

# AIH

ACCESS ■ TELEHANDLERS ■ MATERIALS AND HOISTS ■ BUSINESS REPORTS ■ PEOPLE

INTERVIEWS

**Niftylift, Inc.**

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FEATURES

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# Boom lift trends



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## COMMENT

## Expert advice

September is a busy time for our industry. Whether planning for the next 12 months or finalizing the year's projects, rental companies and OEMs are typically knee-deep in work. So, if you couldn't make the 2019 ALH Conference & Awards, held Sept. 12 in San Diego, I understand. After all, business comes first.

But, in the same breath, you missed a boatload of valuable information, including the outlook on 2020 and beyond, rental and manufacturer executive insights, market forecasts, and updates on business-changing technology. It was a day-long, crash-course in all that is, and is to come, for the access, telehandler and rental industry.

While a bright light shone on technology to better rental and OEM operations, there was a whisper of caution – 2020 is expected to be a bit more mellow than '18 and '19, according to both Dale Asplund, COO of United Rentals, and John McClelland, chief economist for the American Rental Association.

"We have seen some softening," McClelland told the ALH crowd during the conference. "But is a recession imminent? Not necessarily."

McClelland said there's a 35 percent chance of a 2020 recession but also explained what a recession is: a general slowdown in overall economic activity lasting for a period of two or more consecutive quarters in order to nullify seasonal effects. McClelland also noted that by 2023, the rental industry across the U.S. will be sitting at \$65 billion in equipment rental revenue.

So, if we're facing a slowdown, what can companies do to stay ahead?

Asplund said, "Specialty is the future for rental," and explained United's expansion into trenching, power and HVAC, fluid solutions, tool solutions and onsite services. He also spoke about cyber security and digital commerce – United has gained 31,000 new customers since 2018, which is when it implemented digital commerce options on its website.

The company also divulged it has 315,000 devices currently equipped with telematics and its goal is to reach 450,000 by 2021. In the same vein, Skyjack said the company will ship 50 percent of its machines next year equipped with its telematics solution, Elevate, and Matt Fearon, president of Genie, said the opportunity for our industry to become more efficient with technology, such as Genie's Lift Connect Telematics product, is presently happening. "Now is the right time to be integrating technology into our machines," Fearon said.

According to Korry Kobel, JLG's director of engineering, the slow adaption of technology within construction and working at height cost the U.S. heavy equipment industry \$2.4 billion in lost revenue last year.

When we consider the labor shortage facing mechanics, service and manufacturing, doesn't it make sense to tout your company's tech to sway younger prospects? It was an interesting conversation – the idea that construction is finally 'catching up' where other industries have soared. You don't need to be Apple or Google, but the industry is evolving, and paper pushing is being replaced by mobile devices. Fresh, young talent doesn't want to take steps back when it comes to tech – invest in your websites, talk about how your company is ahead of the game, lure these kids, Millennials, whatever you want to call them, into the fray. Because if we don't, who's going to take over in the years to come?

Thanks for reading.

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■ For details, see [www.khl.com](http://www.khl.com)



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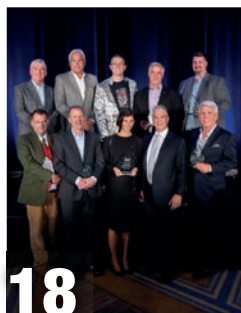
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Boom lift trends

Articulating booms have historically been used for a variety of applications. See our feature on page 21 for market conditions and machine updates.

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EVENTS **2019****Oct. 23-26****APEX ASIA**

Shanghai, China

[www.apexasiashow.com](http://www.apexasiashow.com)**2020****Jan. 20-22****THE RENTAL RALLY**

Las Vegas, NV

[www.calrental.org](http://www.calrental.org)**Feb. 4-7****WORLD OF CONCRETE**

Las Vegas, NV

[www.worldofconcrete.com](http://www.worldofconcrete.com)

Feb. 10-12

**THE ARA SHOW**

Orlando, FL

[www.arashow.org](http://www.arashow.org)

March 10-14

**CONEXPO**

Las Vegas, NV

[www.conexpo.com](http://www.conexpo.com)

# Ken McDougall named President of Skyjack

Ken McDougall has come back on board as Skyjack's president following Brad Boehler's unexpected departure from the company and Linamar.

"Linamar made changes and offered me a corporate position," Boehler said, "but I decided it was not what I wanted to do.

"I want to move on and look for new opportunities and challenges. There are a couple of prospects

I'm interested in and looking at, but I'm not going to do anything immediately."

"Brad played an integral role in setting Skyjack up for the success and growth that they've experienced over the past few years and [we're] grateful to him for his leadership," the company said in a statement. "McDougall comes with in-depth knowledge of Skyjack's corporate values, the industry, and their customers, making him the ideal candidate to head the industry leader."

In 2009, McDougall was reassigned to Linamar's Mexican powertrain business.

Boehler's history at Skyjack dates back to 2003, when he joined the company as a product safety manager. From there he progressively held a variety of



Ken McDougall.

strategic positions – both within the company to outside organizations, such as IPAF, where he was President. It was announced during Europlatform that Norty Turner replaced Boehler as IPAF President.

Andy Studdert, interim CEO of IPAF used his closing remarks at Europlatform to pay tribute to Boehler.

"We'd like to thank Brad, who stepped down as IPAF president, for all his hard work, leadership and dedication to safety over many years in the industry," Studdert said "He had wanted to carry on as IPAF President, but when it emerged on close reading of the IPAF operating regulations that he wouldn't be able to do as hoped, he did the honorable thing and stepped down from the IPAF board and therefore the presidency."

For more details on this story, please visit [www.khl.com](http://www.khl.com).



Brad Boehler speaking at the 2019 ALH Conference.

■ **SKYJACK** has debuted a brand new website. The online portal was designed with a combination of new technology, international audiences and mobile-first roles in mind.

■ The **BRANDSAFWAY** Houston Branch has received a Diamond Level Safety Training and Evaluation Process (STEP) Award, the highest award given out by the Associated Builders and Contractors (ABC), in recognition of its safety practices and results. This is the fourth time this branch has received this award.

## Franklin Equipment expands

Franklin Equipment is expanding with the addition of five new locations, bringing the company's total footprint up to 20 depots. The company will open stores in West Columbia and Spartanburg, SC plus one in Augusta, GA. In addition, two Tennessee

markets will open their first satellite stores in Hendersonville and Chattanooga. The locations will broaden the coverage for current and future customers, the company said.

"Franklin Equipment continues to sustain our growth plan because of our team of committed industry experts," said Tony Repeta, COO of Franklin Equipment. "The strategic

growth is in place to enhance our relationships with our growing customer base."

Franklin Equipment's rental fleet includes scissor lifts, telehandlers, backhoes, skid steers, track loaders, compact excavators, light equipment, wheel loaders and a wide range of attachments along with handheld equipment and safety gear.

## APEX Asia registration open

Those wishing to attend APEX Asia, taking place Oct. 23-26 in Shanghai, China, can now register free of charge.

The second APEX Asia show will be double the size of the first event in 2017, including a new outdoor area, meaning there will be plenty for visitors to see.

More than 55 brands of access equipment, components and access-related suppliers have confirmed their participation, making this year's APEX Asia the largest gathering of access equipment ever on one site in Asia.



Franklin Equipment now has 20 locations across the U.S.

# Genie launches global slab scissiors

Genie has updated its GS slab scissor range to comply with new ANSI standards coming into force in December.

And, now that ANSI complies with international ISO standards, including the European EN280, the new range will also be adopted as Genie's global product line. It features dual zone control, enabling outdoor use on all models; load sensing; folding guardrails - excluding the micro Genie GS-1330m; and swing gates.

The most significant feature for users will be the dual zone control. Genie slabs will be equipped with the Smart Link dual zone control system, which incorporates two buttons on the platform controller, requiring the operator to select indoor or outdoor operation. When the outdoor zone is selected, maximum platform height and occupancy will be restricted to allow for wind speed.

For example, the 19-foot working height GS-1932 will be restricted to 14.8 feet when the outdoor zone

is selected. The lowest working height model in the slab range, the 13-foot working height 1330 will be reduced to 10.5 feet outdoors, while the tallest model, the 4655, will have its working height of 46 feet reduce more significantly to 27 feet outdoors. Platform capacities will remain the same as the series' predecessors.

Customers can identify a Genie GS dual zone scissor lift model in two ways: the platform control (PCON) includes two additional buttons (dual zone), and the Genie Smart Link decal on the platform toeboard has been updated.

On the subject of the GS-1932, it is also designed to minimize the impact of new standard compliance on machine weight and productivity, weighing 2,999 pounds.

The GS global-spec scissor lifts will be available immediately in North America and China, with deliveries globally in the first two quarters of 2020.

For more information on the units, see [www.khl.com](http://www.khl.com).



Genie's slab scissor line will now comply with ANSI standards coming into effect in December.

## More nuclear work for AGF

AGF Access Group has been selected to provide a modular access solution manufactured under its Winsafe brand for Canada's largest clean energy project: the Ontario Power Generation's (OPG) Darlington Nuclear Generating Station.

The project is a joint venture refurbishment project led by SNC-Lavalin Group and Aecon Group. Part of the Darlington Station refurbishment requires the removal and replacement of 960 feeder tubes within each of the reactors' cores, with each tube weighing up to 600 pounds. In order to reach and replace the upper feeder tubes, the workers need safety and efficiency.

