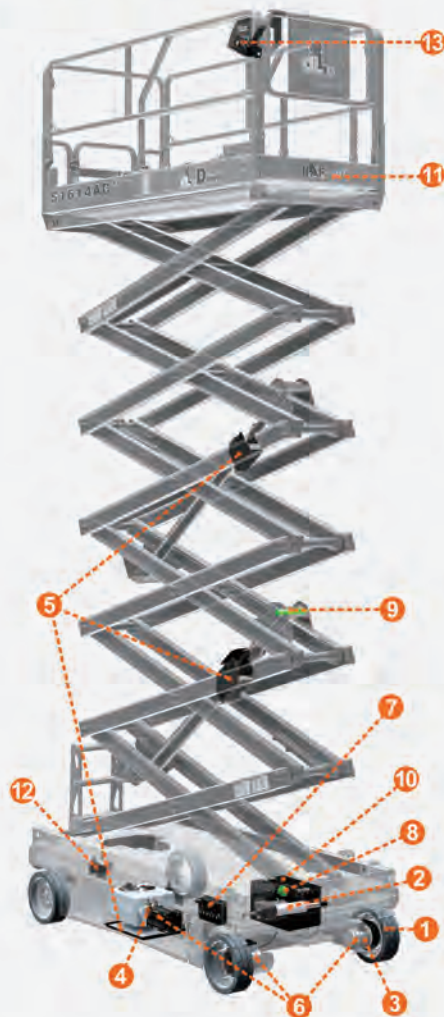
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The paper in this magazine originates from timber that is sourced from sustainable forests, managed to strict environmental, social, and economic standards. The manufacturing mill has both FSC & PEFC certification, and also ISO9001 and ISO14001 accreditation.

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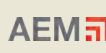
From automatic fleet status updates to equipment inspection apps, *Jenny Lescobier* and *Euan Youdale* cover the latest developments in software and technology.



ON THE COVER

MEWPs are more efficient around aircraft than previous solutions, but effective training remains paramount to prevent aircraft strikes.

MEMBER OF



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IAPA WINNERS
CELEBRATE IN
COPENHAGEN



The winners of the International Awards for Powered Access 2024 (IAPAs) were revealed during a ceremony in Copenhagen, Denmark on 14 March.

The awards took place on the same day as the IPAF Summit, which focused on attracting a new generation to the industry, and showcased the industry's commitment to safety, sustainability and innovation.

See all the winners with pictures on page 20 in this issue of AI.

Manitou launches into scissors

Manitou Group has announced the launch of a new range of scissor lifts.

It is the first time the France-based manufacturer has produced scissor lifts in-house and follows the acquisition of ATN Platforms, which produced scissor lifts, in August 2022.

Manitou said its objective was to offer innovative models in the largest segment of the MEWP market and provide a complete range of self propelled equipment.

The two new models, the

SE 0808 and SE 1008, with working heights of 8m and 10m, respectively, will be followed by a 12m model, the SE 1212.

They will be delivered throughout Europe from April onwards via Manitou's 350-strong dealer network, with distribution extending beyond Europe in 2025.

Designed by Manitou Group's R&D department, all three slab scissor models feature two AC motors and a lightweight design to make them maintenance-free.

They are designed both indoors and outdoors and are suitable for a wide range of

applications including industrial maintenance and finishing work - electrical, plumbing and installation of fire protection systems.

Samuel Viaud, Product Manager for Manitou Group's scissor lift range, said, "We have big ambitions in the scissor market."

"As a reminder, industrial scissor models account for nearly 60% of the global aerial work platform market."

The models offer an intuitive control panel, full-height gate and two handles and the sliding floor gives 90cm more space. **AI**

IN BRIEF

■ **CPL** has expanded its product range as the exclusive distributor of Palazzani in the UK. The alliance means CPL, which is traditionally a producer of vehicle mounts, and now a subsidiary of the Klubb Group, has one of the largest ranges of access equipment in the UK. Palazzani said, "The UK market is strategic and crucial for us. For some time, we have been looking for an efficient and reliable dealer to enhance our presence in this territory."

■ **Herc Rentals** has acquired New York-based MAC Equipment. Founded in 2001, MAC specialises in boom lifts, scissor lifts, forklifts and telehandlers and offers a range of safety equipment, generators and welding equipment. The fleet comprises of more than 70 models from the likes of Genie, Snorkel, UpRight, JLG, LGMG, Skyjack, MEC, Toyota, Doosan and Xtreme.

CMC completes US dealer buyout

Italy-based spider lift manufacturer CMC has finalised the acquisition of 100% of All Access Equipment (AAE), its US dealer.

The move follows the majority acquisition of CMC by private equity fund Metrika, which took a 70% stake in the company in October 2023. The plan behind the deal was to further consolidate CMC's presence in the US market, with the aim of achieving an overall sales target of €100 million by 2024, with more



CMC on display at the 2014 ARA Show.

than 90% of the business achieved overseas.

All Access Equipment, headquartered in Boston, Massachusetts, was founded in 2011 by the Polonski family and is a leading provider of sales, distribution, and services for aerial platforms and related equipment throughout North America. In 2023, it reported revenues of approximately \$80 million, employing more than 60 people. (See page 26 for more ARA Show news in the review, in this issue). **AI**

THAI DISTRIBUTION FOR HAULOTTE

Haulotte has partnered with Rent Trade and Service (RTS), which has become the manufacturer's official distributor in Thailand.

The new 'alliance', as Haulotte describes the deal, is key to its equipment and service provision in the fast-growing access market in the Southeast Asia region.

Mr Tamura, President of RTS, said, "Thailand's marketplace for AWP rental is competitive, and expected to continuously intensify."



DIARY

2024

INTERMAT

24-27 April 2024

Paris, France

www.intermatconstruction.com

EUROPEAN RENTAL AWARDS (ERA)

15 May 2024

Lisbon, Portugal

www.khl-group.com/events/rentalawards

IN BRIEF

■ **Oshkosh**, the parent company of aerial platform manufacturer JLG, has invested in Eaton Technologies, a developer of artificial intelligence-powered battery management software (BMS). According to Oshkosh, the acquisition will support its vision to leverage advanced analytics and predictive modelling for lithium-ion batteries to manage its range of electric vehicles.

■ **Boels Rental** has borrowed €100 million from the European Investment Bank (EIB) to support its decarbonisation strategy, with funds to be used to buy electric equipment. The new machines will be located at Boels' branches in the Netherlands, Germany, Sweden, Belgium and Luxembourg. Boels said it would help reduce "downstream" emissions produced by customers.

Coates acquires Sydney aerial platform specialist

Coates in Australia has acquired GTH Equipment, a Sydney-based renter of telehandlers and access equipment. The purchase price has not been disclosed.

Based in Smithfield, New South Wales, GTH Equipment has been active since 1997, initially as a regional dealer for Genie telehandlers but since 2016 also selling and renting aerial platforms.

The deal will add 650 machines to Coates' fleet

and give it modern depot in Smithfield well positioned to serve greater Sydney.

Jeff Proctor, chief financial officer at Coate, said, "This deal is a credit to the hardworking and dedicated team of GTH Equipment employees who, alongside owner Chris Crane, have built a successful business comprising a loyal customer base and high-quality fleet of telehandlers, boom lifts, scissor lifts, vertical man lifts, and forklifts."

"Growth is central to the Coates Team25 strategy and transactions such as this demonstrate our commitment to building on our national network of assets," said Proctor.

AI

AI NEWSLETTER



AI's weekly digital newsletter provides a summary of all the latest access news. If you are not already receiving these regular updates, please register by visiting: www.khl.com/register Access International newsletter will then be sent directly to your inbox. Don't miss out on this definitive weekly news blast from KHL Group.

Axolift signs Polish distributor

Low-level access specialist Axolift has signed up a new distributor for Poland.

Multi AWP will distribute the full range of Axolift low level access products in the country, with the agreement representing an important milestone for the distributor's growth plans, said the company.

With the Polish market starting to embrace products to create a safer working environment, the company added that the time was right to introduce Axolift to it.

Massimo Grossele, CEO and founder of Gromet/Axolift

group, said, "Expanding our growing dealer network to Poland is another important step for Axolift in our ambitious growth targets for 2024."

"Multi AWP has developed itself into a leading supplier for access equipment on the Polish market and with a national network of service partners they are able to deliver high quality and rapid service all over the market. I am looking forward to this new venture and to develop this cooperation in becoming a leading low level access supplier in Poland."

AI

HERC ACQUIRES AWP INC.

Herc Rentals has acquired Wisconsin-based Aerial Work Platforms, Inc. (AWP) Terms of the deal were not disclosed.

The transaction will see Herc tack on four locations across Wisconsin and add all 1,800 of AWP's aerial assets to its fleet.

The news comes one day after Herc announced its 2023 Q4 and full-year results and acknowledged its "strategic priorities" for fleet investment and acquisitions. During the company's investors call on 13 February, Herc executives noted the increasing need for access equipment.

"[Within] the access, aerial and material handling [fleet] areas, we really can't get enough..." said Senior Vice President and Chief Operating Officer Aaron Birnbaum. "We would take more if we could. But those are some of the areas where we are can't get as much as we want."



Reflecting on the significance of the partnership, Mr Kikuchi, General Manager of RTS, added, "We are delighted about this new partnership with Haulotte. Followed by the recovery of construction, Thailand's rental market continues to expand, its potential is large and attracts various newcomers from other countries. Resulting from the growth, more safety is required, and we believe that our partnership will be the leading provider of safety in the near future."

The company added that with the Thai section sector experiencing a resurgence and a growing need for reliable equipment, their collaboration enables Haulotte and RTS to meet that increasing demand.

European merge at Sinoboom

Sinoboom is bringing its European sales, product support and production operations across the continent together under the leadership of a newly

appointed CEO for Europe. Richard Butler, who headed up JCB Access when it was first launched, will join the Sinoboom Group in April. Butler will lead the integration of the Sinoboom

subsidiaries in the Netherlands, which provides sales and product support, and Poland, where manufacturing is based. He will also oversee the establishment of further subsidiaries throughout Europe.

Butler left JCB in 2018, before taking on roles outside of the construction industry until his appointment at Sinoboom. **AI**



Richard Butler joins Sinoboom Europe as CEO.

PEOPLE NEWS



ERIC LINER has been appointed President and CEO of Wisconsin-based Custom Equipment, and its Hy-Brid Lift brand. He was previously CEO of LGMG North America and 19 years with Skyjack.

and service. **THIBAUT ITZEL** has been appointed Sales Director for the Southern Europe region, (France, Spain, Italy, Portugal) and North & Western Africa.

MARKUS BANDURA, currently the Territory Sales Manager for the Central region (formerly called GAS region: Germany, Austria, Switzerland), has been appointed Sales Support Director for the Central region,



ANDY WRIGHT, the CEO of Sunbelt Rentals in the UK, is to step down at the end of April to

be replaced by Phil Parker, the company's COO.

Genie wished longtime team member **CHRISTOPHE ROUSSEAU**, who most recently has been the Director of Southern Europe, well as he prepares to leave Genie.

Genie has announced changes to its European sales team aimed at enhancing customer engagement

Multitel signs up major Scandinavia distributor

Multitel Pagliero has signed up a new dealer for the Scandinavian countries, the Norwegian Hybeko Group.

Founded in 1972 and headquartered in Skien, Norway, the company is also present in Sweden, where it is known as Liftexperten, and in Finland under the name Hybeko Oy.

Alongside its established sales and service network, the group's core business is sales and maintenance of lifts, hoists and lifting equipment, as well as the development of special equipment.

This has led Hybeko Group to become a leading supplier across a range of industries, rental companies, contractors, public bodies and utilities, with a turnover in 2022 of €60 million.

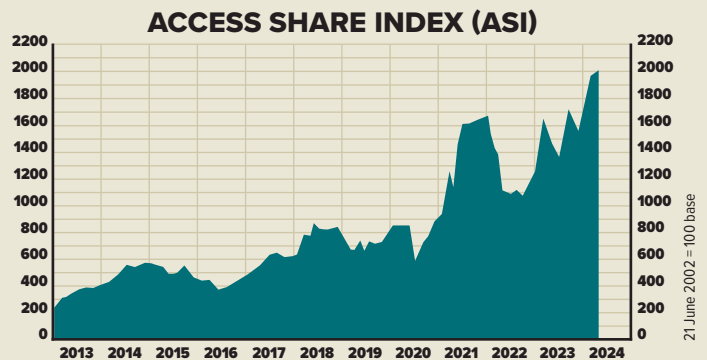
Espen Johannessen, CEO Hybeko Group, added, "We have found a supplier that meets all our requirements." **AI**

FINANCIAL HIGHLIGHTS

■ **Terex AWP**, which includes Genie and Terex Utilities, reported a small drop in its fourth quarter sales, but saw its full year buoyed by a 17% overall increase. The company pointed to 'headwinds' in Europe, which are forecast to lead to flat sales over the year but added that markets in North America and India are expected to remain strong. Fourth quarter net sales at Terex AWP stood at \$659.9 million for the fourth quarter, meanwhile operating profit increased 13% to \$61 million for the fourth quarter, or 9.2% of net sales, compared to \$54 million, or 8.0% of net sales in the previous year.

■ **Haulotte** has pointed to a stabilising international market in its positive fourth quarter 2023 results, and forecasts flat sales for the year ahead, partly due to consolidation in its main markets. The results show a 13% increase in sales to €199 in the quarter, compared to the same period last year. A reduced pressure on component supplies and an ease in the backlog were both factors in the good performance, said the company. "Driven by the growth observed in the first half of the year, the global aerial work platform market reached its highest level ever recorded," added the France-based manufacturer.

■ **Ashtead Group** has reported across the board growth for the third quarter of the financial year ending January 31 2024, despite North America being hit by lower emergency response activity and the actors' and writers' strikes. The company reported a 9% increase in revenues to \$2.6 billion for the third quarter, while rental revenues were up by 7% to \$2.3 billion. Elsewhere, EBITDA profit was up by 7% to \$1.1 billion for the quarter.



