

access

INTERNATIONAL

Volume Twenty Seven | Issue Five | July-August 2020

A KHL Group publication | www.khl.com/ai

India aerial launch

Electric/ hybrids

access
50
RENTAL FLEETS



COVID-19
update



Official magazine of IPAF

INTERVIEW: SINOBOOM | TELEHANDLERS | TRAINING

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RELIABILITY IN ACTION

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Modern focus

Adapting to change isn't always easy but everywhere I look, people seem to be making a good job of it.

Our attitude to virtual meetings changed almost instantly when the Covid-19 pandemic struck and now most of us are used to catching up with family or colleagues online, as a matter of course.

We are already taking that a step further with new products launched online and conferences and award ceremonies being held in the same way. For example, in recent weeks Almac launched its new bi-levelling boom lift from its factory in Italy. Viewers could watch the launch and drive the machine from the comfort of their down desktop. (See Product news).

Within the last couple of weeks, *AI's* sister magazine *International Rental News* held its European Rental Awards & Market Update online, which included the announcement of award winners, pre-recorded acceptance speeches and live presentations from industry experts.

Webinars have become a regular fixture too. *AI* held its first one a few weeks ago, entitled: Access and the Road to Recovery. More access industry-related webinars from us will be announced soon and they are set to become a regular part of what we offer the industry.

Hopping on a plane to meet with industry contacts is unlikely to become a thing of the past but we are more likely to think twice before doing it, with the option of hooking up online. At Sinoboom, which has just opened its European headquarters in Rotterdam, its service provision will include a remote service centre where online support will be carried out where appropriate, to complement its local support team. (See the interview in this issue).

While all this has been an aspect of industry developments for years, it seems, over the last few months, we have been fast-tracked into understanding technology far more and now most of us are much more in tune with the modern world.

In this issue, we offer several glimpses into the future. The feature on electric- and hybrid-powered equipment shows us that, as expected, we are heading towards an emission-free world. Yet some well-established, older technologies are here to stay until the newer arrivals can offer all the same advantages - an example of that is the choice between lithium and lead acid batteries.

And, be sure to see the Access50 listing of the world's largest access rental companies, starting on page 22. There continues to be new entries in the growing access markets, like China, where fleet sizes are growing impressively year-on-year too.

We may all be in a state of change, but the global access industry is in a growth phase and nothing will ultimately get in the way of that.

“ Over the last few months, we have been fast-tracked into understanding technology and are much more in tune with the modern world. ”

Euan Youdale
Editor




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

ACCESS PORTFOLIO



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



ELECTRIC power

An industry first, the new **Snorkel SR626E** is the world's first lithium electric powered rough terrain telehandler. Its full-time 4-wheel drive is powered by efficient lithium-ion batteries for long-lasting durable performance. Built compact, the SR626E is highly maneuverable with reduced noise and zero emissions, making it ideal for indoor and outdoor use.



Snorkel SR626E

CLEAN ENDURANCE

NEW



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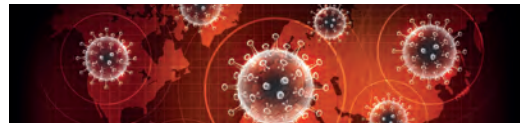
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Access equipment, powered by alternative sources to the combustion engine, is already part and parcel of the industry, with slab scissors, for example. But it is the fast advance into electric-powered rough terrain equipment that is sparking the imagination of equipment producers.

access50

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It has been quite a year, thus far, but the access50 listing of the world's largest access equipment rental companies, ranked by fleet size, in the main, reflects a pre-Covid-19 market.



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MEMBER OF



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The telehandler market is expanding upwards and downwards, with compact, electric models and heavy-duty high risers, among new product initiatives.

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India-based Gemini Power Hydraulics has produced its first aerial lift, page 36. AI is assured all road safety equipment was in place for the cover shot.



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

Printed by: Buxton Press.

ISSN No: 1352-7517
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JLG ROMANIA CLOSURE

JLG has announced plans to close its manufacturing facility in Medias, Romania, by 30 June, 2021.

“In an effort to optimise and better align operations to support our customers and enable sustainable growth, JLG conducted an assessment of its global manufacturing footprint and has made the decision to close the Company’s manufacturing facility in Medias, Romania,” said Karel Huijser, general manager and vice president of JLG EMEAIR.

“This move follows significant investments in a new manufacturing facility for PowerTowers and a JLG customer innovation centre in the UK and a state of the art JLG service centre in Stockholm, Sweden. We remain committed to our customers in the region, and production will be redistributed across other global JLG facilities.”

IN BRIEF

■ **The Ahern Family of Companies** has chosen to partner with Trackunit as its telematics provider. The group includes US rental company Ahern Rentals, the OEMs Snorkel and Xtreme Manufacturing, and its distribution network in the US, Canada, Argentina, Chile, Australia, Japan, Germany, Ireland and Spain. Don Ahern, CEO of Ahern Companies, said, “We conducted an expansive search of more than 14 telematics providers, including a multi-month pilot scheme. At the conclusion of the study, our telematics committee selected Trackunit as our telematics partner. Our requirements are expansive since we encompass rental, manufacturing and distribution, and we resolved that Trackunit was the best-suited to the needs of our customers.”

■ **Easy lift** has made two recent deliveries in Belgium. A 26m working height RA26 tracked platform has been delivered to rental company 4 Rent, based in Bruges. It can work at up to negative -7m. Meanwhile, a 16m working height R160 model has been delivered to family-run company Lauwereys, which has specialised in platform rental and tree pruning and felling, since the 1990s. Lauwereys already has four Easy Lift units through Belgium dealer France Elévateur Benelux.

LGMG signs up with Shanghai Horizon

Chinese access equipment manufacturer LGMG has signed an agreement to become an official supplier to rental major Shanghai Horizon Equipment, the world’s sixth largest access rental fleet. (See the Access50 listing in this issue).

Kaiyin Zhi, general manager of LGMG, said the company is focused on signing strategic partnerships with leading national and international access equipment providers.

“LGMG has implemented world-class industry resources for the rapid development of its AWP business.

“This strategic cooperation with Horizon Equipment, which has nearly 35,000 aerial platforms in its fleet, indicates both parties have reached a



high degree of mutual trust.

“LGMG will continue to refine its products and provide comprehensive training and service for our rental partners. Today’s signing is also a solid step forward for LGMG to expand into rental with top companies.”

Chunyu Zhang, general manager

of Horizon Equipment, said he had a high regard for LGMG products. “Horizon Equipment believes that the production of structural parts, painting and assembly at the LGMG factory is perfect, and the quality of parts has reached world-class standard.

“The R&D strength, manufacturing capability, product performance, service quality and other aspects are quite solid. LGMG, as a top national AWP brand, is now one of our reliable long-term partners.”

IN BRIEF

■ German construction equipment rental company **HKL Baumaschinen**, with operations also in Austria and Poland, is celebrating its 50th anniversary this year. The family-owned company has been serving the construction industry since 1970, when its first operations opened in the cities of Hamburg, Kiel and Lübeck. In 2019, HKL generated revenues of €380 million, putting it in 34th position in this year’s IRN100 ranking of the world largest rental companies.

■ **Haulotte Africa’s** distributor Farrisias has delivered 10 HTL 4017 telehandlers to Etablissement Central de Construction (ECC), a subsidiary of the Algerian Ministry of Defense. ECC specializes in carpentry and public works. Farrisias also performed a training session with six ECC employees. “We trained them to drive and park the equipment,” said Kada Marsel, director of Farrisias. “A focus was made on maintenance and safety.”

Superior ANSI delivery



Hy-Brid Lifts has delivered a number of units, designed for the new US ANSI standards, to US-based rental company Superior Rents,

The delivery of the PS-1930 units, which feature non-folding handrails, followed a specific request from on a Missouri-based retail construction job.

ANSI A92.20 standards, which went into effect 1 June, require manufacturers to increase the platform rail height on their MEWPs, which means many scissor lifts will now have to fold their rails. The compact dimensions of the PS-1930 allow the unit to fit through standard doors and elevators without an operator exiting the lift to fold down the rails.

“On a project like this, door frames are put on early, right after we set the

walls,” said Bill Shields, owner, Steel Wall Construction. “Once the door frame is set, it’s a half inch below 7ft; none of the other lifts can go through that opening with their rails up.”

Multitel Pagliero has delivered 25 new 3.5 tonne truck mounted platforms to access and lifting rental company O.Mec, based in Ancona, Italy.

The new Multitel Pagliero articulated and telescopic units, ranging from 16m to 25m working height, will enrich the rental fleet, which already includes around 70 units in the 3.5 tonne category. The units will be distributed over O.Mec’s eight branches in central and southern Italy.

The company has a fleet of about 1,100 units nationally, including fixed and rotary telehandlers up to 40m, electric and diesel MEWPs up to 58m, tracked platforms, up to 50m, in addition to truck mounted cranes, up to 400 tonnes, and a range of equipped trucks to meet the needs of material transport.

A-PLANT REBRANDED SUNBELT



Sunbelt Rentals has officially launched in the UK and Ireland, following the announcement earlier this year that Ashtead's UK business A-Plant would be rebranded to align with its counterpart in North America.

The rebranding is part of a strategic review in which the company is investing in its equipment fleet and business operations, as well as continuing to invest in its staff.

Andy Wright, CEO of Sunbelt Rentals in the UK, said, "Through our team of empowered, engaged and motivated experts, we have a shared mission: to deliver a world-class rental experience.

"We believe that by rebranding the business to Sunbelt Rentals and by bringing together all of our specialist businesses into one joined-up group of complementary rental offerings, we are able to create the platform to be able to do this."

The Sunbelt Rentals brand will operate across all 195 locations in the UK and Ireland.

Matt Fearon to leave Genie

Matt Fearon, president of Terex AWP, is leaving the company on 1 August. Fearon, who has spent 25 years with Genie and Terex AWP, will be replaced by John Garrison, chairman and CEO of Terex Corp.

Simon Meester, vice president, global sales and marketing administration for AWP, will be promoted to chief operating officer, Terex Aerials. Meester and Clint Weber, general manager of Terex Utilities, the company's other business in the AWP segment, will both report directly to Garrison in his role as president. The Terex Executive Leadership Team will continue to report to Garrison in his continued role as chairman and CEO of Terex Corp.

In a letter to customers, Fearon said, "I am leaving with mixed emotions as I am excited about what lies ahead, although I will miss working with terrific customers and partners like you. I will be working closely with John, Simon and Clint over the next few months to ensure a smooth transition.

"John has been at the helm of Terex since 2015 and is very familiar with our customers and markets, and he understands the great long-term potential of our industry. John serves on the Board of Directors of the Association of Equipment



From left: John Garrison, Matt Fearon, and Simon Meester.

Manufacturers (AEM), and he is a strong and passionate advocate for our industry. Simon is a talented and seasoned global leader, and he has quickly gained familiarity and experience in our industry since joining Genie in 2018. "Since I first arrived at Genie as an engineer, it has been my privilege to work with so many dedicated, creative and wonderful people in this industry. Throughout my Genie and Terex career, I have been supported by our leadership and passionate global team members who genuinely encourage improvement, innovation and respect. As I move on to new adventures, I want nothing more than to see Genie and Terex continue to thrive."

Garrison said, "We thank Matt Fearon for his many contributions to Terex. Matt has been a dynamic and much-admired leader who helped Genie grow from a regional brand to a global powerhouse.

DIARY

2020
JDL Expo

9-11 September 2020
Beaune, France
www.jdlexpo.com

2021

IAPA awards/IPAF Summit
18 March 2021
London, UK
www.iapa-summit.info

Vertikal Days

12-13 May 2021
Donnington Park (to be confirmed)
www.vertikaldays.net

APEX

15-17 June 2021
Maastricht, the Netherlands
www.apexshow.com

Platformers' Days

10-11 September 2021
Karlsruhe, Germany
www.platformers-days.de

ELS ties in with MSafe

Turkish aerial platform manufacturer ELS Lift has appointed MSafe as its distributor for India, with a non-exclusive partnership for sales into Bangladesh, Nepal and Sri Lanka.

As part of the deal MSafe has placed an initial sales and rental stock order for 40 scissor lifts with working heights up to 14.5m for its locations in New Delhi and Mumbai.

Ajay Kanoi, at MSafe, has been given responsibility for sales of ELS Lift products, while Rushil Aggarwal will look after the logistics and administration operations. They, along with the rest of the MSafe team, received sales and service training earlier this year at ELS Lift's headquarters in Bursa, Turkey.

Based in New Delhi, with a further seven locations throughout India, MSafe offers a wide range of aerial platforms, cranes, forklifts, hoists and suspended platforms on a sales and rental basis. It also manufactures its own range of scaffold towers, podiums and ladders.

MSafe managing director Pradeep Aggarwal said, "This new distributorship with ELS Lift enables us to offer a solid product range, with a low cost of ownership to the Indian market and surrounding countries, and I can proudly say that we can now serve every need our customers

AI NEWSLETTER

access newsletter
INTERNATIONAL news from around the access world

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

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

may have. We are very much looking forward to the new collaboration with ELS Lift."

ELS Lift senior business development and export manager, Alistair Palacioğlu, added, "Understanding the need for simple yet robust, good quality equipment within Indian and surrounding regions, we have worked closely with MSafe team to come together and work on a rollout plan, and understand the market needs. We are delighted to have such an experienced team from MSafe."



Platformers' Days postponed

Germany-based exhibition for lifting and access, Platformers' Days has been postponed to 2021.

Organiser Messe Karlsruhe said regulations concerning Covid-19 had forced the postponement of the event, which had been due to take place 18-19 September this year.

It will instead take place in Karlsruhe, 10-11 September 2021. The latest coronavirus regulations of the local Baden-Württemberg state government, which come into force today (1 July), prohibits events with more than 500 people until 31 October 2020.

The organiser said that despite all the uncertainties surrounding the Covid-19 pandemic, the initial signs were promising and raised hopes that Platformers' Days could go ahead as planned. The event was due to take place largely outdoors, with visitors evenly spread out. The organisers had also developed a comprehensive safety and hygiene plan and presented it to the relevant authorities.