Alex Di Domenico, vice president, major projects, said, "We never say no to projects, but the details of the Darlington refurbishment were challenging requests. Although the access portion was just a small piece of the overall puzzle, the project had unusual needs and traditional access equipment was not going to be the answer."

## AGF Access Group awarded Bechtel Power contract

Bechtel Power Corporation has awarded Montreal-based AGF Access Group (AAG) with a contract for the design and supply of 12 Hydro Mobile mast climbers for the Vogtle nuclear expansion project near Waynesboro, GA. A separate contract will include all site services such as supervision, training and tech support. First and final deliveries are scheduled for September and December 2019, respectively.

According to the Georgia Power website, the new nuclear units are the first to be built in the U.S. in the last three decades.

Bechtel purchased the Hydro Mobile work and transport platforms, towers and associated components to provide access around the Shield Buildings at the Vogtle Nuclear Facility; for both Unit 3 and Unit 4. A Hydro Mobile dual F2 transport platform system

was required for Unit 3, and eight Hydro Mobile M2 work platforms and one Hydro Mobile dual F2 transport platform system were required for Unit 4.

According to AAG, the new units are expected to generate enough emission-free electricity to power approximately 500,000 nearby homes and businesses.



### 1.6%

Expected U.S. GDP for 2020, while the Trump administration targets 3%



### \$20 billion

Cost of a high-speed train project connecting Houston to Dallas



### 45,000

Number of telematics-equipped assets United Rentals will have by 2021



### 35%

Chance of a recession in 2020 according to John McClelland, chief economist for the ARA



### +4.58%

## ALH SHARE INDEX: OCTOBER 2019

COMPANY		SHARE PRICE		
		Aug. 12	Sep. 25	% change
Ashtead Group	UK	21.76	22.30	2.48%
H&E Equipment	US	26.66	28.65	7.46%
Oshkosh Corp	US	74.11	73.97	-0.19%
Tanfield Group	UK	0.65	0.52	-20.00%
Haulotte Group	France	6.80	6.00	-11.76%
Terex Corp	US	25.62	26.25	2.46%
Manitex	US	5.47	6.29	14.99%
United Rentals	US	115.57	124.73	7.93%
<b>SHARE INDEX</b>		<b>524.80</b>	<b>548.80</b>	<b>4.58%</b>

**HIGHLIGHTS** ■ Derek Koontz has joined **HY-BRID LIFTS** as its Mid-Atlantic territory manager. Koontz will cover Kentucky, Maryland, North Carolina, Ohio, South Carolina, Tennessee, Virginia and West Virginia.

■ Industry veteran Dave Hubbell has joined **MEC AERIAL WORK PLATFORMS** as vice president of Cat Rental North America accounts. He comes to MEC with 34 years of aerial experience.

## Home Depot expanding rental offerings

Home Depot will continue to invest in its rental business as a way of deepening its relationship with professional customers.

Speaking to analysts in August, Home Depot's chairman, CEO and president, Craig Menear, said the company had made "significant investments" in its rental business.

He said 90 percent of its professional customers rent equipment, but only 25 percent of them rented from Home Depot; "So we have an opportunity as we invest in this business to continue to grow."

Home depot offers rental services at 1,100 of its stores.

Ann-Marie Campbell, Home Depot's executive vice president of U.S. stores, said a key aim was to have the right amount of fleet. "When we invest in fleet, we are able to drive more engagement to [professional customers] because we have more product available."



Manitou's facility in France will be geared toward MEWP manufacturing.

# JLG's SkySense available for most booms, scissors

JLG Industries, Inc., is now offering its SkySense technology for most boom and scissor lifts. Aftermarket orders can be placed today at JLG Online Express and new machine orders can be coordinated through a JLG sales representative.

SkySense uses strategically placed object detection sensors and innovative ultrasonic technology to heighten equipment operators' awareness of the immediate surroundings. When operators are using the machine, sensors establish warning zones and create stop distances dependent on the machine's direction.

"We've found this new



JLG units with SkySense.

technology delivers a more confident work environment for a variety of industries," said Bill Dovey, JLG product manager. ■

## Construction begins on Manitou's new factory

The Manitou Group has started construction of a new factory dedicated to producing mobile elevating work platforms (MEWPs.)

The factory fits in with the group's global investment plan and confirms its ambitions in the access market. Work on the site, which is located in the Zone du Petit Teseau in Candé, Maine-et-Loire, France, has begun just over 1.5 miles from the first platform factory. Michel Denis, group president and CEO, and Jacqueline Himsforth, chair of the board of directors, laid the first stone in the presence of a number of local government representatives.

With a surface area of 80,000 square meters and 18,000 square meters of factory space, this

\$29 million investment is part of a global plan to develop and modernize the industrial facilities on all of the French and Italian production sites. The work, executed in partnership with the Legendre Group, is due to be completed in the first quarter of 2021.

The manufacturer, based in Ancenis, already has five production sites in the Grand-Ouest region. This new industrial facility will allow the group to respond to market growth in Europe and beyond, particularly in the U.S., where the group began distributing its products at the end of 2018. ■

## New chairman at Trackunit

Trackunit has appointed Franck Cohen as its new chairman of the board.



The telematics company said its new chairman has deep knowledge of new and emerging technologies in digitalization and business management, and that he would spearhead the company's strategy and business development. Cohen takes up the role after serving as president of Digital Core & Industry at SAP.

Jorgen Raguse, Trackunit CEO, said, "Being recognized as a true market leader requires differentiation, innovative product development and sustainable customer value. Franck Cohen is an obvious choice for leading Trackunit on this journey." ■

## Access podcast published

*Access International* and *Access, Lift & Handlers* podcasts are routinely published. Editors Euan Youdale and Lindsey Anderson round-up a range of news, events, features and interviews appearing in the two magazines and websites from recent weeks.

To listen to the podcasts, visit [www.khl.com/videozone/podcasts](http://www.khl.com/videozone/podcasts).





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# Mateco invests \$10m in access to expand fleet

VR training simulates a real-life construction site with a range of scenarios.

## Nationwide Platforms using VR training

UK-based Nationwide Platforms is working with the International Powered Access Federation (IPAF) to deliver advanced MEWP training using virtual reality (VR) simulators.

Following an industry-wide consultation and development program, IPAF announced a controlled roll out of its PAL+ advanced operator assessment in a VR environment. These trials will be delivered by specially selected training partners, including Nationwide Platforms.

"With our investment in three specialized VR machines, the benefits to our customers are that we can now offer 'high-risk' training in a controlled, safe, virtual environment," said Andrew Pinkham, training operations manager at Nationwide Platforms. "The PAL+ course is aimed at advanced operators who work in more challenging environments where the risk of incident can be greater. With our VR simulators, we can place operators into scenarios equal to anything they are likely to face on site."

Special Equipment – the Netherlands-based specialist wholesale rental division of Mateco – has announced a €9.8 million (\$10.73 million) investment in new equipment for its fleet.

The new order comprises more than 70 large machines, including boom lifts from 135 to 185 feet, high capacity telehandlers, scissor lifts above 66 feet and spider cranes all for delivery in 2019 and 2020. The new machines are being added to the fleet to keep pace with demand. The fleet is already approaching 250 units, all of them larger or specialist/niche machines.

The company is also adding to its logistics, service support and sales across several European countries. The company's initial objective was to support Mateco's operations in 15 European countries, along with its branches in Malaysia, Mexico, Panama and



The purchase includes heavy duty scissor lifts with platform heights over 66 feet.

Chile. However, an increasing percentage of the Specialist business now comes from independent rental companies. ■

■ **GENIE** has expanded its network in Georgia by appointing Elite Motors as a distributor. Zviad Antelidze, general manager Elite Motors, said a steep rise in new construction projects and in tourism was creating a bigger need for access equipment.

■ **PALAZZANI Industrie** has partnered with Thomas Hoogwerkers to distribute its tracked platforms across the Benelux region.

■ **DINOLIFT** and its Finnish distributor **ROTATOR** are celebrating a 40-year partnership. To mark the anniversary, Dinolift is investing in its local university to expand its engineering courses.

■ **TOMTOM TELEMATICS** has added a new Asset Tracking feature to its Webfleet fleet management solution. Available across Europe, the new feature enables users to monitor their powered assets, including trailers and generators.

# Access Rental Gulf places huge order

Middle East-based access specialist Access Rental Gulf (ARG) has entered a large self-propelled boom agreement with Skyjack.

The order for 55 machines includes 35 articulating boom lifts and 20 telescopic boom lifts. ARG

was established in 2008 and has a rental fleet of more than 1,000 machines across the UAE, Saudi Arabia, Qatar and Bahrain.

"Skyjack is a key strategic partner to ARG," said Chris Light, ARG managing director. "We have worked closely with Skyjack since we established in 2008. Skyjack has proven to be an excellent investment and we value the first-class support and technical guidance that they have given us throughout this time."

The order is part of a wider, ongoing fleet refreshment program and will go straight into the ARG core fleet, alongside a range of scissor lifts, telescopic boom lifts and articulating boom lifts with working heights from 8m (26 feet) to 43m (141 feet). ■

ARG has purchased 55 machines from Skyjack.



# Haulotte posts record first half

Haulotte has posted a record 2019 half year revenue of €342.6 million (\$374.96 million,) up 18 percent on the same period of 2018.

In line with previous financial half-year results, the European region continued to post sustained sales growth of 20 percent in the majority of its markets. In North America, sales increased by 1 percent, driven by a return to a sustainable level of activity on scaffolding. Sales in Asia-Pacific increased by 21 percent over the period, driven by strong sales performances in China and Australia. In Latin America, the group's business declined slightly, 2 percent, compared to 2018, with only Brazil posting growth.

