

access

INTERNATIONAL

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PREVIEW



Virtual

INTERVIEW

Genie

Telescopic
booms

Scissor lifts



Official magazine of IPAF

RAISING THE STANDARD | PREVIEW: BAUMA CHINA | INTERVIEW: HOME DEPOT

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RELIABILITY IN ACTION

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New expectations

As I am sure you will remember, ‘new normal’ was coined during the lockdowns early this year to describe the changing way in which we lived and worked as a result of the Covid-19 pandemic. While we understood that some of these new aspects of everyday existence were likely to be here to stay, most of us liked to think that life would have mostly returned to the ‘old normal’ by now.

Alas, this was not to be. As I write, the UK, where I am based, is moving into its second national lockdown. Once it does come to an end, a range of restrictions are likely to remain into the foreseeable future. The rest of Europe and many other countries in the world are in similar circumstances.

Such is the uncertainty, that the phrase ‘new normal’ seems to have now been dropped as a plausible term to explain the situation in which so many of us find ourselves. However, there is always light at the end of the tunnel. Many industry analysts are still forecasting year-on-year growth in 2021, even if it is from a relatively low base. Indeed, the annual Access Confidence Survey carried out by *AI*, in this issue, shows a positive outlook for the five years ahead.

The survey’s Confidence Index, which asks participants to rate the next five years out of a maximum confidence level of 100, has an average score of 68, up four points on the Index level this time last year and almost equal to 2015, when the industry was at high point. It is worth remembering that by the end of 2019, the industry was suffering an unexpected downturn and expectations for 2020 were quite low. It is not unsurprising then, following an even less anticipated pandemic, that the industry is betting on an upswing from a very low base.

Yet, there is more to it than that. These confidence levels are also based on the potential that the access industry offers, including the emerging markets of Asia, many of which promise incredible growth on the same level China is experiencing now. See the Far East issue of *AI*, which is delivered with this, the October–November issue, for an in-depth look at the Asian access market.

It’s not just emerging nations, but new products that are presenting opportunities in the industry. The surge in micro scissors represents a greater interest in lower level powered access in areas that previously almost exclusively used ladders and podiums. The move into electric-powered rough terrain equipment shows no signs of slowing either as rental companies are increasingly revising their targets for greener fleets. See the scissor lift feature in this issue for some examples.

With so many ways for the access industry to expand, growth is a must in the global sector, rather than it being led purely by economic conditions or new normals, whatever they might be.

Euan Youdale
Editor

ACCESS PORTFOLIO



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

“ There is light at the end of the tunnel. Many industry analysts forecast growth in 2021, as does *AI*'s annual Access Confidence Survey, in this issue. ”

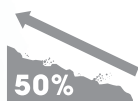


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Delivering powerful endurance, the zero emission **Snorkel SL30RTE** electric Speed Level tackles all terrains. Capable of automatic self-leveling on gradients up to 50%, this lift is designed to work at height on sloped ground and rough terrain thanks to its powerful 4-wheel drive. It can be driven up to 0.8km/h (0.5 mph) at full height and has a maximum stowed drive speed of 5.4km/hr (3.3 mph). Lithium-ion batteries maximize working hours for long-lasting performance, and a spacious, high grip aluminum deck offers a safe load capacity up to 590kg (1,300 lbs.).



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MEMBER OF



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The Home Depot, in the US, hopes to take its Tool Rental business to the next level, with larger equipment, including a range of MEWPs, and an expanded customer base. *Murray Pollok* spoke to *Tony English*, senior merchant for rental at the DIY giant about its future. **37**



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IN BRIEF

■ UK-based rental company **Elavation Platforms** has spent more than £1 million (\$1.2 million) on a fleet of new spider platforms, from Italian manufacturer Hinowa. Elavation Platforms ordered the new machines from Hinowa's UK & Ireland distributor, Access Platform Sales (APS). According to APS, the tracked platform order is the largest it has received this year for Hinowa units. APS managing director Steve Couling said, "We're delighted to be able to support Elavation Platforms as it takes this important strategic step."

■ UK-based **Nationwide Platforms** has invested in 86 electric, hybrid and Stage V-compliant scissor and mast lifts from Skyjack. The new units feature Skyjack's Secondary Guarding Lift Enable (SGLE) system and have also been fitted with Nationwide Platforms' telematics and fleet management system. The scissor lifts will also be available for hire with Nationwide's range of material handling attachments.

■ **Ahern Deutschland** has appointed **Nordkran** as its first official sales partner. Based in Delmenhorst, near Bremen, Germany, Nordkran has become the official Ahern Deutschland sales partner for Snorkel telehandlers to the construction, industrial, and trades sectors, as well as Faresin telehandlers to the agricultural sector, in the north west region of Germany. Nordkran also became the first to own a Faresin FR6.26 Full Electric compact RT telehandler.



Manitou board Neoline sail cargo ship.

Manitou partners for wind energy and robotics

Manitou Group has made official its partnership with eco-friendly sea transport company Neoline for its deliveries to North America. And, in another move by the French manufacturer, it has partnered with warehouse logistics specialist Effidence to launch a range of robotic stackers.

The new contract with Neoline formalises a collaboration that started in 2017 and involves the transport of all Manitou's aerial platforms and telehandlers from France to the North American market, using sail ships.

Neoline specialises in maritime roll on/roll off (ro-ro) cargo ships and by signing this contract, Manitou aims to accelerate ecological transport of exports to the US using the company's innovative wind power solution.

With more than 1,000 machines exported to the US each year, Manitou Group will have a load capacity of up to 40 machines per trip on board the Neoline sail ship. The wind-powered vessels make it possible to reduce CO₂ emissions by up to 90%, compared with a traditional cargo ship, making an equivalent trip.

The partnership with Effidence will result in the co-design of autonomous stackers and industrial tractors and will bring advantages to both companies, including expertise in the latest robotics technologies to Manitou Group and a strong distribution network to Effidence. The manufacturer is already well-established in the production of custom-made robotic trolley, the EffiBOT.

Cédric Tessier, president and founder

NEW HAULOTTE HQ

After 17 months of construction work, the new Haulotte headquarters is open.

Named H3 (Haulotte Higher Headquarters), the new premises, based in Lorette, in the Loire region of France, welcomed some 350 employees during the third week of September.

Alexandre Saubot, CEO of Haulotte, said, "H3 is an important investment that opens a new era in Haulotte's history. This new step is part of the transformation of our group to provide a head office that reflects its values and strategy."

The three-storey complex, designed by the architectural firm Eutopia, is based on a 31000 square metre site, and has been designed to offer employees a high-quality working life. The three buildings, named Europe-Africa, Americas, and Asia-Pacific, reflect the worldwide people and material lifting sector. Adjacent to these three buildings is a 2500 square metre covered space, dedicated to equipment innovation and prototypes. This space also houses a showroom.

of Effidence, said, "With EffiBOT, we have shown that robots can be more than just a means of conveying goods. Our autonomous robots are a real gain in productivity. The company is now interested in disruptive technologies of cooperative robot fleets."

Spider lifts continue US expansion

Tracked platform manufacturers from Europe are continuing their expansion into the US market to take advantage of the growing popularity of spider lifts there, particularly in the tree care sector, which is unaffected by Covid-19.

CTE has just signed an agreement with Innovativ Hoisting, based in Willington, Connecticut, to provide distribution and after sales services for its Traccess spider lift products across Eastern US. Innovative Hoisting has been active in the lift and hoisting industry for decades and offers trailer cranes and inclined lifts in the eastern states. The company now adds CTE's range of track mounted platforms, from 13m to 27m working height.

Additionally, Avant Tecno USA and Leguan Lifts have partnered

to distribute Leguan Lifts' 190 spider units to the North American market. According to Jukka Kytömäki, president of Avant Tecno USA, the two companies will benefit from synergies related to customers, product portfolio and extensive industry expertise.

Jori Mylläri, export manager of Leguan Lifts, is optimistic about

introducing Leguan Lifts to North America. "Avant Tecno USA's values stand for commitment, knowledge and experience, and they offer great customer service to all of their customers. Their professional sales and service staff understand the customers' needs and with them we are able to offer leading spider lift solutions."



Leguan Lifts' 190 tracked platform.

Terex Utilities has announced that its new manufacturing headquarters is now fully functional, and the first production units have rolled off the line. The 450,000 square ft facility brings production operations under one roof on a 55-acre site in South Dakota, US. The new facility houses assembly, fiberglass, paint and installation.



IN BRIEF

■ Italian crawler lifts manufacturer **AlmaCrawler** has appointed Inspectec as its sales and service partner in Ireland. Based in Kildare and with more than 20 years' experience, Inspectec provides independent inspections of a large range of machinery and offers consultancy for the construction equipment sector. The company has now added sales of AlmaCrawler's tracked mounted range of self-levelling scissor lifts and telescopic boom lifts to its portfolio.

■ **Facelift** has ordered 32 van mounted platforms from Versalift UK. The vehicle mount rental specialist, acquired by the AFI group of companies in August last year, will receive the first units in the order during November. All the units are the VTL-135-F model, mounted on a Ford Transit van and will go straight into long term hire. They have a working height of 13.5m and a maximum outreach of 8.4m.

■ **ATN Platforms** has been named as the exclusive importer of Sinoboom access platforms in France. The agreement was signed during the JDL Expo, taking place this week in Beane, France. With the combination of ATN's established sales and service network in France, where it is based, the partnership brings a greater choice of MEWPs to customers across the country.

■ **Multitel Pagliero** has delivered two 3.5 tonne GVW truck mounts to PG Platforms, through its UK subsidiary. The Multitel MJ201 offers a 12.6m outreach, with a 20.1m working height. The articulated jib boom allows it to work in tight areas and provides up and over options. The second model, the MT162EX, has a 300kg basket capacity and offers up to 16.2m working height.



RentEase represents Niftylift in India

Niftylift has appointed RentEase International as its distributor in India.

Under the arrangement, RentEase will provide equipment sales and rental services for Niftylift's range of access equipment across the country.

Jim Craddock, international sales manager for Niftylift commented, "This new arrangement will provide Niftylift with excellent market coverage and a service support network in India, whilst working with a proven market leader in the rental sector."

The manufacturer's MEWPs range

includes trailer mounts, self propelled all-electric, hybrid and diesel booms, low weight booms with outriggers and tracked platforms.

Meghraj Singh, managing director of RentEase added, "We are thrilled with the opportunity to join hands with one of the industry's leading brands. This association will be a turnaround for both organisations in India.

"RentEase has continually grown from its inception in 2017 and is in line with its vision, to be an industry leader in India."



Vipul Kumar Tulsian, CEO, and Meghraj Singh, managing director, RentEase.

Sinoboom launch and first UK/Irish deliveries

Sinoboom Australia officially launched in October, while Sinoboom BV, the China-based manufacturer's European subsidiary made its first delivery to the UK and Ireland.

The Sinoboom Australia subsidiary has four locations around the country and will offer electric-drive scissor lifts with platform heights of 13ft to 40ft (4m to 12m), all tailored to the market and its conditions. With ASA (Access Service Australia) as its dedicated service agent, Sinoboom Australia said it will ensure all after-sales service requirements are met nationally.

"Sinoboom Australia will launch a two-month kick-off promotional period," said Jason Rigby, sales director of Sinoboom Australia.

Sinoboom BV, based in the Netherlands, has delivered 50 electric scissor lifts to Balloo Hire Centre, in Belfast, representing the first delivery of

the Chinese manufacturer's products to the UK and Republic of Ireland.

The mix of electric and hydraulic drive units, all 1932 models, offer a working height of 7.8m (25ft), and were chosen by Balloo in readiness for demand generated by large projects.

DIARY

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

Executive Hire Show
28 - 29 April 2021
Coventry, UK
www.executivehireshow.co.uk

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

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Balloo Hire Centre's Sinobooms.

SCANDINAVIA EXPANSION FOR CMC

CMC has added a new distributor to its growing number across Europe, this time Norway-based Scanlift Maskin.

Based in Sandnes, Rogaland County, Scanlift Maskin becomes CMC's second dealer in Scandinavia, following Scandlift, in Gothenburg, Sweden, which has been a partner of the manufacturer for some time. Scanlift Maskin SA has five locations, in addition to its headquarters in Sandnes, offering extensive service across the Norwegian market.

Apart from classic sales, the five branches in Stavanger, Trondheim, Hamar, Haugesund and Oslo, will all also provide direct import services, a spare parts warehouse, rental and after sales support. Scanlift Maskin also owns rental company Scanlift Rental, which cemented the new partnership with the order of an S15F spider lift, from CMC's full hydraulic range, along with a 19m working height S19E.

IMER DOUBLE LAUNCH

Italy-based Imer Acces is launching a new addition to its IM-R spider lift range, while strengthening its presence in the UK market with a newly-launched distributor for North East England and Scotland.

The latest addition to the range is the IM R15 DA; a 15m working height machine, with 7m outreach, dual articulated boom and unrestricted 230kg basket capacity throughout the working envelope. According to Italy-based Imer Acces, part of Imer Group, the compact, lightweight machine offers high level specifications at a low price.

Imer Access products in the UK have up to now been sold through two regional distributors, Neg Services, serving Southern England and Specialist Access Engineering, covering the North West and Wales. Now, Imer has appointed newly-formed access specialist Cherrypicker Shop to cover North East England and Scotland. It will support sales and service across the region.

In an addition, Imer Access has appointed industry veteran Richard Tindale to support tracked and specialist scissors and booms.

Clubb hosts government export

Senior members of the French government visited vehicle mount manufacturing specialist Klubb Group in October, where they officially launched the country's Covid-19 export recovery plan, during a round-table discussion in the factory.

Minister for the Economy Bruno Le Maire, along with Franck Riestler, who heads up Foreign Trade and Alain Griset, Delegate to the Minister of the Economy, chose Klubb's factory in Ferrières-en-Brieais, for the meeting in recognition of the company's successful export strategy.