Britta Wirtz, CEO of Messe Karlsruhe, said, "We at Messe Karlsruhe could

not afford to wait for coronavirus regulations, allowing trade fairs with several thousand visitors to take place, so that Platformers' Days could go ahead in September.

"We have therefore sadly been forced to postpone the event. We had hoped that the state government would back our plan and give us the peace of mind we needed, but those hopes have been dashed.

APEX 2021

The news follows the previous announcement that APEX has also been postponed to 15-17 June 2021, at its original venue, the MECC exhibition centre in Maastricht, the Netherlands



JDL Expo to go ahead

Meanwhile, the organiser of France-based crane, telehandler and access exhibition JDL Expo, has confirmed the show will go ahead on its original dates, 9-11 September 2020, at the Palais des Congres of Beaune. ■

SINOBOOM BV AND NORTH AMERICA OPEN

Chinese manufacturer Sinoboom's North American and European subsidiaries officially took possession of their new regional headquarters on 1 July, in Houston, Texas and Rotterdam, the Netherlands.

"We are delighted that Sinoboom BV in Europe and Sinoboom North America LLC have been able to complete this auspicious stage in their development on time and simultaneously" said Susan XU, general manager of parent company Sinoboom Intelligent Equipment.

Both facilities will be used to house scissor lifts, boom lifts and other MEWPs from the company's extensive range of products. Sinoboom started production more than 12 years ago and was the first Chinese company to design and build its own boom lifts. =, it says. See the full interview with Sinoboom BV, starting on page 13.



PEOPLE NEWS



■ **Pat Fallon** is stepping down as the chief operating officer (COO) of UAE-based rental company Byrne Equipment Rental. He will leave his role on 10 June after 26 years with the company.

development at the newly-launched European division of Sinoboom.

■ Sinoboom North America has appointed **Kolin Kirschenmann** as its chief executive officer. Kirschenmann has held a range of senior positions at Caterpillar over the last 30 years, including general manager of Forest Products.



■ **Erik Geene** has been appointed vice president of business

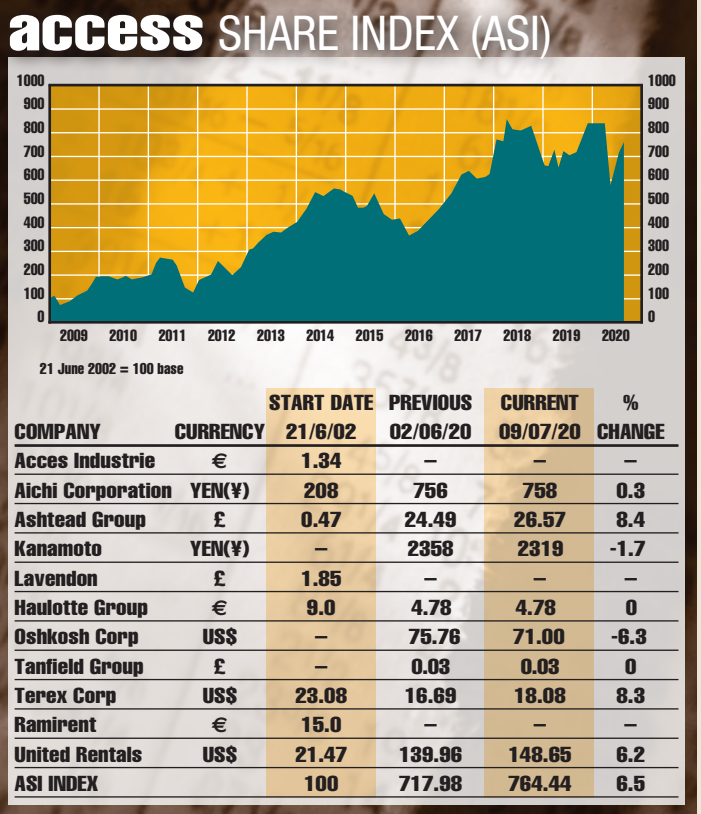


FINANCIAL HIGHLIGHTS

■ The Covid-19 pandemic significantly impacted **Ashtead's** profitability. However, its full-year results were bolstered by the first three quarters of the year and the company feels confident following the special measures it has taken. Ashtead, owner of Sunbelt Rental, now expects its gross capital expenditure for the financial year ending April 2021 will be approximately £500 million, compared to £1.5 billion in 2020. The company's total revenues in the fourth quarter were down 2% on a like-for-like basis to £1.1 billion, while full-year revenues increased by 9% to just over £5 billion. Meanwhile, operating profit almost halved, falling by 43% in the fourth quarter to £155 million. Operating profit for the full year dipped by 4% to £1.2 billion.

■ UK-based **Speedy Hire** has reported a rise in both revenues and profits for the full year ending 31 March, though the Covid-19 pandemic had a negative effect towards the end of the year and has led the company to minimise variable costs and freeze all but essential capex. In April and May, capex was approximately £0.5 million. Revenues for the full year increased by 3.4% to £402.5 million, while adjusted operating profit rose by 6.5% to £39 million. This was to reflect prior year acquisitions and the company's strategy to grow higher-margin SME (small and medium-sized enterprise) customer revenues.

■ **Snorkel UK** has introduced a special financing solution in a bid to help its customers get back to work in the UK. The Kickstart financing programme, which is available now until 31 August 2020, enables customers to benefit from no deposit and no payments for six months on any new Snorkel or Ruthmann Bluelift products, which the company distributes in the UK, plus get immediate delivery on many models, subject to availability. Designed to help businesses affected by the Covid-19 impact, the Kickstart programme is designed to help customers to get the equipment they need today, while maximising cashflow in the short to mid-term, as the economy restarts.



HIGHER
QUIETER
GREENER

TELESCOPIC BOOM LIFTS

↑ HEIGHT	⚡ ELECTRIC	🔥 ENGINE
30m	BT30ERT	BT30RT
28m	BT28ERT	BT28RT
26m	BT26ERT	BT26RT
26m	BT26SERT	BT26SERT
24m	BT24ERT	BT24RT

ARTICULATING BOOM LIFTS

↑ HEIGHT	⚡ ELECTRIC	🔥 ENGINE
28m	BA28ERT	BA28ERT
24m	BA24ERT	BA24ERT





RAISING THE STANDARDS

PL  **TFORM**
B A S K E T



Made in Italy



Pandemic policy

It is increasingly clear that the way governments have responded to Covid-19 is playing a major role in how their countries will fair in the months ahead. The strength of their economies pre-pandemic is also an important factor.

In its latest report, EECFA (the Eastern European Construction Forecasting Association) shows, the economies of the five 'small' countries in Eastern Europe have fared better than their larger neighbours.

EECFA described Bulgaria, Croatia, Romania, Serbia and Slovenia as being 'bruised' by the pandemic and forecasts a relatively small average decline in construction output of 1.3%.

It forecasts that Bulgaria could even see a small increase in output by the end of 2020, due in part to the country's work on the huge TurkStream natural gas pipeline. In Slovenia, packages put in place to boost civil engineering are expected to mitigate the downturn, followed by growth of 2.6% in 2021.

Conversely, EECFA says Russia, Ukraine and Turkey are set to be 'hammered' by the crisis, with, on average, an 8.1% fall in construction output by the end of 2020. In Ukraine, no specific measures to aid the recovery of construction have been announced by the government. While in Turkey, there is concern that the government will no longer be able to progress the ambitious construction projects it has announced. EECFA describes Russia as being 'battered' by the pandemic, falling oil prices and plunging exchange rates.

ERA update

Looking to Western Europe, while all European rental markets have suffered, the UK appears to be the hardest hit, with planned investment for 2020 down 40%-70%, according to a recent survey conducted by the European Rental Association (ERA).

Pierre Boels, president of the ERA and CEO of Boels Rental, presented the results during KHL Group's online Rental Awards and Market Update.

According to survey respondents, rental activity in the second quarter of 2020 was down 40% in the UK, compared to the previous year. Looking ahead to the third quarter, activity is expected to be down 20-30%. As a result, UK respondents are expecting to cut 2020 investment by 40-70%.

Also badly affected is Southern Europe, where second quarter activity was down 20-40%, and third quarter activity is forecast to be 10-15% lower than the previous year. 2020 investment in this region is expected to be 40-

50% lower than the year before.

Meanwhile, Central and Northern Europe have seen a relatively softer impact. Rental activity in the second quarter was reported to be 10% lower than normal in Central Europe, and third quarter activity is expected to be just 5% below prior-year levels. Respondents from these regions are, however, still expecting to cut investment by 20-50% this year.

Northern European respondents saw a 10% drop in activity in the first quarter, and are forecasting a 5-10% drop in the third quarter. Companies in this region are planning to reduce investment by just 10%.

PartnerLift, the Germany-based association for independently owned rental companies, reported a 10% decline in rental revenue in March and a 15% decline in April, following monthly surveys of its member companies during the Covid-19 outbreak.

Kai Schliephake, managing director of Partnerlift, added that its members were now seeing a sharp improvement in demand for aerial platforms.

Some of the smaller companies in the group even recorded an increase in sales during the height of the crisis. Schliephake is also complimentary of the German government during this period and said working permits were fasttracked and liquidity aid was provided even faster – in a total of 8.5 days on average. "Our so badly criticised state institutions work much better than their reputation, especially when you look at the situation in other European countries."

China resilience

Mr Liu, vice president of XCMG and general manager of XCMG overseas, pointed out that China was the first country to have a confirmed case of Covid-19 and the lockdown measures were stringent. The country is recovering quicker than others, despite the construction industry in China suffering in the first quarter.

"In the first three months of the year sales were down 10% for all XCMG brands and about 7-8% across the whole of the industry," he reveals. "However, looking at it from January to April there was growth of 32% for XCMG products for export."

China's construction recovery is explained, at least partly, by Mr Liu who says that the

Chinese government are not taking as long to approve construction projects.

US demands

While equipment manufacturers are adjusting to changing economic conditions, three quarters of US equipment manufacturers say that the impact of Covid-19 on the economy is very negative, with eight out of ten calling on the government to invest in infrastructure, according to a survey by the Association of Equipment Manufacturers (AEM).

"The Covid-19 pandemic continues to negatively impact equipment manufacturers and the 2.8 million men and women of our industry," said Dennis Slater, president of AEM. "We have seen some improvements to the operations and financial outlook for our member companies, but the industry still faces a long road back to normal."

Slater added, "Equipment manufacturers have not received the support they need from the federal government, and it is therefore imperative that they take immediate and aggressive steps to support our industry." **AI**

ONLINE OFFERINGS

KHL Group has a wide range of podcasts, webinars and online interviews at www.khl.com

WEBINAR

A recording of the online European Rental Awards & Market Update on 30 June is now available to view. The session

included market updates from three industry experts: **Pierre Boels**, ERA President & CEO, Boels Rental; **Martin Seban**, Consulting Director, IHS Markit; and **Chris Sleight**, Managing Director, Off-Highway Research.

PODCASTS

Aahan Sethi, director at India-based access equipment distributor and manufacturer Gemini Power Hydraulics, speaks to AI's Euan Youdale about the effects of Covid-19 on the country and the access sector there, as well as the potential that lies ahead.





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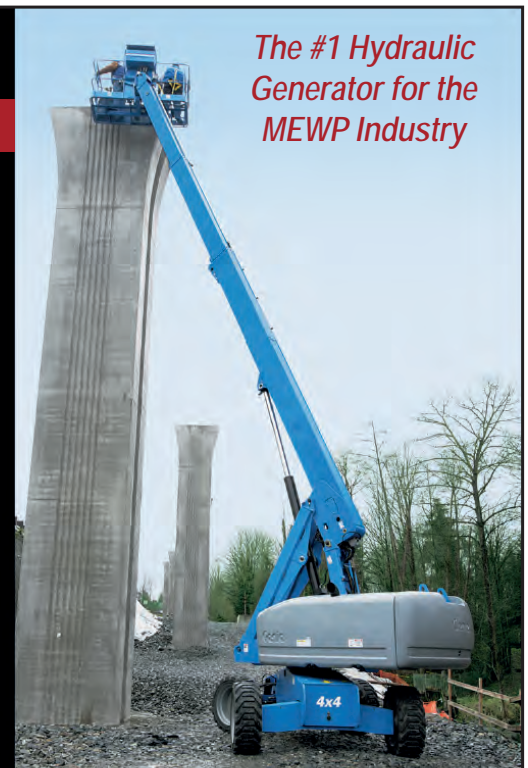


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Serious ambitions



Erik Geene, vice president of business development, Sinoboom BV

Sinoboom's European subsidiary officially opened its doors on 1 July, when the keys to its new headquarters in Rotterdam, the Netherlands, were handed over.

On the same day Sinoboom North America was also taking possession of its premises in Houston, Texas. (See more details about this in the News, starting page 6). Together, they mark a major investment in the two largest global access equipment markets by parent company Sinoboom Intelligent Equipment, based in Changsha, China.

The work to introduce Sinoboom's products to the European market began two and a half years ago, when the manufacturer appointed established access equipment supplier Liftstore, based in Poland, as its partner in the continent.

Apart from brand promotion, one of Liftstore's roles was to expand the Sinoboom network across Europe and thus far has signed up distributors in Italy, Germany, Greece, Spain, Belgium and Scandinavian countries.

Liftstore, which is owned, alongside sister rental company Gizo, by their CEO Grzegorz Niewinski, will continue in the same role, but concentrate its efforts in the east, as Eastern Central European dealer. It will be overseen by the Sinoboom BV headquarters in Rotterdam, which will focus on Western European, including the major markets of France the UK and German speaking countries.

Heading up Sinoboom BV is Tim Whiteman, formally CEO of the International Powered Access Federation (IPAF), who took the position in December, and Erik Geene, who was announced vice president of business development at the end of June.

Geene is an access industry veteran, having started his career in 1992 at the very same

Erick Geene, the new VP of business development at Sinoboom's European subsidiary, and Tim Whiteman, its CEO, explain to Euan Youdale how they plan to expand the brand across the continent.

building that Sinoboom is based in. The facility was used by Genie distributor HDW and Geene was first employed there to run errands and learn the ropes. It is now ideally suited to its new role as Sinoboom's logistics and support hub.

Geene soon worked his way through the ranks at HDW, from service and parts to sales, before Genie asked him to work directly for them in 2004. He stayed with the manufacturer until 2018, in a range of roles that saw him become a director of sales across Europe, as well as taking on responsibilities in service, finance and used equipment.