The positive revenues come despite a general slowdown in global markets, the company said.





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# Industry pioneers

**Niftylift has been at the forefront of safety and innovation since its inception in 1985. Lindsey Anderson visited the company's South Carolina facility recently and spoke with Jon Hedlund to discuss what's next.**

**M**ore than 34 years ago, in a small garden shed located near Bedfordshire, England, Roger Bowden got to work. The Founder and Chairman of Niftylift designed and built the Nifty 120 – a 40-foot, trailer-mount boom lift. It was the first machine produced by the company, and it's still manufactured today.

Fast forward nearly 20 years and Niftylift Inc. opened its first U.S. facility in Greer, SC. Four people managed and ran the South Carolina operation, but, as demand grew for Niftylift units, so did the need for more people – and space.

Niftylift Inc. now employs more than two dozen people and has officially outgrown its 15,000-square-foot spot in Greer. Ground has officially been broken on a new facility close by, that when opened in 2020, will double the company's footprint to 30,000 square feet across five acres of land.

"The move is in response to strong demand and growth Niftylift has experienced in the United States," says Jon Hedlund, vice president of sales and operations for Niftylift Inc. "Our VP and general manager noted we were busting at the seams and he said, 'It's time to invest more heavily into North American operations.'

"The new space is cantilevered, too, so that we can add to it if necessary."

Niftylift manufactures its machines in Milton Keynes, a UK town north of London. Currently, more than 550 people work across the world for Niftylift and the company has a dealer network spanning 60 countries. According to the company, 75 percent of its business is exported. A chunk of those exports – thousands, yearly – come to the U.S. where Niftylift Inc. has experienced year-over-year growth.

"We've experienced at least 10 percent growth year-over-year since I joined in 2006," Hedlund says. "Business has not slowed



**Jon Hedlund, vice president of sales and operations for Niftylift Inc., at the company's SC facility.**

down – not even during the recession."

The company attributes its success in the world's largest market for powered access equipment to working with independent rental companies; more than 75 percent of its business is conducted with independents.

"We cater to them," Hedlund says. "That's how we cut our teeth more than 20 years ago."

Looking forward, the company's goal is to eventually start assembling machines in South Carolina, with a long-term possibility of manufacturing.

## Pioneers

From hybrids to secondary guarding, Niftylift has long been at the forefront of machine advancements and safety.

The company was one of the first to introduce hybrid machines to the market, as well as secondary guarding, known as SiOPS, which it introduced over 15 years ago.

"We were the first in the industry to



**“ We’ve experienced at least 10 percent growth year-over-year since 2006. ”**

**JON HEDLUND, vice president of sales and operations, Niftylift Inc.**

introduce overhead crush protection," Hedlund says. "When Roger [Bowden] started the company years ago in his garage, he knew the company had to be different. So, they cut their teeth on safety and innovation – and we've stayed there."

SiOPS is short for "sustained involuntary operation prevention system." The system, debuted in 2009, reacts when it senses an operator being forced into the machine controls – it stops machine movement immediately.

"Occasionally, operators can become trapped between the machine and surrounding objects, forcing their torso onto the controls," the company explains. "In extreme cases, this can result in sustained involuntary operation of the machine's controls which can

**The Nifty 120, pictured here, was the first machine ever produced by the company. It's still being manufactured today.**

inadvertently move the machine and operator toward the obstacle, worsening any injuries.”

SiOPS eliminates sustained involuntary operation by instantly interrupting all machine movement if an operator is pushed against the cage controls. If someone becomes trapped while using a machine with SiOPS, the person’s body pressure on the control panel activates a switch, which shuts off machine movement to prevent further injury and sets off a warning light and verbal alarm alerting people on the ground that a colleague is trapped. The person can then be brought safely down using the ground controls.

Niftylift was also a pioneer with hybrid technology on its machines. The company debuted its first hybrid – the HR21 diesel/electric bi-energy – in 2007, which incorporated the company’s revolutionary hybrid power system. The company has worked to combine a Tier 4/ EU Stage IIIB diesel engine with a clean and quite electric power pack to produce a parallel hybrid power system. The system offers an electric-only mode for zero emission operation, or a hybrid power mode that’s economical and environmentally conscious, the company says.

While the European and overseas markets are more adept to using hybrid machines, Hedlund says now that every major OEM has hybrid options, he believes that within five years, the technology will be more



Niftylift’s Milton Keynes facility in the UK.

commonplace and accepted in the U.S.

“We’re looking at bringing more hybrids in, definitely,” Hedlund says. “However, I would say hybrid use is still in its infancy in the United States. Everybody still wants diesel. It’s what they’re comfortable with.”

**Opportunities**

Niftylift Inc’s core focus is construction and specialty markets, such as the signage industry, but they approach business in the U.S. with a broad brushstroke.

“Our country is so large,” Hedlund says. “The Northeast is different than the Southeast, which

is different than the Midwest, which is different than the Southwest. And I run it that way. You’ve got to be flexible. We’ve done a good job at being flexible on a smaller scale with the competition we have.”

Being adaptable to various markets and needs is what Niftylift says keeps its customers satisfied and coming back for more.

“Take, for instance, the way Niftylift manufactures,” Hedlund says. “We will take one widget and use it in as many places throughout the product range as possible. It’s smart engineering and provides commonality across our products.”



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at its South Carolina facility. "We stock everything that's in our catalog except for the chassis," Hedlund says. "Because, chances are, if you need a chassis, your machine is toast."

**New products and challenges**

Over the coming year, the industry can expect to see a number of updates occur across Niftylift's product line. Hybrid technology will expand, advancements with lithium batteries on track-drive machines will happen and an overall 'revamping' of the company's older products will take place.

Hedlund also teased to keep an eye out for new "rough-terrain, big-stick booms" and the addition of hybrid power plants in the company's self-drive machines.

"It's not like we're coming out with a lot of new product," he notes, "but people can expect facelifts to our lines."

When asked how the new ANSI standards will affect business, Hedlund says, without a blink of the eye, "We won't hiccup at all because everything we manufacture meets or exceeds the new standards."

While Niftylift is ahead of the ANSI game,

Hedlund admits it has cost the company business in the past.

"People would say, 'Well, your machine cuts out if I go over by one degree. Your machine doesn't do what everybody else's does,'" he says. "But we've been compliant, and we know what's coming. We are ready to go."

Hedlund's biggest concerns right now surround the skilled workers shortage and continued pace of national rental acquisitions.

"The big rental companies keep buying people and it starves the independents out," Hedlund notes. "Where's the crux of our business? Independents. This is a big challenge."

"We're also in a situation where we need more service people. There's just not enough young people interested in the industry. We're looking at tech schools and putting out advertising locally. We want to make apprenticeships available and pay people. But it's tough."

And while the industry holds its breath at the notion of a 2020 recession, it's one aspect of business Hedlund doesn't sweat.

"Usually during recessions in the United States, we grow, because people want more compact machinery. They don't want huge trucks and trailer and transportation costs," he says. "With our machines, I can offer a 70-foot rough terrain boom that can be hauled on a rollback."

"What we do, we do well, and we stay in our lane and stick with it." ■

**Niftylift's track-based TD150T.**

Another key aspect of Niftylift machines is their simplicity, Hedlund notes.

"With other tow-behind manufacturers, there's a lot of electronics on their machines. These units get towed down a highway at 65 mph and the wiring and electronics get jostled around and loosened. Then, rental companies tend to pressure wash machines to clean them; pressure washing is not a friend to electronics. So, our machines are very simple – they are hydraulic over electric and there are no computers involved."

The company also prides itself in having every part and component of its machines in stock



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# ALH

ACCESS, LIFT & HANDLERS

## CONFERENCE & AWARDS 2019

# And the ALH

The fourth *ALH* Conference & Awards put a spotlight on the industry's best practices, products, people and projects.

Here's who took home trophies on Sept. 12 in San Diego.

### ACCESS INDUSTRY EMPLOYER OF THE YEAR



**Chris Beasley, sales and business development manager for TVH Parts Americas, right, accepts the Access Industry Employer of the Year Award.**

#### TVH Parts Co.

"What TVH does is truly remarkable and unique, particularly in today's labor environment. They've obviously spent a lot of time thinking about how to recruit and retain employees and creating a positive work environment."

### ACCESS PROJECT OF THE YEAR ACCESS EQUIPMENT

**Brad Boehler, former Skyjack president, presents the Access Project of the Year – Access Equipment award to Lindsey Anderson.**



#### Marr Scaffolding Company

"This was an incredible, \$2.6 billion project. 12,000 tons of steel and metal decking and 4,900 glass panels were installed. Marr's access equipment provision included booms, scissors, scaffolding and swing stages."

**M**ore than 190 industry professionals gathered on Sept. 12 in San Diego to celebrate the winners of the fourth *ALH* Awards, held in conjunction with the *ALH* Conference. Organized by *Access, Lift & Handlers* and publisher KHL Group, the *ALH* Awards celebrate the best of North America's access and rental industry. It was the first time the event was held in California.

"Congratulations to everyone who took home a trophy this year," said *Access, Lift & Handlers* Editor Lindsey Anderson. "With

more than 60 entries across our nine award categories, our judging panel had quite the task of choosing the best of the best. Thank you to everyone who entered."

Prior to kicking off the celebration, the industry paused in reflection to honor long-serving IPAF member, North America Regional Council member and powered access advocate Alastair Robertson, who died in January this year following an illness.

The full list of 2019 *ALH* Awards winners, with judges' comments, is below.