COMPANY	CURRENCY	START DATE	PREVIOUS	CURRENT	%
		21/6/02	08/02/24	19/03/24	CHANGE
Aces Industrie	€	1.34	–	–	–
Aichi Corporation	YEN(¥)	208	1107	1140	2.98
Ashtead Group	£	0.47	52.98	52.44	-1.02
Kanamoto	YEN(¥)	–	2899	2654	-8.5
Haulotte Group	€	9.0	2.40	2.63	9.58
Oshkosh Corp	US\$	–	111.96	116.60	4.1
Tanfield Group	£	–	0.04	0.04	0
Terex Corp	US\$	23.08	64.21	54.84	-14.6
Ramirent	€	15.0	–	–	–
United Rentals	US\$	21.47	652.76	685.46	5.01
ASI INDEX		100	1971.86	2003.07	1.58



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-  Mast Lifts
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-  Crawler Lifts
22m-25m
-  Spider Lifts
26m-39m
-  Shipyard Lifts
28m-38m
-  Glass Vacuum Lifts
28m-40m
-  Telehandlers
2.5t-23t, 6m-25m



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The world's two largest access equipment manufacturers share their views of the sector

Ramping up

Joshua Gross, **the new president of Genie outlines the road ahead to accessbriefing's** Euan Youdale and Lindsey Anderson.

“We're very optimistic about the next couple of years, especially in North America,” says Joshua Gross, Genie's new President. Gross took over the reins from Simon Meester on 1 January, who has replaced John Garrison as Chairman and CEO of Terex, following his retirement.

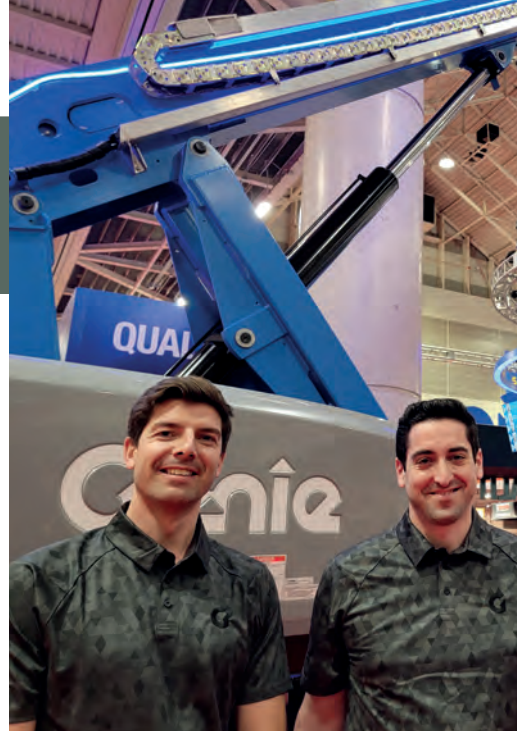
“We're doing everything we can to build as much as possible, ramping up production in Monterrey, Mexico and trying to make sure we deliver and pull in as much equipment to 2024 as we can

for our customers,” Gross explains to accessbriefing.com at the ARA Show in New Orleans during February.

Fine tuning

Despite improvements across the supply chain and a slight easing of labour shortages for the company, Gross says today's challenges aren't much different than they were a year ago for the company.

“It's still the same thing largely,” Gross says. “So, for us, we're still working with key suppliers as they try to catch up from Covid,



and they're pulling in their production and ramping up their capacity. You think about engines, you think about electronic components, you think about things like that. Those are the things that we're working on fine tuning, making sure we've got enough, trying to get as much as we can.”

Genie's hope is that the company's new manufacturing facility in Monterrey will help ease some of Genie's backlog, which

New heights

Lindsey Anderson **sits down with JLG's** Tim Morris for an update on what's to come from the world's largest access equipment manufacturer.

“Everyone's waiting for the next shoe to drop,” says Tim Morris, JLG's chief commercial officer, with a grin. “Right now, there's so much discussion around the economy: ‘Is there going to be a soft landing? Or are we going to see a recession? How insulated is our industry?’ Nobody really knows.”

“But what I do know is that we've been doing this a long time, and we check in with our customers all the time, and our customers are very sophisticated – they aren't fly-by-night.”

Morris, who was talking to ALH for a catch-up during US-based World of Concrete earlier this year, was answering the age-old question: How do you see the market playing out for 2024?

Our chat came just days before JLG's

parent company, Oshkosh Corporation, would announce its full-year and fourth quarter 2023 results, results that pointed to an exceptionally strong and healthy market for the world's largest access equipment manufacturer. For the full year, JLG's access equipment sales nearly matched its telehandler sales growth, with an impressive \$2.46 billion in sales, an increase of 26.3% from 2022's \$1.9 billion. On the material handling side, JLG saw its telehandlers sales rise 25.9% for the full year to \$1.48 billion from \$1.17 billion.

Despite these solid figures, and a handful of (large) market tailwinds that are expected to keep the industry busy for years to come, Morris doesn't wax poetic about a market that for years has faced equipment delivery delays, supply

chain issues and labor shortages.

“Things are moderating,” Morris admits, “and this year, everything you buy is going to be everything you put in. I think you're going to see regulation. People are going to start making much more conscious decisions about what they purchase and who they partner with this year.”

Diversifying supply

JLG's foundational philosophy – as it relates to manufacturing – has long been to produce equipment regionally to meet local demand. This, Morris notes, also strips all non-value costs – freight, shipping, etc. – away for the customer.

And those customers, as Morris pointed out – whether giant rental corporations, or small independents – are all vying for a piece of the “new equipment” pie as demand for aerial equipment and telehandlers is expected to remain strong, supported by infrastructure investment, mega projects and industrial onshoring projects, as well as elevated fleet ages.

Morris explains that because JLG is a part of Oshkosh, the company is able to leverage physical locations and assets.

“We just don't take a dart and throw it on the map,” he laughs. “What we decided to do was take our defense group and transition it over to



Genie President Josh Gross (right), with Ryan Crow, Genie’s vice president global product management, at the ARA Show.

footprint, according to Gross.

Currently, Genie’s plant in Italy supplies Europe and North America, amongst other regions, and according to Gross, the company is looking to increase its telehandler manufacturing capacities there. As for its facility in China, Gross says, “operations [there] have been successful for a long time.”

“We continue to look at how we build the right models with the right configurations to export them to key markets or sell domestically where there’s demand,” he says.

Capacity focus

Regarding product demand, Genie says it varies by region and customers.

“Certainly, in North America, there’s a lot of demand on all products, honestly,” he says. “And so, we’re trying to focus on all areas outside of North America. There’s over capacity potentially for some models and some customers. So, they say, ‘Hey, I want to trade out booms for scissors, I want to trade out verticals for this.’ So, we’re trying to be flexible with everybody and mix and match

and move things around. But it varies quite a bit. I mean, we’re not seeing one specific spike anywhere over the other at this point. We’re trying to just ramp up everything as much as we can.”

As Genie gets up to speed with providing the right equipment to the right places, it’s also facing increased competition from new manufacturers entering the fold. When asked how Genie plans to compete against these players – all while keeping its market share – Gross says it all comes down to one thing: value.

“What our value is, is the top quality products and best total cost of ownership,” Gross says. “We’re prepared to go head-to-head and be strong competitors to anybody in the world. So, we’re constantly evolving and reflecting about, ‘how can we better position ourselves here or there?’ But I think we have a good strong strategy. We’ve been performing well overall the last couple of years, which is allowing us to invest more and more in our product technology and more and more in our operations. So, we continue to invest heavily in our brand promise and make sure that the products we deliver have a high return on investment.”

Read more of this interview at www.accessbriefing.com

AI

currently stands at roughly \$2.6 billion.

“Monterey is continuing to ramp up, and more of the facilities are coming online,” Gross says. “We’ve been continuing to invest and expand the facility.”

As Genie irons out the operational details of its Mexico plant, it also keeping its eyes focused on the company’s current manufacturing around the globe, while “constantly looking and evolving” its

the access group, and it’s been great.”

JLG also took time to diversify its supply chain, “which is really key,” Morris says, “and we’re seeing our plant efficiencies improve.” JLG expects Jefferson City to be online and producing telehandlers this year and the company will increase build rates and add additional production lines as needed.

In December 2023, JLG opened a 30,000-square-foot service centre in Las Vegas to assist equipment rental fleets and owned machines in the Western US.

Complete with eight shop bays and two acres of storage space, the location allows JLG and its

team of 10 technicians to provide maintenance on large fleets and build out its customer base. In addition, the new facility, located in North Las Vegas has overhead crane capacity that will enable heavy-duty repair on large machines to be completed safely and efficiently.

“We want to provide the full suite of services,” Morris says. “We want to be intertwined with the industry and our customers.”

Acquisition discussions

JLG is also keen on branching out to different end markets, such as agriculture and masonry. The company, which was exhibiting at World of

Concrete for the first time in over eight years, showcased a range of non-access-equipment products, including a tracked mini dumper and a tracked pallet jack.

“We are marketing into different verticals and different customers,” Morris says. “We have ongoing acquisition and partnership discussions. So you gotta make sure you touch these folks.”

Adding to its portfolio, in early March, Oshkosh announced its investment in Eatron Technologies, a developer of artificial intelligence-powered battery management software (BMS).

According to Oshkosh, the acquisition will support its vision to leverage advanced analytics and predictive modeling for lithium-ion batteries to manage its wide range of electric vehicles.

“The investment in Eatron Technologies is part of our broader strategy to collaborate with advanced technology companies to accelerate bringing best in class innovation to our customers,” says John Pfeifer, CEO of parent company Oshkosh. “AI-enabled BMS aligns to our electrification and advanced analytics focus areas. It will bring enhanced safety and continuous performance to our EV product line.”

Read more of this interview at www.accessbriefing.com

AI



Tim Morris, chief commercial officer for JLG, stands in front of the company’s 670SJ at World of Concrete.

Bringing in the new

There are more boom lift manufacturers on the market than ever before, with the rise of the China-based OEMs among others turning their hands to the equipment type.

The latest of those is Hy-Brid Lifts, the US-based manufacturer of low level access platforms, up until the ARA Show that is, which took place in the US during February, where the manufacturer launched a range of new products, including RT scissors, a telehandler and an articulating boom lift.

The move follows the company's buyout by Turkey-based Asko, which also owns Turkish MEWP manufacturer ELS Lift.

The plan is to sell ELS products in North America as Hy-Brid Lifts under the new AXCS brand name, with the range including the AB boom lift series, starting off with the 49ft working height AB-43J. The model has a 28ft horizontal reach, high lifting capacity and electric drive. (See the ARA Show review for more details).

Growth steps

MEC has also taken a step away from its foundations as a specialist access equipment manufacturer, firstly as a major scissor supplier, through its Dingli tie-in, and now by increasing its own range of scissors and boom lifts, including innovative products designed for the mass market.

The manufacturer's DualReach 85-J Boom, launched at the ARA Show, is an example. The patent pending design, allows users to choose telescopic mode for maximum outreach or articulated mode for up-and-over tasks by turning a switch while the machine is stowed.

According to Gary Crook, Vice President of Engineering at MEC, the 85-J represents a paradigm shift in how job sites operate. The flexibility to adapt to different needs without the need for two different machines provides enhanced productivity, especially

There has been plenty of news in the boom lift sector of late. AI looks at the latest market introductions.



Hy-Brid Lift's AXCS AB-43 J, manufactured by Turkey-based ELS.



The new dual telescopic/articulated boom lift from MEC.



JLG's extreme RT, the 670SJ.

in complex environments, says MEC.

Crook adds, "There has long been this challenge of carrying both telescopic and articulated booms to meet all customer needs." (See the interview with MEC CEO David White at [accessbriefing.com](https://www.accessbriefing.com)).

Apart from an expanding product offering the boom lift sector is seeing the inevitable move to electrification, even if many parts of the world are struggling with a comprehensive charging infrastructure, which is why the option of a hybrid or onboard range extender is widely seen as a safe bet, particularly in Europe.

JLG says the move towards hybrid or electric articulated boom lifts is being driven by the increasing use of these machines



Haulotte's latest Pulseo, the HA16 E, has an interchangeable range extender.

less open space on and between job sites, which drives greater demand for high-reach equipment with a compact footprint, but it is also creating a socio-economic impact, too," says Rogerio dos Santos, JLG's VP of Strategy and Portfolio.

This is also being driven by the younger generations who are seeking more social responsibility from an environmental standpoint. "As urbanisation has increased people's awareness of environmental issues there are now more emission-free zones and a call for more fossil fuel independence, driving greater demand for electrification."

Innovations in 2024

JLG says we should expect new technologies and innovative products from the company this year, which will expand on its range of products, like the 670SJ telescopic self levelling boom lift.

Equipped with JLG's patented self-levelling technology, the 670SJ, first seen in 2020, is engineered to automatically adapt to terrain on slopes up to 10 degrees in any direction, while driving with full functionality at 67ft platform height. On the underside of the machine there are four independent axles, controlled smart hydraulic cylinders.

In addition, it offers a 73ft working height and 57ft horizontal reach, with 550 pounds unrestricted and 750 pounds restricted capacity in the basket.

"Improvement in user operability and job site connectivity are major focal points as new technologies become available," says dos Santos.

"These solutions will truly transform how people work at height by increasing

productivity and enhancing safety best practices."

On that note, Genie has this year presented an update of its extreme offroad TraX system redesigned to simplify maintenance while delivering the same performance as the previous version.

TraX is available as a factory-installed option on four boom lifts - two with standard lifting capacity, the Z-62/40 and S-80 J, and two with dual lifting capacity, the S-45 XC, and S-65 XC. It was on display at the ARA Show, in February.

The system is the only tracks offering in the industry that can be fitted to high-capacity machines, says Genie. By allowing the XC machines to maintain their dual capacity, the TraX update increases the flexibility of the lifts as they can be used on jobsites that require additional lifting capacity or have sensitive surfaces.

According to Genie, the system offers an average of 72% less contact pressure compared with standard tyre options. This is due to the broader weight distribution.

Interchangeable solution

Shifting away from diesel power, and demonstrating the demand for electric equipment with a back up charging solution, Haulotte introduced the 16m working height rough terrain HA16 E earlier this year - the latest rough terrain electric lift in its Pulseo generation range.

The HA16 E offers several charging solutions: main plug, three-phase outlet accelerated charger, or charging with a range extender combustion motor. It is quiet at less than 70 dB in electric mode.

The range extender is interchangeable with the Pulseo HS15 E and HS18 E scissor models and future models of the range, and

IN CONTROL

Genie has launched a virtual reality training simulator used in conjunction with the company's current Train-the-Trainer programme.

The first version is based on a Genie Z-45 electric boom, with scissor lifts and telehandlers to be worked on next.