"This recovery plan represents significant support in the face of the immediate consequences of the crisis and will facilitate an international rebound after the crisis," said Henri Bourrellis, export director of Klubb Group said, "Export is a strategic axis for our company. The health crisis represents a violent obstacle to our development in this sector."

The company produces more than 2,000 lifts, which are distributed to 20 countries around the world. It has five factories in France and the UK and employs 400 people.

PEOPLE NEWS

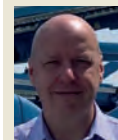
■ **Don Kenny**, CEO of Loxam's Powered Access Division (PAD) will retire from the company at the end of the year.



He will be replaced by **Paul Rankin** who took over from Kenny as managing director of Nationwide Platforms earlier this month, after moving from Rapid Access Loxam, PAD's Middle East-based subsidiary.



■ **Steve Coney** replaces Paul Rankin as managing director of Rapid Access, in the Middle East.



■ Finland-based Bronto Skylift has appointed **Jarmo Kokkola** and **Juha Särkijärvi** as project managers to oversee and develop the order-to-delivery.



■ MEC has promoted **Steve Gooding** to the position of director of national accounts.



Niftylift opens US facility

Niftylift has opened a new North American distribution facility in Greer, South Carolina. The 5-acre site includes a 30,000 square ft warehouse and 5,000 square ft office where a staff of 20 are employed.

"We've worked hard over the last 25 years to provide our US and Canadian customers with the best products and most comprehensive customer service we can and our investment in

Greer will help us to ensure that both remain world-class," said John Keely, managing director of Niftylift. "In the aftermath of the Covid-19 pandemic, we all face new economic challenges and Niftylift is proud to be able to invest in the US economy."

The facility became fully operational in June and will manage machine distribution and offer service and spare parts support for the region.

FINANCIAL HIGHLIGHTS

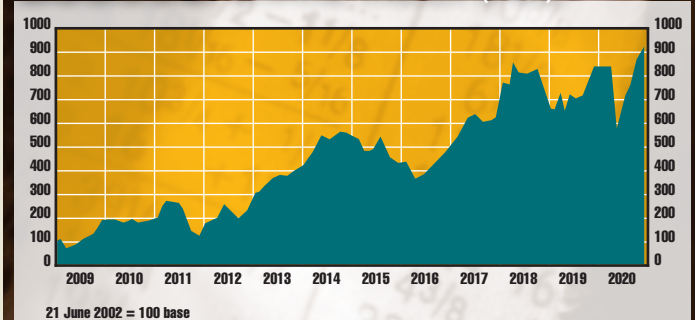
■ **JLG's** Q4 sales were down 39.4% at \$616.2 million versus last year's \$1.016 billion. Telehandler sales were slashed by more than half, with the company reporting \$133.9 million sold in Q4 versus last year's \$307 million. Total aerial equipment sales were down 37.16% at \$301 million versus 2019's \$479 million. For the full year, JLG reported access equipment sales down 38.3% at \$2.515 billion compared to \$4.079 billion in 2019. The bright spot is China.

■ **Manitou** revenues dropped 10% in the third quarter, as the company reported a good order intake during the period. Group revenue for the three months up to 30 September was €391 million, compared to €436 million in the same period last year. Sales over the nine months to the end of September stood at €1.15 billion, a 28% drop on the first nine months of 2019. In comparison, first half year revenues were 35% lower than the same period last year.

■ **United Rentals'** Q3 results show demand is now tracking to normal seasonal patterns. The world's largest equipment rental company reported a total Q3 revenue of \$2.187 billion, down -12% compared to last year's \$2.488 billion. For the nine months to 30 Sept, total revenues were down -10% compared to 2019 at \$6.251 billion versus \$6.895 billion.

■ **Terex AWP** has reported improved utilisation levels of equipment for Q3. Aerial work platform net sales for Q3 were \$445 million compared to 2019's \$628.2 million, a reduction of 29%. Terex AWP recorded total sales for the nine months of 2020 at \$1.37 billion, 37.5% lower than in 2019. "AWP improved its operating performance delivering 3 percent operating margin reflecting the gradual sequential improvement in business activity," said John L. Garrison, chairman and CEO.

access SHARE INDEX (ASI)



COMPANY	CURRENCY	START DATE	PREVIOUS	CURRENT	%
		21/6/02	17/09/20	04/11/20	CHANGE
Acces Industrie	€	1.34	-	-	-
Aichi Corporation	YEN(¥)	208	882	920	4.3
Ashtead Group	£	0.47	29.23	30.25	3.5
Kanamoto	YEN(¥)	-	2366	2187	-7.6
Lavendon	£	1.85	-	-	-
Haulotte Group	€	9.0	4.30	4.00	-7
Oshkosh Corp	US\$	-	78.32	73.10	-6.7
Tanfield Group	£	-	0.02	0.03	50
Terex Corp	US\$	23.08	20.94	27.60	31.8
Ramirent	€	15.0	-	-	-
United Rentals	US\$	21.47	181.55	201.45	11
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Snorkel 2100SJ

MEGA BOOM

Fully ranged

The telescopic boom sector has seen some important developments this year, from the top to the bottom of the working height spectrum, as well as new power options.

At ConExpo in March, Snorkel unveiled the world's largest self-propelled telescopic boom lift, the Snorkel 2100SJ. Dubbed a 'mega boom', the new Snorkel 2100SJ reaches a maximum working height of 66m, provides an industry-leading outreach up to 30.4m, and an unrestricted platform capacity of 300kg. Ideal for high-rise construction and maintenance tasks, the 2100SJ reaches the equivalent of 22 building stories.

The Snorkel 2100SJ is the first self-propelled boom lift in the world to reach a 66m working height, "So," says Mathew Elvin, CEO of Snorkel, "We are essentially creating the market. We see plenty of opportunities for the 2100SJ, and already have customer interest from a number of stadium projects that are under construction, as well as for maintenance activities in petrochemical facilities."

Mega specification

Elvin explains that as buildings get larger and more complex in their design, contractors need not only equipment that can reach higher but also reach further.

The 2100SJ has an outreach of 30.5m and the largest working envelope in its class with an area volume of 155,176m³. The company's engineers are working on additional high reach telescopic boom models to be unveiled in 2021.

Snorkel also presented the 660SJ All Terrain, at ConExpo, which is its mid-size telescopic boom lift, fitted with tracks as part of the company's All Terrain package.



The 16m working height Haulotte HT16 RTJ.

Moving from the mega to the micro, MEC engineers were challenged to develop a solution for the thousands of construction jobs that are under 40ft but also require outreach.

According to MEC, "The smallest telescopic booms available in today's market offer 46ft working height, which is often more machine than is necessary for the job". In response, the



MEC's 12.2 m working height 34-J telescopic boom.

US-based manufacturer this year introduced the new 34-J diesel telescopic boom, which is very compact yet can stand up to the role of a rough terrain construction boom. The model provides a 12.2m (40ft) working height with standard 1.5m (5ft) jib with 135 degree range

German rental company Willenbacher took delivery of ten heavy duty JLG 460SJ HC3 models earlier this year.





Snorkel's 66m working height 2100SJ.

of motion. It is compact and lightweight at 3,900kg (8,600lb) without compromising durability.

Another advantage is that it can be towed by a full-size truck and trailer, or three units can fit on a flatbed truck. It also features a standard 72 inch platform, including 3-sided entry with a swing gate.

Then of course, there are all sizes in between. Haulotte has expanded its diesel line this year, with the 16m working height HT16 RTJ, launched in June. The HT16 RTJ O/PRO (HT46 RTJ O/PRO in North America), shares the same design and performance characteristics as the other models in the RTJ range. The boom provides a dual platform capacity of 250kg (550 lb), increasing 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).

Expanding capacities

Dual capacity has become standard in the industry, following the announcement of ANSI standards, which ultimately came into effect in June this year. In the second quarter of 2020, Skyjack announced it had enhanced its boom range, with most of the changes focusing on its 40ft and 60ft products and largely boasted increased platform capacities. The SJ45 T+ and SJ66 T+ feature dual capacity ratings of 272kg and 454kg.



The T26D from LGMG.

"Because of updated ANSI A92.20's approach to load sensing meant stopping equipment from being operated while overloaded, we decided to expand the functionalities of the equipment by providing it with a dual-capacity rating," explains Corey Connolly, product manager at Skyjack, "This helps an easy transition for end users". The changes have been extended to its line worldwide to create a globally aligned offering.

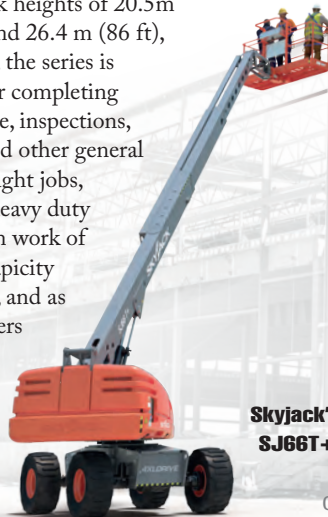
JLG's Hi-Capacity boom lift models, first launched in 2019, have a similar aim. The HC in HC3 refers to its Hi-Capacity, while the 3 stands for the three working areas to which the machine automatically adjusts itself. There is 300kg capacity available in the entire working envelope and 340kg to 454kg in the restricted area, allowing three people with tools in the basket and a side inclination of 5 degrees.

For example, the 460SJ HC3, first introduced at bauma 2019, has a working height of 16.2m and a maximum outreach of 13m, depending on the platform load, and a 360-degree rotation.

Third option

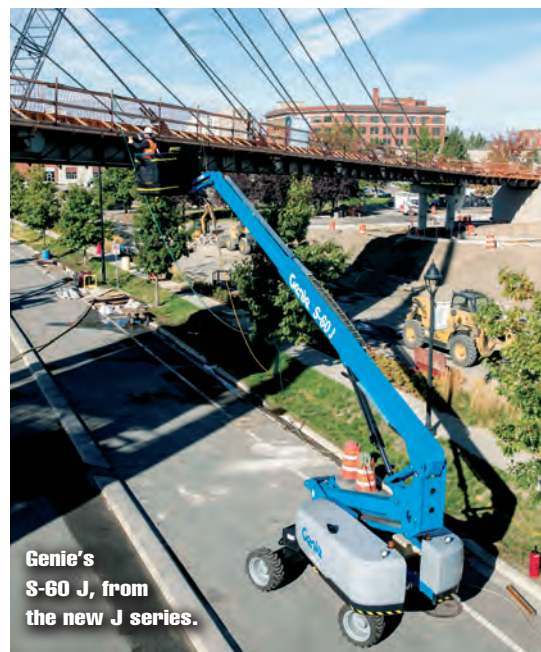
Genie, having previously launched a range of dual capacity XC booms, returned to a single capacity format this year with the new J series, so far incorporating the S-60 J and S-80J. The J series is designed to complement the heavier duty XC and its hybrid FE booms.

Both models have unrestricted platform capacity of 300kg (660lb), with a 1.8m (6ft) jib and work heights of 20.5m (66 ft 10) and 26.4 m (86 ft), respectively, the series is designed for completing maintenance, inspections, painting, and other general work-at-height jobs, rather the heavy duty construction work of the Xtra Capacity (XC) range, and as a result lowers the cost of ownership by up to 20%.



Skyjack's SJ66T+.

TELESCOPIC BOOM LIFTS



Genie's S-60 J, from the new J series.

The two-section boom and single envelope mast drives cost savings by eliminating length sensors, cabling and wearable components throughout. A new hydraulic system requires 33% less fluid volume than common booms in comparable height classes. It also weighs about a third less than comparable booms.

Providing a further option, the S-80 J is lightweight enough at 10,433kg (23,000lb) to be equipped with Genie TraX system, an independent four-point track system that makes it agile drive in difficult terrain.

Dingli has confirmed that its full series of large self propelled boom models are now available as electric-powered versions.

Since 2016, Zhejiang Dingli's European research and development centre has launched 14 boom lifts in the 24.3m to 30.3m working height category. Seven of the models are combustion engine-powered, while seven are electric-powered. The models have basket capacities up to 454kg.

Electric range

Dingli claims to be the world's only series production manufacturer of an electric-powered self propelled booms with a capacity

TELESCOPIC BOOM LIFTS

PORT GIANT ORDERS XCMGS

Shanghai Zhenhua Port Machinery (ZPMC) has received 50 boom lifts from XCMG's new XG series.

The two Chinese companies celebrated the order during a ceremony at XCMG's access equipment production plant, in Xuzhou, China, in August.

ZPMC is an established customer of XCMG and already uses previous generations of XCMG MEWPs in many of its port machinery manufacturing plants, scattered along the east coast of China.

Commenting on the new XCMG booms, Jiayong Liu, general manager of ZPMC Ship and Infrastructure Equipment, said at the ceremony, that safety on the dozens of boom lifts delivered to ZPMC was strengthened with the addition of infrared light, face recognition and an anti-collision system, to meet the special requirements of large port machinery manufacturing.



ZPMC's order of 50 booms from XCMG.

of 454kg and a working height over 22m. Its line-up of electric booms now incorporates telescopic models from 24.8m to 30.3m.

The electric and diesel engine drive series are developed on the same platform, with 95% of the structural parts and 90% of the components being common, thus reducing the cost of maintenance, parts storage and labour.

Dingli has been expanding its telescopic range, including Lithium-powered models.



The electric models are equipped with 80V520Ah high-capacity lithium battery packs, which support 90-minute quick charge, supporting on average four days of use.

The manufacturer is making further inroads into telescopic booms. Up until now its boom lifts have been co-designed with Italy-based Magni. That relationship will continue and with Dingli's investment in 24% of Germany-based tracked platform specialist Teupen's shares this year, so will its development of its boom line. Teupen will concentrate on the development of very large self-propelled boom lifts in the 36m - 50m working height range.