### ACCESS PROJECT OF THE YEAR MAST CLIMBING WORK PLATFORMS, TRANSPORT PLATFORMS AND HOISTS



**Sean Drew, left, project manager for BrandSafway, accepts the Access Project of the Year – Mast Climbing Work Platforms, Transport Platforms and Hoists award from Tony Radke, KHL's global access portfolio sales manager.**

#### BrandSafway

"The circular suspended access system installed by BrandSafway for the renovation of Seattle's Space Needle was the highest, most weather protected suspended platform ever constructed. It was a really cool project, taking a lot of engineering, a lot of thought, and expert management to make it happen."

### ACCESS RENTAL INNOVATION



**Tony Groat, left, North American manager of IPAF, presents the Access Rental Innovation award to Malcolm Early, Skyjack's VP – Marketing, and the company's former President, Brad Boehler.**

#### Skyjack – Elevate On

"Skyjack is to be congratulated. This type of technology is making life easier and more streamlined for equipment users and rental companies. It not only streamlines processes but makes jobsites safer."

Skyjack says its Elevate On product follows a mobile-first philosophy that goes beyond 'just telematics.' Safety, productivity and utilization are core components of Elevate On that aim to streamline fleet operations.



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# Award goes to...

## ACCESS SAFETY INNOVATION



Jim Colvin, left, CEO of Serious Labs, accepts the Access Safety Innovation award from KHL Group America's President and COO, Trevor Pease.

### Serious Labs – ESP Scoring

“Being able to track a trainee’s behavior regarding control selection, positioning, precision, and reaction, is unlike anything we’ve seen in the industry. Amazing technology and a real advance.”

## PRODUCT INNOVATION (MEWPS OVER 20 FEET)



Lindsey Anderson, left, editor of ALH, accepts the Product Innovation award for MEWPs over 20 feet of platform height, on behalf of Teupen, from Luke Powers, co-founder and president of Gearflow.com.

### Teupen North America – LE092SJ Plus

“It is a huge factor that the boom sections auto-grease for maintenance. Working indoors through a double door with a capacity of 882 pounds at 98 feet is extremely impressive.”

## PRODUCT INNOVATION (MEWPS UNDER 20 FEET)



Tony Radke, left, KHL’s global access portfolio sales manager, accepts the Product Innovation award for MEWPs with less than 20 feet of platform height, on behalf of Snorkel, from IPAF’s Director of Operations, Giles Councill.

### Snorkel – S3019E

“It’s an impressive lift. No hydraulic hoses, it’s all electric and the scissor stack goes into base to give a really low step-in height. This makes a huge difference for anyone climbing in and out of a platform all day.”

## PRODUCT INNOVATION (TELEHANDLERS)



Gary Weisman, VP of Magni America, left, and Maria Benassi, Magni Telescopic Handlers’ communications and marketing manager, accept the Product Innovation award for telehandlers from Shawn Boone, Haulotte America’s general manager.

### Magni Telescopic Handlers – RTH 13.26 SH

“When talking about innovation, Magni keeps doing it. These units are seen in urban areas across North America and are replacing crane use in some instances.”

## RISING STAR AWARD (RENTAL COMPANIES WITH LESS THAN 10 LOCATIONS)



From left: Perry Rosen, VP of ABLE Equipment Rental, and Chris Pera, COO of ABLE, accept the Rising Star award for rental companies with less than 10 locations, from Genie’s President, Matt Fearon.

### ABLE Equipment Rental

“ABLE has an excellent team: Responsive, professional, progressive and fair. They are excellent to work with and have really told a story of success over the last decade. In 2018 alone they opened three new locations, bringing their total number to six.”

## ACCESS RENTAL INNOVATION



### Tony Groat, IPAF

ALH Editor Lindsey Anderson spoke to the crowd about ALH’s Person of the Year:

“The ALH person of the year is someone who has dedicated himself to improving standards and safety in our industry. He is a tireless campaigner with enormous passion, personality and persistence. Our person of the year sits on the committees of both ANSI and CSA... and is Tony Groat, IPAF’s North American manager.”



## Announcing The A45JE

The A45JE articulating boom from LGMG North America Inc. (Chambersburg, PA) offers:

- Indoor and outdoor use with a compact design
- Platform capacity of 510 lbs
- Fit into tight areas
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- Compact turning radius
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Articulating booms, like these JLG units, offer flexibility on many sites.

# Changing shape

Known for their up-and-over clearance and jobsite adaptability, articulating booms have long been a mainstay for a range of applications. Lindsey Anderson reports on the market.

Articulating booms have historically been used for a variety of industrial and commercial applications. Their up-and-over reach capabilities make them an ideal product to use when doing any new build or restoration work on exterior facades, as well as in industrial settings where spaces are confined and the reach of a telescopic boom or scissor lift is too restrictive.

According to Sean Larin, Genie product manager, Terex AWP, articulating booms make up approximately one in every three boom lifts in the North America, as their compact footprints and unique up-and-over capabilities make these machines some of the quickest and most efficient tools for condensed jobsites.

Bill Dovey, product manager of boom lifts for JLG, says construction is occurring at a peak rate currently, and articulating booms are experiencing high utilization because of such.

"This is typically the busiest time of year for aerial manufacturers, rental companies and

contractors alike," Dovey notes. "I hope next year is as robust as it has been. But it depends on a lot of things: the economy, surcharges, steel prices, tariffs... There's a lot of moving pieces here to this puzzle."

The flexibility of articulating booms has boosted demand over the course of the last few years, but there's a note of caution in the air.

"Demand for articulating booms remains high, however it likely will not be at the same level as in 2018," says Corey Connolly, product manager, Skyjack. "External industry tensions have had an adverse effect on a variety of matters that have driven commodity prices up. Looking forward, combining these cost increases with changes to the design standards in North America, demand is expected to slightly recede again in 2020."

Overall, the U.S. demand for articulating booms should remain strong through 2019. But due to market uncertainty, there seems to be a slight pause moving into 2020.

"The current market demand for MEWPs is still expected to grow, which is led by the U.S. rental market," says Mike Sover, North America product marketing manager – MEWPs, Manitou. "However, rental revenue for MEWPs is starting to slow to a more moderate pace which could delay future MEWP fleet expansion. The construction segment dominates the overall MEWP rental market with a significant part of the revenue generated from construction applications."

Matthew Elvin, CEO of Snorkel, says while the North American market remains buoyant, with rental activity driving continued and steady demand for articulating boom lifts, there is a wind of caution blowing.

**Manitou recently introduced its articulating boom line product to North America.**



A Genie Z-45 XC boom.

"Although not specific to articulating booms, recent reports are suggesting we will see a reduction in the rate of growth of the rental sector where many articulating booms are sold," Elvin says. "There are also signs of increasing caution in the global economy, which may ultimately trigger a slowdown in construction activity, if confidence is not restored."

Connolly with Skyjack expects the articulating boom market will slow due to legislative and economic uncertainty – both inside and outside of North America.

"We are already starting to see commodity price increases trickle down to machine prices and continued uncertainty will further exasperate the cost burden on manufacturers and subsequently purchasers and renters of the equipment," he notes. "In North America, the eventual publication of new standards, and the implementation of new designs and their associated costs, will also likely affect demand and buying decisions."

## The ANSI effect

Part of the new ANSI suite of standards requires manufacturers to incorporate design changes into their machines. These will include: active platform load sensing; new wind force requirements; new stability tests; required



## ARTICULATING BOOMS

entrance gates with toe boards; new tilt sensing requirements; solid or foam-filled tires; and machine markings and manuals.

Manitou, which entered the North American articulating boom market just during the last year, says these possible pain points won't be of issue for them: All of its machines were already designed to be in compliance.

In fact, in North America specifically, manufacturers began planning and incorporating these design features, such as load sensing and foam-filled tires, into machines about two years ago – when the standards were drafted.

Genie's XC line is one that has been debuted. Genie has updated its boom line to meet upcoming ANSI standards. Its Z-45 XC articulating boom was redesigned as the Xtra Capacity version of the popular rough-terrain Genie Z-45/25 J RT diesel powered articulating boom. It was the first Genie XC articulating boom model with a dual-envelope design to provide an unrestricted platform capacity of 660 pounds and a restricted capacity of 1,000 pounds.

"Many construction sites are built around the 45-foot workhorse of the articulating boom category," Larin with Genie notes. "The recent introduction of the Genie Z-45 XC boom lift added more lifting and more welding capability to this space, supporting to increasing use of



heavy materials.

In regard to the upcoming machine design changes in relation to the ANSI standards, OEMs have been working to address the range of adjustments coming to market.

"The aforementioned standards change has afforded Skyjack the opportunity to make changes that go beyond just addressing the design standards; incorporating new and developing technology that will help benefit not only themselves but also the rental companies and their customers," Connolly notes. "An

**Most manufacturers, including Snorkel, are working hard in the design stages to deliver articulating boom lifts that offer greater platform capacities to help increase productivity on the jobsite.**

example of this would be Skyjack's Elevate telematics solution and the products within its digital suite, Elevate On and Elevate Go."

While already available on all Skyjack models, Skyjack's future lineup of articulating booms in North America will be able to generate additional data points for Elevate. Skyjack has looked to provide rental companies with information beyond just machine location and runtime – providing data that will help maintain the health of the machines, as well as more effectively tracking the way equipment is being used.

Manitou also reports increased interest for telematics on its machines. Manitou's telematics product offering is called Easy Manager and is a standard feature on the majority of its product lines. Easy Manager is a web portal and mobile app that gives actionable data at customer's fingertips to help with the day-to-day management of operations.