In development since 2020, Genie worked with virtual reality development studio From the Future to create its first virtual module.

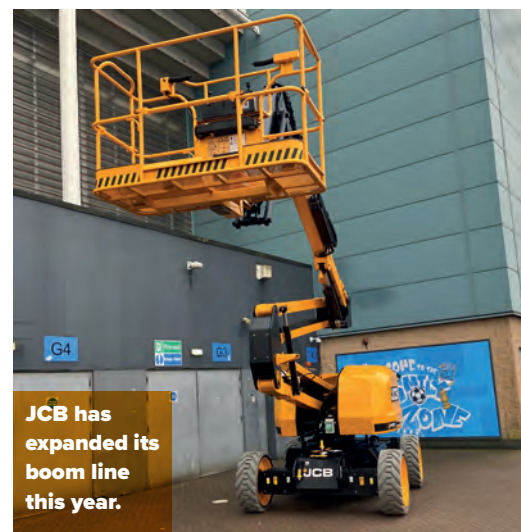
Genie will have around 10 of the headsets at each of its training centres, and 10 available for field training. The company also sees massive potential for VR to be used not only for additional training, but for product development, research and collaboration.

Genie has moved into the virtual reality simulator space.



in urban environments, with increasingly stringent regulatory requirements, primarily around carbon footprint.

"Not only is urbanisation resulting in



JCB has expanded its boom line this year.

BOOM LIFTS

can be installed in less than five minutes.

The HA16 E is also equipped with optional non-marking tyres, a low rear overhang and 4-wheel steer, available on the HA16 E Pro version. It can climb slopes up to 40% and work on tilts up to 5°.

The range extender concept has become a common option and has been taken a step further by Niftylift with its Hydrogen-Electric HR15 H2E, a low-weight, compact, all-electric-drive 15m boom with a 15.7m working height and outreach of 9.4m.

The lightweight HR15 H2E is a battery powered machine with hydrogen fuel cell-based range extender which recharges the battery, rather than using a combustion engine range extender.

The hydrogen fuel cell fully charges its batteries from a G20 Hydrogen bottle, doubling its range. (See the Hydrogen feature in this issue).

On show

JCB showed its latest electric offering, the rough terrain A45E articulated boom this month at exhibitions in the UK, Executive Hire Show, and US, the ARA Show.

The full electric machine, which was launched last year, offers a maximum platform height of 13.84m, 7.47m forward reach and 300kg lift capacity. It is powered by eight 6V batteries, creating a 48V, 400AH operating system.

The battery packs are located on either side of the lower chassis, enabling it to maintain a low centre of gravity.

It has four-wheel drive and two-wheel steering as standard and is capable of climbing up to 40% gradients. The platform itself measures 0.84m x 1.84m.

Other features include JCB's LiveLink telematics monitoring system for real-time operating data, puncture-proof tyres, slew lock and emergency override.

Dingli offers a comprehensive range of hybrid, electric and diesel rough terrain boom lifts across the working height categories. In December last year the company launched a new mini electric articulated boom lift, which it says is the smallest of its kind in the industry.

The new compact pure electric drive BA11NE is modelled on the manufacturer's 11.2m working height AMWP11.5-8100 mast lift. It extends Dingli's articulating boom lift series downwards in working height from the maximum 44m to the BA11NE's 10.8m.

The model's 227kg basket capacity, compact design and its ability to drive at full height, makes it



Dingli's compact BA11NE2 expands the working height range.

suitable to tight indoor working conditions, which is also aided by the machine's maximum up and over height of 3.8m and horizontal outreach of 6.35m. With a 4x2 wheel drive, the BA11NE also incorporates self-weight descend ability.

Latest launches

Continuing its electric offering is LGMG's latest telescopic boom lift, the T26JE, which will be displayed with lithium batteries, at Intermat in Paris, this April.

It has a maximum working height of 25.9m. It will be joined by a new articulated model, the AR24J, which is LGMG's highest working height product at 26.6m. It has a dual load design, 250kg unrestricted and 350kg restricted capacity which comes with three steering modes.

As well as internal power supplies, OEMs are looking at ways to minimise the effects of transport costs and emissions, along with TCO for the customer.

Late last year Sinoboom brought a new 14m telescopic boom lift to market, the TB14J Plus, to meet increasing demand from international customers for lower level equipment for work on low-rise construction projects.

The new model features a three-section boom design, resulting in a shorter stowed length. This enables two machines to be loaded into one container or flatbed truck.

The unit is also fitted with a lower-power 18KW engine for simpler maintenance.

Compared with 18m and 20m models, the new lift promises to save on procurement, transportation and maintenance costs, says Sinoboom.

The TB14J Plus is designed for optimal productivity on uneven terrain, with a three-stage loading capacity of 454kg /340kg /250kg, active oscillation, four-wheel drive and 40% gradeability.

The large-format display delivers real-time machine status data and enables quick fault diagnosis, to help minimise downtime. For additional reliability, Rexroth controllers and dual backup chips are installed, and the machine is rated at Performance Level D.

The company has pointed out that blue coloured Sinoboom equipment is not available in the US market.



A recent launch from Sinoboom is the TB14J-Plus-1.

PRODUCTION EXPANSION

Apart from new boom lift products manufacturers have been extending their production capacities. One of those is XCMG, which officially opened its second aerial platform manufacturing plant in China late last year.

The new factory, covering 170,000 square metres, was built at a cost of nearly RMB2 billion, and will mainly produce booms, including 22m and 28m models.

Based 15 minutes drive away from XCMG's first MEWP factory in Xuzhou, the annual capacity of the new facility is 60,000 units. The plant boasts a large number of automated equipment, including more than 120 robots, 25 production lines and a range of other key processes.

XCMG said the facility represented a major move in intelligent manufacturing.



XCMG's new factory in China.

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ZOOMLION ACCESS ZOOMLION ACCESS ZOOMLION ACCESS ZOOMLION ACCESS ZOOMLION ACCESS

Boels Rental is to buy Netherlands-based aerial platform renter Riwal, adding annual revenues of around €314 million and 65 branches across 14 countries in Europe, the Middle East and South Asia.

Acquisition of the year

Riwal is being sold by its majority owner ProDelta Investments, the Netherlands-based investment business owned by Doron Livnat. No financial details of the transaction have been revealed.

The deal establishes Boels in a number of new markets, including Spain, France the Middle East and India.

The combined fleet of 55,000 aerial platforms - 35,000 from Boels plus the

20,000 Riwal machines - compares to the 71,250 unit aerial fleet of European rival Loxam. In revenue terms, the combined business would have generated \$1,784 million in 2023.

Boels will now hold the second largest aerials fleet in Europe and the sixth largest in the world. The total fleet value of the respective companies is in the region of €3.6 billion.

Riwal was founded in 1968 as a subsidiary of crane rental firm Richards & Wallington. Since 1986 it has operated as a separate entity and has specialised in the rental of aerial work platforms.

The company is among the top 50 rental businesses in the world and, alongside its branches across Europe, also operates in Qatar, UAE, India and Kazakhstan.

Boels said the acquisition is part of its

growth strategy to become the “largest and best rental partner in Europe,” and positions it for “success and further growth into the future.”

Boels added that the deal is aligned with its larger sustainability goals, with more than 60% of Riwal’s fleet electrified.

Pierre Boels, CEO of Boels Rental, said, “With a combined fleet of more than 55,000 aerial work platforms, complemented by specialist knowledge and expertise, we can offer unrivalled service and service that allows our customers to always get on with their project. Regardless of their challenge.”

Pedro Torres, CEO, Riwal, added, “Boels and Riwal are a perfect strategic fit when you look at things like company culture, geographical presence and growth opportunities. The acquisition is a testament to the strength and quality of the work we

>



PHOTO: BOELS

Pierre Boels, left, with Doron Livnat, of ProDelta, the majority owner of Riwal.

ACQUISITION BOELS BUYS RIWAL

do here at Rival and Manlift.”

Boels said that in connection with the financing of the acquisition, it had entered into a €200 million, one-year corporate bridge facility, which it will refinance with long-term debt in due course.

The owner of Rival was ProDelta

The deal is part of a growth strategy to become the “largest and best rental partner in Europe.”

Investments, which is a subsidiary of ProDelta Holdings. ProDelta Holdings also owns crane rental company Hovago. **AI**



A WORD FROM RIWAL'S CEO

Pedro Torres, CEO of Rival, told KHL Group at the IAPA awards ceremony in Denmark, during March, just after the deal with Boels was struck, that it was set to benefit both parties.

Torres said “It’s a good idea and it makes common sense that a specialist company is part of a larger group.”

He explained that Boels and Rival have similar DNA and values, with both being Netherlands based and family owned companies, sharing long histories.

“We have a similar way of working, like the Rival Way and we believe [the deal] complements each other geographically.” Boels is in 17 countries, while Rival is in 14, and overlap in just five countries across Europe, Middle East and Asia. “So, it makes sense to be together.”

Torres adds, “I think it make sense to have a specialist and generalist together. When you have a size like Rival it is becoming more difficult as the margins are suffering. [This is because] We have new [manufacturing] entrants in the markets...and the economy has not been that strong in the last year [in Europe] - steady but not like the previous 10 years. So, it is about economy of scale.

Torres reiterates, “This is very positive for all

parties and fits well with Boels. The owner of Rival wanted to leave the company to another good company and Boels is a great company and has similar values”

We have passion for growth and Boels aims to duplicate its size every five years they didn’t do that last year because they triplicated the size.”

Looking back

In an audio podcast interview with Access International in July last year, Pedro Torres spoke about market conditions and where the, (search Rival at accessbriefing.com).

The company was in the midst of its strategic plan, which meant little information about its capital expenditure could be shared now, except, “The plan is to grow in the next year. We are going faster and speeding up the process, but we have to work around these uncertainties when planning the fleet, which is not an easy task as you can imagine.”

Providing an example of the dynamic situation, Torres added, “In June 2022 I was not very optimistic about the rest of the year, then we had a really strong Q3 and Q4, so it’s really difficult to predict and this is the major challenge.”

These economic fluctuations make decisions

on capital investments difficult. “If you buy too much, you have a lot of pressure on your time utilisation. If you don’t buy enough you have to sub rent, which affects your margins very much.”

Therefore, visibility of the rental market is far from clear, says Torres, with projects into the medium term suffering continuous delays and sometimes cancellation. And, while the overall rental sector reported a buoyant environment, the IMF forecasted growth of just 0.6% across the Eurozone for 2023 - lower than any other region in the world. “We reach the conclusion that we cannot control these circumstances, so we have to be flexible. Anything can happen.”

Although supply chain-related issues improved in the months ahead of the interview, leading to more acceptable lead times, the market had fundamentally changed, said Torres.

“You can get products much faster now but you still have to make quick decisions. This is a new way of operating rentals; you cannot plan in advance for many years because everything is changing so fast.”

As the supply chain has been a major factor, so too is the increasing availability of products from the OEMs that have appeared on the international market, notably from China, Torres added.










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The winners of the International Awards for Powered Access 2024 (IAPAs) were revealed at a packed ceremony in Denmark.

Top of the

Around 420 industry professionals from across the global access industry gathered at the Scandic Hotel, Copenhagen, on 14 March to celebrate best practice and innovation in the sector.

Organised by the International Powered Access Federation (IPAF) and Access International, the event followed the IPAF Summit, which was held on the same day and focused on the challenges and solutions in attracting a young workforce.

With a near record 130 entries across 13 award categories, the IAPAs showcased the best the industry has to offer.

The host of this year's event was Alexandra Legoux, well known TV presenter in the automotive sector. (See Alexandra in the winners' pictures).

AI



The IAPA 2024 winners.



ACCESS RENTAL COMPANY OF THE YEAR

WINNER: MILLS, BRAZIL
The Mills team celebrate with award presenter Pedro Torres, Riwal CEO and IAPA judge, (second from left).



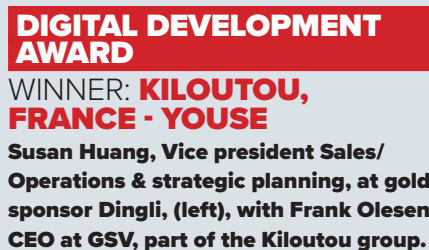
THE SUSTAINABILITY AWARD

WINNER: CTE, ITALY – MP 20 EV TRUCK MOUNT
CTE representatives pick up their trophy from Jonathan Dawson, Managing Director of Power Towers, representing headline sponsor JLG/Power Towers, (far left).



CONTRIBUTION TO SAFE WORKING AT HEIGHT

WINNER: ELECTROELSA, ITALY – MAST SECTION PARACHUTE DEVICE
Said Shabana, Electroelsa's Export Sales Manager (middle), with Karel Huijser, IPAF's newly-appointed President and JLG General Manager & Vice President of the EAME region.



DIGITAL DEVELOPMENT AWARD

WINNER: KILOUTOU, FRANCE - YOUSE
Susan Huang, Vice president Sales/ Operations & strategic planning, at gold sponsor Dingli, (left), with Frank Olesen CEO at GSV, part of the Kiloutou group.



EQUALITY, DIVERSITY & INCLUSION (EDI)

WINNER: DAYIM EQUIPMENT RENTALS, SAUDI ARABIA
The delighted Dayim team; Fatin AIDandin, Shaikha Mahfoudh and Shaima ALGamdi, were presented with their trophy by Vicki Allen, Managing Director of the UK's International Platforms. Vicki was also the winner of the EDI 2023 award and was one of the judges for the 2024 event.



access world



IPAF MEMBER ONLY CATEGORIES

IPAF TRAINING CENTRE OF THE YEAR



WINNER: SPEEDY SUPPORT SERVICES, UK
 Andy Briggs, Managing Director at Speedy Powered Access, (centre), received the trophy from Giles Council, IPAF Director of Operations. Host Alexandra Legoux on the right.

IPAF TRAINING INSTRUCTOR OF THE YEAR



WINNER: JOSE RAMON ETXEBARRIA URRUTIA – PLATAFORMAS DARYAT
 Paul Roddis, IPAF's Training Manager (left), presented the award to Jose Ramon.

PRODUCT OF THE YEAR CATEGORIES

IAPA INNOVATIVE TECHNOLOGY PRIZE



WINNER: TROJAN BATTERY COMPANY, USA – AES BATTERY LINE

One of the five IAPA judges Dawei He, Global Sales and Marketing Director at Sinoboom, (left), handed the award to Johan Westin from Nordic Battery, representing Trojan Battery.