Teupen CEO Martin Borutta says, "We always have to be ahead in the area of weight, height and outreach because spider lifts have to be as light as possible with the maximum performance we can provide."

LGMG has just launched the T20D boom lift into the European market. The T20D offers horizontal outreach at 17.2m (56.4ft), a working height of 21.7m (71.2ft), and platform capacity of 250kg (551lbs) meaning two operators can occupy the platform.

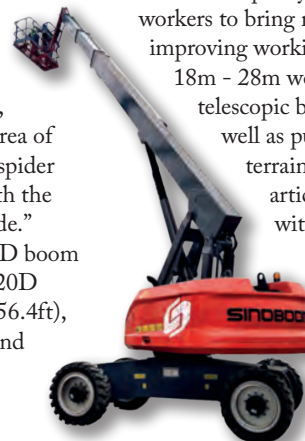
In the second quarter of 2021, LGMG will expand its offering with the T26D, the first in its series of larger booms. It offers horizontal outreach of 23.32m (76.5ft), a working height of 27.9m (91.5ft), and a dual platform capacity of 250kg/340g (551lb/750lb). The aim is to offer machines up to 32m by the end of 2021.

Building up

Sinoboom will introduce a series of heavy duty booms to the market later this year. The dual load capacity of 300kg/454kg allows workers to bring more tools to height, so improving working efficiency. In the future,

18m - 28m working height, pure electric telescopic boom lifts are planned, as well as pure electric and hybrid rough terrain scissors, and telescopic and articulating boom lifts in line with European Stage V.

Beyond telescopes, an 18m articulating boom lift will join Sinoboom's electric lift family. **AI**



A Sinoboom telescopic boom lift.



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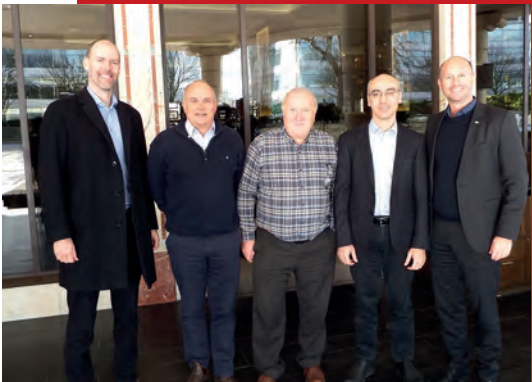
WHEN: 18 March, 2021
WHERE: Online event

www.iapa-summit.info

Anyone who was booked to join us for the event will be able to request a refund. Anyone who reserved hotel accommodation at the venue is advised to contact the Millennium Gloucester hotel directly to discuss cancellation in line with its standard policies.

For further information, programme and speaker announcements, and details about how to secure your place at the first ever online IPAF Summit & IAPAs, please visit the event website which will be updated as information is available.

SHORTLIST & JUDGES



The International Awards for Powered Access and IPAF Summit, scheduled to be held in London, UK, on 18 March 2021, will go ahead as a purely digital event.

The continuing disruption caused by Covid-19, has resulted in the International Awards for Powered Access (IAPAs) 2021 being changed to an online event from its original location in London. Delegates will now join online from around the world, to allow maximum certainty for those wishing to attend during the ongoing pandemic.

Virtual showcase

Event organisers the International Powered Access Federation (IPAF) and KHL Group took the decision jointly to host the showcase event as a digital online-only platform as uncertainty persists surrounding measures to slow the resurgence of the virus over the fourth quarter 2020 and first quarter 2021.

Peter Douglas, CEO & MD of IPAF, says, "While we hope the pandemic is under control by March, continuing international travel restrictions, as well as local regulations in the UK concerning the number of people allowed to gather indoors, mean those hoping to attend in person cannot plan with the degree of certainty required with just five months to go until the event is scheduled to be held.

"At the same time, we are all now used to a new ways of working, joining in meetings, hosting webinars, workshops and roundtable discussions online via platforms such as Teams or Zoom. We have seen how effective these can be when international travel and physical gatherings have proved impossible."

Online opportunities

Murray Pollok, editorial and events director for KHL Group, commented, "We have already moved the planned date of the IPAF Summit and IAPAs twice, and do not wish to face the possibility of another postponement in Q1 2021, and bringing the event into the online realm opens up some interesting opportunities for delegates.

"We will still be able to offer a high-quality series of speakers and announce the winners of the various IAPAs categories effectively online. In fact, we are confident hosting the event digitally will allow more people from around the globe to join than would have been the case with a physical event, so the possibilities are quite exciting."

The winners of the shortlist, which was first published in March 2020, will be announced at the March 2021 online event. Expect to see some additional award announcements at this online event too.

The judges (as pictured left):
 ■ **Norty Turner**, United Rentals
 ■ **Ian James**, Bronco Skylift
 ■ **Malcolm Bowers**, Lifterz
 ■ **Erhan Acar**, Rent Rise
 ■ **Dan Vorsholt**, GSV
 See www.iapa-summit.com for their biographies.

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Keeping ahead

Simon Meester, the new chief operating officer of Terex Aerials, explains to Thomas Allen how the company's presence in China has not only helped it manage through the Covid-19 pandemic but also promises to drive growth in the longer-term for the US-based company.

Thanks to its global footprint, Genie had a bit of a head start in North America and Europe with preparations for the Covid-19 pandemic as it emerged.

"It actually started for us as early as late January or early February because we have a very sizeable footprint in China," says Simon Meester, the company's Chief Operating Officer. "So we've been living this for seven months."

Meester, vice president (VP), global sales and marketing administration for Terex AWP, was recently promoted to chief operating officer (COO), Terex Aerials, following the departure of former Terex AWP president Matt Fearon at the start of August. Fearon was replaced by John Garrison, Jr, Chairman and CEO of Terex Corp.

Meester joined Terex in 2018 from Eaton Corporation, where he was VP and general manager of the Industrial Control Division.

Earlier, he spent 14 years in progressively senior roles at Caterpillar, before becoming president, Sandvik Mining and Construction in India.

Genie's manufacturing facility in China was shut down for a couple of weeks at the peak of the pandemic in the country.

"The silver lining for us as a business was that the way that the China team handled it and everything that they implemented from a process standpoint and a mitigation standpoint, we were able to leverage that across the globe," says Meester.

Vital experience

So the company was better prepared by the time the virus reached Europe and the US. Genie was able to quickly put all its locations in full social distancing mode, as Meester puts it, "The moment anyone comes close to our facilities, we have a whole host of actions that we have deployed, and a lot of that is what we learned from what the China team implemented back in early February."

When Genie's North American and European production restarted in late April – after most factories had been temporarily shut

FEARON UPDATE

Matt Fearon, the former president of Terex AWP, stepped down from his role at the start of August, 2020, and was replaced by John Garrison, Jr., chairman and CEO of Terex Corp. Meester became COO of Terex Aerials.

"Matt has been a very important part of Genie's journey" says Meester. "He's been with us for more than 25 years. We're going to miss him dearly. He's been a critical part of everything we've established and the brand we've built and the customers we've served over 25 years."

Fearon has been planning his departure for a while, according to Meester. "Matt decided to move on, and as a consequence we made some changes to our leadership team."

He adds, "It's obvious that Genie is now two thirds of Terex and so we felt, and the board felt, it was a very obvious choice for John to spend time focusing on Genie just as much as he's focusing on Terex as a whole. So that's going to be our structure for the foreseeable future."



Simon Meester:
Simon Meester,
VP global sales
and marketing
administration for
Terex AWP and COO
of Terex Aerials.

“ It [Covid-19] started for us as early as late January because we have a very sizeable footprint in China. So we've been living this for seven months. ”

down – signs were put in place, temperature checks were taken whenever anyone entered a facility, and masks were worn everywhere.

“Today we’re back up and running pretty much everywhere,” says Meester. “There are still some exceptions where we occasionally need to slow down. But the good news is that we are currently producing very much in line with demand.”

Even with a head start on preparations, the severe impact of the pandemic on revenues could not be avoided. Genie’s financial results for the second quarter of 2020 showed a loss of \$3.2 million on net sales of \$690.5 million, compared to an income of \$81.6 million in the same period of 2019.

Gradual recovery

The company said global economic activity has gradually been recovering but remains below pre-Covid-19 levels, and so it has been aligning its production plans with the lower customer demand.

“The first thing that rental companies have done is tighten their capex plans, and their capex plans means our revenue plans,” says Meester.

Although things have apparently started to recover, he adds, “If you pull up the news today, you see that Benelux is going back into lockdown, the UK is still very much in lockdown, the south of Europe is all over the place, Germany is now looking at things, the US is going through multiple waves.

“It’s not any time soon that we’ll be back at 2019 levels. We think that’s going to take a little bit of time – but luckily the signs that things are slowly recovering have started.” So Meester sees a gradual, slow improvement ahead, with aerial markets eventually reaching and even exceeding previous highs.

OFFERING FLEXIBILITY

Meester recognises that electrification is becoming a big part of the industrial world, and it is for this reason that Genie has already introduced electric equipment such as scissors and booms. But it is a mixed bag and for this reason the company is focused on offering its customers a range of options to choose from.

“There are going to be jobs and applications out there where electric drive makes sense,” says Meester, “and we feel that there are going to be jobs and applications where maybe a hybrid solution makes more sense, and there will be times when conventional fossil fuel power trains make more sense.”

This is reflected in the company’s boom strategy; “With the J, XE and FE series, we’re trying to offer our customers flexibility so that they can pick from a host of solutions and tailor it to the applications that they want to serve. And so it gives our customers a lot more flexibility to size the fleet much more granularly and go for return on invested capital much more granularly by offering them these different options”. He adds, “The J Series is about offering customers flexibility. So we have an S-60 J that has been launched, which is a 60ft stick boom. And then we’re going to come out with an S-80 J in Q4 this year.”



A third phase of expansion is about to be completed at the Changzhou facility.

Has Genie adapted its strategy in response to the pandemic, perhaps by putting more focus on smaller, independent rental companies?

“It’s a global phenomenon, it impacts large customers and small customers,” says Meester. “We’ve not made any strategic change to focus on one group of customers more than the other.”

He adds, “We’re just trying to be there with customers. We provide a lot of training and we try to help our customers navigate through this.”

While demand remains subdued in North America and Europe, it has returned in China.

“China actually came out pretty strong,” says Meester. “So whereas the rest of the world is still a little compressed, China actually recovered and has shown year-over-year growth. So the Chinese economy rebounded pretty quickly.”

He describes China as a “bright spot”, saying its recovery has been V-shaped, whereas the

“ China actually recovered and has shown year-on-year growth. ”

rest of the world is following all sorts of other shapes.

Genie has been in China for 20 years, and in greater Asia for 30 years; “We’ve been there right from the beginning and China is a very important market for us,” says Meester.

Third phase

The company has been investing heavily in its Changzhou facility in recent years and is about to complete a third phase of expansion that includes a 9,300m² extension of the 33,500m² factory. Work started on the original site in 2008 and it was extended further in 2011 and again in 2015.

“It’s an important market,” says Meester, “and we think that the industry and the market will continue to grow for quite some time. So I very much think this is a very integral part of our strategy, our future and our footprint.”

What about the impact of the trade war between China and the US?

“I would say we are relatively indifferent to the trade war because we do have a global footprint,” says Meester. “We have facilities in North America, we have facilities in Europe, and in Asia. So we have a global flexibility.”

While the big aerial markets are still North America and Europe, Meester says, “I would say in 3-5 years China will be the size of the European aerial market.”

He adds, “I would say China is very rapidly growing and they’re way beyond being an emerging aerial market.”

Speaking about the broader Asia region, Meester says it is particularly diverse in terms of emerging, developing and mature markets, adding, “I see Asia as another growth engine for the future aerial market, and that’s why we started investing as early as 30 years ago.”



Genie's S-60 J at work.



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The findings in this year's Access Confidence Survey are as healthy as could be hoped for in these times of uncertainty and turmoil.

Toughing it

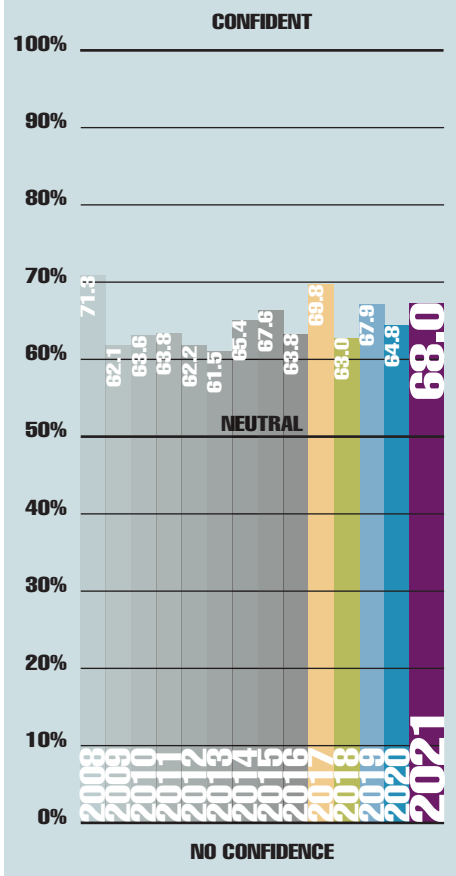
Considering the challenges most of the world is experiencing, caused by Covid-19, the results of this year's survey, which asked the industry for its forecasts for 2021, have been nothing less than confidence building.