"It makes preventative maintenance, machine security, increasing uptime and customer service easy, all of which allows the customer to concentrate on its core business and let you manage the machine life cycle," says Sover.

Sover also points out how OEMs are increasingly focused on improving the efficiency and productivity of machines and reducing the total cost of ownership. To address this, Manitou offers a stop-and-go system on its ATJ 46 articulated model. This system allows the engine to be running only when the machine is actually working, lowering fuel consumption, providing less wear and tear and a better resale value.

Snorkel is also feeling the pressure to offer more to its customers.

"Most manufacturers, including Snorkel, are working hard in the design stages to deliver articulating boom lifts that offer greater platform capacities to help increase productivity on the jobsite," Elvin says. "The engineering challenge is that the market also wants articulating booms that are lighter in weight for transporting, with lower ground loadings, and with reduced engine/horsepower demands to meet jobsite emission targets." ■

## Hybrids and electric options

Manufacturers are embracing a new technological era with hybrid and electric equipment, along with opportunities in more traditionally powered equipment. *ALH* asked companies about the state of hybrid power in articulated booms and here's what they had to say. (For more on hybrids, see our feature in this issue.)

### COREY CONNOLLY, PRODUCT MANAGER, SKYJACK

"Hybrid technology is changing articulated boom products by addressing changes to emission standards while also expanding the applications/use for the product. Hybrid products offer an alternative – while the acquisition cost may be similar or slightly higher, the uncertainty surrounding the financial and time requirements for maintaining emission after-treatment systems is avoided. It's also important to note that many hybrid booms currently on the market don't deliver the same on-site performance as their engine-powered counterpart. At Skyjack, we're not letting the technology change the capability, we're looking for a way that we can deliver hybrid technology without sacrificing performance or return on investment."

### SEAN LARIN, GENIE PRODUCT MANAGER, TEREX AWP

"As with most types of aerial lifts, there is a clear trend towards higher lifting capacities and hybrid power systems. Hybrid technology such as the Genie fuel electric – or FE – system is opening up the versatility of articulating booms to even more applications. No longer is a diesel boom needed for the early stages of a construction project, then swapped out for an electric boom once the walls and roof are up. With a hybrid boom, the same machine can stay on the job from start to finish. The addition of non-marking rough terrain tires and 4WD ensure that no compromises are needed when selecting the right hybrid machine for the job."

### MATTHEW ELVIN, CEO OF SNORKEL

"Hybrid or full-electric solutions are becoming more widely discussed as a means of achieving reduced environmental impact for both emissions and noise. This will become more prevalent as jobsite mandates certain requirements or regional legislation occurs."

### BILL DOVEY, PRODUCT MANAGER OF BOOM LIFTS, JLG

"There is more demand for hybrid technology. It's driven by European city centers where noise and exhaust fumes were an issue, but that's getting more and more popular here in North America. Electrification of machines and battery technology is only getting better."



**"Demand for articulating booms remains high, however it likely will not be at the same level as in 2018," says Corey Connolly, product manager, Skyjack.**



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# ALH A20

## AERIAL PLATFORMS

# Adjusting for

**For the first time in 10 years, the AERIALS20 shows a slight decline in North American access rental fleets. ALH reports.**

**T**he industry has been mumbling about a "softening" for a few months now, and if the AERIALS20 top list is any indication, we might be in for an adjustment.

While the list represents the second-largest

access fleet figure in its history (a total of 403,969 unit,) it's down -2.4 percent over 2018's, in large part to United's fleet fine-tuning.

Still at the top spot, and following a number of high-profile acquisitions, the world's largest

RANK 2019	RANK 2018	COMPANY	FLEET 2019	FLEET 2018	FLEET 2017	% CHANGE 2018-2019
1	1	United Rentals	150,745	158,330	145,833	-4.79%
2	2	Sunbelt Rentals*	104,200	96,500	76,500	7.98%
3	3	Herc Rentals*	29,960	28,000	27,160	7.00%
4	5	Ahern Rentals	29,560	27,231	23,694	8.55%
5	4	H&E Equipment Services	29,157	27,346	21,083	6.62%
6	6	Sunstate Equipment	21,500	20,350	19,100	5.65%
7	8	Equipment Depot	6,000	5,840	5,000	2.74%
8	9	Briggs Equipment*	5,200	5,075	5,055	2.46%
9	10	Star Rentals*	4,150	4,030	4,030	2.98%
10	11	High Reach Co.*	3,200	3,075	2,977	4.07%
11	12	Admar Supply Co. Inc	3,045	2,770	2,600	9.93%
12	14	All Aerials (All Family of Companies)	2,500	2,100	2,100	19.05%
13	13	Able Equipment Rental	2,372	2,178	1,361	8.91%
14	15	Simplex Equipment Rental	2,000	1,801	2,150	11.05%
15	16	American Scissor Lift	1,535	1,350	1,175	13.70%
16	18	Stephenson's Rental Services, Inc.	1,140	1,200	1,050	-5.00%
17	19	ACME Lift Company	1,095	1,063	700	3.01%
18	NEW	Illini Hi-Reach	1,050	1,000	N/A	5.00%
19	NEW	Accès Location +	995	747	N/A	33.20%
20	NEW	Equipment Finders, Inc.	991	763	N/A	29.88%
21	22	Ideal Crane Rental Inc.	844	796	720	6.03%
22	21	AGF Access*	800	800	1,450	0.00%
23	25	Kropp Equipment, Inc.*	695	675	675	2.96%
24	26	Randall Industries*	635	615	610	3.25%
25	27	Birch Equipment Co., Inc.	600	525	510	14.29%

\* - estimated

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# a slowdown?

rental company decreased its aerial fleet size by almost 5 percent, bringing it down to 150,745 from last year's 158,330.

Some might scratch their heads at this decrease, bringing to mind United's acquisitions of RSC, NES, BlueLine and more, but United knows how to right-size its fleet, and it appears it has done just that.

Brent Kuchynka, United Rentals' vice president

**Despite murmurs of a 2020 recession, the rental market should remain stable next year.**

of corporate fleet management, tells *ALH* the market remains stable.

"We're seeing steady rental demand for boom lifts across a range of models, including telescopic, articulating and self-propelled," Kuchynka says. "The 20-foot vertical, electric



lifts continue to be popular due to the versatility of their applications."

Nearly 43,000 pieces of access equipment were acquired by either United Rentals or Sunbelt Rentals over the last few years – and not all of that has been absorbed into current fleets. So, despite this slight decrease in the **A20**, the overall list shows growth from both big and small companies.

Sunbelt, for instance, has broken the six-figure mark for the first time in the company's history, with industry experts estimating roughly 104,200 pieces of access equipment in the company's fleet.

This goes in-hand with its parent company's (Ashtead Group) plan for Sunbelt's presence in North America. In September, Ashtead's Chief Executive, Brendan Horgan, said, "Our North American end markets remain strong and we continue to execute well on our strategy of organic growth supplemented by targeted bolt-on acquisitions."

In excess of \$1 billion will be spent on growing Sunbelt's fleet, while up to C\$60 million will be invested in expanding Sunbelt Canada's fleet. In the first quarter of 2019, \$368 million was channeled into growing the Sunbelt U.S. fleet, and C\$25 million was invested in fleet growth for Sunbelt Canada.



Rental markets could see softening in 2020.

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# AERIALS20: Fleet numbers by years

	2019	2018	% change	2017	2016	2015	2014	2013	2012	2011
<b>TOP 5</b>	<b>343,622</b>	337,407	<b>1.84%</b>	294,270	250,366	216,801	215,965	200,327	189,268	158,733
<b>TOP 10</b>	<b>383,672</b>	391,136	<b>-1.90%</b>	348,455	312,775	271,651	266,300	244,517	222,783	201,824
<b>TOP 20</b>	<b>403,969</b>	413,934	<b>-2.40%</b>	373,008	337,371	294,753	289,982	265,615	241,522	222,281

The remaining big five – Herc Rentals, Ahern Rentals and H&E Equipment Services – all increased their aerial fleets, and large independent, Sunstate Equipment, runs tight with the large packs; it’s aerial fleet of 21,500 is inching toward next-in-line H&E’s, which is at 29,157.

Looking at the independents, regional activity was hot, with many reporting double-digit access fleet growth. Equipment Finders, Inc. increased its fleet by almost 30 percent while American Scissor Lift saw a 13.7 percent increase and the All Family of Company’s access division bumped its aerial figure up by 19 percent.

## Caution in the air?

The American Rental Association, which released a revised forecast in August, expects

slower growth than what it previously reported. John McClelland, ARA vice president for government affairs and chief economist, said, “The market for the equipment and event rental industry remains positive, but there definitely are signs that U.S. economic growth is slowing.”

McClelland spoke at the 2019 ALH Conference and told the crowd, “We have seen some softening. But is a recession imminent? Not necessarily.”

McClelland said there’s a 35 percent chance of a 2020 recession but also explained what a recession is: a general slowdown in overall economic activity lasting for a period of two or more consecutive quarters in order to nullify seasonal effects.

Will fleet be resized to adjust to an uncertain market grappling with tariffs and a U.S. Presidential election? We will have to wait and see. ■

## AERIALS20: Survey details

Research for the AERIALS20 list was carried out during the Summer of 2019. Where companies were unwilling to provide data, we made our own estimates based on company financial reports and advice from industry experts. We thank those who participated and made our list stronger than ever.