First steps

In 2018, Geene was approached by Sinoboom to expand the brand across Europe, with the help of strategic partner Liftstore, for which he became COO.

Geene says it was the vision of Sinoboom's owners, husband and wife team Guoliang Liu and Susan Xu, that attracted him to the role. "I was inspired by the belief they had in the brand and the dream they have in Europe. And I worked with them to build up Liftstore in

Poland. And during that time, I have become impressed by the constant high level of quality of the machines."

He adds, "Liftstore will remain one of our partners and mainly concentrate on the east side of Europe. They are based in Poland and we are based in the Netherlands, so if you look at it geographically, it's a perfect fit.

"In my new position I can roll the brand out across Europe and that is what I am really looking forward to doing."

Another factor that attracted Geene to Sinoboom is that it is privately-owned, setting it apart from many other Chinese companies, which have varying degrees of state ownership. "That had a big influence on me in the decision to start working with their products."

Although the journey thus far hasn't always been easy, much of the groundwork has been laid, says Geene. "Two or three years ago, Sinoboom was perceived like many other new brands from China. But in those years, we have done a lot of work in Europe with the team and we have taken those first steps.

"If you talk with MEWP customers, we are now seen as one of the future successful brands >



Sinoboom scissor lifts for the European market.

in Europe, and that is due to the culture of the company and the quality we deliver. That is the basis on which you start a successful company.”

In addition to the complexities of entering a long-established market, there are unexpected challenges, like those brought about by Covid-19, that just a few months ago were beyond the imagination of most people.

Geene, however, sees opportunities among the obvious difficulties. “Every five, seven or 10 years we have a crisis or a downturn, or a period of low growth. I have seen this two or three times in my career, and each time it takes two or three years for the industry to rebound.

“Today, it is a major challenge, particularly for the rental houses. Although, for us, at Sinoboom, I see it as a chance to start a new brand and introduce a new face to the industry.

“Of course, we also have our challenges. For example, there will be less purchases of new equipment, so you have less opportunities to win a deal.

“But I think, in this case, it will recover within one or two years because the market will absorb the existing machines and they will need to be replaced – there will always be replacement. And if you look at the market in general across Europe, there are still countries with growth potential. So, I am not so negative about the current situation.”

Geene and Whiteman are also very clear that Sinoboom is in Europe for the long haul and has chosen a gradual approach. “The main thing for us is the strategy and the team of people that Tim is going to put in place in the next couple of years and the product line. We do not have a full product line yet, but we will do,” adds Geene.

As Whiteman adds, the company’s attention to service and parts provision will be crucial to its success. “To be an integral part of the European scene, we need to be seen as a European supplier, with full European service, supply and a back-up team.” In this light, Whiteman aims to have a fully functioning



Sinoboom's logistics and support hub in Rotterdam, the Netherlands.

service, including 24-hour parts delivery, this year.

Part of the strategy is to expand on the experiences of the coronavirus pandemic, during which we have all got used to communicating remotely. As such, one of the rooms at the Rotterdam headquarters will be converted to provide full back-up and support remotely to its customers, whenever it is appropriate.

To help achieve these aims, the company recently appointed Danny Wesselius as its operations manager. He has 20 years of experience in the rental business, managing support teams in the field and will be an important asset in developing remote support to complement the growing network of service providers across Europe.

By the end of this year, the subsidiary should have 10 full time staff, with more appointments next year, and a rotation of technical staff from the factory in China.

Product focus

As far as both Geene and Whiteman are concerned, Sinoboom’s slab scissors have already reached the required level of quality, which is why orders are gaining pace in Europe. The plan is to complete the full Europe-ready hydraulic and direct electric drive slab scissor line this year and offer 16m and 18m working height electric articulating boom lifts, along with a couple of vertical mast models, by August or September.

This will be followed in time by RT scissors and the full range of articulated and telescopic booms. There will also be a keen focus on hybrid and electric-powered equipment.

One of Geene’s key roles is in product development and as he describes it, giving the customer’s voice back to the manufacturer in China. This involves bringing existing equipment from the Sinoboom factory for testing and appraisal from potential customers in Europe and feeding that back to the design team in China.

Sinoboom already has a full line of scissor and boom lifts in China, across the working height range, including spiders and truck mounts, but Geene explains, “In my mind it is not all ready for the European market yet.

He adds, “What also attracted me to working with Sinoboom is that they are an access equipment specialist. This is an advantage, and as a specialist in access equipment, you need to have a full line, otherwise you cannot survive

and it would be the same for our partners.

“But you can’t have a full range with the right quality level in a couple of years; it takes time. We will take small steps. Our goal is to be a premium quality supplier.”

As Whiteman and Geene repeatedly make clear, this is not a race and high volumes at low cost are not the company’s aim. “Of course, you can grab the market if you drop the price, but that is not our strategy at all. We are not the cheapest and we never will be. And, what I have learned over the past 20 years is that volume is not the key to everything either. We want to increase volume but we need to be seen as a quality brand.

Nevertheless, Sinoboom scissors have found a growing customer base in the continent over the last two years. “We have sold in 10 countries and it is growing every week. We are doing deals, not big deals, but from the experience these new customers have of our equipment, they are talking positively in the market about it.

“The key accounts are another story and that is something we will start to work on now too,” says Geene.

With a former CEO of IPAF, there is also a strong commitment to safety and training at Sinoboom, which is reflected across the company and can be seen in its approach to Covid-19.

As Whiteman describes, by the time the coronavirus hit Europe, the company had gained experience of ensuring the safety of its employees in China. It joined the national campaign in sending PPE and other equipment to Wuhan, the epicentre of the crisis. As the virus reached Europe, Sinoboom sent large quantities of face masks to those who might need them across the continent. This focus on safety was driven by the owners and reflects their approach to business and product development says Whiteman.

Finally, I ask, would Sinoboom consider acquiring manufacturers or other related companies in Europe or beyond, or set up manufacturing facilities of its own outside China? Whiteman doesn’t give anything away but is clear in his response.

“The company is looking to be a global player and is investing where necessary. It has made a serious financial commitment to become a long-term, established part of the European and the North American markets. That financial commitment is there to grasp whatever opportunities arise.”



Tim Whiteman, CEO, Sinoboom BV.

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Powering ahead

AI delves into the trends and choices in the fast-moving electric and hybrid MEWP sector

Access equipment, powered by alternative sources to the traditional combustion engine, is already part and parcel of the industry, with slab scissors, for example, traditionally powered by batteries. But it is the advance into electric-powered rough terrain equipment that has sparked the imagination of equipment producers in recent years.

The common view is that hybrid and electric will continue its surge as emission regulations across the world expand, furthermore they offer more flexible machines for use indoors, outdoors and across a range of applications.

Then, there is the debate as to whether electric will trump hybrid long term and the issue of what type of battery to use. The use of lithium is increasingly popular and seemingly now has the edge over lead acid batteries in the rough terrain product categories.

One of the longest standing users of hybrid and electric technology is the tracked platform. Accordingly, Hinowa is one of the pioneers in this area and has launched a number of products that are pushing the boundaries of hybrid and specifically electric technology.

Spider lifts have always leant themselves to hybrid and electric power as they are often used in sensitive areas where zero emissions are required.

As Davide Fracca, sales and marketing director at Hinowa, says, "The regulations governing CO2 emissions and noise levels are becoming increasingly stringent and, in the near future, many cities will no longer allow access to vehicles with diesel engines. Consequently, bi-energy and electric technology is a revolutionary approach, responding to the need for high performance and efficiency with low emissions."



Hinowa's TeleCrawler13



Manitou's 200 ATJ E

Most recently, the Italian manufacturer launched the TeleCrawler13 - the first tracked aerial platform offering full direct electric drive, without the use of any hydraulic oil. While other equipment types have already moved into this area, this advancement in tracked platforms for general outdoor use highlights the direction in which the industry is moving.

Flexible features

The electric track motors used on the TeleCrawler13 have an IP67 protection factor, meaning the machine can work in muddy and dusty environments. The absence of oil on the translation system also eliminates the risk of leakage.

Other features of the 13m working height compact model is automatic control of the telescopic boom, go home and go back functions. Without the basket it measures just 3,695mm in length, 1,947mm in height and 748mm in width. Moreover, the stabilization area reduces to 2450mm x 2901mm, smaller than a single parking space.

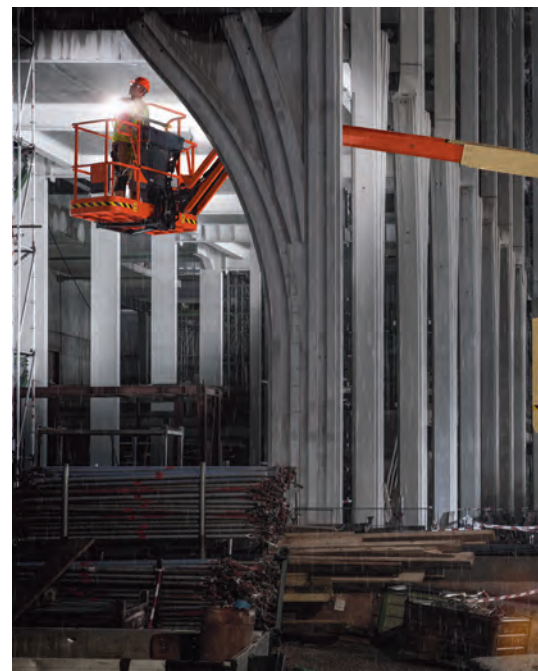
The company plans to expand the TC electric driven series by adding further models.

Hinowa has used lithium-ion battery packs on its aerial platforms for more than 10 years.



The Haulotte HA20 LE Pro

Its decision to use lithium batteries instead of lead acid, or other types, is that lithium requires no maintenance, and the machine can be used during recharging, as well as there being the absence of memory effect. When it comes to the argument for total cost of ownership, Fracca says, "When you consider you can allow between 2000 and 3000 complete discharge-



recharge cycles, therefore for the full life of the machine, it means that its viability abundantly exceeds the investment return time.”

Germany-based tracked specialist Teupen is fairly emphatic about which battery option it prefers. It's most recent electric/hybrid launches are the LEO13GT, LEO30Tplus and the battery-powered LEO35Tplus. They are designed for cost-effective lifting, using lead acid batteries with 8V cells that are available worldwide, and used in golf carts. Company CEO Martin Borutta says, “Lead acid batteries are easily available, cheap, reliable and use non-hazardous materials.”

The manufacturer plans to launch further electric and hybrid models in the future. The will be, “Fully electric models with electric drive motors and hybrid models that are gas and battery-powered,” says Borutta.

Another Italian tracked platform manufacturer Easy Lift launched its latest hybrid model at bauma last year, the 42m working height R420HY. Another model, the RA24, will also become available in hybrid version, and will be launched at APEX next year. (APEX was originally due to take place in June this year but was postponed to the same month in 2021, due to the Covid-19 pandemic). The RA24 was due to be launched at APEX this year but it was pushed back for the same reason.

Manuela Vender, sales director at Easy Lift, says, “The main feature of the lithium batteries we use is their ability to recharge at double speed, slow and fast”. The Li-Fe-PO4 battery is the most safe and stable on the market, says Vender, with a longer life, exceeding 4000 recharging cycles. The battery can be recharged to 80% in one hour, with automatic battery recharge by the deisal engine while in use.

For all models in the Easy Lift range there are battery (BA) and hybrid (HY) versions. “Hybrid spiders are more versatile, in particular for rental companies,” says Vender. “We believe the whole access industry will launch higher electric and hybrid models. We have a 42m but a spider, around 52m, is already in our minds.”



Easy Lift's
R360WBA in
Korea.

Boom expansion

JLG previewed its EC boom lifts at bauma last year. The EC450 and EC520 models are now in production, with delivery due in the third quarter of 2020. The mid-sized articulating booms are equipped with lithium batteries and can work a full day without charging. They are delivered as standard on non-marking tyres.

Laurent Montenay, general manager at JLG Deutschland, confirms the benefits of lithium, being long lifecycles, quick charging and the ability to run full duty cycles. “Furthermore, these machines produce no noise and no emissions, allowing these products to work within city centres. Lastly, particularly for equipment owners, the cost to maintain is lower. There are no filters or oil that require regular maintenance.”

Montenay adds that the demand for electric-powered products can only increase. “Rental companies and our customers are asking for new solutions and alternatives over conventional diesel to work in urban areas and we are working towards fulfilling those needs.”

And he believes the choice of electric over hybrid is a forgone conclusion. “With lithium batteries becoming more accessible, there's no need for hybrids anymore. The performance is equal to that of a conventional diesel.”

Nevertheless, there will be a short-term limit in the size of equipment that can be powered by a battery. As Montenay points out, “In relation to full electric, I think the limit would be the cost associated to the amount of batteries you need to power the equipment. In this case we can also say there is very fast technological progress made which should open the way to full electrification.”

France-based manufacturer Haulotte launched the pioneering rough terrain electric articulating boom Pulseo Generation in 2018. The 20.76m working height HA20 LE Pro has a 72 volt battery pack, and comes with an 18.5kW diesel Kubota range extender engine.

A second unit in the Pulseo Generation range will be launched in the third quarter of this year, with more information becoming available nearer the time.

Interestingly, Haulotte also chooses lead acid batteries. As Haulotte explains, the lead-acid battery is the prevailing technology on the market. They represent 70% of batteries that are produced globally and are stable, affordable, safe, reusable and recyclable technology.

Haulotte sees the advantages in the new generation of lithium-ion batteries, which are more stable than previous incarnations,



Teupen's
Leo30T plus

and have high energy density, but not for general use across its range. Safety, cost and recyclability are also still to be perfected, the company believes.

Another clear option, in the view of Haulotte, is the emergence of fuel cells as a potential source of energy for its machines. “These are not batteries, but a device that can generate energy from the hydrogen contained in tanks and ambient air oxygen. Fuel cells provide good overall performances.”

Manitou has been making major developments to its boom lift range in recent times and has also chosen lead acid for its new

MODULAR SERIES

China-based manufacturer Dingli has launched its modular series of electric articulating boom lifts worldwide.