An example comes from the survey's

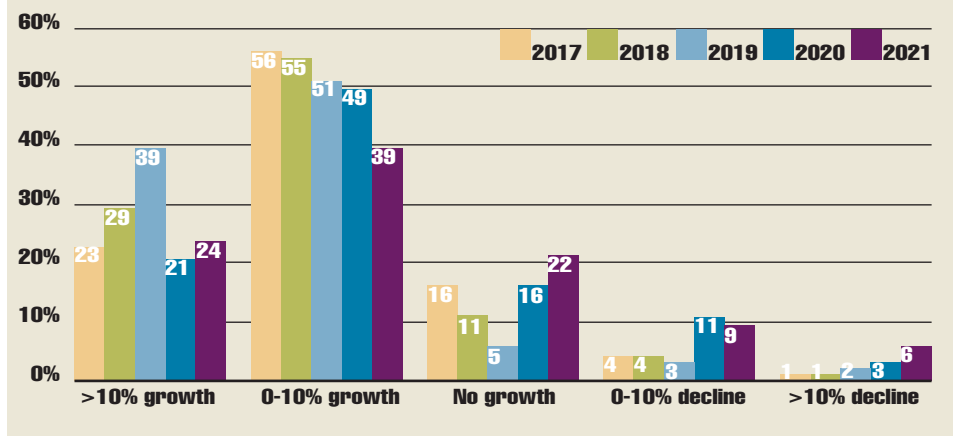
Confidence Index, for which participants are asked to rate their expectations for the next five years out of a maximum of 100. Last year's survey saw a downbeat response to that question, with an average score of 64.8 out of 100, representing a three-point year-on-year drop. We had not seen such a low figure since

CONFIDENCE INDEX?

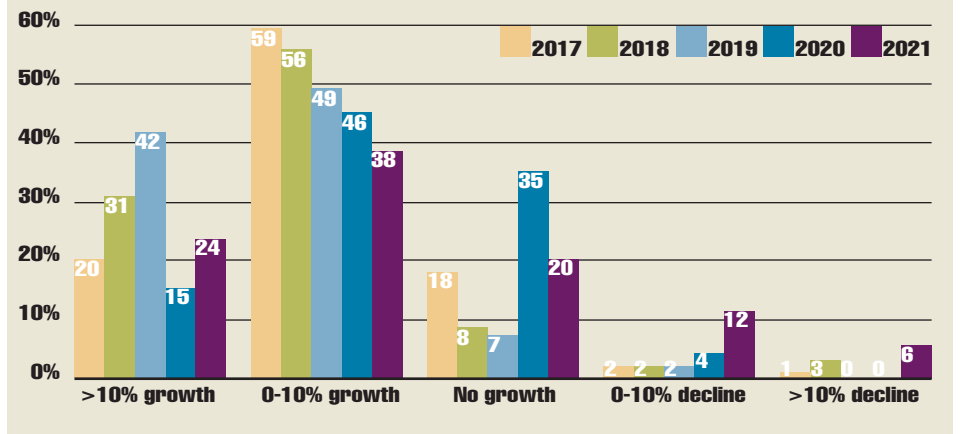
Respondents were asked how they rate opportunities for their business over the next five years.



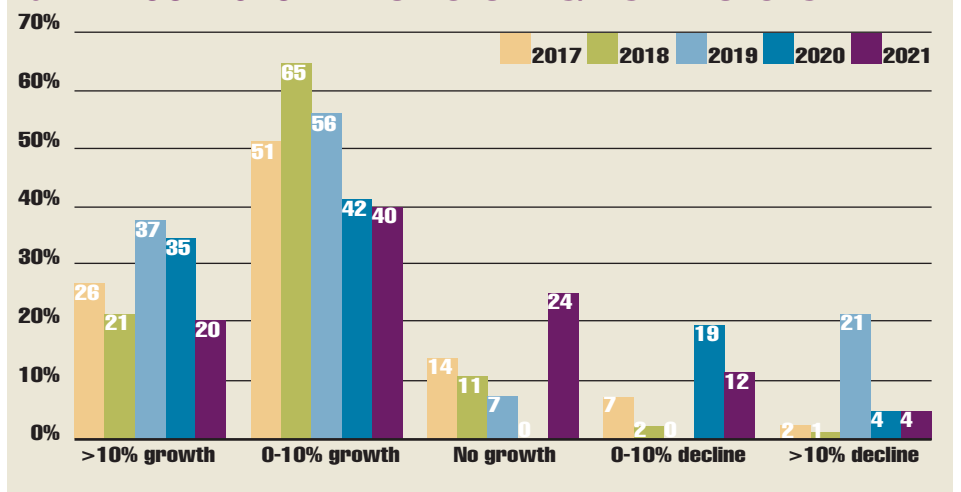
2021 PROSPECTS: ALL SECTORS



2021 PROSPECTS: RENTAL COMPANIES



2021 PROSPECTS: MANUFACTURERS/DISTRIBUTORS



out

the financial crisis years of 2009 and beyond. In the second half of last year access-related companies, particularly the manufacturers had seen an unexpected drop in sales following a softening in the market.

Since then the pandemic has caused incalculable disruption to the global industry and an understandable drop in confidence, yet this year's survey Index shows a rise of four points to 68 – just above 2015 when the industry had all but recovered from the financial crisis. A reason for this could be that many companies feel that following global lockdowns, 2021 can only get better. And, while some survey participants use words such as, 'uncertain, cloudy and difficult', to describe the months ahead, there are others that see a real uptick in the years to come.

Rental views

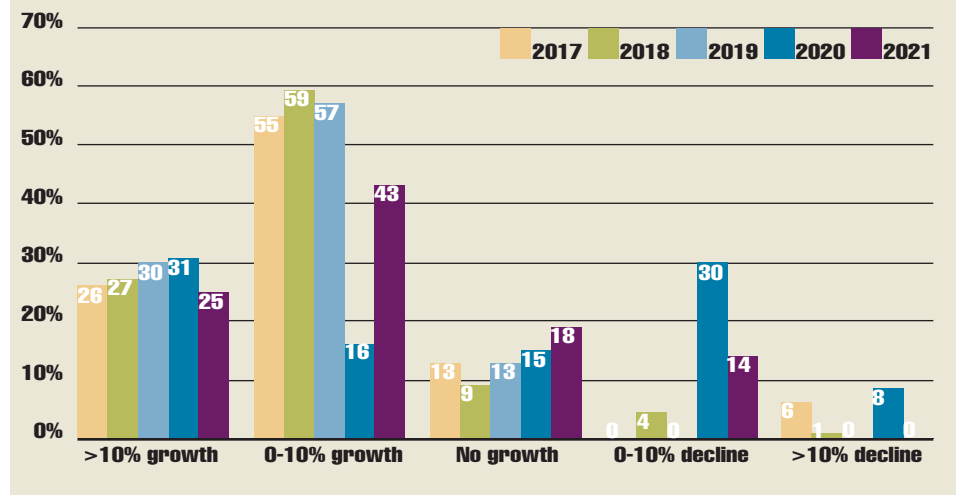
Beyond the Index and prospects for 2021, specifically, the overall view across all sectors: rental companies, end users and manufacturers that took part, is more subdued with forecasts for a slightly flatter year ahead than participants predicted this time last year, but not by much. While 22% of them forecast no growth next year, 63% predict some level of growth. That's combined with a relatively small rise in those expecting a major decline.

Looking at responses specifically from rental companies, there is a notable increase in those expecting a decline in 2021, compared to last year's results. However, the percentage of those expecting growth has not dropped since last year, rather those in the no growth column this time last year, have shifted to the

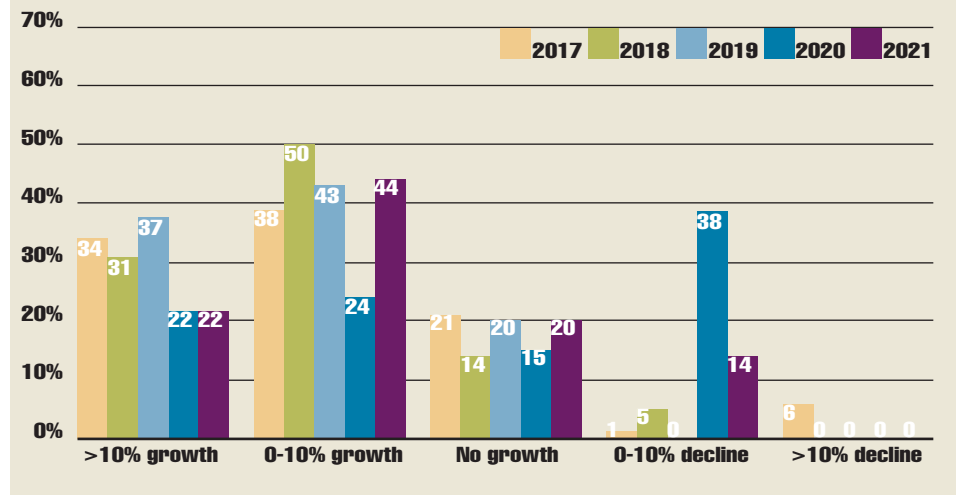
“ Many rental companies feel that following global lockdowns, 2021 can only get better. While some survey participants use words such as, 'uncertain, cloudy and difficult', there are others in the industry that see a real uptick in the year ahead. ”

WHAT DO SUPPLIERS THINK?

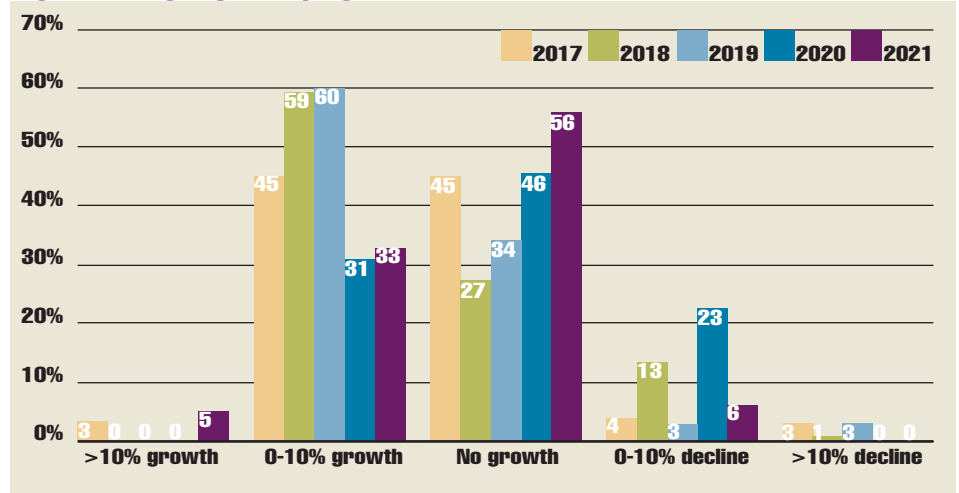
2021 SALES PREDICTIONS



2021 PRODUCTION LEVELS



2021 PRICE CHANGES



decline section of the graph this year.

Among the manufacturers and distributors, a larger of them are expecting no growth in 2021. Indeed, this time last year, none of them anticipated there would be no growth in 2020. In this year's survey 24% say there will be no growth. On the other hand, fewer of the

manufacturers are expecting declines.

When it comes to buying new machines, slightly fewer rental companies are planning to do so in 2021, than they were predicting for the year ahead at the back end of 2019, yet it is not a major drop, and while those looking to reduce their investment in new equipment has

CONFIDENCE SURVEY

almost doubled, it is from a relatively low base of 8% last year.

And overall, manufacturers believe their production levels will rise next year. Those forecasting a 0-10% increase in production has almost doubled since last year to 44%, while those expecting a 0-10% decline have fallen considerably. Again, the difference between this time last year and now, is that the industry was slowing at the end of last year, and then dropped to historic lows due to the onset of the pandemic. Perhaps for many, the only way is up.

Regional focus

Looking at the regional differences, the results are patchier. In Europe there has been a drop in the those expecting no growth compared to

ABOUT THE ACCESS CONFIDENCE SURVEY

Manufacturers, rental companies and end users involved in the access industry were asked to provide their forecasts for the sector for 2021. The anonymous survey was carried out in October, via an e-mail request and through the Access International weekly newsletter.

For questions about the survey contact the Editor, Euan Youdale.

last year but an increase in those forecasting growth, as well as increase in those expecting a decline. Thankfully, the numbers are still strong on the growth side of the table, rather than declines.

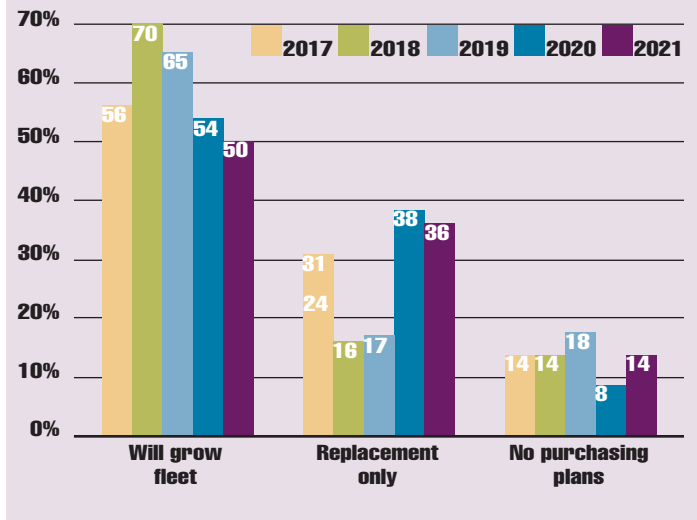
In North America, things have evened out somewhat, compared to last year. There was a strong emphasis on growth, particularly in the 0-10% area last year. This year, those expecting no growth have increased substantially from 10% to 21%. Nevertheless, 43% of respondents

who have business in North America say they expect 0-10% growth and 25% expect more than 10% growth.