If you would like to be listed on next year’s AERIALS20, please contact Lindsey Anderson, editor, at (312) 929-4409 or [lindsey.anderson@khl.com](mailto:lindsey.anderson@khl.com).



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Haulotte launched the HA61 LE PRO, pictured here, at the 2018 Intermat show in Paris.

Hybrid-equipped machines are becoming more powerful while utilizing technology that's coming down in cost.

Lindsey Anderson reports on the latest.

# Power alternatives

Once utilized solely for specialty applications, hybrid machines are now showing up everywhere. Instead of only being found in low or no emission zones, these machines are becoming more popular even when they are not mandated by regulation. Electric machines are perfectly suited for low-noise environments near schools, hospitals, hotels and more. On a noisy construction site, reducing the overall noise level is an appreciated feature. A hybrid's silent operation also makes it a solid option for late night work in residential areas.

While hybrid machines are still uniquely capable for these types of jobs, increasingly

these machines are being rented or used in place of a standard diesel-powered machines now, as well. The latest hybrid technology has addressed many of the historical limitations of these machines to make them suited for nearly any jobsite.

"The idea and purpose of hybrid machines have not really changed since their introduction, but the execution of these machines has evolved significantly along with the technology that powers them," says Zach Gilmore, Genie product manager, Terex AWP. "Recent hybrid models like Genie Z-60 FE and Z-45 FE booms are based on next generation hybrid technology which makes these machines more versatile and more capable than their predecessors, while also being simpler to operate and service."

## Adding to the lineup

Genie introduced its newest hybrid option, the Z-45 FE articulating boom lift, at Bauma 2019.

Designed using the same hybrid technology as its higher lifting Genie Z-60 FE (formerly Z-60/37 FE) sister model, the new Genie Z-45 FE boom lift offers a maximum working height of 51 feet, 8 inches, a maximum horizontal outreach of 22 feet, 9 inches, a maximum up-and-over reach of 24 feet, 7 inches and a 660-pound maximum lift capacity.

The Z-45 FE boom lift was engineered to combine the power and performance of typical 4WD diesel machines, with the quiet, clean efficiency of 100 percent electric powered units.

**Genie's Z-60 FE hybrid boom.**

JLG has produced hybrid machines for more than 20 years.



In all-electric mode, it provides the ability to work a full shift on a single battery charge. In hybrid mode, it offers more than a week of run time on a single tank of diesel.

And like its higher lifting sister model, in addition to a high-efficiency AC drive system, the Genie Z-45FE boom lift also combines the benefits of a full-time active oscillating axle system that maintains traction on rough terrain. Its 5-foot articulating jib with a 135-degree vertical rotation provides the ability to position workers accurately.

In hybrid mode, the Z-45 FE boom lift uses its environmentally friendly Stage V/Tier 5 engine-powered generator to maintain the state of charge of the batteries. The hybrid system also allows the machine to recover energy generated

when braking or descending inclines, which is in turn used to recharge its batteries.

Requiring 30 percent less fuel than typical 49 hp diesel machines, it also offers the advantage of saving \$28 of fuel per week and the ability to run for a full shift on an overnight battery charge, according to Genie.

“These machines offer many benefits to customers and end users to complement more traditional diesel models — from versatility to ease of service. MEWP (mobile elevating work platform) owners and users are increasingly realizing that the divisions that used to separate outdoor (diesel) machines from indoor (electric) machines were never meant to benefit them,” Gilmore adds. “These divisions were a result of a technology challenge that had not yet been solved.”

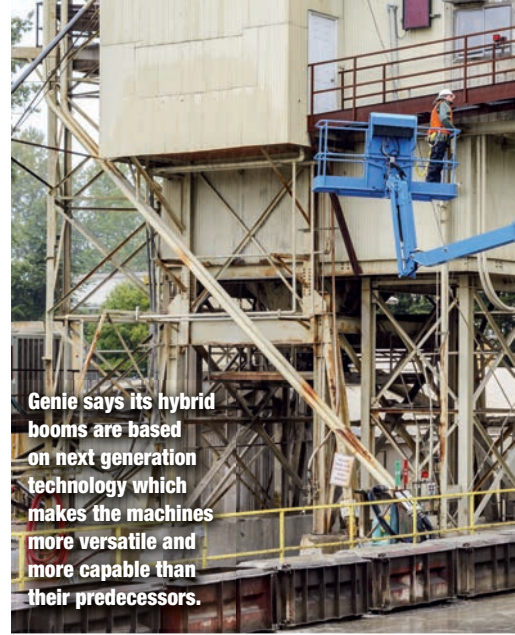
Genie’s President Matt Fearon says the time is right for hybrid technology because costs to produce the components have come down significantly.

“Our FE line is the future,” he says.

## Decades of experience

JLG has been producing hybrid machines for more than 20 years. The company’s latest addition to its hybrid lineup was the H800AJ, an 80-foot hybrid boom lift designed to reduce emissions, noise and fuel consumption.

“JLG started building hybrid scissors and booms in the 1990s which were primarily electrically powered machines with an onboard diesel power generator that we used to recharge the batteries,” says Bill Dovey, boom lift product manager, JLG. “In 2017, we launched the



Genie says its hybrid booms are based on next generation technology which makes the machines more versatile and more capable than their predecessors.

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H800AJ, which is a parallel hybrid as opposed to a series hybrid. The engine is powered with a 25 hp Kubota diesel engine that is assisted by, or solely powered by, the 30 hp integrated motor/generator, which draws power from, or recharges, the batteries. The parallel hybrid has more power. It is more suitable for heavier machine like the H800AJ.”

The H800AJ is based on JLG’s standard 800AJ articulating boom. The platform can rise to 80 feet and hold 500 pounds. It comes standard with JLG’s SkyGuard sensor that stops and then reverses most functions in use should the platform hit a force of 50 pounds or more. The standard jib can rise for additional reach independent of the main boom.

Other features on the H800AJ include an oscillating axle, four-wheel drive, continuous turntable rotation and zero tail swing when the tower is elevated.

Dovey says hybrids of the future will utilize smarter chargers, have better battery management and monitoring systems, use lighter materials and, overall, feature improved batteries in general.

“The reason diesel engines, with proper maintenance, are so popular is because they’re

**Hy-Brid Lifts by Custom Equipment debuted its new line which utilizes hybrid technology.**



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transmission systems become more efficient.

“Batteries will be able to store more energy in smaller spaces,” he says. “Machines will prompt users with operation suggestions that will increase battery life and efficiency. We are already beginning to see that these improvements and efficiencies are powerful enough to move heavy dirt machinery. This means that we will soon see the heavier and taller MEWP machines effectively run a full day on electricity as well.”

### Further product launches

Also at Bauma, Manitou launched its electric and hybrid range. The Oxygen line includes a new

**JLG's H340AJ hybrid, pictured here, runs on 8 by 12v, 100 amp-hour AGM batteries.**

MEWP and two telehandler models.

The ATJ 200 e Oxygen is the group's first electric all terrain MEWP and is powered by lead acid batteries. With a working height of up to



so powerful,” Dovey notes. “They last a long time. But tighter environmental regulations and better electrification technology may eventually cause the demise of diesels in the next 30 years or so.”

### Improvements

One of the main factors influencing OEMs to launch more hybrids is the advancements of the systems themselves.

“Batteries have gotten smaller while increasing capacity,” says Paul Jensen, product marketing manager for Haulotte U.S. “Charging systems have become faster and smarter, extending battery life cycles. Power distribution has become more efficient. Every link and component in the powertrain has improved recently and continues to advance rapidly.”

Haulotte launched the HA61 LE PRO at the 2018 Intermat show in Paris. This was the company's first machine in its new, 100 percent electric, Pulseo Generation family of machines. Equipped with non-marking tires, the new generation of electric mobile elevating platforms is suited to indoor applications. Its oscillating axle and 4-wheel drive ensure optimal adherence and stability for outdoor work, Haulotte says.

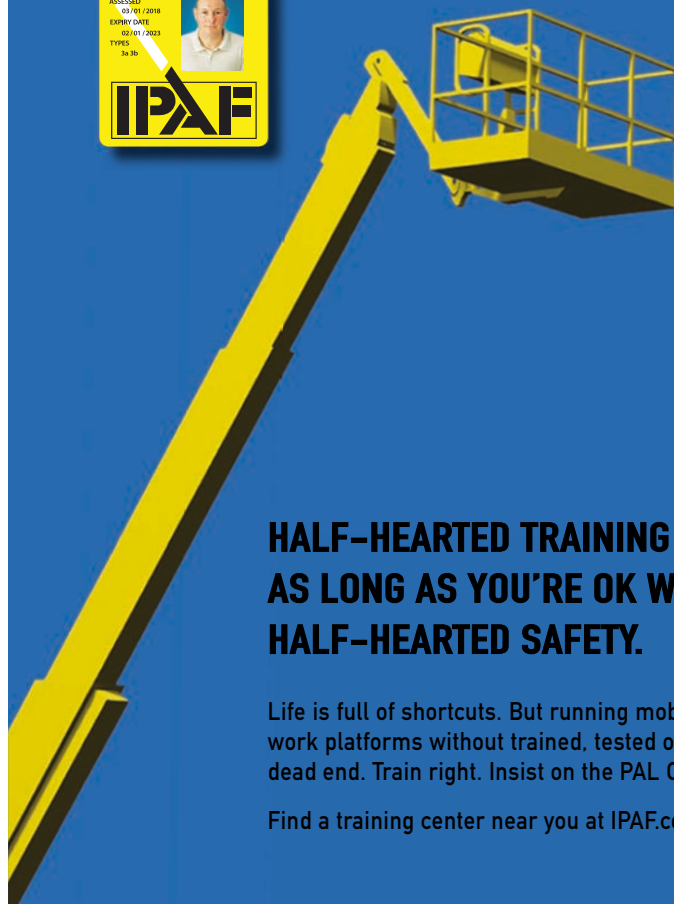
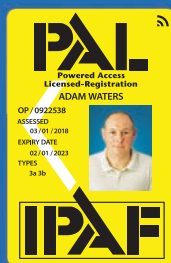
“When Haulotte announced the Pulseo Generation of machines in 2018, it came with a commitment to a new strategy of updating the full range of Haulotte machines to electric, step-by-step,” Jensen says. “It is hard to predict absolutes like a complete phase-out [of diesel] for the entire industry, but until there are significant changes in power storage and delivery methods, I don't think we will see diesel engines completely eliminated from the industry.