MAST CLIMBERS/HOISTS



WINNER: MABER HOIST, ITALY – LIFT SHAFT HOIST

Vipul Tulsian, Managing Partner at India-based RentEase International and one of the IAPA judges, (left), with award winner Diego Benneton, Sales Director at Maber.

SCISSOR LIFTS & VERTICAL MASTS



WINNER: DINGLI – JCPT1612PA SCISSOR LIFT

Susan Huang, Foreign Trade Department Manager, (centre), at winner Dingli with award presenter Ollie Hodges, Brand Manager of Access International & International Rental News.

SELF-PROPELLED BOOMS AND ATRIUM LIFTS



WINNER: NIFTYLIFT, UK – HR15 H2E BOOM LIFT

Tom Hadden, Technical Sales Manager, (far left), and John Keely, Managing Director, (right), at NiftyLift were announced the winners by KHL Group's Director of Content Murray Pollok.

IAPA AWARD WINNERS

VEHICLE/TRAILER-MOUNTED

WINNER: PALFINGER – P 280 CK EDRIIVE TRUCK MOUNT

Francois Desbriere, Manitou's MEWP Product Marketing Director, (left), presents the prize on behalf of IAPA judge Elisabeth Ausimour, President of the Product Division at Manitou Group. Holger Wecke, Product Manager at Palfinger received the award.



IAPAF SUMMIT

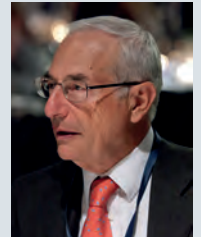
The IAPAF Summit took place on the same day as the IAPA Awards, with this year's theme being Empowering the next Generations, with an emphasis on attracting the younger generations to the access industry. Topics also included How AI can impact your business and Future proofing Rental, alongside the usual focus on safety. Read all about the Summit at accessbriefing.com



The panel session - Empowering Tomorrow: Nurturing the Next Generation for Success, featured young people in the access industry: Thibaut Itzel, Terex; Enio Navarro Vanzi, IAPAF; Joao Lourenco, Transgrua; and Jenni Roddis, Nationwide Platforms. The panel was Chaired by Karin Godenhjelm, immediate past president of IAPAF and CEO of Dinolift, (far left).

IAPAF/ACCESS INTERNATIONAL LIFETIME ACHIEVEMENT AWARD

There were two winners of the prestigious prize this year.



Davide Palazzani

WINNER:

DAVIDE PALAZZANI

Laura Gasparini, Export Sales Manager at Palazzani, (left), picks up the trophy from Euan Youdale, Editor of Access International on behalf of the winner who lead the family owned Italian company to become one of the spider lift sector's great success stories. He was unable to make the ceremony.

WINNER:

KEN MCDUGALL

Peter Douglas, CEO and Managing Director of IAPAF hands the award to Ken McDougall, (right), who was twice President of Skyjack before his recent retirement.



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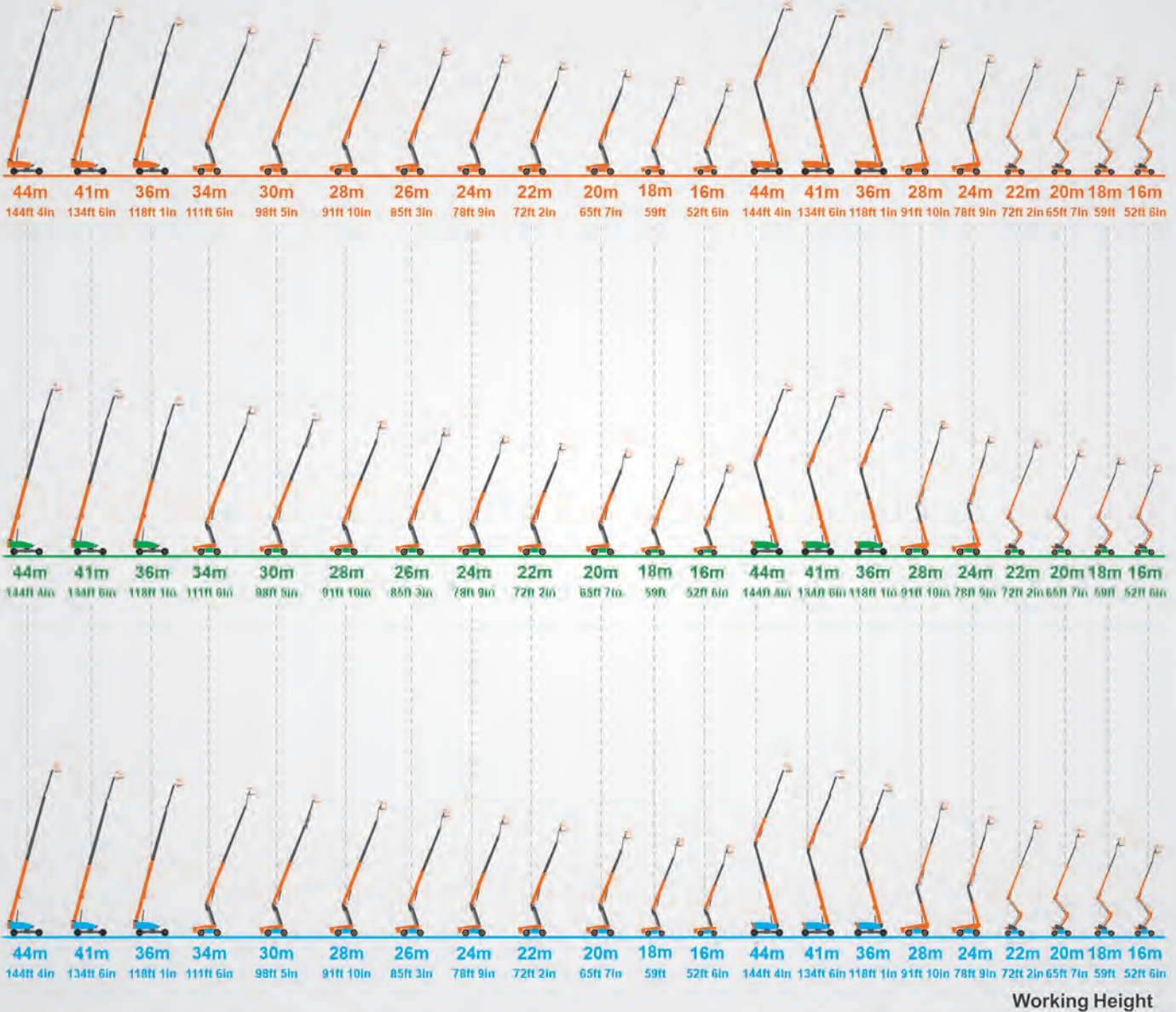
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A JLG 1350SJPS belonging to ALG in Dubai.



The region offers up a wealth of opportunity for those in the access sector, coupled with a range of challenges found in its emerging markets.

result of the fast-developing nature of the markets, which led to the Kingdom of Saudi Arabia (KSA) revising its machinery approval regulations in 2023, which means all invoices must now have a government approved QR code.

Another consideration is the varying regulations between nations in the region. “Unlike Europe the Middle East has hard borders,” says Selley, “To move equipment between territories with the different rules and procedures is challenging.”

Nevertheless, the potential in the region is great, although, adds Selley, the dynamics have changed. KSA has become the key growth market in the region, overtaking the likes of the UAE, thanks to new Mega projects, which according to the latest Middle East Business Intelligence (MEED) report, published in October 2023, have a combined value of nearly \$900 billion.

Those new construction and infrastructure projects in KSA include NEOM and Vision 2030 pro, which are in turn complemented by airports, roads and utilities, which require



ARG's Skyjack SJ9250 at Sheikh Nasser bin Hamid Al Kalifa's stables.

MEWPs for installation, maintenance and inspection.

By contrast, the UAE market has gone

Apart from variances in the access rental markets across the Middle East, the political situation in the region is certainly complex, with, for example, the conflict in Gaza and disruption in the Red Sea by the Houthi rebels providing two examples. Yet the fast growth of the MEWP and rental market in much of the region is a positive one, with major safety conscious projects and healthy competition spurring rapid development. Nevertheless, Access Rental Gulf (ARG), which provides its services across the GCC, including UAE, Saudi Arabia, Qatar and Bahrain, points out that you need to be nimble in this diverse region, where situations can change overnight.

On the topic of political dynamics, Nick Selley, Group Business Development Director of ARG's parent company AFI Rentals, says, “To date we have seen no discernible impact. However, as a responsible business we need to balance risk and reward, as things can change quickly and as a business we need to be able to react quickly.”

For example, says Selley, at the beginning of 2023 the UAE moved its working week from Sunday - Thursday, to Monday - Friday.

As Selley adds, “Things can change and change quickly. I understand that Bahrain is also considering moving to a Monday to Friday working week.”

Some of the regulation changes are a

VIEWS FROM AN OEM

Dingli has been growing its interests in the Middle East to include a range of depots.

Peter Ellis, Dingli's general manager for the Middle East, including the Cooperation Council for the Arab States of the Gulf (GCC) region and North Africa, took on the role at Dingli in November 2021.

Having originally worked in rental in the UK, Ellis has a keen understanding of the business from a rental and OEM point of view and sees the region as holding great potential that will take it far beyond the 26,000 access platforms that are currently operating across the region.

On the subject of what is arguably the region's most established MEWP market, the UAE, he comments, “Coming out of the pandemic, the UAE was a bit depressed in 2022

A Dingli BT44RT belonging to AJI Heavy Equipment Rentals.





An ARG Genie Z135 working at BAPCO' Bahrain Petroleum refinery.

through a more challenging period, although, according to MEED, there are signs that the construction market is improving.

Overall, the rental sector has matured in the GCC nations, but, adds Selley, "There remains significant scope for future development in the repair, maintenance and improvements (RMI) and facility management (FM) sectors, but construction, infrastructure and oil & gas remain key."

Safety regulations are also becoming increasingly important, with IPAF taking the lead in the region. As Selley points out, "One area I would cite is the continued growth of IPAF training across the GCC, especially in the UAE."

In the UAE there is a requirement to conduct training every two years, and, Selley adds, KSA is pushing towards that.

Further to this, the region is also being quick to adopt digital technology. Selley believes that around 24% of IPAF PAL cards issued in the region are now digital.

On the subject of new manufacturers appearing on the scene, Selley says, "Both Sinoboom and Zoomlion have both established operations in the region."

Widening options

Diving deeper into brand choice, regional renter Rapid Access, part of the Loxam group, has the view that rental companies and end users are increasingly keen on established brands like JLG, Genie, and Dingli.

Rapid has a longstanding presence in the Middle East with 12 depots in KSA, UAE, Qatar, Oman and Kuwait. In addition, the company operates satellite depots offering equipment repair, maintenance, service and safety training.

It also highlights KSA as a rapid growth market, with oil & gas generating a particular demand for MEWPs that are robust and capable of withstanding the demanding environments typical of energy sector projects.

In contrast, markets such as Oman and Bahrain, which are decidedly less mature markets, prioritise versatility and compactness when it comes to equipment choice, catering to the needs of smaller-scale construction activities and maintenance operations.

This means Rapid's equipment portfolio needs to be diverse. In addition, Rapid provides upgraded equipment in working

environments such as aviation and defence.

The fact that there is a growing demand for electric and hybrid models to reduce carbon footprint demonstrates the pace at which countries like KSA are moving into maturity. Additionally, integrating telematics and digital platforms for fleet management is becoming more prevalent.

That said, rental market maturity varies widely across the Middle East. The UAE, Qatar and Saudi Arabia are relatively mature, says Waleed Isaac, Rapid Access Managing Director for the Middle East and International, with a strong emphasis on safety regulations and a growing preference for rental over ownership. "Other markets



Rapid Access carrying out work in the Al Warqa area in Dubai.

and into 2023. Like with the World Cup in Qatar, UAE and the Expo 2022, in Dubai," says Ellis.

"Then it was hit by the pandemic, and you've got to remember that Dubai relies on tourism – millions of people coming every year."

This led to a situation in 2023 with high competition, lower utilization and rental rates that were coming under increasing pressure. Remaining on the subject, Ellis says there is a much healthier outlook for 2024.

"Things are looking up in the UAE and there are new projects being announced throughout the country."

Although, on the subject of rental rates, they are almost double in the KSA to what can be achieved in the UAE currently.

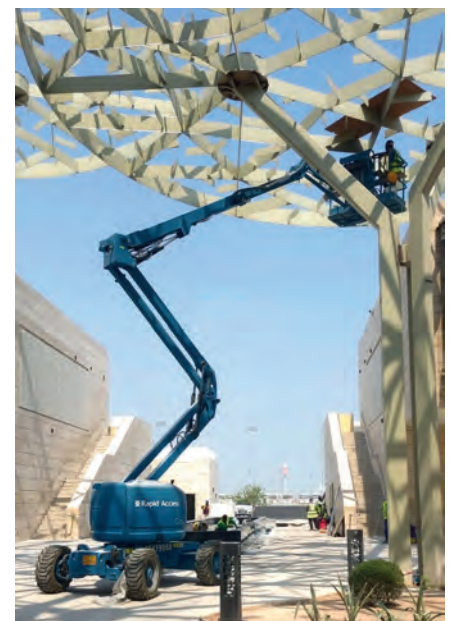
One of the challenges in the UAE, compared to Saudi Arabia, is cash collection as it still remains

an issue as a result of the pandemic, and can take anything from 120 to 150 days.

Read Ellis' views on the whole Middle East market at www.accessbriefing.com.



A Dingli on maintenance duties.

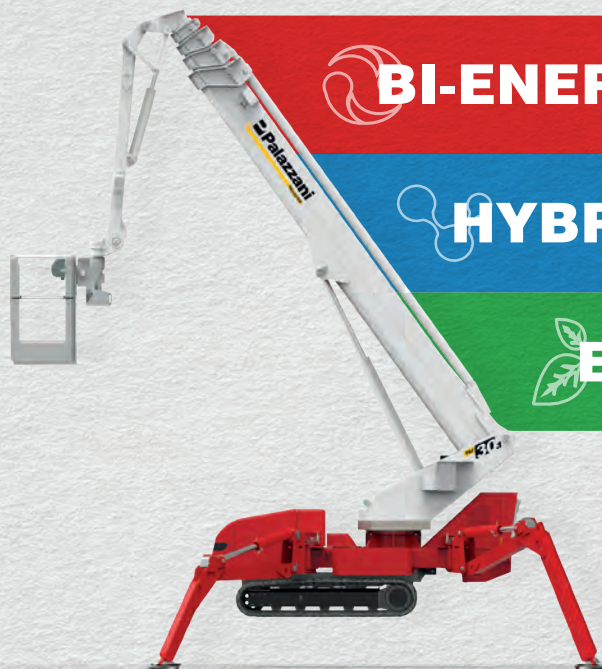


A Rapid Access boom at the Abu Dhabi Formula One site.