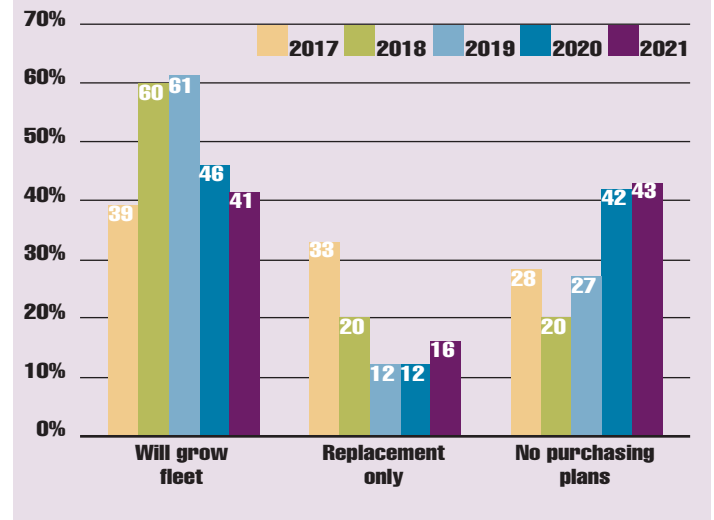
Taking an emerging region, the Indian subcontinent, there is a shift to greater growth next year, than was expected last year. India, at least, is putting the effects of Covid-19 behind it and getting on with business. The Asia Pacific region, on the other hand, is showing a similar growth path than was expected at the same time last year. **AI**

2021 INVESTMENT PLANS

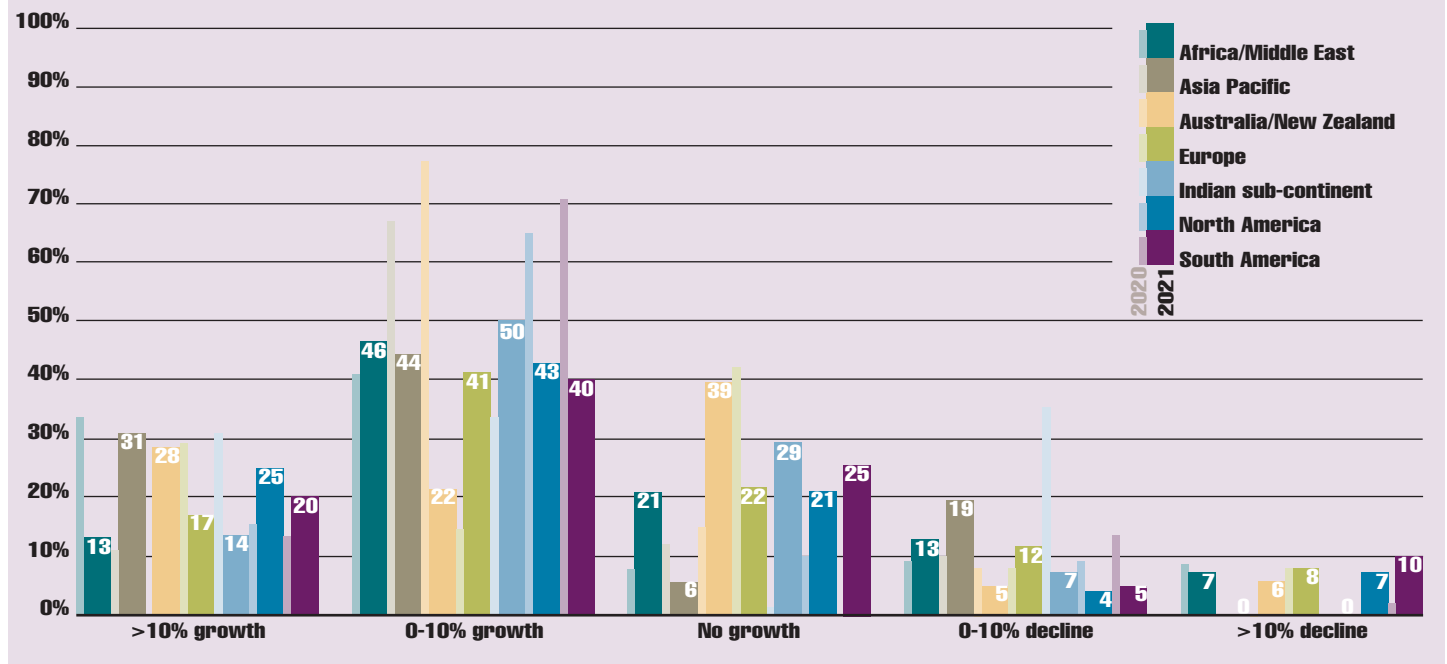
RENTAL COMPANIES: NEW MACHINES



RENTAL COMPANIES: USED MACHINES



REGIONAL GROWTH PROSPECTS FOR 2021: ALL SECTORS



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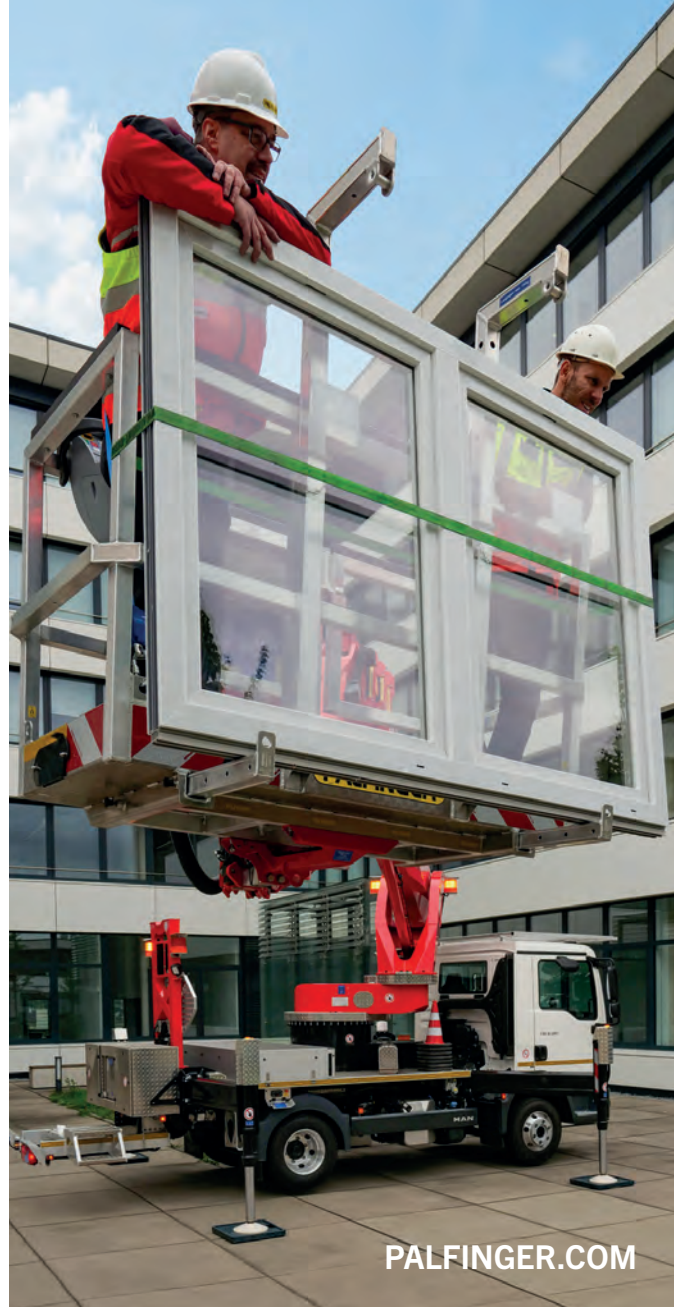
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Setting the trends

AI delves into developments in the scissor lifts sector.

There have been some fascinating developments in the scissor lift sector over the last 12 months. Apart from wide-ranging updates to meet and exceed the new US ANSI standards, there has been a drive towards electric rough terrain equipment and micro scissors, which are increasingly replacing ladders and podiums and now commonly have direct electric drive.

As part of its environmentally friendly 'blue' strategy, Haulotte has launched the first scissor lifts in its electric rough terrain Pulseo range, which AI can reveal here as an exclusive. Until now the Pulseo range consisted of the HA20 LE electric rough terrain boom lift.

"More and more cities and companies are taking steps to reduce their environmental

footprint," says Haulotte, with an increase in Low Emission Zones (LEZ), or green construction sites. Hence the launch of its new electric big deck, large capacity 15m and 18m working height HS15 E and HS18 E all-terrain scissors, (HS4390 E and HS5390 E in North America).

The HS15 E and HS18 E offer the same drive performance as a diesel machine and are designed to climb slopes up to 45%. The front oscillating axle and 4-wheel drive

combines with the manual differential wheel lock to provide control and traction and gets the machine in and out of challenging terrain. It can be deployed on slopes up to 5°, with outriggers, while high ground clearance protects the machine's components.

The HS15 E and HS18 E have a load capacity of up to 750kg (1,650lb) to meet the demands of a range of applications, including cladding, insulation and maintenance work, with a maximum of four persons in the platform. The platform is up to 7.4m (19ft) long, with both extensions. The HS15 E can

FUTURE CRAWLERS



AlmacCrawler's first machine was a scissor lift on crawlers. Since then the company has updated and upgraded them to create two separate lines. The BL Line is the original tracked scissor lift line that originated in 2013, evolving to our current models in 2015 with yearly additions and upgrades. The BL Line is our self-levelling, self-propelled, multi-power option tracked scissor lift line

The HE Line is a tracked scissor lift with outriggers that covers a range of applications and working heights. The 8m model was launched in 2015, with extra model being added in 2017. The 8m one is designed to fit through a standard door, while its 12m and 14m ones allow for reach. They have a particular levelling technology that allows the outriggers to determine which angle/slope needs to be addressed first to ensure the greatest comfort and security

"We are considering higher scissor lifts in the near future. We want to ensure the same seamless user-experience and ease-of-use, so our R&D team is studying new and exciting solutions," said the company.



Haulotte's electric HS15 E PRO.

drive at full height, and the HS18 E an drive at up to 13m working height. They also operate in effective silence, with an acoustic profile below 60 dB in electric mode.

Combined with non-marking tyres, this also makes them suitable for a range of indoor and sensitive surface applications.

The 48V battery pack can deliver a full day of work and has three charging options. The primary charger recharges the batteries at the end of the shift from any standard 110 -230V single phase electrical network. An optional three-phase accelerated charger provides an 80% charge in three hours. Thirdly, a 5.5kW removable range extender combustion engine can be used to rapidly recharge the batteries while the machine is operational. The range extender is also interchangeable between HS15 E or HS18 E models.

Electric visions

JLG's ERT electric and MRT diesel rough terrain scissors are a new series of 1.75m (69 inch) wide machines. They range from 9.92m (26ft) to 14.32m (47ft) working height with the 12.05m (33ft) and 15.10m (43ft) machines filling out the series. Sharing up to 97% components, like heavy duty, rough terrain tyres - standard non marking for the ERT, chassis, baskets, hydraulic layout, among others, reduces spare part variation as well as training for service departments.

The diesel MRT offers a market first, optional, dual oscillating axle, which the manufacturer calls, Quick Level Advanced. This allows machines to level out, side-to-side at up to 7.5 degrees, while the machine maintains its mobility and driving at full height.

The ERT and MRT also offer levelling stabilisers. Non-marking tyres on the ERT are powered by standard 2 wheel drive, while the MRT also offers a 4 wheel drive option.

Both the electric and diesel scissor range have new control panels. Lift Sense allows the operator to read colourful and intuitive gauges like basket weight, machine slope side to side and aft to front which all influence operating height.



JLG ERT4769.



The S2770RTE from Snorkel.

JLG will also introduce a new range of electric scissors that replace its electric ES machines. "Listening to the importance of parts commonality for lower total cost of ownership and reduced maintenance training, the new ES range is largely based on the current hydraulic R series," says the company. The new ES range will have zero load calibration and an advanced battery monitoring system, as well as an optional wireless positioning system through mobile control; a smart phone app which allows an operator to drive and steer a machine

from outside of the basket and on the ground.

Speaking about its electric midsize rough terrain range, the company says, "We see a growing trend for electric machines in Europe and across the globe. More and more local and national environmental restrictions reflect a need for machines with less noise and exhaust pollution, performing jobs in urban environments."

Multiple use

Genie's GS-4655 RT was launched in 2019, powered by a maintenance free, fully sealed front-wheel AC electric drive system. As with equipment in this category, it is well-suited for both indoor and outdoor tasks, from narrow aisle warehouses to construction sites. Three people plus tools can access heights of 16.02m (52ft) indoors and lift up to 349kg (770lb). For working over obstacles, a roll-out deck extension provides horizontal outreach of 1.22m (4ft). A longer period between charges is possible due to a regenerative braking system.

Largest lifts

In the electric slab scissor lift segment, Snorkel has introduced the S4740E, its largest model to date, as well as previewing a lithium-ion battery powered compact rough terrain scissor lift.

The S4740E has a maximum working height of 14m, yet measures just 1.19m wide. It is the first Snorkel lift to be offered with a choice of either hydraulic or electric drive. Weighing 3,100kg and with a lifting capacity of up to 250kg, it shares the same features of the

MAJOR UPGRADE

PB Lift has overhauled its popular 22.5m working height Top 12 series with a major technical update, which the company says was one of the pioneers of the narrow, high scissor lift category more than a decade ago.

The PB S225-12ES sees a new arrangement of the hinge points, changing the geometry of the product, meaning the scissor stack extends more easily. The weight of the scissor stack is also reduced and moves into the chassis. This means the centre of gravity drops down, with the greatest forces acting on the lower part of the machine. The stability of the machine is thereby increased significantly. In addition, the scissor stack pin bolts have been strengthened and corrosion protected.