“There will always be a need for a machine in remote areas. Right now, it is more convenient to bring a tank of gas than trade out a large battery pack. Some day in the future there may be an energy technology that is more convenient and better for the environment than diesel that also powers machines in remote locations.”

Jensen says the industry should expect to see every component of the drivetrain and power



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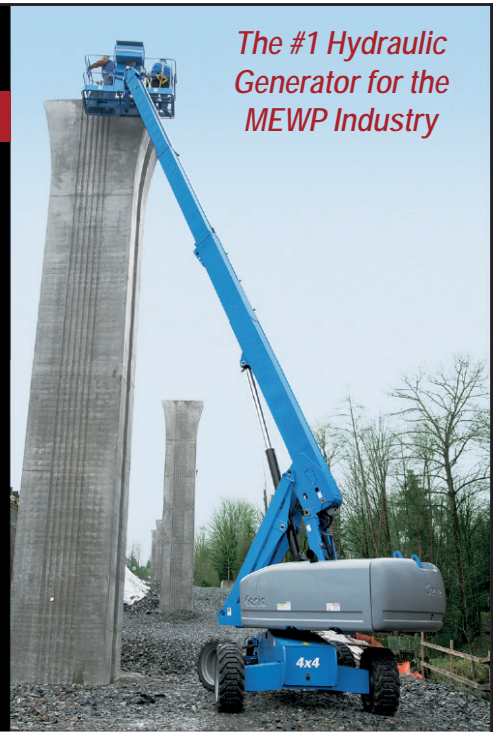
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**JLG says better electrification technology could eventually aid in the demise of diesel engines.**



**“Batteries have gotten smaller while increasing capacity,” says Paul Jensen, product marketing manager for Haulotte U.S.**

65 feet for a maximum capacity of 500 pounds, the model provides the same performance as a diesel-powered version, the company says.

Francois Desbriere, head of aerial platform segment at Manitou, says it had taken nearly two years to develop the new technology in line with the company's existing products. The ATJ 200 e uses the company's existing axle, with a new AC motor inside the chassis that powers all wheels in constant four-wheel drive mode, and two-wheel steer. This is in contrast to competing models that use motors on each axle.

There are two 24-volt battery packs, meaning it does not rise above the 70-volt threshold, allowing technicians to work on it without special certification. It can achieve up to one working day on full charge, even in adverse weather conditions. Manitou chose lead acid over Lithium as the former is well-established in the market.

“There is no space issue with this option, and rental companies know and understand it, and it is cheaper than Lithium-ion,” Desbriere says. “Also, 95 percent of the battery can be recycled.”

The full electric machine will be available by the end of 2019 and a hybrid version will be in production in 2020. And the plan is to extend the range.

Desbriere says the machine drew a lot of attention, particularly from customers based in northern European countries, like Germany, Sweden and Norway.

“I am still convinced that hybrid is the short- to mid-term solution,” he notes. “But, ultimately, construction sites will have the ability to change



their methods and electric will become more popular.”

The company also launched the MRT 2550 h Oxygen Lab telehandler, a hybrid prototype version of the diesel MRT 2550 model, capable of operating in 100 percent electric mode. Retaining the same characteristics as the diesel-powered version, it has 82-foot lifting height for a capacity of 5.5 tons.

### To market with electric drive

Hy-Brid Lifts by Custom Equipment debuted its new line of lifts which utilize hybrid technology in early 2019. Justin Kissinger, VP of marketing for the company says, while the units might not be a traditional diesel/electric hybrid, many of the company's lifts combine electric driving and steering systems with hydraulic lifting.

“The electric drive aspect of a hybrid lift makes them an attractive option for indoor industries like electrical, painting and general indoor construction,” Kissinger notes. “Growing industries include contractor trades such as those who work with parking garages, ceiling grid systems and fire protection. Industries like

these are finding success using Hy-Brid Lifts because of the reduced noise pollution and because they are emission free.”

Snorkel also showed a preview of its first-ever Lithium-ion powered lift at Bauma, in the form of a new zero-emission Speed Level. The SL26E has a 17kWh Hyperdrive Lithium battery pack with an integrated battery management system (BMS), and delivers extended duty cycles for longer, continuous operation on the jobsite, the company says.

The zero emission, Lithium-ion batteries also deliver significantly less jobsite noise, Snorkel says, and the new SL26E is 60 percent quieter than the existing Snorkel SL26SL.

Fitted with a 2.5kWh single phase battery charger, the battery packs can be rapid charged to 80 percent capacity within 20 minutes by utilizing an off-board charger, and the onboard charger enables a full charge in approximately 6.5 hours, at a significantly lower cost than the diesel equivalent.

The battery packs and battery management systems in the new Snorkel SL26E are developed by Hyperdrive Innovation, a Sunderland, UK-based developer and manufacturer of Lithium-ion battery technology for electric vehicles and energy storage systems working with leading OEM off-road vehicle manufacturers.

Other than the power source, the hydraulic drive Snorkel SL26E shares the same 4-wheel drive performance, 50 percent gradeability and self-levelling capabilities without stabilizers up to 9 degrees front to rear, and 13 degrees side to side, as the Snorkel SL26SL. With a platform height of 25 feet, 6 inches, a lift capacity of 1,500 pounds and a 5-foot, 8-inch by 15-foot platform, the SL26E weighs 7,826 pounds and is available with non-marking tires.

Snorkel also notes the Lithium-ion battery pack system is designed to be scalable, and can be adapted to meet customer requirements and applications, such as tunnel work and long distance driving. ■

## Niftylift order for UK-based MAS

As one of the industry's pioneers in hybrid technology, Niftylift recently received a large order for hybrid machines from UK-based Media Access Solutions (MAS.) The company purchased 14 Niftylift hybrid booms including five HR28 hybrids.

According to Tim Kendall Bastock, MAS managing director, the most common machines being driven around UK media studios are Niftylift booms, which he said are utilized for their build quality and back-up support. The company said the manufacturer's HR28 Hybrids were among its busiest rental models due to their 600-plus-pound unrestricted SWL.

For more on Niftylift and their hybrid development, see our interview in this issue.



**Niftylift's HR28 hybrid boom lift.**

# Four events - stronger together



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- Engage with the local and global rental community
- Stay up-to-date with emerging or changing trends
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- See the latest information technology

### WHO VISITS

- Large and small rental companies
- General equipment rental companies
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Ben Preston **talks with** Hernán del Aguila **to discuss the role technology plays in building a successful equipment rental business with today's self-serve consumer.**

# Using tech in rental

**“W**hile at Volvo Rents, I played a role in rental systems training and data conversions during their acquisition spree, so I was able to see the good, the bad and the ugly of technology in the construction equipment rental industry,” says Hernán del Aguila, founder and CEO of Partner Rentals in Kingston, NY.

del Aguila grew up around equipment. His parents started their construction equipment rental business in 1992 and ran it through 2011. In 2003, they joined the Volvo Rents franchise program and grew their business to two rental locations.

After being acquired, del Aguila started his career as an IT specialist and eventually grew into the director of fleet at Volvo Rents. He successfully led the company's rental ERP conversion of 132 retail locations and over \$1.5 billion in assets.

In 2014, Volvo CE decided to get out of the rental business so, they sold the Volvo Rents business to a private equity group in LA. This group transitioned Volvo Rents into BlueLine

Rental which eventually got acquired by United Rentals for \$2.1 billion late last year.

About a year after the transition, del Aguila started working at Wynne Systems, the equipment rental and tracking software company known for their RentalMan solutions used by many of the largest equipment rental companies in the industry.

In 2016, del Aguila had an opportunity to start his own equipment rental business in Kingston, NY and Partner Rentals was born.

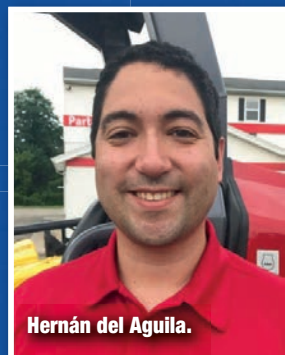
## The good

“The bigger companies use technology to make operations more efficient, to overcome organizational challenges like communication and to digitize the processes typically found off-system process,” del Aguila says when asked about what themes he sees in successful companies. “The best companies integrate all of these moving pieces into one central system to better access associated data and trends.”

It's clear from del Aguila's experience that the best companies didn't just “have” technology, it was embedded in the everyday operations of the business. This does not happen overnight and there is no silver bullet. It takes time and patience.

“Partner Rentals is taking baby steps toward a fully integrated process,” del Aguila says. “We have a solid ERP system that acts as the

brain for our operation and augment it with proprietary mobile app functionality for business metrics dashboarding, equipment condition and inspection functionality and on-the-go inquiries and market pricing data. We are now trying to tackle CRM integrations and e-commerce.”