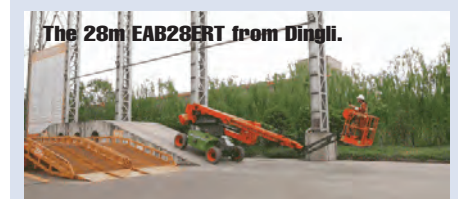
Dingli revealed one of the models, the 28m EAB28ERT, to a crowd of almost 1,500 clients, including 700 rental company representatives, at Zhejiang Deqing Mogan Mountain Airport.

The company's new electric line comprises seven models in total, matching the company's line of seven diesel-powered boom lift models.

The modular design of the platforms means that the electric models share 95% of the same components and 80% of the same structural parts as their combustion engine-powered counterparts, making it suitable for the rental market.

Dingli's low noise and zero-emission electric platforms feature a 80V lithium battery and both quick and slow recharge speeds.

While the smallest platform in the electric series has a working height of 24.3m, the largest in the platform range has a maximum working height of 30.3m and load capacity of 454kg.



The 28m EAB28ERT from Dingli.



The EC520AJ from JLG

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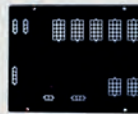


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The Snorkel S4740E scissor



electric model.

The company first presented the 100% electric 200 ATJ E rough terrain boom lift prototype at Bauma last year. And it was officially released in the first quarter of this year.

Fanny Sourisseau, MEWP product manager said the original idea was to create an electric platform without compromising the DNA of its machines. “We wanted to make a reliable, robust machine with incomparable off-road capabilities. Our 200 ATJ E allows us to work at a height of 20m with a capacity of 230kg and two operators. To make life easier for our users, we ensure autonomy of at least one working day.” It is also light, at 7,100kg.

“Lithium-ion batteries seem to be a big trend today,” says Sourisseau. “It is true that they have many advantages, including extremely fast charging times. However, today, lead batteries are less expensive and a better known and mastered technology, especially in terms of recyclability.

“Each type of battery has its advantages and disadvantages, the point is to propose the technology that best suits the machine’s uses and now, we consider that lead acid is still the best offer for MEWPs.”

Nevertheless, the general direction is clear, as governments introduce stricter emission regulations. “It’s quite difficult to set limits because the technologies are advancing quite quickly and our skills in the field of electrification are advancing rapidly, but I think it’s realistic to say today that all self propelled aerial platforms up to very great heights can operate on electric or hybrid power.”

Total control

Airo’s most recent launch is the hybrid articulated A18 JRTH Plus boom, first presented at the GIS show in Piacenza, Italy, in October 2019.

The A18 JRTH Plus, complements the existing A18 JRTD Plus diesel version, and is designed for increased performance on construction sites through silent working even on rough terrain, thanks to its lithium iron-phosphate battery pack, which powers a 4WD/4WS full electric transmission.

A low power diesel generator recharges the battery, either automatically when the battery is running low or when the operator chooses. Using the on-board charger, the battery can

be full in four hours. In the absence of mains power, the generator can be coupled with the model’s Supercharger guaranteeing a complete recharging in two hours, when the machine is at a standstill.

Up to three people can occupy the basket, which has a 400kg capacity, and a minimum capacity of 300kg at a full working height of 18.5m and 10m outreach.

The machine control system is completely new; a graphic touch screen display guarantees full control of all functions as well as complete diagnostics of all devices present without the need for external tools such as computers or calibrators.

“From our point of view, lithium technology seems to be the most suitable for the development of new electrical and above all hybrid applications thanks to the absolute waterproofing of these batteries,” says Oscar Prigione, Airo sales manager.

Snorkel has accelerated its introduction of its electric lithium-powered lifts. In April 2019, the company previewed a lithium-ion battery

powered SL26RTE and SL30RTE Speed Level lifts, which entered full production at its UK manufacturing facility in October

At ConExpo this year, Snorkel showed the same lithium-ion technology in its line of compact rough terrain scissor lifts. The S2770RTE, S3370RTE and S3970RTE are available to pre-order and are scheduled to enter UK production in late 2020 for early 2021 deliveries.

Snorkel also introduced the industry’s first electric rough terrain telehandler at ConExpo, the SR626E. See more about this in the Telehandler feature in this issue of *AI*.

The Speed Level and compact rough terrain scissors are designed to deliver a long duty cycle to work a full shift and emit up to 60% less noise than the diesel equivalents.

The battery packs have a built-in battery management system (BMS) and integrated electric powertrain. The lifts all offer 4-wheel drive with zero emissions, while reducing running costs by up to 95% when compared with an engine.

Equipped with two lithium battery systems as standard, the low voltage system is easily serviced, without the need for specialist high voltage training, and has been tested in climatic chambers between -77°F (-25°C) and +140°F (+60°C). A high frequency smart on-board 50A battery charger enables the lift to be fully charged within 5-8 hours, and it can be top-up charged throughout the day, as required.

Representing an industry-first, the new Snorkel SR626E delivers a maximum lifting capacity of 2,600kg, and a maximum lift height of up to 5.79m, while being completely zero emissions.

HYBRID APPROACH

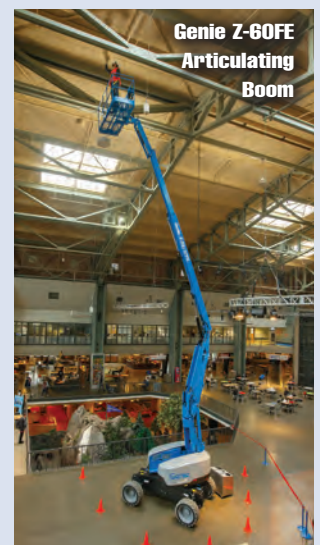
Genie has chosen the hybrid route with its FE (fuel/electric) range of boom lifts and sees the hybrid option as the relevant choice in the larger rough terrain arena. A recent launch is the Z-45 FE articulated boom, the smaller sibling of the Z-60 FE boom, launched at Bauma 2019. Also launched at the same time was the direct electric drive Genie GS-4655 scissor lift. And, just before that, Genie introduced its first direct electric drive slab scissor lift, the Genie GS-1330m model, at Bauma China in 2018.

The Z-45 FE, like the Z-45/25 DC, can be operated in all-electric mode indoors. However, the FE also comes standard with 4-wheel AC direct electric drive, oscillating axles and non-marking rough terrain tyres for outdoor, off-road.

Zach Gilmor, Genie product manager, Terex AWP, says, “We find that customers are increasingly realising that the divisions that used to separate outdoor (diesel) machines from indoor (electric) machines were never meant to benefit them. These divisions were a result of a technology challenge that had not yet been solved.”

Long term, says Gilmor, more powertrains are likely to move toward full electrification, as fully electric aerial products continue to evolve with battery technology and jobsite charging infrastructure. “During this period of transition, Genie has chosen to offer the flexibility of offering both hybrid and full electric powertrains to our customers,” says Gilmor.

Looking at larger equipment, Gilmor considers the reality of the market. “Just because it is physically possible to make a model fully electric, doesn’t necessarily mean this is the correct approach. A well-designed hybrid system may be a better candidate for larger machines with today’s technology. Because hybrid technology is scalable, jobsite requirements can drive which technology makes sense in the future.”



ELECTRIC NIFTYLIFTER

Niftylift was the founder of the hybrid boom range and in recent years has launched its electric E range which offers significantly increased standard duty cycle performance. The latest in the range, which was launched in 2019, is the HR17NE, an all-electric-drive version of the HR17N. It offers a 17m working height, with a market-leading outreach of 9.7m, all from a 1.5m wide base that weighs 7,780kg.



Niftylift's HR17NE

Matthew Elvin, CEO of Snorkel, says, "We are continuing to explore lithium electric technology, and are likely to expand its use into other suitable existing products, such as our S2255RT and S2755RT narrow compact rough terrain scissor lifts models and mid-size boom lifts in the future."

Snorkel has focused on electric powered equipment, rather than hybrid solutions. "We see lithium as a genuine diesel power replacement on small and mid-size units," says Elvin, "Additionally, unlike hybrid, there is no fuel required on electric powered lifts, making them compliant with all jobsite emission requirements."

"To power larger and heavier units, more energy is required, particularly to meet the

requirement for a six-eight hour duty cycle between charges. This is typically when lithium batteries are selected, as they can deliver greater energy volume from a similar size and weight to lead acid batteries.

From a customer perspective, however, it is determined by where cost meets benefit, i.e. what level of technology is the customer happy to pay for. "Looking to the future, we expect to see lithium becoming a preferred power source, particularly as the cost of lithium batteries becomes more competitive," adds Elvin.

Electric future

From LGLG, and as part of the new booms range coming to the EU market in the third quarter, there will be the A14JE, and due to high demand, a smaller 9m platform height boom will be added to the fleet later this year. w

Earlier this year LGMG launched the AS1413E, a versatile electric slab scissor with a working height of 16m, suitable for both indoor and outdoor use.

LGMG's electric slab scissors are designed to be rental-friendly with proportional descent, with indoor/outdoor use on many models, including the SS0407E and SS0507E, available in both hydraulic and electric with the option of a lithium battery.

To further strengthen the scissor range, the manufacturer plans to launch its SR0818E across Europe at the end of 2020.

Ronan MacLennan, sales manager at LGMG Europe, explains, "We continue to monitor the developments within hybrid technology, currently its instability and unreliability does not fit with LGMG's values."

"In addition, currently we do not see a demand in the market for hybrid machines, therefore the focus will continue to be on machines which have a high demand"

Therefore, he adds, there are no plans to launch any hybrid models in 2020. The focus will be on developing electric-powered models as LGMG believes this is the future of the industry.

The company offers lead acid as standard, mainly driven by cost, customer familiarity and availability. It also offers lithium batteries as an option. "The trend towards lithium-ion



LGMG's A14JE

batteries becoming accepted is clear and once costs start to come down, we expect to see the trend accelerate."

MacLennan believes it is likely we will see 38m-plus boom lifts being offered as electric within the next five years; in the scissor market that should also stretch to 30m and higher.

Sinoboom has already released 14m and 16m working height electric articulating boom lifts, which are now joined by an 18m electric and hybrid option. The hybrid GTZZ18HEJ and electric GTZZ18EJ were launched in June.

Sinoboom says it expects to launch 18m, 20m, 24m and 26m pure electric and hybrid telescopic boom lifts too.

"Electric drive and hybrid products have higher efficiency, are friendly to the environment, and have stronger environmental adaptability. This is also the main R&D direction for the upgrading of products," explains Gary Cai, product manager.

The electric-drive scissor series will be equipped with a networked IoT system.

"We currently prefer the lithium battery product," adds Cai, "Which has a large energy density and mature technology. In the future, we will continue to pay attention to the development of new energy technologies." AI

VEHICLE MOUNTS



The latest Hybrid model from Multitel Paglierio is the MT204H, launched at Bauma 2019

The hybrid version maintains the features of the standard version, 20.5m working height, 300kg platform load, 14.3m outreach and Lithium battery pack, offering a full working shift without any performance difference. The company also offers two lithium battery crawlers - 21m and 25m working heights.

Multitel Paglierio says it is working on two new projects that will shortly combine lithium batteries with some innovative products. "Those are two of many other projects we intend to develop for the future to offer green options. The full electric truck mount is a target for us as well. In our case the current limit is the chassis and the autonomy that manufacturers are currently offering."

For more vehicle mounted electric and hybrid products, see the next issue of AI - September.



The hybrid articulated A18 JRTH from Airo

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Sign of the times

It has been quite a year, thus far, but the 2020 access50 listing of the world's largest access equipment rental companies, ranked by fleet size, reflects a pre-Covid-19 market, overall.

The top 10 of the annual access50 listing has been pretty stable in recent memory, apart from the appearance of Loxam in third place, after it acquired Lavendon Group in 2017. This year, Loxam remains in third, despite a 35% increase in its fleet following another acquisition - Ramirent - in 2019.

However, there have been some notable changes among the top 10 places. The top five remains the same as last year, with United Rentals unsurprisingly taking top position again. The gap between United and customarily-second placed Sunbelt Rentals has historically been vast, with a difference last year of 40,000 units. Until now, Sunbelt and its UK-



TOP 50 FLEET SIZES

	2020	% change	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
TOP 5	417614	10.7	377292	339351	291170	222165	214325	220192	204624	196656	165556	164237	173792
TOP 10	572984	13.6	504337	455788	523157	428443	298383	295334	271576	265888	240113	238181	254424
TOP 50	850914	6.4	799179	691465	645461	577377	527514	523767	481490	460758	434358	424853	449250

access50 RENTAL FLEETS

'20	'19	COMPANY	MEWP FLEET			TELEHANDLER FLEET			FLEET (SEE KEY)	BRANCHES	AREAS OF OPERATION	HQ
			2020	2019	CHANGE	2020	2019	CHANGE				
1	1	United Rentals	142256	145686	-2.4%	31645	31461	0.6%	S,B,T	1165	USA, Canada, France, Germany, UK, The Netherlands	USA
2	2	Sunbelt Rentals (Including A-Plant)	126150	104200	21.1%	24050	20000	20.3%	S,B	740	USA, Canada, UK	USA
3	3	Loxam (Including Ramirent & Stavdal)	71800	53150	35.1%	7700	7100	8.5%	S,B,T, M,H	1100	Europe, Middle East, South America	France
4	4	Mateco (TVH Group)	39647	38145	3.9%	1621	1479	9.6%	S,B,T	185	Europe, Malaysia, Mexico	Belgium
5	5	Aktio Holdings Corp.	37761	36111	4.6%	0	0	0%	S,B,T	1037	Japan, Taiwan, Bangladesh, Southeast Asia	Japan
6	19	Shanghai Horizon Equipment & Engineering Co.	34964	11191	212.4%	0	0	0%	S,B	105	China	China
7	15	Boels (Including Cramo)	33201	14629	127.0%	1333	712	87.2%	S,B,T,M	758	Europe	Netherlands
8	7	Ahern Rentals	31256	27365	14.2%	4978	4974	0.1%	S,B	94	USA	USA
9	8	Nikken	28707	26948	6.5%	0	2		S, B, T	244	Japan, USA, Southeast Asia, UAE, Germany	Japan
10	6	HERC (EST)	27242	27797	-2%	5645	5760	-2%	S, B	280	US, Canada, China, Saudi Arabia, UK	USA
11	9	Nishio Rent All	24634	23432	5.1%	4382	3196	37.1%	S,B,T,M	434	Japan, Singapore, Southeast Asia, Australia	Japan
12	10	H&E Equipment Services (EST)	21100	21503	-1.9%	2842	2899	-2%	S,B,T, H,M	65	USA	USA
13	11	Sunstate Equipment	20400	20800	-1.9%	4450	4400	1.1%	S,B	77	USA	USA
14	12	Rival	19000	18750	1.3%	1000	1080	-7.4%	S,B,T	72	Europe, Middle East, India, Kazakhstan	Netherlands
15	14	AVS System Lift	18334	16804	9.1%	1720	1563	10.0%	S,B,T, M,H	96	Germany, Poland, Netherlands, Austria, Italy, Switzerland, Romania, Turkey	Germany

based sister company A-Plant, both owned by Ashtead Group, have been listed separately as they were quite different operations.