The upper railings have a new shape, they are now rectangular rather than square, providing greater stability, while the extension deck has been made easier to move. Also, the mounting of the hydraulic cylinder has been redesigned, giving more space in the middle of the chassis for maintenance and battery trays, among others.

In addition, a modular chassis design has been developed and will be used in the PB TOP 12 and PB TOP 16 series from now on.

The load capacity of the machine has been increased by 150kg to 600kg, meaning more lifting capacity for two people and tools. The steering system received a technical update in 2017, with a steering angle of almost 90 degrees, as well as consistent and finely adjusted steering geometry.



SCISSOR LIFTS

existing electric slab scissor family.

The company will expand its range of lithium-ion lifts. Entering production later this year, the new 'S-RTE' family are electric versions of the diesel-powered compact rough terrain line. The range includes the S2770RTE with a 10.1m working height and a 580kg lift capacity; the S3370RTE with a working height of 12m and a lift capacity of 450kg; and the largest model in the range, the S3970RTE with a 13.8m working height and the lift capacity of 350kg.

Equipped with two lithium-ion 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)

MICRO EQUIPMENT

As well as adhering to new standards manufacturers have been going micro. JLG's latest offering is to serve a growing trend for safety in Europe in the low level access arena, by getting workers off ladders or scaffolding.

JLG's most recent introduction were the ES1330L and ES1530L. The main specification of the micro scissors is that they are lightweight and have efficient electric drive. The compact dimensions allow for operation in congested environments with narrow turning radiuses.

As JLG explains, light machines enable transportation in elevators and operation on raised floors, which, in turn, expands its rentability. Both the 6.57m (15ft) and 5.96m (13ft) working height models have a lift capacity of 230kg, while the ES1530L allows for one operator and the ES1330L enables two operators in the basket. Currently, these machines have an indoor only classification which will change to an indoor and outdoor rating with some restrictions, in the last quarter of this year.

The two newest Genie scissor lifts, introduced in 2019, are the electric slab GS-1330m micro scissor and GS-4655 electric slab scissor lifts. Maintaining

and +140°F (+60°C). The new family of three lithium-ion powered lifts will enter full production later this year.

Earlier this year the company also entered into the large deck construction scissor lift segment, with the introduction of two new families. The RT family of three large deck, rough terrain models includes the S9033RT, S9043RT and the S9053RT, while the new RT-HC family, includes four high specification models with exceptional lift capacities and heights. All seven models are expected to enter full production in early 2021.



Genie's GS-1330m.

emission-free and clean operation in hospitals, supermarkets, and gymnasiums is critical, says the manufacturer, hence the GS-1330m offers a compact footprint, with an efficient, all-electric DC drive system.

To bolster MEC's micro category, the company has added the Micro26, with the specific aim of reaching higher and complying with the new ANSI standards. "There is strong demand for traditional construction-duty scissor lifts that enables work up to 32ft with smaller footprint for easier access and maneuverability," says the company. The Micro26 fulfills that need with its short length of 74 inches, with a compact size almost 2ft shorter than other 26ft scissor lifts in the market, says the company.

Its standard 36 inch roll out extension deck includes incremental lock positions, while the 22-inch width allows access through tight ceiling panels and other hard to reach areas and gives 250lb capacity for one person. Another benefit of the Micro 26 is that it provides 360-degree work accessibility. With fewer leak points in addition to the optional MEC's patent pending Leak Containment System, the Micro 26 also has an extended duty cycle, thanks to direct electric drive. MEC previously launched the other two models in the micro range, the Micro13-XD and Micro19-XD micro, featuring a pull down Xtra Deck.

Remaining with micro machines, the GMG 1030-PA has been designed for industrial applications. The idea behind the model was to address low height, low total weight requirements, while not compromising



LGMG's AS1413E.

platform capacity. This product also has a Retractable Guard Rail system, allowing the operator to gain access through 'dropped' or 'T-Bar' ceilings. This is complemented by the manufacturer's Laser Locators. "A constant issue with any manually propelled machine is placing it in the correct position, before it is elevated, otherwise the operator must come down and reposition until they find the correct location," The Laser Locator uses two red laser beams to indicate exactly where the platform will be once elevated, saving time.

Turkey-based ELS Lift has extended its range of low level access scissor lifts with the Junior 4.5. The 4.5m working height new model adds to the existing 5.5m working height Junior 5.5, with both offering 240kg basket capacity. The compact models are designed to provide easy access through standard doors and to elevators. The Junior 4.5 has a platform length of 1.07m and width 0.59m.

Both models' high capacity batteries, provide long working times, while fast assembly and disassembly makes transportation of the machines easier, in addition to saving time.

With its 0.75 m width and 2.5 m platform height,



MEC Micro19-XD.



Largest launch

LGMG has introduced the largest electric scissor lift in its range, the AS1413E. With a platform height of 13.8m (45.3ft) and working height of 15.8m (51.8ft), the AS1413E has a 320kg (705lbs) capacity and weighs 3500kg (7716lbs). It features a 0.9m (3ft) roll extension deck.

According to the manufacturer, the AS1413E is equipped with an efficient AC motor drive system, providing a longer lasting performance and better gradeability. Proportional lift and drive controls deliver smoother operation, while the front wheel steer offers zero inside turning radius.

The AS1413E is designed for indoor and outdoor applications, with the stowed height of

the Junior 4.5 you can easily store it in a suitable area after the work is done. With a weight of 365 kg, it can be lifted by a standard elevator and provides easy access through standard doors.

The company added that a third, alternative model in the range, the Junior 5.5 SP, is the lightest machine in its class, weighing 660kg. It offers a proportional joystick, automatic saloon doors and removable guardrails for space-saving during transport.

In addition to the EL series, the company is preparing to launch the EL16 and EL19, which are approaching the end in prototype works.



GMG 1030-PA.

the machine not exceeding 2m for a standard door. Operators can then drive it at full height. Forklift pockets on both sides make loading and unloading easier. LGMG's Intelligent self-diagnostic system offers fast troubleshooting and swing out trays on both sides of the scissor offer access for maintenance.

ANSI changes

Skyjack upgraded its DC electric scissor lift range in early 2020. The changes were sparked by North American ANSI standards, which, in turn influenced Skyjack to create a more globally-aligned product offering.

Apart from increased rigidity on the scissor, the Next Generation range includes a number of features, such as an impact-resistant high-strength control box, CANbus capable smart charger, single switch, electronic emergency lowering and improved pothole protection. There is also a diagnostic display unit, providing troubleshooting codes in plain language. In addition, the range adopts Skyjack's Skycoded control system, which helps feed data into the manufacturer's Elevate telematics solution.

In the third quarter of this year Skyjack continued the development of its DC electric scissor's Accessoryzers offering specifically for the new DC range.

The company also launched its Ecotray leak containment system and Rapidfold railing system. The latter is included as standard for ANSI A92.20 compliant SJ3219 models to easily transition from full height to folded rails. It means the North American SJ3219s can still fit through traditional 80 inch wide doors and adhere to the new railing heights in the ANSI changes.

The advanced Skycoded control system is included in its global offering of its Next Generation products. "The new features means more relevant data for our customers, more remote diagnostics of our machines, and saved time and money for our

customers," added the company.

Electric expansion

In 2019, Sinoboom launched its electric-drive scissor series. The models range from 4m to 14m platform height and have been developed to meet market demands for environmentally friendly and energy-efficient machines.

Environmental protection, quiet operation, and low maintenance costs are the key features, says the company. "Environmentally friendly, energy-efficient electric and hybrid platforms will be the market's choice over the next few years.

While mankind enjoys a more abundant material life, we are also facing a deteriorating global environment. Therefore, the demand for green products is higher, and both pure electric and hybrid MEWPs are significant future development trends," says the manufacturer. "Clearly, pure electric and hybrid off-road scissor lifts are in line with this trend."

AI



Skyjack's SJ3219.



ELS's Junior 4.5.



Part of Sinoboom's electric-drive scissor series.



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RT93



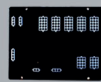
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- AC - 1x 320 Amps

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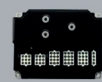
- Digital, countable, and analog inputs
- High power digital and PWM outputs
- Integrated tilt sensor, autoleveling and overload

SEM300



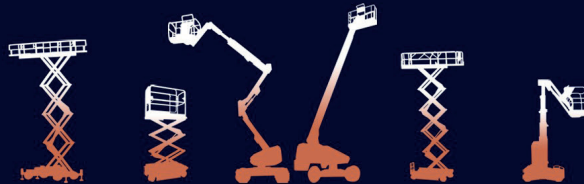
- 24V Sepex traction and DC pump vehicle controller
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EZlift300



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- Proportional pump control for all movements
- Integrated tilt sensor and overload system

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RAISING the standard

news from **IPAF** supporting the world of powered access

Winter 2020 Issue No. 39

www.ipaf.org

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IPAF relaunches portal in drive for better accident reporting

IPAF has relaunches its worldwide accident reporting portal as part of a major drive to gather the best quality data from around the world, in order to analyse the data and uncover what it can teach us about improving safety in powered access.

To mark the revamped accident reporting portal at www.ipafaccidentreporting.org, IPAF hosted a free webinar looking at the latest available data in granular detail to explain how the findings can be used to influence safety campaigns and best practice, technical guidance and inform IPAF's internationally recognised training programme.

The webinar, which is now available as a recording online via www.ipaf.org/resources, saw presenters outline how IPAF's worldwide reporting project already helps reduce accidents through intelligence.

Peter Douglas, CEO & MD of IPAF, gave an overview of IPAF's accident reporting project (www.ipaf.org/accident) and explained why every IPAF member should be actively engaged in this life-saving intelligence-gathering exercise: "Since taking up post as CEO, it has been a key objective of mine to lend renewed impetus to the IPAF global incident reporting project. I'm pleased that increasing numbers of members around the world see the benefits of feeding into this. I'm confident the new portal's layout and added functionality will only increase take-up."

The new IPAF reporting portal makes it easier to report an accident or near miss – near-miss information being "surprisingly useful in preventing more serious accidents", he said.

The new portal works on multiple devices, allows multiple users per company, and has a feature for users to register subsidiary companies. This allows access, reporting and analysis across a group of companies in one or more countries, linked to one parent company, enabling firms to compile their own company or group safety analysis, while creating an anonymised, up-to-the minute database for real-time analysis by our experts.

The webinar also reviewed IPAF's Global MEWP Safety Report



IPAF's relaunched, easier to use, accident reporting portal.

2016-2018, which presents key findings from 25 countries around the globe. All information gleaned through the project from its beginning in 2012 has been used to create safety awareness campaigns and inform the likes of the UK Health & Safety Executive and ongoing All Party Parliamentary Group inquiry into safety at height in the workplace.

Brian Parker, IPAF's new Head of Safety & Technical and a key part of IPAF's Accident Project Work Group, looked in depth at anonymised and previously unpublished data including the latest statistics for 2019, and he was able to take a granular look at some of the common underlying causes of accidents, locations and types of industry or activity in which they occurred.

He underlined his presentation with a plea for all IPAF members to engage with the newly redesigned reporting portal, in order for IPAF to gather the best quality data and produce the most usable, industry-facing reports possible. As an example, he outlined how information relating to accidents leading to injuries and deaths involving delivery drivers showed these almost always involve the loading or unloading process. IPAF plans to accordingly overhaul its Load/Unload Training course for 2021.

www.ipaf.org

Use of simulators in IPAF PAL+ assessments gets green light

The use of virtual reality (VR) simulators as part of the assessment process of advanced operator training courses has been approved by the IPAF Council.

Approved training centres delivering IPAF's PAL+ advanced MEWP operator course now have the option of assessing candidates in a VR environment as an alternative to the standard assessment using real MEWPs and a specially constructed superstructure to operate around.

IPAF PAL+ is only open to existing valid Powered Access Licence (PAL) Card holders and demonstrates a higher level of proficiency and dexterity in carrying out complex manoeuvres, as often required of contractors in advanced construction, manufacturing, engineering or processing applications.

Paul Roddis, IPAF's Training Manager, says: "Our trials showed that VR simulators are well suited for testing control, observation and decision-making required for conducting various advanced-level operations and working intensively with the precision required in applications such as manufacturing, complex construction projects and the like.

"There's been a huge amount of hard work put into making these assessment scenarios as lifelike in the VR environment as possible; the next step was to prove the technology using real training candidates under genuine assessment conditions.

"This required support and input from our Training Centre members to find out how best the VR technology can help them deliver IPAF courses most efficiently, and we are grateful to some of our leading Training Centres for engaging with these live trials using real candidates.

"Thanks to the dedication and hard work of IPAF member firm Serious Labs, who have developed this sophisticated VR



simulator and software platform, and with invaluable input from IPAF training providers, staff and members of the IPAF Training Committee, we are now fully satisfied that the simulated test was a fair and exact representation of an assessment using real machines under the watchful eye of a human instructor."

Peter Douglas, IPAF CEO & MD, adds: "IPAF Training Centres can of course choose to continue delivering PAL+ training using real MEWPs, but we hope this change to allow VR simulators as part of the assessment by an instructor will appeal to some training centres, particularly those who may not previously have had facilities to allow them to offer the IPAF PAL+ course."

"IPAF is keen to collaborate with any company developing VR simulators to see how IPAF's training may be adapted to work on their platform and how the technology can be used to enhance MEWP safety awareness training and familiarisation worldwide."

IPAF issues more than 2 million PAL Cards worldwide

The number of Powered Access Licence (PAL) Cards issued by IPAF to MEWP and mast climbing work platforms (MCWP) operators worldwide has now surpassed 2 million, with 800,000 valid cards currently in use on worksites around the globe.

IPAF first began certifying training in 1993, with the distinctive yellow credit-card-sized PAL Card being officially introduced in at the end of 1998. At that time just over 11,000 MEWP operators had been certified by IPAF; with the introduction of the PAL Card that figure doubled over the next year, the eye-catching licence bearing the operator's name, qualified machine categories and photo id proving popular from the outset.