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are still developing, with opportunities to educate and promote rental benefits.”

Isaac adds, “It is worth noting that rental maturity tends to be sector-specific in the Middle East with oil & gas and aviation leading the pack.”

Echoing thoughts already highlighted, Isaac explains that the main challenges in the region include supervising the diverse regulations and the logistical difficulties of operating across borders.

“However, the growth potential is immense, especially with the ongoing construction boom, infrastructure investment and increasing workplace safety awareness.”

Asaac adds, “As large industrial and construction projects are undertaken in tight delivery schedules aerial platforms are quickly becoming a necessity for improved project turnaround times.”

Heavy rotation

A key challenge, adds Isaac, is catering for operator-training and equipment familiarisation as clients rotate a large number of operators across their projects.

The more mature markets are expected to adhere to stringent safety standards and best practice.

“In other, less mature markets within the region, substantial potential exists to educate and advocate for the advantages of equipment rental... safety features and compliance with international safety standards.”

Additionally, deepening political turmoil across the region is playing a role in the industry’s growth. “We see consistent investment and project development in stable environments, driving demand for our machines,” says Isaac.

“Conversely, political uncertainties can lead to market volatility, affecting long-term planning and investments.”

Based in the fast-maturing KSA is Dayim



The Dayim team has developed a purpose built solution for the aviation industry, enhancing aircraft maintenance safety by preventing accidental collisions of platform baskets with aircraft during maintenance.

Equipment Rentals, a major generalist rental company with a solid specialisation in MEWPs, including sales as the sole dealer for Manitou products in KSA and Qatar.

The company boasts the youngest fleet in the KSA, it says, with an average of four years.

Dayim is also the only Saudi rental company to have IPAF and IADC accreditation with TVTC (Technical and Vocational Training Corporation) approval.

As well as KSA, the company has rental branches in Bahrain, Kuwait, Qatar and Dubai, with an upcoming base in Oman. Its expansion plans include Iraq and India, “in the very near future”, says Shaikha Ben Mahfoudh, Dayim’s Regional Business Development Manager. “We are watching these markets very closely.”

One thing for sure, the ability to adapt to the unique conditions is vital. The climate in the GCC is characterized by extreme heat and occasional sandstorms, which poses challenges for the durability of equipment. Regular maintenance and robust design are essential to withstand these conditions.

The mega construction projects in the KSA, combined with the oil & gas sector in the GCC region and the increasing emphasis on safety and efficiency in the workplace, ensure the use of aerial platforms are being recognised, says Mahfoudh.

As a result, there is a great deal of interest from OEMs and the growing rental sector. “The rental market has become highly competitive, with multiple companies vying for market share.”

Rather than this competition driving rental rates down to unfeasibly low levels, as is the case in other new rental markets, the competition has led to improved service quality, competitive pricing and increased



Dayim Equipment Rentals at an aviation industry exhibition.

availability of equipment.

Mahfoudh comments, “The presence of well-established rental infrastructure, including rental depots, maintenance facilities, and transportation logistics, demonstrates the maturity of the market. These infrastructure investments enable efficient rental operations and timely equipment delivery.

“Customers in the Middle East are now more aware of the advantages of renting aerial platforms instead of purchasing them outright.”

The increasing sophistication of the aerial platform sector also means rental companies in the region now offer a wide range of product types, including scissors, boom lifts and vertical lifts, although they are predominantly boom led.

While that shift has some way to go, adds Mahfoudh. “Within the areas where we operate, we are still seeing a predominance of booms over scissors but that is slowly changing on some projects.”

In the past the main players in the market have traditionally invested in Genie, JLG and Haulette, Mahfoudh continues, “but in recent years we have seen a lot more brands coming into the market.”

“It is becoming a lot more competitive and we are now seeing more diversity and a bigger presence from Manitou, Dingli, Sinoboom, JCB and Zoomlion.

Mahfoudh continues, “It’s important to note that there are other reputable brands available in the GCC market as well.

“Rental companies and end users often choose equipment brands that align with their operational needs, reliability expectations, and budget considerations. AI



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Palazzani will show its XT52 with winch and its in-basket accessories range.



Intermat will be one of the largest construction shows of 2024, with the obligatory access OEMs in the lineup.

Parisian pronouncements

The director of construction trade show Intermat, Christophe Lecarpentier, has told KHL that the France-based show expects to have 1,000 exhibitors by the time it opens in April.

Regarding exhibitors, Lecarpentier says that 65% of the companies that have registered are “international” and that there has been strong interest from Chinese manufacturers. “What is clear is that in France and in Europe, some Chinese brands have taken some market share and Europe has been their focus.”

The 2018 show attracted around 1,500 exhibitors and 180,000 visitors. Regarding visitors to the event, he acknowledged

that the majority would be from Europe but said Intermat was positioned as an “international show” and they have been working to, “attract people from Asia, India, Africa, and America.”

Intermat has not been held since 2018, with the 2021 event cancelled due to the Covid-19 pandemic.

Innovative updates

Access equipment as always will be a part of the show. Here follows a round-up of some of the products on display. (See the Intermat preview in *AI* January-February).

Spider lift specialist **TEUPEN** is launching a new model, with innovative updates to the chassis, turret, boom and jib.

The articulated LEO27GTplus is based on Teupen's existing design which sees all cable and hydraulic hoses stored internally, to protect against environmental conditions. It also includes flexible set up in confined spaces, such as between rows of seats.

The LEO27GTplus has a maximum working height of 27m and horizontal outreach of 14.30m at 100kg capacity.

As standard, the machine is equipped with hydraulic height and width adjustable crawler tracks and a radio remote control. Also included as standard is a 10.8 kW (14.7 hp) Kubota diesel engine for outdoor use in combination with a 230-volt electric motor for indoor use.

In addition, the model is equipped with



Teupen's new LEO27GT plus.

a new colour display in the platform, the Fuzzy V control, as well as wider and longer non-marking rubber tracks.

Along with the usual set-up positions (wide/wide, wide/narrow, narrow/narrow), the machine has an additional position – front narrow/rear wide or vice versa. The new version enables the machine to set up between the rows of seats and work in confined areas.

Another spider lift specialist **PALLAZZANI** will be using the show to present three lifts, each belonging to one of the company's main series, plus two new options.

The Ragno XTJ 52+ Bi-Energy will be in crane version with a 980kg hydraulic winch, in place of the basket, at the show. The model has a maximum working height of 51m with 16.5m outreach.

The unit can easily be switched between

2024

INTERMAT.

WHAT: Intermat 2024
WHEN: 24-27 April
WHERE: Paris-Nord Villepinte, Paris, France

www.intermatconstruction.com

platform and Ragno Crane and uses the same controls as the Ragno Platform.

Also on the booth will be the 30m working height Ragno TSJ 30.1, with a hybrid option of diesel engine and lithium battery - again with the hook in place of the basket. The light lift has a 13m outreach.

One model in the TZX range will be on display, with its two aluminum articulated and telescopic booms and low centre of gravity and optimized stability.

In addition, another option will be on the booth: a lifting accessories kit for the basket, currently available for 52m XTJ 52+.

The kit includes a vertical load lifting jib, which is a fixed hook jib, extendable in two positions with 100kg lifting capacity and mounted in a central position on the basket, designed to lift antenna components.

New front fork supports are designed to lift glass panels and similar loads, up to 100kg, while the upper fork support option, adjustable in three vertical positions, is for loads such as pipes and profiles.

An electronic anemometer is also installed on the cage.

GENIE's booth at Intermat is a joint display with French distributors SNM Lift, EMM, Mazoyer, Hydrolift and AB Equipements. It will show a range of electrified solutions and the newly upgraded TraX system.

Available on four boom lift models, the next generation TraX features 50% fewer serviceable parts, which is designed to reduce the time and expense of maintenance and improves the total cost of ownership. Genie's TraX, on average, offer 72% less contact pressure compared with standard tyre options due to their broader weight distribution, allowing them to work on sensitive, low-weight floors or in muddy



Genie's updated Trax system will be on the Z-62/40 boom lift.

terrain and sensitive ground conditions.

The updated system will be displayed on a Z-62/40 boom lift at Intermat.

TraX is also available on the S-80 J - the only track system available on a boom lift in that height class. Additionally, it is available on two Xtra Capacity booms - the S-45 XC and the S-65 XC, also making it the only tracks system available on dual capacity machines.

Multiple platforms

LGMG, will have 10 units at the show. The company's RT scissor line will be represented by the SR1623E and SR2024E, with the latter being a new product. Offering a 21.7m working height and a platform capacity of 750kg for up to four people, it means that LGMG now has a full range of RT scissor lifts with platform heights covering 8m to 20m.

The company also plans to exhibit four articulated booms at the show and the 29m working height T26JE telescopic boom, with lithium batteries. (See the Boom lifts in this issue).

There will also be articulated booms on show. For example, the AR24J is a newly launched lift and the highest in that product line, at 26.6m working height.

LGMG's electric drive vertical mast lifts will include the new M0810JE,

designed to operate in tight spaces. The platform can be extended outward to 3.2m, with a larger working area. The compact platform measures 0.98 x 0.72m and weighs 2720kg.

Vehicle mounts will be presented by **MULTITEL PAGLIERO**, including the new Axon full electric range.

In the **AXON** line-up is the 16.2m



The Elsa P26 will be on show from Electroelsa, alongside the Parachute.

working height MT 162 telescopic platform on a 3.5 tonne GVW full electric 35S10 Iveco eDaily. Its load capacity is 80kg and it has a horizontal outreach of 11.2m, rising to 250kg at 7.4m outreach.

The vehicle is powered by a 37kWh lithium battery with 400V working voltage that ensures a range of 120km, while the aerial platform is powered by an integrated hybrid module with a 5kWh lithium battery. The platform's speed is the same as with the diesel version and is driven by a 2.5kW permanent magnet electric motor.

The 24.5m working height telescopic MJE 250 Axon is mounted on a 5.2 tonne GVW full electric Iveco eDaily 50C14. It has a horizontal outreach of 16.5m and a platform's capacity of 100kg, rising to 250kg at 12.5m outreach.

The manufacturer's new 21.1m lithium spider lift - the SMX 210, also in the Axon range, has an unrestricted outreach of 9.5m and capacity of 200kg. It weighs just 2,500kg and its non-marking tracks reduce pressure, while it can handle gradients of up to 25%.

ELECTROELSA's focus will be on safety, with its Zero Risk theme. The Parachute device can be installed on all the manufacturer's hoists, transport and mast climbers. The device is able to detect any missing mounting bolts on mast sections. If bolts are not correctly mounted, the safety device stops the machine, and the mast section which is not correctly assembled is slightly raised so that it can easily be seen.

Apart from the safety angle, there will be a range of Electroelsa's products, including the Elsa P26 mast climber with triangular or rectangular mast sections, maximum length of 26m and maximum working height 160m with triangular mast section and 220m with rectangular mast sections.

Transport platforms will be represented by the new **ELSA** PM-M1024, PM-M23 and PM-M56 - redesigned versions of previous models with different interchangeable cages and dimensions available.

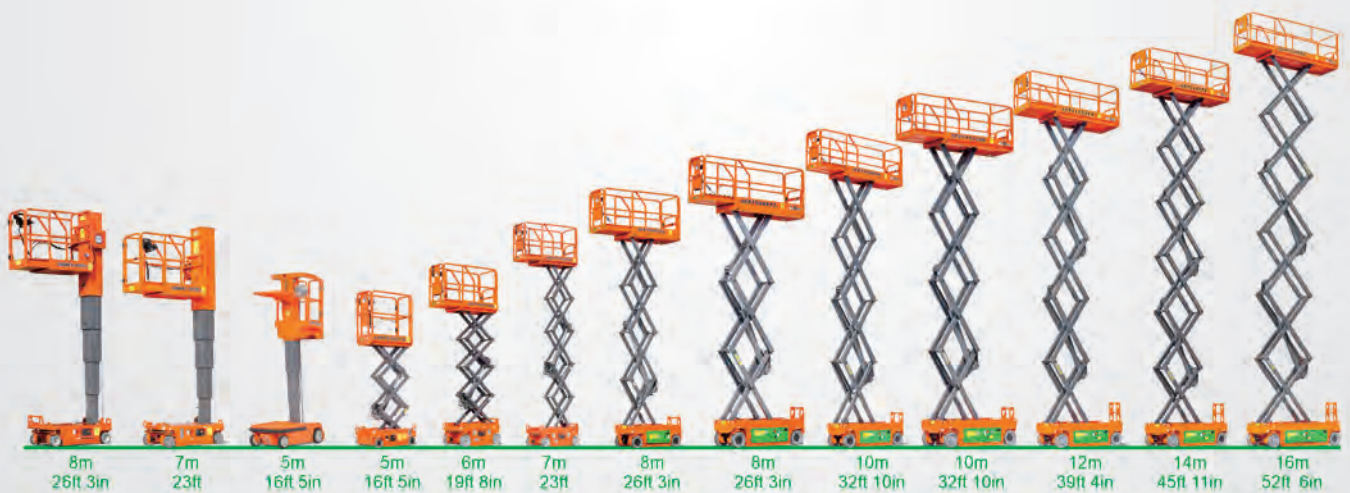
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The all-electric Axon range will be on Multitel's stand.



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The hydrogen/electric HR15 H2E from Niftylift.

Will it or won't it?
The future of the
hydrogen fuel cell in
aerial platforms and
telehandlers.

Future investments

The hydrogen fuel cell has been touted as the next potential step in providing a green energy solution to powering off-highway construction equipment.

In the access sector, the debate is very much active as to hydrogen's potential use, given that much of the sector has been electrified in one way or another in the form of battery-powered slab scissors and vertical mast lifts for many years, which themselves are increasingly becoming oil free through direct electric drive and even electric actuators to raise the scissor stacks or masts.