This year, it was announced that the UK arm would be rebranded as Sunbelt in line with its US counterpart, and to avoid confusion the fleets of both companies have now been combined in the **access50**. It brings the group's 126,000 units much closer to United's fleet size and explains why Sunbelt has such major growth, while United has seen a 2% decline in its fleet.

As we know, the world's biggest access market, North America, was already experiencing a decline in the months leading up to the coronavirus pandemic. The drop in United's fleet figure bears this out, with a similar story being told among other North America-based rental companies, even taking

TOP 10 TELEHANDLER FLEETS

	COMPANY	TELEHANDLER FLEET 2020	TELEHANDLER FLEET 2019	CHANGE %
1	United Rentals	31645	31461	0.6%
2	Sunbelt (Including A-Plant)	24050	20000	20.3%
3	Loxam (Including Ramirent & Stavdal)	7700	7100	8.5%
4	HERC ^(EST)	5645	5760	-2%
5	Ahern Rentals	4978	4974	0.1%
6	Sunstate Equipment	4450	4400	1.1%
7	Nishio Rent All	4382	3196	37.1%
8	Kiloutou	3800	4250	-10.6%
9	H&E Equipment Services ^(EST)	2842	2899	-2%
10	AVS System Lift	1720	1563	10.0%

into consideration that a couple of those are estimates.

Across the board, the European rental companies' fleets are also generally subdued,

compared to last year, with a number seeing declines year-on-year. Europe was subject to a similar drop in market expectations before Covid-19 made itself known.

'20	'19	COMPANY	AWP FLEET			TELEHANDLER FLEET			FLEET (SEE KEY)	BRANCHES	AREAS OF OPERATION	HQ
			2020	2019	CHANGE	2020	2019	CHANGE				
16	13	Kiloutou	16000	17375	-7.9%	3800	4250	-10.6%	S,B,T,M,H	527	France, Germany, Poland, Italy, Spain	France
17	16	AJ Networks	13300	14000	-5%	400	250	60%	S,B,T	17	South Korea, Vietnam, USA	South Korea
18	21	PartnerLift	11138	10519	5.9%	976	957	2%	S,B,T	135	Germany, Austria, Switzerland, The Netherlands, Eastern Europe	Germany
19	21	Kanamoto	10762	10477	2.7%	31	30	3.3%	S,B,T,M	180	Japan	Japan
20	22	Korea Rental	9600	9569	0.3%	25	0	-	S,B,T	11	Korea, Vietnam, China, India, Qatar, Kuwait, Saudi Arabia	Korea
21	23	Mills Estruturas e Serviços de Engenharia (inc. Solaris)	8706	9000	-3.3%	373	78	378.2%	S,B	32	Brazil	Brazil
22	28	XCMG Guanglian Rental	8542	6663	28.2%	0	6	-	S,B,T,H	15	China	China
23	24	Coates Hire	8400	8000	5.0%	1000	610	63.9%	S,B	168	Australia, Indonesia	Australia
24	25	Pekkaniska	7950	7350	8.2%	0	0	0%	S,B	29	Finland, Russia, Ukraine	Finland
25	26	AFI Rentals Group	7393	7138	3.6%	78	71	9.9%	S,B,T	30	UK, UAE, KSA, Qatar, Bahrain	UK
26	27	Speedy Hire ^(EST)	7320	7100	3.1%	-	-	-	S,B,T	200	UK	UK
27	30	Collé Rental & Sales	6978	6076	14.8%	920	923	-0.3%	S,B,T,H	15	Benelux, Germany	Netherlands
28	29	HSS Hire Group ^(EST)	6820	6615	3.1%	50	50	0.0%	S,B	292	UK, Ireland	UK
29	31	Salti	5257	5104	3.0%	1507	1359	10.9%	S,B,T,M	42	France	France
30	NEW	Rentagroup	5023	NA	NA	199	NA	NA	S,B,T,M,H	77	Finland, Sweden, Norway, Poland	Finland
31	32	Modern (International) Access & Scaffolding	4800	4800	0.0%	2	2	0%	S,B	3	Hong Kong, Macau, Singapore	Hong Kong
32	34	MEP Hire ^(EST)	4635	4500	0.3%	0	0	0%	P	9	UK	UK
33	33	GAM ^(EST)	4610	4500	2.4%	0	0	0%	S,B,T,M,H	100	Europe, North Africa Middle East, South America	Spain
34	37	Tonguan Machinery Rental	4200	3995	5.1%	0	0	0%	S,B	25	China	China
35	35	Acces Industrie	3952	4400	-10.2%	111	110	0.9%	S,B,T,M	37	France	France
36	38	Aver Asia	3900	3805	2.5%	50	50	0%	S,B	17	Singapore, Cambodia, Malaysia, China, Indonesia, Myanmar, Thailand	Singapore
37	50	Dongguan Jiafeng Machinery	3600	2350	53%	0	0	0%	S,B	6	China	China
38	39	Kranpunkten	3500	3536	-1.0%	80	80	0%	S,B,T,M,H	7	Sweden	Sweden

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Major climbs

Returning to the subject of the top 10, there a couple of new arrivals in sixth and seventh positions by companies that have worked their way up the list. One of them, in seventh place, is Boels Rental, following its major acquisition of Cramo. Its fleet has more than doubled in size since last year, taking on Cramo's 13,000-strong fleet, as it appeared in the 2019 listing.

It means that two of the three major fleet changes in the top 10 have been brought about by fleet merger or acquisition. It also substantially explains why there is 13.6% growth in the top 10 fleet sizes table, on the first page of this feature. Shanghai Horizon, China's largest rental company bucks that trend, with its fleet rise of more than 20,000 units since the **access50** last year, to bring it into sixth position, from 20th last year. It's

an astounding achievement, in an equally astounding market, that until Covid-19 struck, was growing at up to 45% year-on-year, and manufacturers, including significant new ones, based in the country, were struggling to keep up with demand. It is worth mentioning that other China-based rental companies in this listing do not have the same level of growth as Horizon, although they are still generally well above the average. >

'20	'19	COMPANY	AWP FLEET			TELEHANDLER FLEET			FLEET (SEE KEY)	BRANCHES	AREAS OF OPERATION	HQ
			2020	2019	CHANGE	2020	2019	CHANGE				
39	40	GV3 (GruppoVenpa3)	3158	3159	0%	444	420	5.7%	S,B,T,M	34	Italy, Europe	Italy
40	41	Galmon	3000	3000	0%	0	0	0%	S,B	1	Singapore	Singapore
41	NEW	Onsite Rental Group (EST)	3000	NA	NA	300	NA	NA	S,B	32	Australia	Australia
42	44	Prangl Gesellschaft	2850	2661	7.1%	370	366	1.1%	S,B,T	15	Austria, Europe	Austria
43	42	High Reach (EST)	2800	2713	3.2%	520	488	6.6%	S,B	5	USA	USA
44	46	Zeppelin Rental	2703	2459	9.9%	535	451	18.6%	S,B,T,H	136	Germany, Austria, Czech Republic, Slovakia, Sweden, Denmark	Germany
45	43	Height for Hire	2700	2693	0.3%	0	0	0%	S,B,T,H	28	UK, Ireland, Slovakia, Hungary	Ireland
46	45	JMS (EST)	2575	2500	3%	200	NA	NA	S,B,M	5	UK	UK
47	47	Brand Energy & Infrastructure Services (EST)	2400	2400	0%	0	0	0%	S,B,M	50	France, Holland, UK	USA
48	48	MRT Makina	2374	2366	0.3%	69	67	3%	S,B	6	Turkey, Kuwait	Turkey
49	49	The ALL Family of Companies	2350	2350	0%	430	415	3.6%	S,B	34	US, Canada	USA
50	56	GT Access	2302	2200	4.6%	0	0	0%	S,B,T	8	UK	UK
51	51	Tayeou Kao Kong Enterprise	2300	2100	9.5%	0	0	0%	S,B	6	Taiwan	Taiwan, China
52	NEW	Kennards Hire	2030	NA	NA	32	NA	NA	S,B	184	Australia, New Zealand	Australia
53	52	Alfasi Hire (EST)	2000	1900	5.3%	75	70	7.1%	S,B	4	Australia	Australia



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LARGEST % GROWTH

	COMPANY	MEWP FLEET 2020	MEWP FLEET 2019	CHANGE %
1	Shanghai Horizon Equipment & Engineering Co.	34964	11191	212.4%
2	Boels (Including Cramo)	33201	14629	127%
3	Dongguan Jiafeng Machinery	3600	2350	53%
4	Sudhir Power	1050	750	40%
5	Loxam (Including Ramirent & Stavdal)	71800	53150	35.1%
6	XCMG Guanglian Rental	8542	6663	28.2%
7	Guangzhou Liluo Mechanical Equipment Leasing	1200	960	25.0%
8	Sunbelt (Including A-Plant)	126150	104200	21.1%
9	Goscor	1208	1,019	18.5%
10	Collé Rental & Sales	6978	6076	14.8%

Certainly, the China-based companies will have a continuing impact on the **access50** in the years to come.

Apart from a few exceptions, the table this year, does reflect a more cautious market, yet

still within the realms of normality - a word that few of us would use to describe recent months. The consolidation trend that has been a constant and evolving story in recent years, is still in evidence, with the Boel's

THE SURVEY

This survey was carried out via an e-mail and e-cast campaign in the two months leading up to the publication of this list. Companies with MEWP fleet sizes above 500 units were asked to provide quantities of each platform type in their fleet, along with the other details shown in this listing. This year, for the fifth time, we have also shown the number of telehandlers in each company's fleet. Where figures have not been available we have made an estimate.

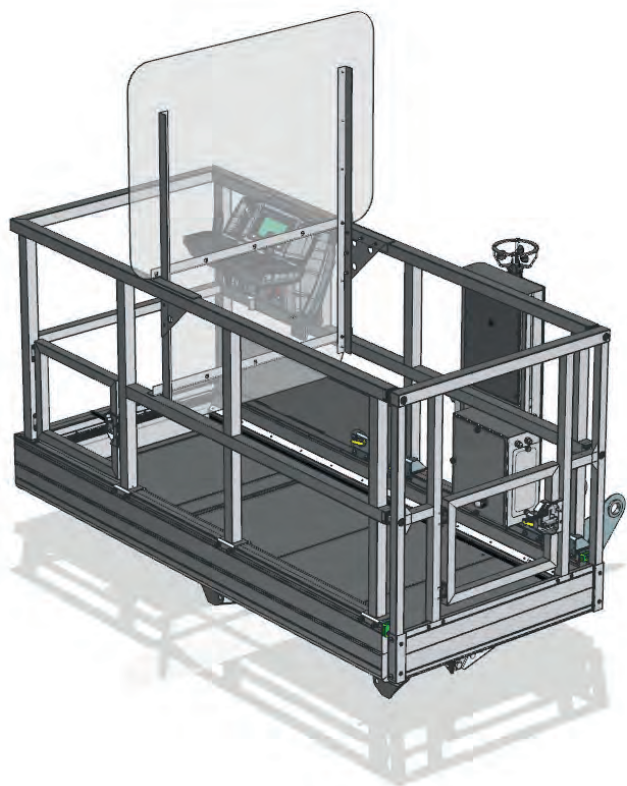
buyout of Cramo and the Loxam acquisition of Ramirent, and we continue to be reminded that the access industry has huge growth potential in many global markets.

How the listing will look next year, we can only guess. Many rental companies put capex on hold, but whether they will decide to defleet or where those units would go to if they did, is another question. **AI**

'20	'19	COMPANY	AWP FLEET			TELEHANDLER FLEET			FLEET (SEE KEY)	BRANCHES	AREAS OF OPERATION	HQ
			2020	2019	CHANGE	2020	2019	CHANGE				
54	53	Location d'outils Simplex	1948	1944	0.2%	138	119	16.0%	S,B	43	Canada	Canada
55	55	Star Platforms	1936	1729	12%	0	0	0%	S,B	5	UK	UK
56	54	Chicardo Investment (EST)	1800	1800	0%	2	2	0%	S,B	2	Hong Kong, Macau	Hong Kong
57	57	Alo Rental	1712	1608	6.5%	90	98	-8.2%	S,B,T	19	Chile, Peru, Panama, Argentina	Chile
58	58	AGF Access (EST)	1620	1568	3.3%	12	12	0%	S,B,M		Canada, USA	Canada
59	NEW	United Forklift & Access Solutions	1616	NA	NA	88	NA	NA	S,B	9	Australia	Australia
60	59	Rom Israel	1390	1400	-0.7%	8	7	14.3%	S,B	2	Israel	Israel
61	60	Estaf Equipamentos (EST)	1350	1350	0%	0	0	0%	S,B	9	Brazil	Brazil
62	62	TH Tong Heng Machinery	1316	1246	5.6%	4	0	-	S,B,T	5	Malaysia	Malaysia
63	64	China Construction Bright Futures Equipment	1215	1096	10.9%	0	0	0%	S,B,T	5	China	China
64	68	Goscor	1208	1019	18.5%	49	54	-9.3%	S,B	8	South Africa	South Africa
65	70	Guangzhou Liluo Mechanical Equipment Leasing	1200	960	25%	0	0	0%	S,B	5	China	China
66	61	Fortrent	1191	1341	-11.2%	102	97	5.2%	S,B,M,H	16	Russia	Russia
67	67	Belaruslift	1145	1038	10.3%	46	36	27.8%		6	Belarus, Russia, Kazakhstan	Belarus
68	63	Fatih Vinç	1112	1175	-5.4%	6	6	0%	S,B,T,M	7	Turkey, Bulgaria, Azerbaijan	Turkey
69	65	Rent Rise	1068	1065	0.3%	3	3	0%	S,B,M,H	5	Turkey, Georgia, Azerbaijan, Pakistan, Iraq, Turkmenistan	Turkey
70	71	Mtandt Rentals	1052	957	9.9%	4	4	0%	S,B,T,M,H	5	India, Sri Lanka	India
71	75	Sudhir Power	1050	750	40%	10	0	-	S,B	6	India, UAE, Saudi Arabia	India
72	69	LH Construction and Machinery Leasing (EST)	1050	984	6.7%	0	0	0%	S,B	2	Singapore	Singapore
73	72	JP Nelson Access Equipment (EST)	1000	900	11.1%	0	0	0%	S,B	7	Southeast Asia	Singapore
74	66	Instant Access	945	1040	-9.1%	0	0	0%	S,B	10	Australia, New Zealand	Australia

(est) - estimated NA - not applicable

Fleet details key: S - scissors B - Booms T - truck mounts M - mast climbers H - passenger hoists P - pusharound



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**IPAF SUMMIT & IAPAS
MOVED TO 2021**



The IPAF Summit & IAPAs 2020 event, scheduled to be held in London, UK, initially rescheduled to 8 October owing to the worldwide coronavirus outbreak, has now been postponed to 2021. It will go ahead at the original venue on 18 March 2021.