In 2014 IPAF marked the milestone of 1 million PAL Cards issued, and in November 2017 IPAF passed the 1.5

million PAL Cards mark. Just three years on, and despite the impact of the coronavirus pandemic, IPAF has now certified more than 2 million MEWP and MCWP operator licences.

Over the years the design and functionality of the PAL Card has been improved upon, to ensure the card remains secure against fraudulent use, and with all cards issued after January 2015 being Smart-capable. The use of Smart technology allows the cards to interact with security, telematics and tracking systems on machines to ensure only authorised, qualified and correctly familiarised personnel are able to operate compatible machines.

Giles Councill, IPAF's Director of Operations, who led the adoption of Smart PAL Cards as part of IPAF's ongoing commitment to "new generation"

technology in its training programme, says: "From the outset uptake of the cards through quality IPAF certified training has been increasing year on year, to the point where we now issue in excess of 150,000 PAL Cards every year.

"As of this month our Training Centres may choose to assess candidates for

Giles Council,
IPAF Director of
Operations



IPAF signs agreement with Turkish rental association

A memorandum of understanding has been signed between the International Powered Access Federation (IPAF) and the Association of Personnel Lifting and Transmission Platform Operators (PLATFORMER), the Turkish Rental, Manufacturer and Distributor Association of Mobile Elevating Work Platforms (MEWPs).

The agreement sets out the terms and conditions for the two organisations to work together to the benefit of their members and the wider powered access industry, to collaborate in improved accident reporting, to promote quality training for MEWP operators, to establish greater understanding with governments and health and safety bodies, and to assist in the development and implementation of safety standards.

The partnership will also seek

to promote apprenticeships, access industry career opportunities, recruitment and career progression.

Saruhan Günaydin,
Vice President of
PLATFORMER



the IPAF PAL+ advanced operator qualification using VR simulators, which is an exciting new development opening up new possibilities."

Peter Douglas, CEO & MD of IPAF, adds: "IPAF's training programme never stands still. We are expanding the range of courses and categories IPAF Training Centres can deliver, upgrading existing training into new languages and new applications such as eLearning and instructor-led remote learning, and working to extend the network of IPAF Certified training providers, under agreements such as that with United Rentals, the world's largest MEWP rental company."

● To quickly and easily verify an IPAF PAL Card online visit www.ipaf.org/checkpal; to find out more about IPAF's globally recognised training programme or find an IPAF Training Centre near you, please see www.ipaf.org/training

IPAF launches 2020 market reports with webinar previewing findings

Industry stakeholders joined a free webinar looking at the state of the global powered access rental market and sharing key findings from the 2020 reports produced exclusively for IPAF by DuckerFrontier.

Those who joined the IPAF webinar were given an insight into the latest and most up-to-date powered access rental market data available. Lead consultants Audrey Courant and Anne Myon of DuckerFrontier explored the IPAF Global Powered Access Rental Market Report 2020, which covers global MEWP market data each year from 2008, with a particular focus on

2019 and gauging sentiment and confidence from operators concerning the impacts of Covid-19.

Peter Douglas, IPAF CEO & MD, comments: "IPAF's global powered access rental reports offer unique business intelligence and valuable insight into the state of the market, our members, industry stakeholders and investment strategists use the annual reports to help shape their planning and decision-making processes, and for this reason we were pleased to be able to present a webinar for the first time outlining some of the key industry trends.



Audrey Courant, of DuckerFrontier, presents at Europlatform 2019, Nice, France

"Owing to the pandemic, publication of the reports this year has been slightly delayed to allow for the data gathering process to take place and to better allow a clearer view of what the future holds for powered access in key global markets. We thank the team at DuckerFrontier for their granular analysis and all those who have helped to make the webinar possible.

"We also especially wish to

thank those companies who sponsored the webinar: Hinowa, MCS, JESH Lift, Green Power Design, Astri Company Limited and Sunward Equipment Group. We hope those tuning in will find the session useful and thank those who have submitted questions for the presenters to address."

● The 2020 IPAF Global Powered Access Rental Market reports are available to order now at www.ipaf.org/reports, with a discount available to IPAF members. All IPAF webinars are recorded and made free to review online via the www.ipaf.org/resources page after broadcast.

IPAF joins calls for extension to UK's red diesel tax relief

IPAF has joined in calls for Rishi Sunak, the Chancellor, to postpone plans set out in his budget statement of March this year to end tax relief on red diesel for construction plant machinery in the UK by 2022, to take into account the ongoing uncertainty caused by the Covid-19 pandemic.

IPAF has joined the likes of the Hire Association Europe, the Construction Plant-hire Association, Scottish Plant Owners Association, National Federation of Demolition Contractors and the Scottish Building Federation to urge the Chancellor to consult with industry and extend the deadline to better allow economic recovery within the sector following the impact of the Covid-19 pandemic before the relief is abolished.

IPAF is among leading construction bodies in the UK to voice concerns about the unintended consequences of ending the rebate in 2022. These include the increased costs and regulatory burden linked to withdrawing the rebate, with added costs

likely to impact on research and development budgets, fleet renewal or being passed on to the end user.

Extended exemptions for some applications, such as agriculture, could also mean confusion for rental companies and their customers, and would be very difficult to administer and enforce. IPAF also voiced concerns that the black market in white diesel could be worth more than £100 million per year if the rebate is ended too soon.

Peter Douglas, CEO & MD of IPAF, comments: "We welcome the use of cleaner technologies in construction, but in some circumstances there is no choice but to use diesel-powered machines.

"The powered access industry is already pivoting towards greener, low-emissions technology; we believe that an extension to this exemption for red diesel machines would reflect disruption caused by Covid-19 and allow time to address it through innovation and the renewal of existing fleets."

IPAF Summit & IAPAs to be held as digital event

The IPAF Summit & IAPAs scheduled to be held in London, UK, on 18 March 2021, will go ahead as a purely digital event, with delegates joining online from around the world, to allow maximum certainty for those wishing to attend during the ongoing pandemic.

Event organisers IPAF and KHL Group have announced they have jointly taken the decision to host the showcase event as a digital online-only platform as uncertainty persists surrounding measures to slow the resurgence of the virus over winter 2020-21.

Peter Douglas, CEO & MD of IPAF, says: "While we hope the pandemic is under control by March, continuing international travel restrictions, as well as local regulations in the UK concerning the number of people allowed to gather indoors, mean those hoping to attend in person cannot plan with the degree of certainty required with just five months to go until the event is scheduled to be held.

"At the same time, we are all now used to a new way of

IPAF hosts series of virtual inspection workshops

A series of virtual workshops to assist and support those who carry out third-party inspections of MEWPs and MCWPs is being offered to meet rising demand across the Middle East and South Asia.

The virtual workshops are hosted by IPAF, each month featuring different equipment manufacturers presenting the important points to consider when carrying out six or twelve-month inspections on MEWP or MCWP equipment. The sessions are designed to assist engineers and inspectors, enhancing awareness of general principles, and increasing specific product knowledge.

The workshops are the brainchild of Jason Woods, IPAF's Regional Manager, Middle East and South Asia, who comments: "The first virtual workshop for MEWP inspectors was held on 29 September, in conjunction with experts from IPAF member JLG. The session delivered tips and pointers to consider when carrying out a MEWP inspection, as well as specific product information relating to JLG's key machine types. That was followed up last month with a workshop hosted by Haulotte."

To book on a workshop, email jason.woods@ipaf.org.

Jason Woods, IPAF Middle East & India representative



working, joining in meetings, hosting webinars, workshops and roundtable discussions online via platforms such as Teams or Zoom. We have seen how effective these can be when international travel and physical gatherings have proved impossible."

Murray Pollok, Editorial & Events Director for KHL Group, comments: "We have already moved the planned date of the IPAF Summit & IAPAs twice, and do not wish to face the possibility of another postponement in Q1 2021, and bringing the event into the online realm opens up some interesting opportunities for delegates.

"We will still be able to offer a high-quality series of speakers and announce the winners of the various IAPAs categories effectively online. In fact, we are confident hosting the event digitally will allow more people from around the globe to join than would have been the case with a physical event, so the possibilities are quite exciting.

"We trust all event attendees understand why IPAF and KHL Group have come to this decision. We hope those who had already booked to attend will appreciate the clarity and maximum advanced notice that this brings, and that those planning to join in person will still wish to participate online in what promises to be a great digital event."

www.ipaf.org

New members

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

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RWDC Industries, Athens, Georgia, USA

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Kwick Access Rentals, Gauteng, South Africa

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INDEPENDENT INSTRUCTOR

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Conor Hunt, Clonmellon, Ireland
Daniel Stutz, Sarmenstorf, Switzerland
Paul Alan Stray, North Baddesley, UK
Paul Maxwell, Gosport, UK
Peter Brack, Sissach, Switzerland
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As the world's largest exhibition of access equipment since ConExpo this year, Bauma China is set to impress, even if it will be a mainly domestic show.

bauma CHINA

Access on show

As a thriving exhibition for access equipment, Bauma China will be sorely missed by the usual international visitors who are unable to make it this year.

With many construction shows around the world being postponed due to the impact of Covid-19 all eyes are on Bauma China.

While it will have less of an international status this year and instead run as an overwhelmingly domestic show, it is unarguably the biggest trade show in the world for access equipment in 2020, and the country's exploding access sector means there will be plenty for visitors to see.

Preparations for the show are in full swing and the figures are looking positive, with 2,800 exhibitors in total, occupying once again the entire Shanghai New International Expo



XCMG's XGA20AC.

Centre (SNIEC) with 17 halls plus outdoor area. In total, approximately 300,000 sqm of exhibition space will be used for the show.

Healthy market

According to Maritta Lepp, exhibition director for Bauma China, despite the restrictions on travel, there will be a good number of global brands at the show. "The Chinese government has taken numerous measures to strengthen the economic development after Covid-19, with first successes becoming apparent. According to the government, the gross domestic product grew again by 3.2% in the second quarter – after the coronavirus-related upheavals in the first quarter," says Lepp.

"This makes China the only major country to see growth in equipment sales this year and we see that there is a great need for the construction and mining industry to re-launch the business in China."

The exhibition may not be the launch pad for most access equipment manufacturers based outside China but for the domestic companies it is seen as the ideal location to present new products to the growing powered access customer base.

LGMG, XCMG, Zoomlion, LiuGong and Sany will be there alongside the specialist access manufacturers like Dingli, Sinoboom, Mantall and Bestmax to name a few. Established manufacturers based outside China will be there too, particularly those with production plants in the country - Genie,

Mantall's stand at the 2018 edition of the show.



Snorkel, Haulotte and JLG. And there are other European players too like mast climber and hoist manufacturer Alimak Group and underbridge specialist Moog.

Product launches

Dingli's equipment is too numerous to list here, in so much as there will be 50 products on its stand, including the recently completed new series of large boom products, incorporating 14 models, seven of which are diesel and seven being electric-powered. Their working heights range from 24.3m to 30.3m, and they have a 454kg load capacity.

These will be accompanied by the Dual AC series, replacing the former DC system, with maintenance-free, more weatherproof, more efficient and safer operation.

The maximum working height of Dingli's large deck rough terrain electric scissor lifts series is up to 22m, maximum load is 750kg, and it can be driven at full height.

There will be some special products too on the Dingli stand. Watch out for the boom lift with glass attachment, a new spider lift, a prototype lift truck, a dual-purpose road and rail lift, and a tunnel truck.

XCMG will launch a range of new MEWPs, including an electric boom, DC scissor

KEY FACTS

WHAT: Bauma China

WHEN: 24–27 November, 2020

WHERE: Shanghai New International Expo Centre, Shanghai, China

www.bauma-china.com

The AB18HJ from Sinoboom.



and rough terrain scissors. The XGA20AC 100% electric articulated boom lift has a 20m working height and is powered by a maintenance-free AC motor drive, using a 48V (429 Ah) battery. The dual load capacities of 256kg and 350kg are complemented by 360° continuous rotation and a turbo worm rotation mechanism, for smooth start and stop.

Another new item on the stand will be the XG1212DC/XG1412DC DC scissor. Powered by a lithium battery, the 320kg capacity machine has a zero inside turning radius, non marking tyres, suitable for office buildings, hospitals and schools. It has an extendable platform, with foldable rails, a travelling speed of 4km/h and 25% gradeability.

This will be complemented by a new series of rough terrain scissor lifts, firstly the 15m and 18m working height XG1523RT and XG1823RT models. The electric drive machines have a new bridge balance system and leading load capacity.

Sinoboom will have a number of new products at the show too, The manufacturer said, "We have chosen Bauma China to launch these products because the Chinese market is becoming more and more important within the overall global market, especially this year."

New ranges

Sinoboom's 1412E Plus slab scissor has a large load capacity of 350kg, significantly higher than the common 250kg. The 1218E RT scissor is electric-powered, provides lower usage and maintenance costs compared to diesel-powered models, while the 1623D RT has a high-reach platform with a heavy load capacity.

A hybrid articulating boom, the AB18HJ, joins the scissor lifts. It has a platform height of 18m. A series of new heavy duty articulating models will be on show too. The TB20J Plus,



Bestmax was also at the show in 2018.

Dingli's BA22ERT.



TB20J Plus and TB28J Plus have a maximum basket capacity of 454kg. The telescopic booms will be represented by the customised TB26C for shipyard applications. There too will be the new GKS22L truck mount.



US-based Snorkel is continuing to expand its production capabilities in China, for the domestic market, with the addition of two new models during 2020, which will be shown for the first time at Bauma China.