Therefore, it is predominantly the larger rough terrain access equipment that would potentially benefit from a hydrogen option. Even then, the jury is out on its future, considering the expense, storage and development curve the technology would have to achieve before it can become a mainstay in the sector.

Telehandlers are a different matter, as a more powerful machine such as the telehandler is required to handle large, heavy loads repeatedly in an off highway setting,

Manitou's hydrogen-powered prototype.

and therefore battery technology will fall short of the power levels required to carry out that work.

With this purpose in mind, Manitou started its hydrogen development programme in 2021 with the presentation in December 2022 of a fuel cell telehandler prototype for the construction sector with a maximum height of 18m and a load capacity of 4 tonnes.

The company now has a second rotating prototype telehandler, using green hydrogen.

Both telehandlers are being tested this year in real operating conditions to better understand the whole ecosystem required on a construction job site, which includes storage, green hydrogen supply and charging stations.

Julien Waechter, Vice President of R&D at Manitou Group, told *AI*, "The first outcome of those tests is that our hydrogen powered machines have been going forward in terms of maturity and readiness for market launch faster than the hydrogen ecosystem."

As Waechter says, having a product ready to go is one thing but without the wider service infrastructure available, the potential is limited.

"Working closely with the entire ecosystem will be key to the effective development of that technology. We also hope that the various governments and public authorities will put in place initiatives and incentives to speed up the development of the entire industry."

Aiming for zero

The ultimate aim, Waechter explains, is to offer customers zero emission solutions that best suit their needs and guarantee the same or better levels of performance and autonomy as other energy types, including the traditional diesel option.

Indeed, hydrogen is finding practical applications in some areas of industry where this wider infrastructure outside the worksite is not such a deal breaker. For example, Toyota Australia recently announced that mining services company Theiss is set to be the first customer to take delivery of a locally



HYDROGEN

assembled EODev GEH2 hydrogen fuel cell stationary power generator.

The 110-kVA GEH2 power generator was designed by French sustainable energy solutions provider EODev with the support of Toyota Motor Europe and uses the same Toyota Fuel Cell System that powers the Mirai FCEV.

In October 2023, Toyota Australia announced an agreement with EODev to assemble the GEH2 in Australia at its former manufacturing facility in Altona in Victoria, starting this year.

Yet, hydrogen is not off the cards when it comes to aerial platforms. After all there are some in the industry that see real potential and some that are already invested in it.

The real issue is that it must be fit for purpose and provide a practical solution.

One of Niftylift's latest innovations may just answer that. Its 15.7m working height HR15 H2E (Hydrogen-Electric) boom, launched in 2023, is offering a hydrogen solution in the form of a range extender - a generator used to charge the main battery that powers the machine.

The hydrogen fuel cell works by producing electricity through a chemical reaction between Hydrogen and Oxygen, emitting only water vapour as a byproduct - this makes the process emission-free at the point of use.

In this case, the hydrogen fuel cell fully charges the batteries from a G20 Hydrogen bottle, doubling the range of the lift. The bottle is designed to be quick and easy to replace and provides a convenient, clean and repeatable on-site solution that helps owners hit their net-zero targets, says Niftylift.

The HR15 H2E also offers electric drive and has an outreach of 9.4m from a compact chassis that weighs just 4,680kg.

The hydrogen fuel cell complements the battery power system, which Niftylift says is designed to be highly efficient.

An inspection of Haulotte's latest electric boom lift.

Zoomlion is looking at all options for green power.



Using a hydrogen fuel cell as a complementary power source seems to offer an achievable solution, certainly while areas such as storage, supply and charging are still to be fully explored make make a 100% hydrogen-powered MEWP practical.

One company investigating those possibilities for MEWPs is Haulotte, which has devised a hydrogen fuel cell that it is to be testing on a rough terrain scissor lift, the HS 18 E Pro, from the manufacturer's Pulseo electric range. It was first on show at the Hyvolution trade fair in Paris last year.

The fuel cell has been developed through its partnership with engineering specialist French Bouygues Energies & Services.

Haulotte also pointed out that the proof will all be in the testing, which has been delayed from last year.

Those tests will now start in the coming weeks, and, as the manufacturer has previously said, the technology will only be adopted if it proves to be an efficient option in the workplace.

Stéphane Hubert, CSO of Haulotte Group, says the company will develop its green energy pathway in whichever way works best. "We are delighted with this partnership, which will enable us to continue

The EODev GEH2 hydrogen fuel cell stationary power generator.

the deployment of the Pulseo range, which is progressively renewing all internal combustion engine models with electric architectures."

The debate is on

Speaking to *AI* at the US-based ARA Show in February, Joshua Gross, Genie's new president, has a less than optimistic view of hydrogen for MEWPs in the short term.

"Hydrogen is interesting," he says. "I'm not sure that it has a meaningful place in the industry in the next five or ten years, but it's interesting, just like a lot of other things.

"We're certainly investigating it - fuel cells and lithium and other things to make sure we've got multiple sticks in the fire."

In the end, Gross adds, "Customers will dictate where we go, even with electrification, and like the automotive industry, people are still asking for diesel.

Genie, through its parent company Terex has made significant investment in battery development technology. "That gives us a very good understanding of different chemistries and different cell types.

"We feel ready for the direction that industry is going. But when we do bring something out, it will be fully vetted, and it goes back to quality and the TCO message - does it actually create meaningful value?"

Zoomlion is another example of a company keeping its options open. Jason Lui, Zoomlion Access global sales and marketing director, told *AI* at the ARA Show that it is researching alternatives. These include solid batteries and hydrogen.

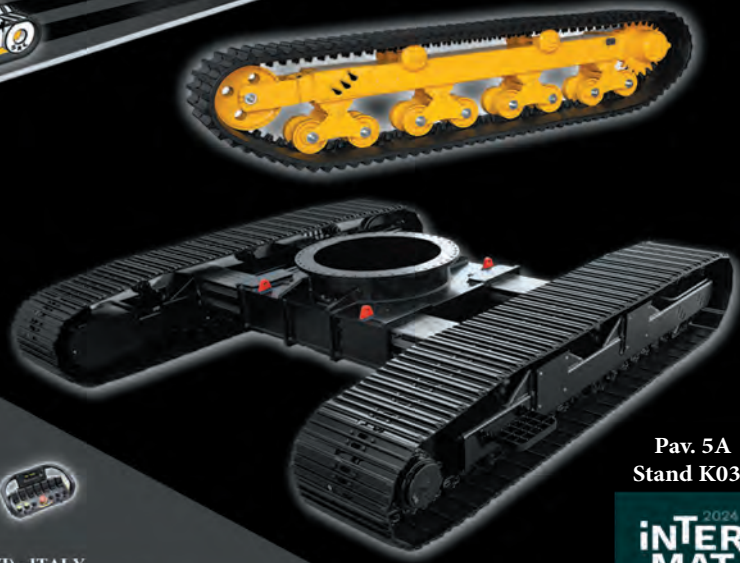
"Nobody can predict the future of hydrogen, but I think the solid battery type has more potential."

Meanwhile, Lui believes the future of lithium is secure, with most producers having recycling facilities and the base product being more readily available than previously thought.

"Hydrogen will take more time. However, if someone makes a big breakthrough with technology, that situation may change. (See more on hydrogen in *AI*'s Green Energy supplement - set to be published soon). **AI**



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EuropeLift's S333A trailer mount.

The annual ARA Show provided an excellent insight into the North American rental market, as it caters for the middle sized and small rental companies, when it took place during February in New Orleans, US.



States guide

While the MEWP market in the US is becoming more diverse and growing beyond its routes as a high-volume scissor and boom lift market, the current rental climate is reported to be strong from many of the large rental companies.

However, there is another side of the coin, with users and smaller rental houses pointing to more expensive equipment and higher financing, which is making times tough.

An example of how the equipment market in the US is changing comes from the

adoption of more European products as.

An interesting example of this is from Hy-Brid Lifts, which is one of the few specialist access equipment manufacturers to be based in the US. Traditionally a producer of low level access equipment, the company was part acquired by Turkish group Asko, which is now a majority shareholder.

Asko is also the owner of Turkish lift manufacturer ELS Lift and MST Construction Machinery, which produces telehandlers, among other construction machinery.

Re-brand for the US

Following the deal Hy-Brid Lifts is rebranding ELS aerial platforms and MST telehandlers under the new name of AXCS and selling them to the US market. All of the access equipment, ranging from scissors to booms will be electric-powered, complementing the low level access range. The scissors are also electric drive.

To oversee this major expansion Eric Liner has been appointed President and CEO at Hy-Brid Lifts' parent company Custom Equipment.

Liner has long experience in the US access market having previously been CEO of LGMG North America for just over a year



Dinolift's 52XTBII trailer mount.

and he spent 19 years with Skyjack, ending his stint there as Executive VP, Americas.

Speaking at the ARA Show Liner told *AI*, "We are diversifying the portfolio so there is more attraction for larger rental companies."

Customers of Hy-Brid Lifts' low level access equipment have long asked for a wider product offering from the company. "It's a one-stop-shop mentality," says Liner. "Customers want a 26ft scissor lift, and the answer to that in the past was 'no'. Now we have one."



Eric Liner, the new President at Custom Equipment with the new MEWP line.

INTO THE MAINSTREAM

MEC was hosting a range of innovative products and highlighting the fact that it has moved away from being a specialist access equipment producer into the mainstream, with a range of products that are designed for series production.

One of its newest launches is the DualReach 85-J Boom, with the ability to switch between telescopic and articulated mode.

The company also presented its NetZero range of vertical mast and scissor lifts. The NetZero nomenclature represents fully electric lift, steer and drive, resulting in zero hydraulics, zero leaks and zero emissions.

With 10 NetZero models now available, ranging from 10ft (3m) to 45ft (13.5m) platform heights and include the Nano10-XD, 1330AE, Micro13AE-XD, MMAE16, Micro19AE, Micro19AE-XD, Micro26AE, 3346AE, 4046AE and 4555AE lifts.

The MEC NetZero lifts are powered entirely by AGM or a Lithium-Ion batteries and all have all-electric actuators that replace the traditional hydraulic system.

MEC also showed its newly-launched 38ft slab scissor at the exhibition that can drive at full height. In addition, the MEC 3232SE does not incorporate an outrigger levelling system, which the company said as a combination is a first for this product category.

■ See an interview with MEC's president David White and the company's VP of Engineering Gary Crook on the Accessbriefing website.



Gary Crook, MEC's VP of Engineering and David White, company President.



President and CEO of Ruthmann ReachMaster.

Availability of the ELS-produced products under the new AXCS brand name will be in a couple of months once they are officially ANSI certified. The telehandlers will follow later this year, with six models in the range up to 56ft.

“Our plan is to be a full line provider. That was always one of our goals and the acquisition has allowed us to do that.”

On the subject of new facilities, XCMG has a new head office in Georgia. Plus the company has a rental concern in Las Vegas and an R&D centre in Chicago. The company also opened its plant in Mexico in 2022, which focuses on the production of scissor lifts.

Tariff management

Although the increasing number of factories in Mexico from MEWP producers can be directly connected to the introduction of the tariffs on Chinese-produced MEWPs entering the US, XCMG told *AI* that its tariff of 90% was manageable, and to obtain market share it was prepared to take on some of the cost.

The company added that having too heavy reliance on the Mexico facilities might be a mistake because there is a risk that the US might impose tariffs on goods produced in Mexico.

XCMG is currently upgrading its models and carrying out extensive testing in China before introducing them to the US.

New on the Sinoboom stand was the oil free 0608ME All (1932ME All), with zero hydraulic components. The unit has an electric lift and steer cylinder, and already had electric drive in the previous version. The are AC drive motors on the front wheels, drawing less amperage than before and therefore reducing running costs.

The model has previously been available in China and is now launching globally. Next up will be the 2732ME All that will offer



According to Liner, Asko, through its acquisition of ELS, has the current capacity to meet demand the US market.

As time goes on this will translate to some level of manufacturing or assembly of the Turkish-based products in the US. “They have available capacity but there are plans to share some of that, and the closer to market the better,” says Liner.

Efforts are also underway to integrate the Hy-Brid Lift line in Europe with ELS and MST products. (Look out for an interview at a later date with ELS's CEO Karim Bayrack).



Manitou's MTA 519.

ULTRA HANDLING

Manitou Group expanded its range of telehandlers dedicated to the North American market at the ARA Show.

Almost a year after the launch of a range of telehandlers at ConExpo, the ultra compact MTA 519, also available under the manufacturer's North American Gehl brand as the Gehl TH5-19, has a height of 6ft 4in and a width of 5ft, 11in.

(See accessbriefing.com for more details).

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**Desmond Soh,
CEO for Sinoboom
North America.**

the same features, along with the increased platform height to 27m and two actuators to lift the larger scissor stack. In three to five years the company will look to have a completely electric, oil free scissor line, it said.

Specialists in access

ReachMaster was at the show as always. The company, which has traditionally represented European manufacturers of specialist equipment in the US, and to a great extent was the pioneer of specialist access like in the country, has gone through some changes in recent times. This follows its acquisition by Ruthmann, and then Ruthmann's acquisition by Time Manufacturing. The company now focuses on Ruthman's large truck mounts, along with its Ecoline and spider lift producer Bluelift – all under the wing of Time. It also represents Almac and Winlift, which are not part of Time.

On the stand was Almac's latest lift, the Bibi 33BL-W Evo. The adjustable track system will auto level both in driving and set-up position and features 33ft working height, a wider basket and a strong Kubota diesel engine. It also offers an inclination control system, 25° gradeability and 21° side slope. Read more about ReachMaster's plans at accessbriefing.com.

EuropeLift, based in Italy, was appearing for the first time at the show. The trailer mounted specialist is seeing the advantages



MICRO LAUNCH

Skyjack launched a new micro scissor line with the SJ3213 micro and SJ3219 micro.

Fully proportional drive and lift controls offer superior drive with more efficiency, controllability and improved torque, while variable speed brushless AC electric front wheel drive provide the necessary duty cycles.

"Building on the success of the previous SJ3013/14 micro we now have not one but two new micros. Featuring E-Drive – improving controllability and providing consistent power, torque and traction," said Skyjack Senior Product Manager Corey Connolly.



of this product type in North America. The company had been sought out by National Equipment Wholesale, which is based in the US and was on the look out for a trailer mounted lift producer that it could represent in the country.