Event organisers IPAF and KHL have announced they will hold the events over until 2021 to allow attendees to plan with greater certainty and to minimise disruptions that might prevent people from travelling. The event will still be held at the Millennium Gloucester Hotel in Kensington, London

Peter Douglas, CEO & MD of IPAF, says: "Anyone who booked to join us will have their reservations honoured on the new date; a refund will be made to anyone unable to attend or wishing to cancel."

As Douglas goes on to explain: "Anyone who booked accommodation is advised to contact the Millennium Gloucester Hotel to reconfirm. We hope those planning to attend will be able to rearrange their plans in order to join us for this event as it returns to the UK for the first time since 2017."

IPAF hosts webinar on the future of safe learning

IPAF has hosted a free webinar on the future of safe learning, which looked at how COVID-19 has impacted training and learning in and beyond the industry, how IPAF has responded to this and how employers and operators can utilise different technologies to continue to learn safely.

Guest presenters included Kate Pasterfield, a senior leader at Sponge, a digital learning agency based in the UK, and Darren Verschuren, International Account Director for Serious Labs, a technology company that develops virtual reality (VR) training solutions for the global heavy equipment industry.

Darren Verschuren looked at virtual reality simulators modernising MEWP operator training. IPAF also provided information about the work it has been doing to address some of the challenges faced by the industry now and for the future.

Peter Douglas, CEO and Managing Director of IPAF, says: "While governments globally



seek to restart their economies and people are getting back to work, operators and employers need to feel confident that the new training environment we find ourselves in is safe. New technologies and eLearning can support these safety regimes and offer alternatives to traditional training environments.

"IPAF has produced guidance to help training centres get back to work and hosted webinars to address the safe operating of MEWPs in the current climate. Over the coming months, we will add to this series of webinars for the industry to provide insight and address some of the real issues our members are facing in the current situation."

The webinar was held at 12:00 GMT+1 on Wednesday 15 July, 2020, and is available to view or download. For more details visit www.ipaf.org/events

IPAF adds facial recognition to online operator theory module

IPAF has modified its eLearning operator theory module to include facial recognition, currently deployed as a security measure on its MEWPs for Managers eLearning course. By utilising the camera on the

candidate's device or computer, this ensures only the trainee under assessment is able to undertake the eLearning.

This extra security is intended to give all IPAF-approved Training Centres additional flexibility and confidence to offer distance learning as an alternative to sessions in the classroom, where maintaining distance between trainees and the instructor might be more difficult.

IPAF-approved Training Centres are being given the option of moving the theory element of their MEWP operator courses to online-only eLearning,

increasing the number of practical assessments they are able to carry out in a day and reducing the need for candidates to congregate in classrooms – a sensible precaution to reduce the risk from coronavirus.

Candidates can complete the theory element of their training online, which provides an alternative to face-to-face instruction and allows Training Centres to focus more on the practical element and assessment if they so wish.

IPAF's Training Matrix has also been amended to allow Training Centres to conduct 12



practical assessments per day, up from a maximum of eight previously for candidates who have successfully completed the eLearning theory module.

For more information about IPAF training, including the range of courses and modules available via eLearning, please visit www.ipaf.org/training, where you can also use the searchable map function to find your nearest IPAF Training Centre.



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NEW IPAF ITALIAN COUNTRY COUNCIL AND TRAINING WORKING GROUP



IPAF has renewed its country council and training working group in Italy, with some of the most authoritative and respected professionals of the Italian powered access sector being appointed. Paolo Pianigiani of IMER has been appointed as chair of the IPAF Italian Country Council and Roberto Geromin of Gianfranco Savani is the new chair of the Italian Training Working Group. The newly appointed chairpersons will remain in post for the next two years.

Maurizio Quaranta, IPAF's Italy Representative, says: "We are delighted to have brought together all the main players in the Italian powered access industry; from rental companies to manufacturers, from training centre instructors to commercial directors; from truck-mounted MEWPs to MCWPs, in a fantastic blend of backgrounds, experience and skills. I sincerely thank the outgoing chairs and group members for the important work done in recent years."



Paolo Pianigiani, chair of the IPAF Italy Country Council

IPAF secures updated guidance on renewing MEWP LOLERS

New guidance has been issued by the UK Health & Safety Executive (HSE), following sustained lobbying from IPAF to clarify what should happen to machines that require renewal of safety testing certificates while the country is still in partial lockdown to prevent the spread of coronavirus.

A Lifting Operations and Lifting Equipment Regulations (LOLER) must be carried out at specified intervals by a recognised inspector to check equipment is safe for use. Similar certifications are required for other plant equipment, and the latest guidance issued by the HSE also covers these.

Following lobbying by IPAF of the HSE directly and a letter from Peter Douglas, IPAF's CEO, to Thérèse Coffey, Secretary of State at the Department for Work and Pensions, under whose remit the UK HSE falls, new guidance has been issued. IPAF has also produced its own document and checklist tailored to the powered access industry (see www.ipaf.org/resources).

The HSE reiterates the importance of maintaining thorough examination and testing of equipment within the required time period, but acknowledges that if the requirements cannot be met, the HSE will adopt a pragmatic approach for equipment used beyond its specified time period, as long as the reasons for being unable to comply are

coronavirus-related. Operators are expected to mitigate any such extensions, for example via enhanced regular inspections and maintenance by qualified persons until such time as certification can be renewed.

The document has now been published by the HSE, and is available to view online at the HSE website; the guidance re-emphasises the requirements to maintain safety inspections and testing within required timeframes, but gives advice about how to best to safely prepare and extend access to equipment to facilitate this.

It also sets out the conditions under which equipment owners may continue to allow a machine to operate outside the inspection time period, providing the reasons why the requirements cannot be met and efforts to comply are fully documented, and allowing for mitigation in the form of

ANSI/SAIA SUITE OF STANDARDS NOW IN EFFECT

As of 1 June 2020, the suite of ANSI/SAIA a92.2/ .22/&.24 standards for MEWPs have been in effect in the US. This suite of design, safe-use and training standards replaces A92.3/ A92.5/A92.6/ & A92.8 standards that were scheduled to be withdrawn on the same day.

These standards were initially published in December 2018 with a proposed effective date of December 2019. The delay from publication date to effective date has allowed industry stakeholders to prepare and implement changes in the standards by the effective date.

Appeals to certain language in the standards delayed the effective date until 1 June 2020 to allow limited revisions in language to address these. All manufacturers on or after that date must comply with the new standards. Machines manufactured prior to 1 June are not required to be updated to comply with the new design standard.

The safe use and training standards apply to new and existing MEWPs in operation. To read IPAF's white papers that highlight key changes in the standards, please visit www.ipaf.org/ANSI

enhanced regular inspection regimes and/or restricted use until such time that the certification can be renewed.



IPAF DIARY

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

**15 July 2020
12:00hrs (GMT+1)**

IPAF Webinar: The Future of Safe Learning
Online via Teams Live

18 March

IPAF Summit & IAPAs 2021
Millennium Gloucester Hotel,
London, UK

NEW MEMBERS

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

INDEPENDENT INSTRUCTORS

■ **Jason Stuart,**
Liverpool, UK

SERVICE/COMPONENT SUPPLIER

■ **Agency Developments,**
London, UK

■ **Reacton Fire Suppression,**
Equipment, Dubai, UAE

TRAINING

■ **DigiQuip AS,** Spydeberg, Norway

■ **Universal Track Solutions (UTS),** Essex, UK

CONTRACTOR/INDUSTRIAL USER

■ **Total Facility Solutions,**
Malta, USA

Full line

The telehandler market is expanding upwards and downwards, with compact, electric models and heavy-duty high risers, among new product initiatives.



Europe is the number one market for telehandlers, with a global share of more than 50%, while the US is number two with around 40%, according to Quentin d'Hérouël, product manager of telescopic at Bobcat.

The European market grew significantly in 2018, says d'Hérouël, to achieve a record of more than 35,000 units sold, and saw steady but slowing growth in 2019.

"Growth in Europe has been propelled mainly by France and Germany due to good construction market performance in 2018 as well as agriculture. Rental companies have also renewed their fleets on a massive scale."

Asia is a fast-growing market but, says d'Hérouël, still doesn't represent a huge opportunity with less than 1% of the worldwide market. In Asia, India represents more than half of the Asian market. Some manufacturers are putting an effort into converting the Indian market to telehandlers. India traditionally uses pick & carry cranes, which are cheap, easy to fix, but less safe and less productive. Latin America has also seen quite significant growth in 2019, adds d'Hérouël.

According to Josh Taylor, Genie product manager, at Terex AWP, South America seems to be expanding more rapidly than any other area. "The adoption of these types of machines

there has been much stronger there than in other developing regions; this is most likely due to the fact that the rental infrastructure there is well developed and palletised freight is very common."

In the Asia Pacific regions, there are green shoots, adds Taylor, but adoption is slower. "This is most likely because there is still a lot of overlap between telehandlers and small cranes in Asia, so there needs to be a strong argument for convenience and cost advantage for this market to continue to develop."

Matthew Elvin, CEO at Snorkel, is seeing increasing adoption of telehandlers in Central and Eastern Europe, as well as in Latin America.

Elvin adds, "Some of the current trends in telehandlers, include a shift towards more advanced operator controls, with manufacturers introducing more electric over hydraulic controls.

"Contractors are continuing to find more ways to utilise telehandlers on the jobsite, and we are seeing more requests coming from telehandler owners and rental companies for approval of specialised telehandler attachments, designed for certain types of material picking.

"With most telehandlers now fitted with a quick-attach adapter, it has become much easier for telehandler owners to expand the potential uses for this equipment by using a wide range of attachments."

Power options

"Finally, telehandler OEM's are continuing to work to maximize the tractive effort from a 74hp engine, to reduce complexity and DEF requirements on small and mid-size telehandlers."

Snorkel has gone one step further with its lithium-ion battery powered telehandler, the SR626E, unveiled at ConExpo in March this year. It delivers a lifting capacity of 2,600kg, and a maximum lift height of up to 5.79m, while being completely zero emissions.

Powered by 80V 300Ah lithium-ion batteries, the SR626E can perform continuously between charges for up

to six hours. The on-board charger provides a full charge overnight, while off-board chargers options are available for fast-charging capabilities - up to 2.5 hours for a complete charge.

The SR626E delivers a reduction of up to 60% in operating costs over the diesel equivalent, while also significantly reducing noise. Built to handle rough terrain, the SR626E shares full-time 4-wheel drive and an oscillating axle with its diesel equivalent.

As Elvin, explains, "The move to hybrid and full electric power sources for telehandlers is a little more challenging than for mobile elevating work platforms, as telehandlers generally are used continuously for longer periods of time and drive greater distances which can quickly drain battery power in pick and carry applications.

Another new model in Snorkel's five-model product line is the SR1065 rough terrain telehandler. It has a lift height of 9.5m, a maximum forward reach of up to 5.4m, and can lift loads up to 6,500kg. Weighing 11,090kg, and powered by a Deutz diesel engine, the heavy-duty SR1065 has full-time four-wheel drive and four-wheel steer, with selectable front, crab and coordinated steering modes.

Product innovations

JLG has also been launching innovative products this year, including in the compact space. All three new telehandlers for the North American market.

Launched at ConExpo, The SkyTrak 3013 ultra-compact telehandler is designed for areas where space is restricted, yet greater lift height and horizontal reach are required. This machine is commonly used in landscape and hardscape applications or for parking garage construction and maintenance. It has



JLG's Skytrack 3013



The Bobcat TL30.70

a lift height of 13ft and lift capacity of 2,700lbs, and ultra-compact weight of 5,280lbs.

The second new model is the SkyTrak 12054, which is purpose-built for industrial and commercial construction applications. It is the highest capacity telehandler in the SkyTrak family and comes with a single joystick for ease of operation and confident control.

Finally, the JLG 1075 was based on customer requests for a 10,000lb class telehandler with greater lift height and horizontal reach. The model can deliver 6,000 lbs of material to a full eight storey lift height. This can help reduce operating costs and improve jobsite productivity by delaying or eliminating the need for cranes. It has an enviable 60 feet of horizontal reach. As John Boehme, senior product manager, JLG Industries, explains, "The ability to deliver 2,100lbs at 60ft forward means operators can place materials into buildings where the work is being done, reducing material re-handling for improved productivity."

With its 75ft lift height, the 1075 can deliver materials and equipment well beyond a roof's edge. So, it can precision place materials on roof tops reducing or eliminating re-handling, explains Boehme. It also has a tight turning radius of just over 13ft, and weight of 43,600lbs, which eliminates the need for special trucks and permits. Products come with SmartLoad, SmartShift and the Sheet Material Handling Attachment.