From its 3,000sqm assembly facility in Jintan, Jiangsu Province, Snorkel produces two electric slab scissor lifts, the S3219E and S4732E and the A46JE and A38E electric articulated booms. This year the company is expanding its domestically assembled offering with two diesel-powered boom lifts, the A46JRT and 660SJ.

The A46JRT has a working height of up to 16.3m and an outreach of 7.35m. Ideal for working in tight spaces, the A46JRT has an inside turning radius of just 0.8m, and the boom operates with zero tail swing. The 660SJ telescopic boom is equipped with an 18.3m boom and a 2m articulating jib. Delivering a 20.1m maximum platform height and an outreach of up to 18m, the 660SJ has an unrestricted lift capacity of up to 272kg. Fitted with a 2m jib, this heavy-duty lift measures 2.46m wide and the stowed length of 10.5m can be reduced to 8.5m for transport.

JLG will have a 500 square meters booth at Bauma China and will exhibit a range of electric products, including the EC600SJP and E450AJ boom lifts. The T12E+ mast lift, the X26JP and X33JP tracked platforms. In addition, there will be lightweight scissor lifts, the ES1530L, ES1932, ES2632 and ES3246. Besides these products, JLG will demonstrate some of its technologies; Skysense, augmented

reality, its 720 online showroom, as well as remote control technology.

Haulotte will display the articulating electric rough terrain HA20 LE, the first platform in the products manufacturer's Pulseo Generation range of electric machines, with diesel range extenders, if required. Manufactured at Haulotte Shanghai's facility based in Changzhou, the HA16 RTJ telescopic boom, Star 6C vertical mast, Optimum 8 electric scissor lift will also be on the France-based manufacturer's stand.

Genie has been investing heavily in its Changzhou facility and is about to complete a third phase of expansion that includes a 9,300m² extension of the 33,500m² factory. Work started on the original site in 2008 and it was extended in 2011 and 2015. Expect to see a range of equipment produced at the site **AI**

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The International Rental Conference (IRC) is a one-day event dedicated to the equipment rental industry in China and wider Asia.

Now in its eight edition, the popular conference, organised by KHL Group, will be held 23 November 2020, the day before the Bauma China 2020 exhibition. Building on the success of previous conferences, it will feature a line-up of leading international speakers sharing their expertise with counterparts in Asia.

IRC is supported by The Rental Division of the China Construction Industry Association and the International Powered Access Federation (IPAF).

See the full line up of speakers at:
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ANNUAL CONVENTION

DIY giant Home Depot hopes to take its Tool Rental business to the next level, Murray Pollok spoke to Tony English, senior merchant for rental at the company.

Higher reach

If a globally renowned brand with US\$110 billion in annual revenues said equipment rental was a big opportunity and it would be making “significant investments”, you would sit up and take notice.

In fact, it has already happened. North American DIY giant The Home Depot said last year that an expansion of its almost \$1 billion revenue in-store rental business was firmly in its sights, with key targets being more rental stores, a migration upwards in equipment sizes, and an increased focus on serving the professional customers who are the biggest spenders on rental.

Leading this rental expansion is Tony English, Home Depot’s senior merchant for rental. An experienced supply chain and procurement specialist at Ingersoll Rand and then Sunbelt Rental – where he worked for almost six years – English has spent the last nine years focused on the DIY chain’s rental operation.

It is already a massive business. Started in 1995 with trial rental centres in Nashville, by last year it had grown to become a \$940 million concern – behind only Sunbelt, Herc Rentals and United Rentals in North America – and with a target to exceed US\$1 billion this year. Eight years ago, the rental business was less

than \$400 million, which corresponds to a compound annual growth rate of 12%. (The pandemic has had an impact on Home Depot, of course, but not halted its growth – see box story.)

“Now we are growing the larger equipment business very aggressively,” English says, “We want to cater to larger Home Depot customers and go as large as their needs require. We have a vision to take a step or two up the equipment ladder, but we’re doing it carefully... it’s a growth opportunity that we are putting energy and resources into.”

Professional target

One reason for this is the fact – revealed by the company last year – that while 90% of its professional customers rent equipment, only 25% of them were renting from Home Depot.

To target these customers, the aim is to provide a deeper range of large equipment. Investment in this segment has increased “meaningfully” over the last three years, and the business has already focused for many years in the compact equipment sector, in particular through its 2009 alliance with Compact Power Equipment Centres – the business run by Roger Braswell.

The ‘moving up the ladder’ metaphor is

(Above) A JLG T340 towable boom lift at one of Home Depot’s stores. The rental fleet includes more than 2,000 aerial platforms.

appropriate for its aerials business. Most of its MEWP fleet of more than 2,000 units comprises small electric scissors and towable booms, but English says “for several years we have been evaluating how much larger we will go. We believe 60ft is probable and 80ft booms. Above 80ft is unlikely.”

Its ‘heavy equipment’ catalogue now includes >

GROWTH THROUGH THE PANDEMIC



A typical Home Depot store in the US.

While the rental sector worldwide has suffered during the Covid-19 pandemic – with second quarter revenue falls typically in the 15% to 20% range – The Home Depot saw second quarter sales increase by a remarkable 23.4% as its consumers invested more in home improvements during lockdowns.

Net profits for the quarter rose to \$4.3 billion on sales of \$38.1 billion, despite having to make additional Covid-related payments and benefits to staff of \$480 million during the period.

“For several years we have been evaluating how much larger we will go. We believe 60ft is profitable.”

TONY ENGLISH, Home Depot’s senior merchant for rental

IN-STORE STORY

The Home Depot's DIY in-store rental operation is without a serious rival in North America, although it will soon face more competition from rival DIY chain Lowe's, which recently announced that it will pursue its own tool rental programme.

Lowe's move will not be its first foray into rental: for more than 15 years it has leased space at some of its stores for rental operations run by Sunbelt Rentals (which were taken on from NationsRent following its acquisition in 2006 by Sunbelt's parent, Ashtead Group).

In Europe, it is a long-established rental model, with many builders' merchants and DIY chains providing rental services run by the chains themselves or outsourced to a rental specialist.

The UK, with its mature rental culture, has several examples of builders' merchants, such as Jewson and Travis Perkins, who offer tool hire operations at most of their stores, and run in-house. These are serious rental businesses, with annual revenues up to £100 million in Jewson's case.

In mainland Europe, the outsourcing model is more prevalent. For example, Kiloutou in France offers in-store rentals at the builders' merchants chain La Plateforme du Bâtiment. The undisputed leader here, though, is Boels Rental in the Netherlands, which, alongside its 430 stand-alone locations (not counting recently acquired Cramo) runs in-store rentals at many hundreds of DIY locations through partners including Hornbach (Germany, the Netherlands and Austria), Praxis (the Netherlands) and Brico (Belgium and Luxembourg).

None, however, have the scale of Home Depot's tool rental business.



A Boels Rental branch in Europe.

self-propelled booms up to the Genie S-85XT and JLG's 860 SJ – both telescopic – as well as the articulated JLG 800AJ and Genie Z-80/60. Below that there is a mix of 45ft and 60ft JLG and Genie articulated and telescopic booms. On scissors, the range now goes up to a 32ft working height rough terrain Skyjack model, although most of the smaller models are Genie and JLG, with some of Custom Equipment's Hybrid scissors at the lower end.

Compact Power placed rental yards at selected Home Depot stores and rented small skid-steers, excavators and tool-carriers which could fit in a traditional US pick-up truck or on small trailers. That 'non-tool' equipment was supplemented by small scissor lifts and towable aerial platforms.

"We called that towable equipment – any mini excavator, skid steers, that could fit on a



Small tool rental remains the core activity of the Home Depot's rental business.

trailer," says English, and typically weighing under 10,000 pounds. That represents around 20% of its rental business. The Compact Power business eventually expanded to 1,000 Home Depot stores and was fully acquired by the retailer for \$265 million in 2017.

Equipment shift

The current shift to larger equipment will mean going beyond the carrying capacity of a pick-up or small trailer and will require larger trucks, with Home Depot offering a delivery service.

"That will take real-estate, training, people", says English, "We're proceeding down that path very deliberately." There will be a hub and spoke strategy, with larger equipment and delivery services located at the hubs.

How quickly this will be done depends on the results. He points out, as well, that although Home Depot has been delivering equipment for five years, the infrastructure to do this is still in its infancy.

In terms of the equipment involved, what will it mean? "We're going to compare to the bread and butter of what a large equipment rental house would offer – such as 2,000 or 2,500 pound capacity skid steers", says English. "That's where we're going."

The larger range will include tandem rollers, rough terrain telehandlers up to 6,000/8,000/10,000 pound sizes; excavators up to the 4.5-5.0 US ton range; and tractor backhoes.

English takes care to point out that the investment in larger equipment, and the associated delivery infrastructure, does not mean any kind of retreat from its core tools business; "Tool rental will be \$600 million this year. That is a vitally important part of the business. It's critical – it drives footfall, drives

projects and associated purchasing."

Alongside the shift upwards in product size, there will be continued expansion of the rental network. "We have rental locations at 1,281 of our 2,000 stores in the USA and we are found in 177 in Canada", he says. "That number has grown very quickly over the past five years or so, as the rental concept has grown." He thinks that 1,800 rental sites within five years would be "fantastic".

That is a lot when you consider that, aside from the equipment, a typical Home Depot rental store could have around six employees, comprising a couple of technicians, two sales assistants, a department head, and mobile service technicians covering several stores. (Home Depot also rents smaller, domestic items such as floor and carpet cleaners from many of its stores, even where there is no dedicated tool rental centre.)

"We will expand to as many stores as makes sense", says English. "It depends on volumes, location, proximity to other stores. We have a team working on that."

Established presence

Despite the large scale of its rental business, you wouldn't really say that Home Depot Tool Rental competed directly with the rental giants of North America, although local 'mom and pop' rental businesses located close to a Home Depot would no doubt view things differently.

Will that change with the addition of larger machines and the greater focus on professional customers? English plays that down, "I don't think we're going head-to-head. We want to take care of Home Depot customers and offer more convenience for them." That said, targeting the existing professional customers who already rent, but not from Home Depot, tells its own story.

The retailer has been a unique presence in the North American rental market for 25 years. Known about certainly, but, by virtue of its in-store format and focus on homeowner and smaller professional customers, not given quite the same profile as giants like Herc, Sunbelt and United. That could be changing. **AI**

“ I don't think we are going head-to-head, we offer convenience. ”

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A selection of access projects from around the world.

Pioneering wind energy

A rotating telehandler from Magni Telescopic Handlers has assisted in the development of a new renewable energy technology.

Over the last 13 years, US-based Makani Power has developed an airborne system to make harnessing wind energy more accessible and cost-effective than traditional wind turbines.

Makani Power used Magni's RTH 6.35 telehandler to move and suspended an experimental airborne wind turbine, known as an energy kite. The telehandler has a lifting capacity of 6,000kg and can rotate a full 360 degrees. It has a maximum working height of 34.9m and a reach of 27m.

In the testing of the energy kite, the RTH 6.35 model was used with various attachments including a platform, winch and fork carriage. A specially designed attachment was also created



for the project, which according to Makani, resulted in the world's first offshore flight of an airborne wind turbine.

Magni said, "It was a very heartfelt collaboration, first of all because Magni has always been devoted to seeking and supporting sustainable solutions and secondly because new ideas are the thing that feeds the passion of our team."

While the development of Makani's energy

kite has now come to an end due to lack of investment, the project has become the subject of a US documentary. **AI**



SAUDI SCIENCE



Al-Thinayyan Equipment Rental, based in Saudi Arabia, has taken delivery of two Falcon tracked platforms.

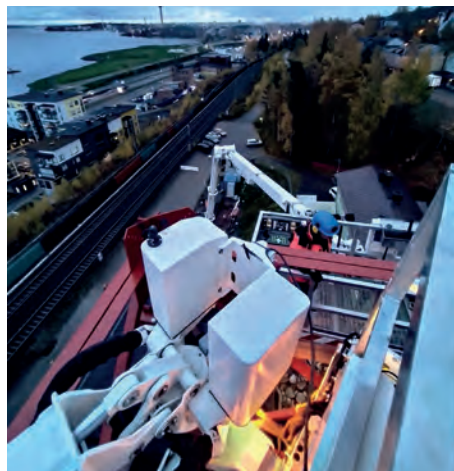
The pair of 42m working height FS 420 spiders join Al-Thinayyan's substantial fleet of access equipment, aimed primarily at construction work.

The two Falcon Lifts have already been making use of their high capacity batteries for emission-free working at the King Abdullah University of Science and Technology, where they are carrying out maintenance work.

Falcon Lifts' director of sales, Brian Falck Schmidt, said, "Low weight and ground pressure, combined with the double articulated jib allow Falcons to travel on sensitive floorings and reach the unreachable."

Shotgun landmark

A 55m high shotgun pellet factory, built in 1908, is an historic landmark in Bronto Skylift's hometown of Tampere, in Finland, and the only pellet tower still in existence in the country. The tower is undergoing a full renovation, and in addition to other equipment, Finnish rental company Lamminsiivu is using two Bronto Skylift truck



mounted platforms to carry out the renovation.

When the tower was operational, it produced 300000kg of shotgun pellets per year, by melting lead at the top of the tower and allowing it to drip down to form perfectly shaped pellets. Production continued at the plant until 1972.

The renovation started in March, by dismantling the tower piece-by-piece so that the sections could be worked on. Now the tower is being erected in its original position, again piece-by-piece. During the process 65m and 70m working height Bronto XR-range units are being used to bolt the sections together, as well as installing lightning and other necessary additions.

"The location is at a windy lakeshore, so a sturdy and stable Bronto is really needed to get the job done. The big cage rotation has come in very handy too," said Vesa Lamminsiivu, the CEO of Lamminsiivu.

The renovation is scheduled to end this month and the residents of the city of Tampere will again have their iconic landmark in place – sturdier than ever. **AI**



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