The company told *AI* that it saw there was a high value proposition for this product type, which are currently mainly represented

FIRST FORAY

Tracked boom lift manufacturer Hyrax has been in the European market for six years and this was the first time it had shown its products in the US. The company has already set up a hub in the country offering service and spare parts. On show were two products, the ATD 50.47 and ATD 27.41, both of which have Kubota diesel engines. By 2025, the company plans to introduce larger equipment to the market.

Hyrax was at the ARA Show for the first time with its tracked booms.

in the market by Niftylift and Haulotte, as well as Genie and JLG.

On the stand were 13m, 18m and 21m machines, which are on average larger than found in Europe. There is also a greater interest in simpler machines in the US, with the onus being on larger quantities due to the relative size of the market.

Dinolift is also introducing trailer mounts to the US rental market through its distributor RBG Inc. in New Hampshire, with the 52XTB being one of them.

In the past the Finland-based company has put its main focus in tree care and end user markets but with equipment cost inflation in the US market, smaller companies are finding it harder to invest. However the rental market, says Dinolift, is in a better position and with the 50ft class (16m in Europe) being a standard rental trailer size in the US, it makes sense to focus on this product, which it was introducing at the show for the first time in North America.

The model offers continuous rotation, easy entry and short tail swing and is the shortest lift in its category, says the manufacturer, for transportation. It also comes standard with three years of telematics through MyDino and a three-year warranty.

The concept behind Dinolift is lightweight products with outriggers, which, as the company told *AI* at the ARA Show, is a sector that it says is increasingly sought after by US rental.

Spider initiatives

While the spider lift market was booming last year, particularly for tree care, this year there has been a dip in the sector and there were two or three absences from spider manufacturers usually at the show.

This won't be good news for those European spider producers, many of which have their largest sales in the US.

That said, there are trends in the tree care sector that don't stop for the economy. According to Teupen, which was at the show, customers are looking for larger lifts. The next step up from its 69AJ plus, a popular unit in the country, is the new 82AJ Plus, which is also being shown at Intermat in April. (See the Intermat feature, this issue).

Last year Teupen introduced insulated products to the US market, including the TC67AIC, which has just been upgraded with the new TC67AIC, again reflecting the need for larger machines.

In fact, the company told *AI*, the main uptick in that sector is now for insulated machines.



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IPAF Elevando España enjoys successful third edition in Seville



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The third edition of IPAF Elevando España and the IPAF PDS successfully took place in Seville at the AC Hotel Sevilla Forum by Marriott, on February 15th and 16th, attracting more than 125 attendees. IPAF Elevando commenced in the afternoon, followed by the PDS for instructors the following day. The central theme was “How to increase safety and professionalism in the sector and quality training.”

Demonstrating IPAF’s commitment to the region, Peter Douglas, CEO and Managing Director of IPAF, was in attendance, offering his support and engaging with members. IPAF Elevando also marked the first event for Jose María Sevilla as President of IPAF’s Spain Council and



IPAF Elevando España and the IPAF PDS took place in Seville, February 15-16.

Alberto Miñarro as Vice President. A notable highlight was the presentation of the first IPAF Spain Awards. The recipients for the highest PAL Card issuances were as follows:

- **Gold Award:** Daryat Platforms, received by José Ramón Etxebarria
- **Silver Award:** LoxamHune,

accepted by Inma Fabregat

- **Bronze Award:** Homs Rental, collected by José Carlos Blanquez

Additionally, special acknowledgment was given to the first IPAF Training Centre in Spain, AP Aerial, received by its director, Florencio Alonso. The event also saw the presence of the ELEVA Alliance, represented by ANAPAT and ANAGRUAL.

Discussions on Challenges in Quality Training in Companies, moderated by Macarena García, emphasised the necessity for substantial investment in employee training for effective outcomes, with collaboration between the Andalusian Government and IPAF in promoting safety and height training.

IPAF PDS

The following day saw IPAF PDS, mandatory for IPAF instructors. The event commenced with the introduction of the new IPAF board in Spain, followed by insights into advancements in training, including digitalisation and practical workshops.

Key speakers included

Ana Oñate, IPAF project coordinator, discussing IPAF 2024 digitalisation, and Juan Soria, IPAF auditor, elaborating on IPAF’s quality standards. Presentations covered topics such as MEWP inspection, Total Cost of Ownership, Energy Impact of Batteries in a MEWP, and Correct Load Mooring. The event also featured exhibitions of various machinery and devices, including models from Sinoboom, LGMG, Haulotte, and the Gravity Joe device.

Reflecting on the event’s success, Ainara Greño, IPAF’s Spain Regional Manager, said: “We are delighted with the engagement received at IPAF Elevando España. The event offered a great lineup of speakers, delivering insights drawn from their extensive industry experience. It was refreshing to witness a genuine commitment to understanding the root causes of accidents, emphasising their role in informing future prevention strategies. The increase in attendance reaffirmed our collective dedication to enhancing safety standards.”

Thank you to the following companies who sponsored IPAF Elevando España 2024:

- **Gold+ Sponsor:** Sinoboom
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IPAF DIARY

IPAF will host or participate in the following events.

Full details are at www.ipaf.org/events

IPAF WOMEN IN POWERED ACCESS

WEBINAR: RECRUITING THE NEXT GENERATION

10 April 2024, 12:00 (GMT)

Online, via Zoom

IPAF ITALIAN COUNTRY COUNCIL (INIC) & TRAINING MEETING (TWG)

12 April 2024

Location: Platform Basket, Poviglio (RE)

INTERMAT 2024

24 - 27 April 2024

Location: Paris, France

IPAF ELEVAÇÃO 2024

8-9 May 2024

Location: Terras Altas Hotel, São Paulo, Brazil

LIFTMESSE 2024

16-17 May 2024

Location: Slagelse, Denmark

SEMINAR/WORKSHOP - IPAF ANCH'IO 2024

31 May 2024

Location: Bologna, Italy

IPAF ASIA CONFERENCE & SHOWCASE 2024

1-2 August 2024,

09:00 - 17:00 (GMT+8)

Location: Nanjing City, China

Inaugural edition of elevation Deutschland und Österreich proves resounding success



Elevation Deutschland und Österreich at Motorworld München.

Elevation Deutschland und Österreich, the premier event for the powered access industry in Germany and Austria, celebrated its successful launch over the course of a two-day event from January 31st to February 1st at the prestigious Motorworld München.

The event, a departure from the traditional single-day format, welcomed 160 attendees, marking a sold-out

success in its very first edition. It was hosted against the backdrop of Motorworld München's iconic setting.

Day one commenced with a warm welcome from Janina Hintermayer, General Manager for Germany and Austria. IPAF CEO and Managing Director Peter Douglas provided a comprehensive update on IPAF's regional growth, while IPAF Head of Safety and Technical Brian Parker delved

into the role of data in ensuring industry safety. Kai Schliephake emphasised the importance of adaptability in the digital era, followed by Clemens Kube's presentation on individual responsibility. The day concluded with networking at the Zeppelin Lounge.

On the second day, attendees were treated to a packed schedule of presentations in the Kleine Lokhalle. Roger Schaffner discussed floor load

capacities, while Katrin Blau provided updates on audits within the industry. Janina Hintermayer delved into the details surrounding the new IPAF operator course, followed by Kathrin Stocker who offered insights into the new TRBS 1116 guidelines, and Dr. Nico Krekeler explored the opportunities and challenges of electrification in truck-mounted aerial work platforms. Frank Hotz addressed common misconceptions in occupational health and safety, followed by Reinhard Willenbrock's reflection on two decades of IPAF's journey. Romina Vanzi concluded with an overview of IPAF's goals and developments.

- **Gold Sponsor:** Platformers' Days
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- **Bronze Sponsors:** JCB, Sinoboom
- **Networking Sponsor:** PartnerLIFT

AI

NEW MEMBERS

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

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RM Manlift Rental,
India

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TRAINING

**Environment Friend
Training Center,**
Saudi Arabia

GTG Training Ltd, UK
All-in-Dienstleistungen,
Germany

Scot Hoist Ltd, UK
**Nortaluga, Aluguer
de Equipamentos,**
Lda., Portugal

Highreach Training

Services Ltd, UK

A.V. Force Ltd, UK

**INDEPENDENT
INSTRUCTOR**

David Park, Saudi Arabia

Jürg Baier, Switzerland

Andy Wright, UK

Adrian Mahler,

Switzerland

Sumesh Vasu, India

IPAF UNVEILS ENHANCED ePAL APP 2.1

The International Powered Access Federation (IPAF) announces an update of the ePAL app, bringing the ability to conduct, record and share pre-use checks for mobile elevating work platforms (MEWPs). These checks play a crucial role in ensuring the safe operation of powered access equipment.

Building on the success of the previous ePAL release in October, which introduced a way for MEWP operators to record their machine familiarisation status, ePAL continues to reinforce its status as an indispensable daily tool for those

who work in the powered access industry.

New and existing features of the ePAL app:

- **Guided and Non-guided MEWP**

Pre-Use Checks: Streamlined digital versions for comprehensive assessments in adherence to manufacturer guidelines

- **Exportable Pre-Use Checks:**

Operators can now export and maintain records of their checks

- **Visual Warning for Failed**

Checks: Immediate alerts if a machine fails the Pre-Use Check, enhancing safety measures

- **Digital Logbook:** Provides an overview of operating experience on various powered access machines

- **Machine Familiarisation**

Record: Keep a record of machine familiarisation, enhancing operator proficiency. Share machine work logs using device sharing tools, such as email and messages

- **Safety Guides Access:** Operator and site safety guides are readily available through the safety section of the app

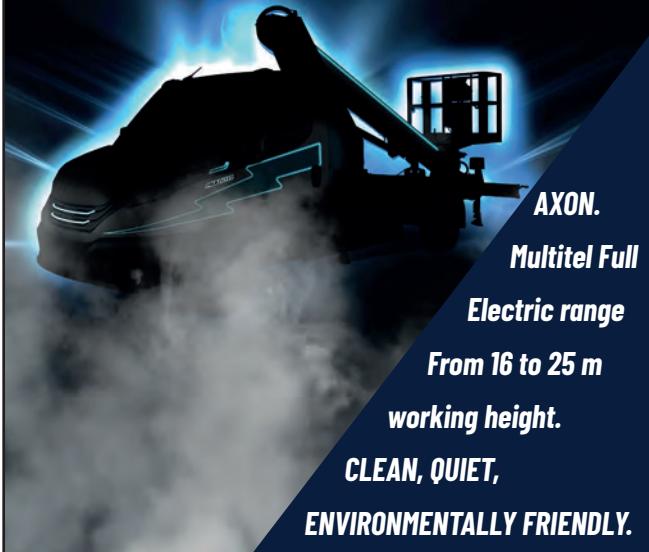
- **Digital Training Records:** A digital wallet to store and share IPAF powered access licences and

qualifications, including the PAL Card for mobile elevating work platform (MEWP), mast climbing work platform (MCWP) and construction hoist operators

- **Reporting Accidents and Near**

Misses: Quick and anonymous access to report any accidents and near misses involving powered access machines, which helps IPAF to gather vital industry safety data. "The latest update to ePAL reaffirms our commitment to providing cutting-edge solutions for the powered access industry," said Peter Douglas, CEO and Managing Director of IPAF.

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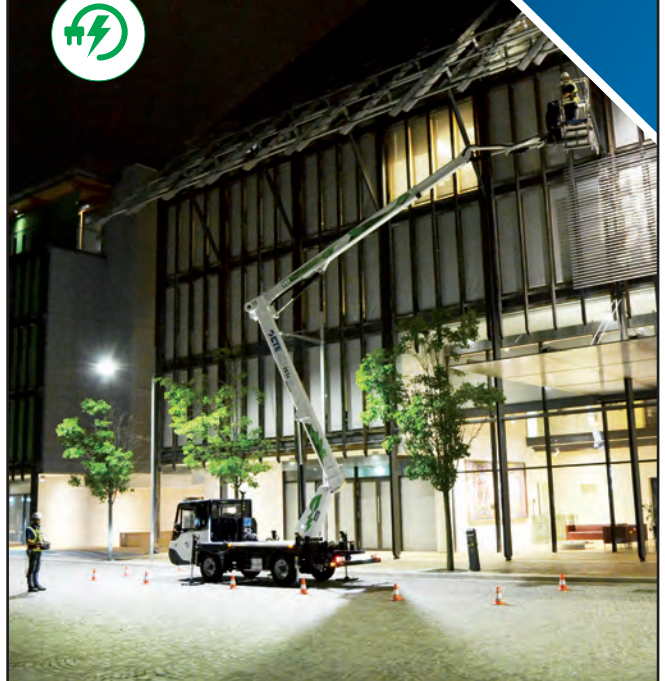
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PERFORMANCE



LIVE LOAD DIAGRAM

Effective use is key to reducing the risks for MEWPs around aircraft reports

Owen Stockden, Principal at consultants Equinox Partners.

From GPS to simulation training, the aviation industry is often at the forefront of adopting innovative new technology. It's no wonder, then, that aerospace was one of the first sectors to embrace MEWPs in the 1970s and 1980s.

In the decades prior, accessing various parts of the airframe for maintenance, repair, and overhaul (MRO) was largely accomplished with ladders and scaffolding. When widebody jets such as the Boeing 747 – coined the first “jumbo jet” – entered service in the late '60s, however, they posed two challenges for these traditional access methods.

The first was their sheer size, which made it harder to surround them with full-body scaffolds. The second was that fleets were now composed of a mix of wide and narrowbody jets, meaning many different configurations of scaffolds were required. To carry out MRO operations, aerospace companies required on-demand access to any part of the aircraft, and traditional access methods could no longer keep up with their needs.

Enter the MEWP. Both boom and scissor lifts soon saw rapid adoption in civilian and military aerospace operations, owing to their efficiency and flexibility. Using MEWPs, maintenance engineers could easily carry out the hundreds of different tasks required to ensure flight safety – including inspecting

Preparing for take off

and replacing parts, repairing damage, installing new components, and applying enamel and paint.

From concept to standard

Following their introduction, it didn't take long for MEWPs to become the gold standard for access. “MEWPs are a tremendous asset to the aerospace industry,” says Terry Allen. A veteran commercial pilot, Allen is the CEO of Serious Industrial Motion Simulators (SIMS), which provides simulation-based MEWP training for aerospace and other industries. “With MEWPs, airlines have much greater flexibility in setting up their MRO operations. They can also rapidly switch configurations to service different types of aircraft.”