Boehme says, "Rental company owners and owner/operators are paying more attention to the versatility of each piece of equipment, the productivity gains the telehandler can provide, and the costs after the sale. With the importance of ROI growing, telematics is also on a growth trajectory."

Expanding on the trends in the North American telehandler market, Boehme adds, "IoT is changing how we develop equipment and how the equipment interacts with each other, operators and technicians. For operators and owners, equipment is becoming more >

US LAUNCHES

While ConExpo, back in March this year, may feel like a long time ago, it was the last major exhibition before Covid-19 struck globally and, therefore it is still relevant to revisit these new telehandler products, which were not included in the ConExpo aerial platform round-up in the April-May issue of AI.

Magni Telescopic Handlers debuted the world's largest rotating telehandler during ConExpo. The RTH 6.51 has a maximum lifting height of 167ft, 4 inches and a maximum forward reach of 113ft, 2 inches. Maximum lifting capacity is 13,200lb. The model includes two attachment modes: strength mode and stability mode.

Manitou debuts at the show included the MTA 12055. The model, is designed and distributed only in North America, and has the largest lifting capacity in the company's construction telehandler range, offering 12,000lb. It has a lifting height of 55ft 5 in and can carry 5,500lb at full extension and offers a turning radius of 12ft 2 in.



Applied Machinery Sales, Merlo's US distributor, had the manufacturer's largest Roto model available to the US market. The R50.35 S-Plus has a 15ft lift, 96ft reach and a maximum capacity of 11,000lb. It offers a 360-degree rotation with a tilt cab and new software.

Dieci had its Pegasus 100.97 on show. The 10000lb, 97,1ft machine has a continuous 360° rotation. It includes a load limiter and outriggers with automatic levelling function. A canBUS control system measures the best working and safety parameters.



Snorkel's sister company Xtreme Manufacturing used ConExpo to launch a new 17,000lb capacity telehandler. The XR1734-C is the fourth model in the company's new C-class lineup, which extends the Xtreme's total product offering to 22 units. The model has a 34ft. maximum lift height, and a forward reach of 17ft.



Fellow US-based Pettibone introduced the Extendo 1056X to its X-Series lineup, providing a 10,000lb capacity machine capable of reaching lift heights of 56ft. It comes standard with a 74hp Cummins Tier 4 Final diesel engine and is the first X-Series model to offer an optional Deutz 74hp Tier 4 engine.



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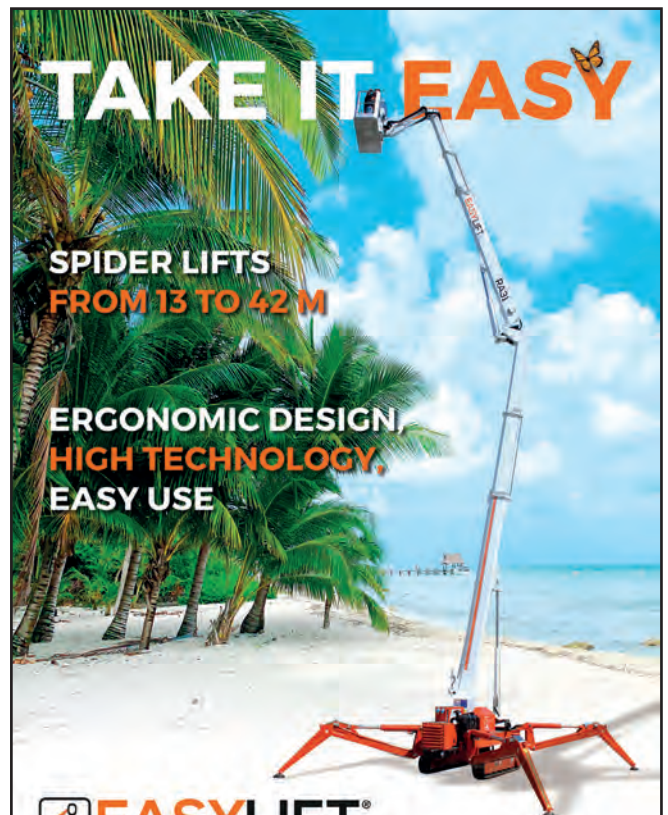


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connected and smarter. For rental companies, this connectivity can help improve productivity, maintenance, serviceability, and uptime, helping them to better manage their fleets.”

The seven-model range from Skyjack starts at the SJ519TH, which has a 2495kg maximum capacity and a maximum lift height of 5.82m and ends with the ZB2044, which boasts a 9072kg maximum capacity and maximum lift height of 13.67m.

Latest range

The newest model is the SJ519TH, and it offers a fully opening door operators can use to access the cab with ease and has been nicknamed ‘little big cab’. At its maximum reach of 3.44m, the SJ519 TH can still lift a rated load of 2,000kg. All major service points are easily accessible.

“When we started the design phase for this product, we knew we wanted to maintain similar features with our existing TH series. It is Skyjack’s consistency across products that adds to simplicity of service, and decreased downtime for our customers,” says Malcolm Early, vice president of marketing for Skyjack. Other features include the Smartorque, that provides improved gearing and high efficiency hydraulics, while the Flexcab allows fleet operators to easily convert between open and enclosed cabs with simple hand tools. The Flexdrive allows the operator to reduce drive speed while keeping all function speeds the same.

ELECTRIC FIRST

Lifting solutions specialists GGR Group has sold the first electric telehandler in the UK to Flannery Plant Hire.

The machine will be used as part of works on the new HS2 high speed railway linking up London, the Midlands and the North.

Niall Hester, operations director at Flannery Plant Hire said, “The Electric Telehandler has been very well received on site and has helped set up a concrete compound. The teams were able to get full 10 hour shifts with the machine without needing a re-charge. The machine was then left to charge overnight ready for the next shift. A fast charger was supplied to the customer which would have charged the machine in just under two hours, however it was not needed in the end”.

The new Eco Telehandler is designed and manufactured by Italian company Faresin Industries. It features a lifting capacity of 2.6 tonnes and is powered by a lithium battery.



The new SJ519TH from Skyjack.

Caterpillar has been launching products for the North American and global markets. The latest are the Cat TL D Series range, sold predominantly in the Americas. They include the new TL642D, with 2721kg lift capacity and 12m max lifting height.

The Cat TH D Series was also recently

launched and is aimed primarily at Africa, Middle East, Europe and some areas of Asia. The TH314D has 3000kg lift capacity and 14m lifting height, while the TH417D has a 4000kg lift capacity and 17m lifting height. The 3.6 engine delivers 74hp - 100hp. The cab is ergonomically designed and comfortable to enhance operators’ productivity. The twin spine chassis and boom design, on the other hand, are sturdy and durable throughout the life of the machine. The engine is side-mounted for class leading ease of serviceability.

Bobcat is launching a new range of 75 HP Stage V compliant telehandlers, aimed



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TELEHANDLERS

primarily at the construction and rental markets. There is a choice of 11 different models, powered by the new Bobcat D34 75 HP Stage V engine, covering maximum lifting capacities between 2.6 and 4.1 tonnes, with lifting heights from 6m to 18m.

There is a new bold styling on the outside of the machine. On the inside, the new D34 Stage V engine allows operation in emission-regulated zones, thanks to the new DPF after-treatment system. The engine does not use Selective Catalytic Reduction (SCR), so there is no need for AdBlue. DPF regeneration is performed automatically, with no impact on.



The Cat
TL1055D

Performance. The engine provides an average 7% lower fuel consumption and offers a 14% higher torque than the previous Stage IV.

The new engine hood, with a steeper profile increases visibility and reduces blind spots by 15% on the right hand side of the machines.

These models will be followed by further Stage V models powered by 100 HP and 130 HP versions of the D34 Stage V engine, which are planned to be launched in 2021. These will be a completely new generation of telescopic with a dramatic improvement in user experience.

On the subject of electric versions, d'Hérouël says he is more cautious, "Electrical solutions being used elsewhere are still expensive for the majority of telehandler customers who don't have a critical need for zero emission solutions, and these customers would definitely refuse to pay this extra cost if these machines do not have sufficient autonomy."

Industry view

Genie's latest launch was a refresh of the GTH-844, with a 74hp powertrain, in 2016. Prior to that, the company re-entered the 6,000lb telehandler class with the GTH-636 model in 2014.

The GTH-844 has an 8,000lb capacity, 44ft lift height. The GTH-636 model is a 6,000lb capacity, 36ft lift height telehandler.

Both machines feature DEF-free



The Genie GTH-844 telehandler has a
8,000lb capacity

74hp engines and three-speed powershift transmission, a multifunction joystick, integrated lifting shackle and Genie Lift Connect telematics.

Josh Taylor, Genie product manager, Terex AWP, says, "We pioneered 74hp drivetrains with the GTH-844 and introduced Lift Connect across all of our models last year. Stay tuned; we always work to launch new products."

On the subject of hybrid and electric development, Josh concurs with previous thoughts. "There is a significant difference in the power density requirement between a telehandler, which can travel long distances at 15mph, and a boom lift, which travels at 3-4 mph for short distances. Additionally, the amount of hydraulic horsepower needed to lift heavy loads for a full shift is a challenge." **AI**

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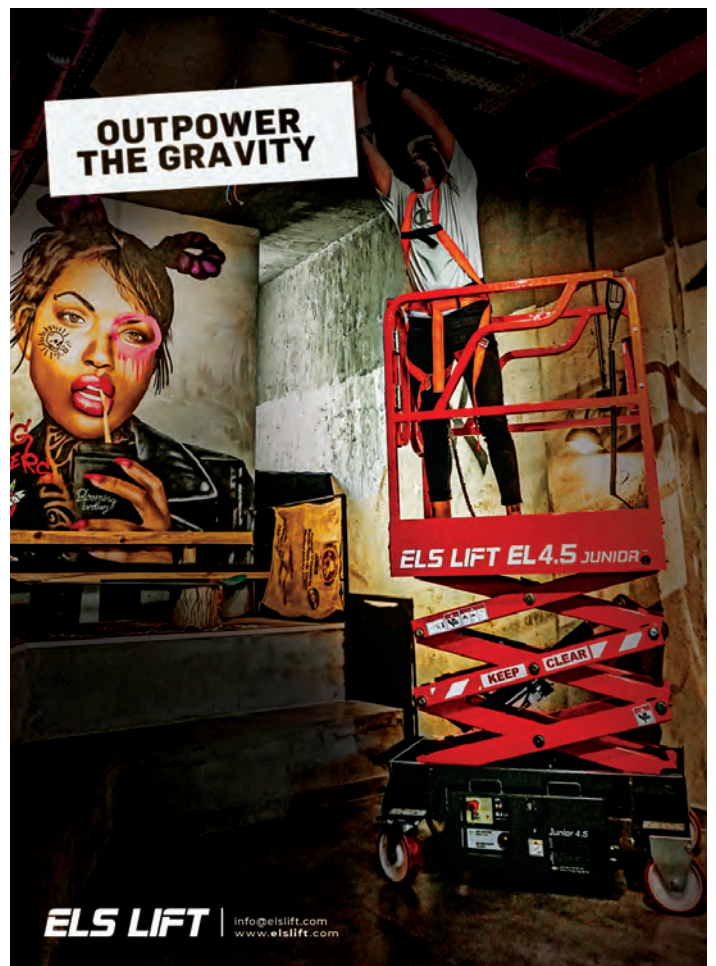
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A round-up of access product launches in recent weeks.

Gemini moves into manufacturing

India-based Gemini Power Hydraulics has manufactured its first aerial platform, an 11m working height chassis-mounted model.

The Levo joins Gemini's distribution wing, which includes Haulotte MEWPs and CTE truck mounts, in the country. Aahan Sethi, director at Gemini, said the model aimed to revitalise the truck mount sector, which had become stagnant, using outdated technology. "The launch of this product is resonant with

the inflection point of mechanisation in the country, where the demand for aerial access platform is on the rise."

The Levo's 11m working height platform is mounted on a 2 tonne chassis, the most compact chassis available for this working height, and is 4m working height more than the nearest competition in the country, said Sethi. It has also been launched to coincide with new BS VI emission regulations in the country, which has led to new chassis and specifications in the market.

The basket capacity is 200kg, while maintaining maximum outreach and reducing the lane occupancy and tail swing during operations. This was achieved using high tensile Strenx steel, IP-65 certified components, high quality cylinders and slew drives, in a lightweight, robust frame.

While the Levo complies to European EN 280 and CE safety standards, it is exclusively designed and built to suit the tough Indian working environment. The machine is designed to work in busy urban areas, as well as on



highways without disrupting traffic.

Sethi said, "With Levo we aim to raise the bar and set a new standard for truck mounted aerial work Platforms in India. The philosophy behind this product is three-fold: economical for the owner, ease of use and safe for the operator, whilst offering trouble-free maintenance for service."

The product officially launched in India in June 2020 and has sold four units.

"The goal is to future proof the product and start export by 2021. We are excited to embark on this journey and hope to be a household brand name in the access market."

Listen to a podcast interview with Sethi about access in India at: www.khl.com/ai

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ALMAC LIVE LAUNCH



For the launch of Almac's new lift, the Jibbi 1670 Evo telescopic crawler boom, which was to be presented at APEX in June 2020, before the show was postponed until June 2021, the Italian manufacturer instead presented the model through three live events on its social media channels.

The company used its Almac At Home app, a new development designed to offer the opportunity to view the machine in detail during the live events and allow viewers to carry out a virtual test drive, using a computer and a mouse to operate a real machine. The system consists of a complex network of cameras positioned inside Almac's new Crawler Park, a demo area created in Almac's Viadana headquarters, in Italy.

The Jibbi 1670 Evo is an evolution of the existing JT series. Standout features include its advanced levelling technology, 16m working height and outreach that ranges from 6.7m to 8.5m. The unit can travel at heights up to 9m.

It introduces a new feature, a variable undercarriage with different track-opening configurations that allow the operator to work in narrow spaces, then stabilize to achieve full working height.

Another new addition is a new remote connected control panel, that through a dedicated APP, MyAlmac Control Panel, allows continuous monitoring of the machine's service status, and the ability to interact and modify the operating parameters of the unit to the requirements of fleets in the field.