Today, there are hundreds of thousands of MEWPs in service across the aerospace

industry worldwide. Some airline and MRO companies own their MEWPs, while others rent them on a long-term or project basis. “It all depends on how they structure and schedule their maintenance, which in turn is determined by their strategy and position in the market,” explains Allen.

As is the case with other sectors that use MEWPs, there isn't an overarching international standard for MEWPs in aerospace settings. Instead, today's industry operations are informed by standards such as ISO 18878, ISO 18893, BS8460:2017, and by legislation enacted by the national level. “Often, the particular standards that are followed will depend on the country where the work is taking place, especially in the case of multinationals,” says Allen. “Many companies also build their own best practices on top of these standards.”

New possibilities

While MEWPs are undeniably more cost-effective and efficient than the scaffolding they replaced, they did introduce one new challenge – the possibility of striking an aircraft. “Being self-powered, MEWPs have the ability to run into aircraft with more force than ladders and scaffolds,” says Allen. “So they cause a lot more damage.”

Though human injury is relatively rare compared to other sectors, MEWP strikes result in something all aerospace companies dread – unscheduled AOG, or “aircraft on ground.” Once damaged, an aircraft must be grounded while it's inspected and repaired, leading to flight delays and rescheduling. Last year alone, flight delays cost the global airline industry \$31 billion, with unscheduled MRO contributing to its fair share of this staggering cost.

Further adding to the risk, MRO engineers may not operate MEWPs particularly often. Though they are highly

Aerials are commonly used for aircraft maintenance.



trained and skilled professionals, MEWP use is not their primary competency. “The MEWP isn’t your work – it’s your ride to work,” Allen explains. Though maintenance engineers all have a MEWP operator’s card, they may go weeks or months at a time without using one as they work on machinery at the ground level instead. Whether they’re rusty from a lack of recent experience, or whether they never had much time to practice in the first place, this is where the risk of incidents creeps in.

To make matters worse, aircraft themselves are challenging to manoeuvre around. Their parabolic shapes are unlike the flat walls, ceilings, and beams that MEWP operators might encounter in most other environments. Moving up and down along the curved fuselage means also having to move forward and backward to keep the distance consistent.

Low hanging fruit

The vast majority of MEWP aircraft strikes are caused by human error. The good news, according to Allen? “That means they’re largely preventable.”

“Any time you have a human-error factor that’s causing AOG and flight delays, and you can reduce that factor through better training, that’s low-hanging fruit for cost reduction,” Allen says. “With the right training and culture, companies can save money and improve safety for everyone involved.” He recommends assessments of new operators, regular practice, and refresher

training for those who haven’t been on a MEWP in a while.

“Part of the challenge, historically, is that the only way to practice manoeuvring a MEWP near an aircraft is to manoeuvre a MEWP near an aircraft. So right away, you’re putting potentially inexperienced operators, or those whose proficiency level you’re not sure of, in a place where they can damage that aircraft.”

Aerospace companies have used a variety of methods to try and mitigate this, such as padding on the baskets of their MEWPs or proximity alarms to alert operators when they get too close. “These are good approaches, but I think we can do even better if we look at something that’s already in the industry’s DNA,” says Allen.

Simulation: not just for pilots

Allen is referring to simulation, which

has been in widespread use in the aviation industry since the 1950s. First used to train pilots, it is now seeing expansion to other personnel such as flight crews. Allen believes it represents the future of training for MEWP operators as well.

One of the chief advantages of simulation is that it enables users to experience potentially risky and challenging situations without ever actually placing them or their equipment in danger. In turn, the skills they build in simulation are highly transferrable to real life. “Just as a pilot might sit in a simulator to practice a takeoff, we can have a maintenance engineer practice the MEWP manoeuvres that got the plane ready for takeoff,” Allen says.

Allen’s company, SIMS, offers a portable virtual reality (VR) MEWP simulator that is seeing increasing industry adoption. Current users include Singapore Airlines, Lockheed

Martin, and Canada-based Cascade Aerospace, with other deployments planned in the coming months.

With realistic motion and real-world MEWP controls, the simulator includes training and assessment modules customised for MRO operations.

SIMS’ studies of operator data show that the simulator can assess an operator’s real-world proficiency level with

97% accuracy. Those rated as low-proficiency operators were nearly 15 times as likely to experience an incident or a near miss as high-proficiency operators. Remarkably, however, most operators could improve to a high proficiency level in about an hour of simulator training time.

Allen says there are many ways to use the simulator, from assessing each new MEWP operator to providing regular upskilling and shaking the rust off ahead of challenging manoeuvres.

“Like many simulators, it’s a versatile tool,” he notes. “What’s most important with a product like this is to use it in a consistent, strategic way as part of a larger safety plan. That’s where we’ve got people who are seeing those incident reductions that are saving costs and delivering that all-important reduction in downtime.”

When it comes to aerospace, it’s clear that MEWPs are here to stay. Allen is confident that advances in MEWP technology, as well as training tools like the SIMS simulator, will enable companies to maximize their benefits, while reducing risks.



SIMS virtual reality MEWP training.

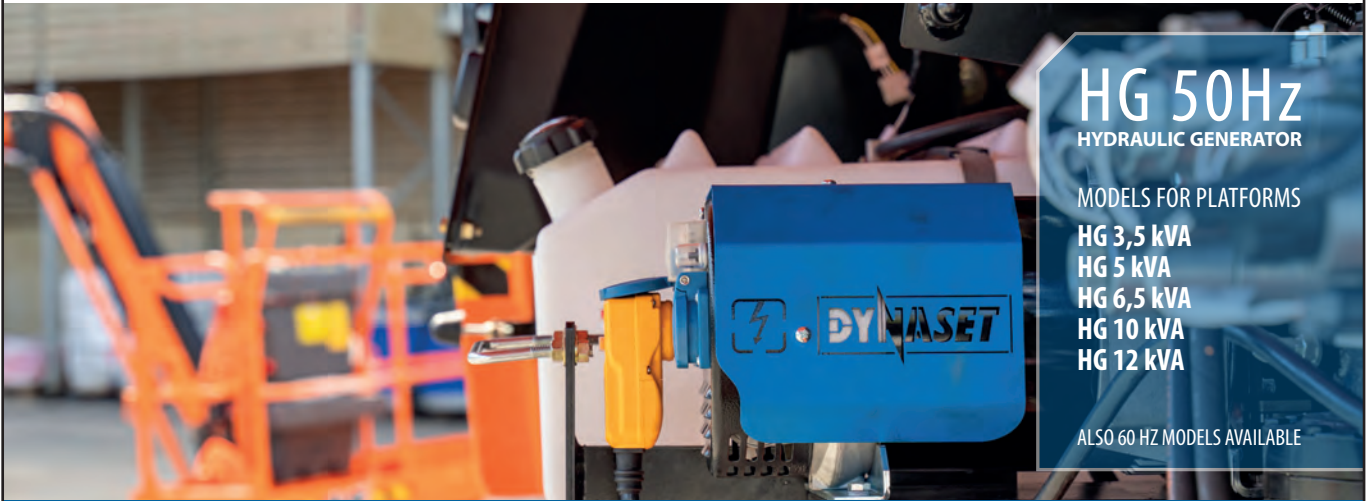


The consequences of causing damage to aircraft are high.



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CAPACITY

4 → 7



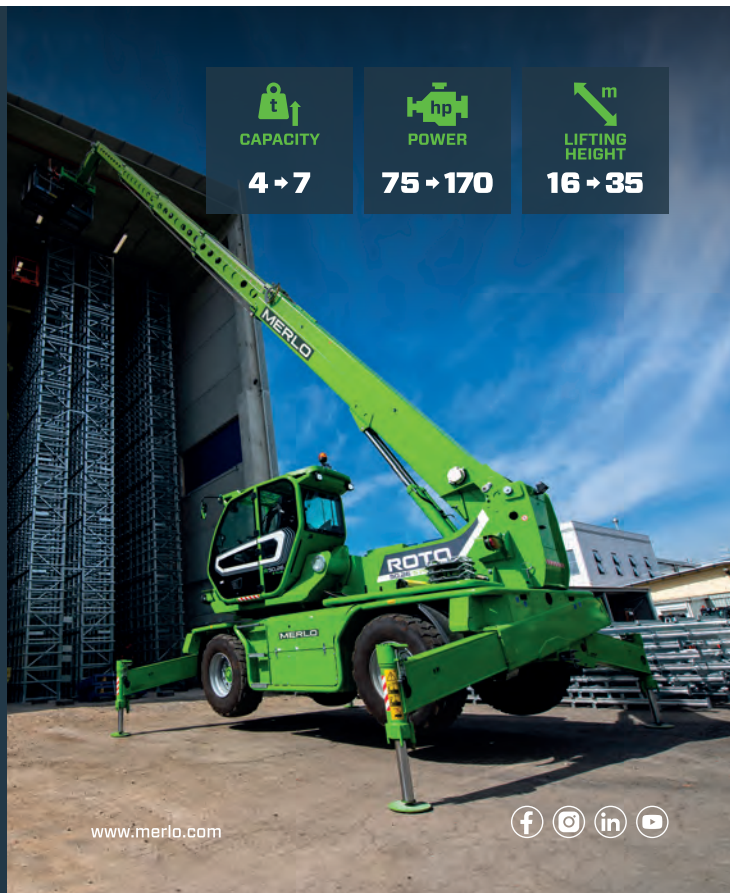
POWER

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LIFTING HEIGHT

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The titans of tech

From automatic fleet status updates to equipment inspection apps, Euan Youdale and Jenny Lescohier cover the latest developments in software.

Rental management software is a vital tool for all equipment rental companies today, and fortunately, systems come in every shape and size, so there's one that's right for your business.

Telematics and tagging specialist Trackunit will use Intermat to showcase its latest technology, including the company's recently introduced Emissions Reporting system, which collects data from its telematics base and presents carbon emissions data.

Trackunit will also show its K300 access control system at Intermat, which allows equipment owners and managers to control who can use machines, based, for example, on their level of training.

On Emission Reporting, Trackunit's CEO Soeren Brogaard, provided *AI* with an insight as to how this next generation software will play out. "Getting proper emission data out of the engine controller and the Cam profile is where everything starts," says Brogaard, "And through our 150 OEM partnerships we working very hard to get proper data out of the machines."

That includes equipment that is connecting directly from the factory, after Trackunit has worked with the engineering teams to make sure data profiles are correct from the beginning, and those that are retrofitted.

Brogaard comments, "Every contractor and every rental company is doing it to their best of their abilities and their best of their knowledge." But he adds, "Today

I would say that the majority of emission reporting, without offending anyone, is more guesswork and for sure not standardised."

Making connections

On top of that, there is the situation in which either machines are not connected correctly or they're somewhere between.

As Brogaard describes it, access equipment is on the third level, after heavy equipment and compact earth moving machines, with tools and lighter accessories in the fourth category.

"Once you move to aerial platforms and compact equipment, there's still only 30% of the assets in North America and in Europe that are connected."

Effective emission reporting and what the company is doing at the 'edge', will rely on better connected data. Using Trackunit's long standing 25-year data reporting repository from more than 500 brands, across more than two million assets, the company says it is benchmarking the classification of machines to give a precise and accurate provision based on historical data.

Brogaard explains, "For the first time we are helping the industry become much more precise and accurate on what emission reporting you have for connected assets and also for non-connected assets.

"As long as you know the brand, the make, the model, the name, you could



Soeren Brogaard, CEO of Trackunit outlines the future of onsite equipment management.

actually leverage our database to get a quite accurate read from a machine not connected – that's the edge."

Looking at activities carried out by European multiplicities, and some in the US, understanding a machine's emissions and what type of emission reporting is available on a specific type of equipment is becoming a mandatory request, adds Brogaard. "You can do it machine by machine, but you also need to do it at a site level."

The emission reporting system can see the real status of machines; if they are idling too much or where engines are not performing efficiently.

Reporting at a site level also means you can allocate the use of one machine over another from a pool of equipment.

Brogaard adds, "Then, with the connected ecosystem, just like access management, we are extending these services out to third party systems. So, customers can put these

Point of Rental acquired Record360, an app that monitors the condition of rental assets at the point of exchange.

PHOTO: POINT OF RENTAL SOFTWARE



RENTAL MANAGEMENT SOFTWARE

on their own custom dashboards. They can put them into their own ESG reporting systems.

Exchange policy

On the subject of ensuring the optimum use of equipment as it switches between one place or another, US-based software specialist Point of Rental Software has acquired Record360, a rental software inspection app that enables users to document the condition of rental assets at the time of exchange.

The app acts as a third-party inspection tool, enabling users to store images and videos of machines for proof of condition in

With MCS Cloud Rental Software Solutions, users can run their rental business entirely from the cloud.

the event of a damage dispute.

To date, Record360, founded in 2013 and based in Seattle, has been involved in more than 23 million inspections in 2,000 locations nationwide and has been used by the likes of Komatsu, Synergy Equipment and L&N Supply Company.

Point of Rental said the acquisition of Record360, which will continue to operate under its own branding, will enable the



company to accelerate product development and growth as well as increase its global footprint.

The Record360 offering will also be added to existing inspection software from Point of Rental.

Wayne Harris, CEO, Point of Rental, said, "We see immense potential in the abilities of Record360 to transform the industry and we're excited to combine our resources to realize that potential."

With MCS Cloud Rental Software Solutions, users can run their rental business entirely from the cloud, eliminating the stress and worry of managing their own server and hardware infrastructure and wasted hours spent on maintaining data back-ups and disaster recovery procedures.

In addition, it's not necessary to recruit trained IT support consultants. Your MCS cloud data centre can be fully managed by MCS's technicians who ensure that the cloud rental software always runs smoothly in the background.

This can contribute to more affordable and predictable costs with a pay-as-you-go monthly pricing model.

Texada aims to simplify the rental process through intelligence that allows users to work smarter, not harder, according to the company.

The system is designed to equip the team with tools to efficiently track and service rental inventory, coordinate inventory management across multiple locations, maintain a comprehensive vendor catalog for parts, manage inventory reordering, warehouse receiving, and rentals across multiple locations with a single, unified rental management system.

The full solution manages accounts payable, accounts receivable, and general ledger, while also aiding rental reservations and contracts; recurring billing with rental return management; pickup and delivery scheduling; equipment maintenance work orders; merchandise and equipment sales tracking; automated document emailing; as well as inventory barcode generation, printing and scanning.

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