Haulotte expands in 16m

Haulotte has launched a new 16m working height rough terrain telescopic boom.

The diesel-powered HT16 RTJ O/Pro (HT46 RTJ O/Pro in North America) offers a basket capacity of 250kg (550 lb) and has a dual load option increasing the basket capacity to 350kg (770 lb).

The new model elevates to full working height in less than one minute and has a 360° turret rotation. The mechanical axle drive allows for the use of a smaller 24hp/18.5 kW, simpler engine, while maintaining the same performances as other RTJ booms in the range.

Thanks to this smaller engine, it eliminates the need for a Diesel Oxidation Catalyst (DOC). In Stage V-regulated countries, there is also



no requirement to use a Diesel Particulate Filter (DPF).

Obstacles and slopes of up to 45% can be negotiated by the machine, which can also elevate on even surfaces with a tilt angle of 5°. The operator-controlled locking rear differential allows maximum traction in difficult rough terrain situations and proportional controls guarantee smooth operation.

Haulotte adds that it is the only machine of its category featuring 4-wheel steer. In this mode, the turning radius is shortened, enabling manoeuvre in tight areas, while Crab mode makes it easier to access the work area.

AI



First CTE to Slovakia

The first CTE ZED 25 HN, the newly-launched articulated truck mounted platform with in-shape stabilisation, has been delivered to Slovakian customer TreeGuard through the manufacturer's distributor in the country HYCA.

The compact configuration of the stabilisers and the flexibility of CTE's ZED sigma boom convinced TreeGuard to invest in the model, said CTE.

The unit will be used mainly for maintenance, such as cleaning building facades, which is the main activity of the Slovak company.

The CTE ZED 25 HN has 25m working height, an outreach of 12m and a basket capacity of 250kg, a double pantograph and telescopic boom with two extensions.



The model has proportional electro-hydraulic controls, simultaneously with acceleration and deceleration ramps for a more fluid control of manoeuvres.

AI



BASKET PARTNERSHIP



Platform Basket's new Spider 12.75 is an updated version of the company's 13.80 model and was developed in partnership with Australian dealer Monitor Lifts.

Based on customer feedback, the two companies saw an opportunity to maximise the potential of the 13.80 model in the Australian market by making some modifications.

The Australian company said it needed a stronger tool to enhance the market of this small size model. The 12.75 offers the same level of performance as its predecessor but has more compact dimensions and weighs less.

It also offers a new radio remote control option for driving and auto-stabilisation, and to operate the basket.

"The Italian and Australian design partnership will help both companies to satisfy the requests coming directly from the field in Australia," said Platform Basket.



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Testing times

AI hears from two of the leading voices in aerial platform training, IPAF and Serious Labs, and finds out what technology holds for us now and in the future.

As with most things, training courses were immediately impacted by Covid-19. A partial solution has been digital communication, as vast numbers in the access industry have taken up eLearning options, rather than travelling to training centres, as they would have done previously.

The International Powered Access Federation (IPAF) introduced eLearning when the idea was in its infancy. That foresight has provided opportunity for many operators and MEWP managers in lockdown.

Giles Councill, director of operations at IPAF, explains, “The way people are learning is changing. We introduced eLearning four or five years ago, and now, with a situation like Covid-19, we have seen a massive uptake in it. The eLearning numbers are eight times higher than the amount we were seeing in March.”

Now that the industry has started along the remote learning path, it seems unlikely there will be a return to the accepted rule that all training must be done in a training centre.

IPAF is also holding a range of webinars, one of them being directly related to training, entitled, ‘The future of safe learning’. It was held 15 July and looks at how Covid-19 has



IPAF held a free webinar earlier in July, entitled ‘the future of safe learning’. A recording of it, covering the future of training for our industry, can be found on the IPAF website: www.ipaf.org/resource-library

impacts training and learning in and beyond the industry.

“One of the elements of those presentations, is how technology can aid learning in the future,” says Councill. “It’s a massive opportunity for the industry and we are glad that we invested in eLearning when we did.”

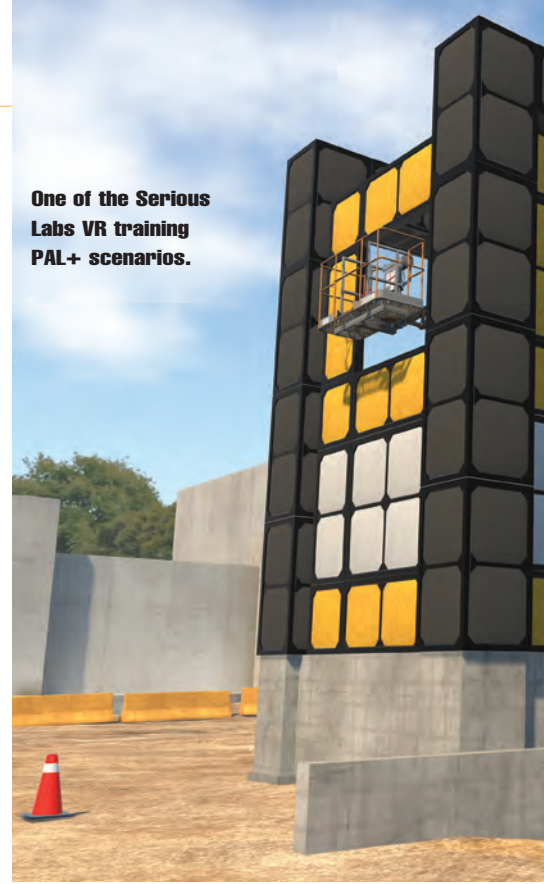
Opening up

In reaction to Covid-19, IPAF has extended the time PAL Card holders have to renew their cards, once they have expired, by 90 days. But IPAF is encouraging them to carry out the theory online, rather than waiting for the opportunity to visit centres, which are now up and running but in a very limited way. And Councill believes centres won’t return to normal service for some time. (The Powered Access Licensed-Registration (PAL Card), is the official identification from IPAF that demonstrates operators have passed their IPAF operator course).

On the subject of test centres opening back up, Councill adds, “It’s not back to normality, but it’s moving in the right direction, we see an increase week-on-week in training numbers. We don’t know what the ‘new normal’ numbers will be, but we are not envisaging going back to previous numbers until the end of this year.”

Another candidate for online options, apart from renewals, is the MEWPS for Managers course and PAL+, an optional course aimed at operators working in higher risk or challenging

One of the Serious Labs VR training PAL+ scenarios.



environments. As Councill explains, the technology also lends itself to a wider range of topics, including courses covering loading and unloading and harnesses, among many others. Any course with a theory element is eligible.

IPAF is also employing facial recognition to its eLearning modules. The technology monitors the trainee’s face using their computer’s web cam. “If the programme senses that your face is not recognised during the session, it will flag up that no one is there.”

And it ensures only the trainee under assessment is able to undergo the eLearning. The technology has been deployed as a security measure on the MEWPs for Managers eLearning course since 2019. Now, it has been modified for its eLearning operator theory training.

It gives training centres additional flexibility and confidence to offer distance learning as an alternative to sessions in the classroom. “We have seen how effective the facial recognition technology is. It was a logical step to integrate this additional security measure into the existing IPAF operator theory eLearning module,” says Councill.

“We hope the changes will help IPAF test centres deal with any training backlog they may have in helping people gain or renew their PAL Card.”

Another recent advance is the introduction of an instructor to online learning, rather than trainees following a software-led course. It utilises Microsoft’s video conferencing platform, Teams, that allows the trainer to replicate all elements of the course that would normally be carried out in the classroom.

The trainer is also able to interact with the delegates and answer any questions or queries they might have, as well as provide feedback specific to their learning.

It has already been put into practice by



Giles Councill, IPAF director of operations.



Nationwide Platforms, the UK's largest access equipment rental company, which collaborated with UK construction contractor Skanska, to carry out the first online courses.

Councill adds, "All our courses have a theory element, and could use eLearning. All those courses could use the Teams element as well.

"I envisage, that with larger training centres adopting eLearning more, they will have instructors virtually joining candidates. You need the numbers to warrant that level of support but you can find ways of doing it."

IPAF has also been working closely with virtual reality (VR) training, including with specialist Serious Labs and its plan is to approve simulator use, cross industry, from a range of companies and manufacturers.

In a survey carried out by IPAF of its members, there was a keen interest in VR, but only up to a point. "The feeling was it could be used in the training of operators but it we are not ready to test an untrained operator on simulators. So, it could be used for advanced training, verification of competency and renewals."

Hence, the company has been carrying out extensive trials with VR simulation on PAL+ and renewals and Councill believes it won't be long before PAL+ is available with VR simulation.

Serious advances

Jim Colvin, the CEO of Serious Labs, which has been the primary provider of IPAF's VR offerings, sees great potential. "The new realities of Covid-19 will drive more virtual training in a controlled environment. Because of this, there will be a trend towards not only training, but renewals of training in virtual environments as it is more readily available."

PAL+ training, which can be completed for the first time on a VR simulator, will also

renew a PAL Card holder's license for another five years.

Colvin believes we will begin to see a faster changeover from classroom training to virtual training due to the pandemic. Prior to Covid-19, industrial and engineering training applications in the VR market were expected to reach \$3.8 billion by 2023. "I believe the impact of Covid-19 on traditional classroom training and group instruction will accelerate this adoption, including in the access industry.

"Eventually, some form of a VR headset will be as common as a standard issued laptop and cellphone when an employee is being onboarded regardless of the industry. You'll just download whatever course you're supposed to be taking into the headset, and then you'll take it.

"You can watch him actually taking it from inside the programme, and you can see how he scored and where he may need to improve. Why would we ever go back to a system of classroom training?"

Apart from its work with IPAF, Serious Labs has a range of new offerings, announced in the first quarter of this year. A new airline module for airline maintenance crews, who operate MEWPs, provides advanced training through a simulator that tests the operator's precise positioning and placement of the equipment near challenging curved structures. The 23 task-based scenarios allow the operator to increase risk awareness while developing the operational skills needed to position the MEWP within inches of the aircraft.

And, at ConExpo in March this year, the company announced its Universal Motion Base (UMB) for seated VR heavy equipment simulators. The UMB was designed as a common foundation for the development of VR equipment simulators such as skid steers, dozers, excavators, backhoes, etc., – as well as for vehicles such as buses and trucks.

The UMB comes standard with an operator's seat, a custom-tuned D-Box actuator system for motion-feedback, and a slide-



Jim Colvin, Serious Labs

lock attachment system which is focused on operator comfort during equipment training.

The company is making other major strides too, with US-based chemical company Dow Chemical on the new Serious:XR training platform. The new Extended Reality (XR) collaborative platform is designed to train and assess remote workers for plant, industrial and other types of worksite operations. It allows trainees to conduct practical and emergency operations in a safe environment, while building and assessing employee safety, efficiency and proficiency.

As Colvin concludes the future is open for such technology. "In the future, VR could potentially allow for the remote operation of equipment in a remote environment. There is also potential for it to be used more for planning and development, using the equipment to plan out scenarios or work product- before physically carrying out the work."

He adds, "There is also excellent news on the horizon about self-accreditation and our work with IPAF."

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Serious Labs' new airline module for airline maintenance crews.

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A range of access equipment applications from around the world

Morandi mission

As the Covid-19 crisis swept across Europe, causing lockdown, many people have still been busy carrying out outside activities that could not be interrupted.

Such was the challenge for equipment provider CGT Edilizia's Genoa branch, and its end-user customer Pavimental, part of Atlantia group, backed by a small army of 32 Genie GS-series scissor lifts. The mission; to restore the A12 (Genoa-Chiavari) and A26 (Genoa

MAINTAINING ANCIENT ROME

A Spider 18.90 Pro, manufactured by Platform Basket, is at work at the Phanteon, an historic architectural site in the centre of Rome, Italy.

According to Platform Basket it is one of the best-preserved ancient Roman buildings in existence.

The manufacturer's customer, CGT Adilizia, sent in the pictures of the 17.6m working height aerial platform, which has an articulated boom with fly jib for greater versatility. The manufacturer said the light weight of the machine and easy transportability made it suitable for this type of work, along with its weight (2.35 tonnes) to horizontal outreach (9.2m) ratio.



Voltri-Masone) highway flyovers, and complete finishing work at height in the Morandi Tunnel, leading to the newly rebuilt Morandi Bridge, in Italy, following its collapse in 2018.

In addition to 12 Genie GS-3369 RT rough terrain scissor lifts, CGT Edilizia recommended 20 larger Genie GS-4390 RT models – ten of which were dedicated to the installation of lighting, signage and ventilation on the Morandi Tunnel section. This offered the ability to maintain a high level of productivity while allowing operators to respect the appropriate social distance.

According to Rudj Rocchi, manager, CGT Edilizia, the Genie GS-4390 RT scissor lift was ideal for the job. In addition to its working height of almost 15m, it has a double extension deck, that adds 1.52m at the front and 1.22m at the rear of the platform. The superdeck option offers a total length of 7.38m.



Today, most companies are back to work, but as Rocchi explains, "We must all keep in mind that we are still working under strict Covid-19 restrictions. For operators, who could normally be up to seven on this Genie platform, under current conditions the extra space that it provides is a real advantage."

In the Morandi Tunnel, much of the work had to be carried out before tarmac had been laid. "The ground conditions were pretty rough, but thanks to its 4WD capabilities, the Genie GS-4390 RT made it easy to drive over slopes and uneven areas that had not yet been finished," said Rocchi.

The highway connections re-opened in early May.

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Zhongneng in training

In early June, Haulotte Shanghai provided a large-scale training package on behalf of China-based Zhongneng United Rental.

It followed the provision of more than 100 Haulotte aerial platforms by Zhongneng United Rental for a hospital construction project in Guangzhou City, South China.

More than 70 project managers from the contractor of the project attended the training. An HA16RTJ boom lift and two Compact 12 scissor lifts were used for the training session.

In June, the Chinese government launched its Production Safety Month, aimed at eliminating hidden dangers and building safety in various fields of production and construction. The safety training in Guangzhou

City was in line with this programme, as well as with Haulotte's safety practices.

William Fu, Haulotte Shanghai's senior IPAF trainer, showed the trainees how to safely use the MEWPs and received positive feedback.

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