Hernán del Aguila.

## E-commerce for equipment rental

So just how is technology changing the industry and how do companies successfully adapt?

“A good example is e-commerce,” del Aguila says. “The top tier of our industry is starting to get into e-commerce which has led to buyers getting accustomed to managing their orders online. Add to this our everyday ability to order product for ourselves online and via apps, like Amazon, and we have a customer base that demands similar ordering experiences.

“Now, for us smaller companies, it is not that we want to have e-commerce, we need to have e-commerce. Our customers work with both independents and the big boxes. As buyers start to become more self-serve with the larger competitors, we can't get left behind.”

Business-to-business buyers now expect more and more of an “Amazon-like” experience. They are closer to a purchase

**Partner Rentals was founded in 2016.**

AUTHOR



**BEN PRESTON** is co-founder of Gearflow.com, an online marketplace that connects equipment buyers and rental companies across the country where they can research, communicate and transact seamlessly on one platform. For more, visit [www.gearflow.com](http://www.gearflow.com).





Partner Rentals offers a variety of access equipment for rent.



The company strives to be ahead of the technology curve.

prior to talking to a salesperson than ever before and prefer to be able to re-order from a self-serve platform versus talk to a salesperson.

## E-commerce is a need, but it is very difficult to do right

“E-commerce is a huge thing to tackle,” del Aguila notes. “There are few, if any, off-the-shelf packages that do rental e-commerce in a way that resembled the real buying experience. I think the way it is well done is the way Amazon does it, especially because people are so familiar with it nowadays.

“I want to look up my shoes, pick my size and color, pick my delivery, put in my credit card and see it in two days without ever having to talk to someone. The e-commerce mecca is to get to this point.”

del Aguila explains why it is so difficult in equipment rental and how he is approaching it with Partner Rentals.

“We have rental rate calculations, ancillary charges, sales tax, freight, etc.,” he notes. “The customer is looking to complete the whole transaction on their own which is a hard, but not impossible, thing to do.”

Start with baby steps. First, del Aguila advises:

“The top tier of our industry is starting to get into e-commerce which has led to buyers getting accustomed to managing their orders online.”

**HERNÁN DEL AGUILA, founder/CEO, Partner Rentals in Kingston, NY.**

Get a website. There are lots of inexpensive tools to get a nice-looking landing page so people can find your business online.

Second, companies need an online product catalog of some kind. Partner Rentals is currently at this stage.

“We have a product catalog with pricing that has an e-commerce feel,” del Aguila says. “When you get into a listing and want to rent, there is a form to fill out and someone will contact you. A person still needs to get involved with this step.”

The third step is automating the aforementioned form – accept credit cards, automate the calculations, freight, etc.

The fourth step: Have a place where the user can sign into a customer portal to see past orders. Ordering itself is not e-commerce, creating a one stop shop for customers is the ultimate goal.

“It takes time and money,” del Aguila notes. “And the tools aren’t available yet to make it easy to get there.”

## The bad

There are a lot of companies that know technology should be a priority but simply “check the box” instead of building a fully integrated system they can trust. A lack of trust in the systems you implement can make for inefficient processes and defeat the purpose of the technology all together.

“‘Let me go check in the back.’ This means that the business doesn’t trust the system they have in place because their process of inventory management is poor or they don’t update equipment statuses enough to be accurate,” del Aguila says. “When there is no trust in the systems that are in place, businesses will find another way to manage their operations.

“I’ve seen businesses manage equipment with magnets and a big board. They would

grab a magnet from the ‘ready to rent’ section and move it to the ‘on rent’ section. Magnets would move around the board all day long. Effective, but probably not efficient nor great at communicating to those outside the immediate area of the board.”

If you have a computer system to do this, then use it, says del Aguila.

## The ugly

“The general themes were lack of communication between employees which resulted in inefficient, manual processes,” del Aguila notes.

del Aguila says that some of the less successful businesses he’s looked at all shared similar themes. Ineffectiveness started with inefficient operations coupled with manual processes to exacerbate the problems.

“For example, if you have a big yard or few items in the yard, then you can very easily line up one row of equipment along the fence, write the rental contract, grab a machine and go,” he says. “Then you begin to grow and add gear to your yard to the point where you have two rows of machines.”

Without a system in place, people start getting opinionated on which machines go out. Naturally, the yard guys are going to want to send out whichever unit is easiest. This creates problems.

“If your average utilization is less than 50 percent, then you would never get to the second row of machines,” del Aguila says. “I saw businesses that operated this way and essentially turned their yard guys into the fleet managers. They would call out an order, the yard guy would determine which unit was easiest to get to, and only half of the gear would be used while the other half sat.”

Rental systems are typically good at rotating inventory. They can sort by the one that was rented the longest time ago to the top so you can cycle through your equipment.

“The good businesses have fully integrated technology systems to support their operations,” del Aguila says. “The bad businesses have manual systems. The ugly businesses have no systems.”



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# Are you ANSI-ready?

The new standards go into effect this December. From machine design and operation to operator and manager training, the industry should prepare for substantial changes. Melinda Zimmerman-Smith reports.

New ANSI A92 standards for mobile elevating work platforms (MEWPs), which were formerly known as aerial work platforms, or AWP, go into effect this December, but what does this mean to you?

To start with, if you're an operator, contractor, supervisor, dealer or rental house, and you direct operators in the use of MEWPs, the standards refer to you as "the user" and you have responsibilities toward the safe use of the equipment.

## Who says?

ANSI stands for the American National Standards Institute. It's not a governing body and does not make or enforce laws. ANSI is an organization that coordinates the U.S. voluntary consensus standards system, providing a neutral forum for the development and conformity of policies and assessment programs and processes. In other words, ANSI cannot fine you for not following its standards, but it does advise OSHA on its regulations, which are enforced with fines for violations.

In short, it's in everyone's best interest to

follow ANSI standards not only because they foster worker and environmental safety, but also because failing to do so could violate OSHA regulations and result in fines.

For its part, the International Powered Access Federation (IPAF) aims to foster the safe use of MEWPs by providing information and training to owners and users. While the organization has no authority to create or enforce standards, it does support their intention and works toward publicizing information so users have maximum comprehension and understanding of what's required for the safest possible use of MEWPs.

"The very first thing every user must do is read and understand the new standards," says Tony Groat, IPAF North America manager. "On one hand the standard does not introduce many new requirements, but on the other hand the standard has added much more detail to ensure users are being as thorough as the prior standards expected them to be."

Ultimately, the goal of the updated standards is to get everyone on the same page to ensure the safe use of equipment. This refers to the application, inspection, training, maintenance,

**Before work begins, users are responsible for performing a site risk assessment to identify hazards, evaluate risk, develop control measures and communicate.**

repair and safe operation of MEWPs. Following are some of the basics to keep in mind:

## 1. Check things out

Before work begins, users are responsible for performing a site risk assessment to identify hazards, evaluate risk, develop control measures and communicate them with those affected. In many cases, this person is the employer, who either owns or has rented a MEWP. No matter the scope of the job, he or she is additionally responsible for the safety of persons not involved in the operation of the MEWP. In some cases, the user might be the only person on the job and is, in effect, responsible for only themselves.

Once a site risk assessment is complete, the task is not done. Assessments must be periodically revisited, especially on long-term or complicated jobs where things are rapidly changing. If changes are made to the original assessment, these must be documented and promptly communicated to everyone involved.

Among the many things considered in a site risk assessment, weather is one aspect that's constantly changing. According to new standards, users must be aware of and understand the effect of wind forces on the MEWPs they're using, as well as on the equipment in the work platform. More information about weather requirements can be found in A92.22 Section 6.8.2 Weather Considerations.

"Once jobsite hazards and risks have been identified, they must be eliminated or mitigated and the plan effectively communicated to all affected parties," Groat explains. "This is



Tony Groat, manager of IPAF's North American operations, speaks to the ALH Conference crowd on September 12 about the upcoming ANSI standards.

## ANSI UPDATE

nothing new, of course, a site risk assessment has always been needed, but it hasn't been performed as intended. Starting in December, a risk assessment will specifically be required."

### 2. Have a plan

Rescue planning is another vital part of safe MEWP use and is a necessary component of a site risk assessment. Under the new ANSI standards, users are required to develop a written rescue plan that will be carried out in case of a machine breakdown, platform entanglement or fall from platform. The written plan must be part of the company's training manual and everyone must receive training that explains the procedures to follow in case of emergency. Specifics on how to develop a compliant rescue plan can be found at A92.22 Section 6.1.2.6 Rescue from Height.

### 3. Choose wisely

Once the site has been assessed, the next step is making adjustments as needed to ensure optimum safety, and an important part of that is selecting and providing the right equipment for the job. That means not using a 19-foot scissor lift for a job that calls for a 45-foot boom, for example, and it also requires an assessment that the ground surface is adequate to support the load imposed by the MEWP. Equipment must also always be properly maintained and in good working order.

**MEWP maintenance including inspections and repairs is required.**



All of this needs to be monitored and supervised by a trained and qualified individual assigned by the user. This person must be someone who can ensure compliance with the standards and prevent unauthorized use of the MEWP, as well as ensure the safety of bystanders not associated with MEWP operation. A qualified supervisor is defined as one who is assigned by the user to monitor operator performance and supervise their work and who has completed specific training such as IPAF's MEWPs for Managers course to fulfill their training requirements defined in A92.24 7.5 Supervisor Training.

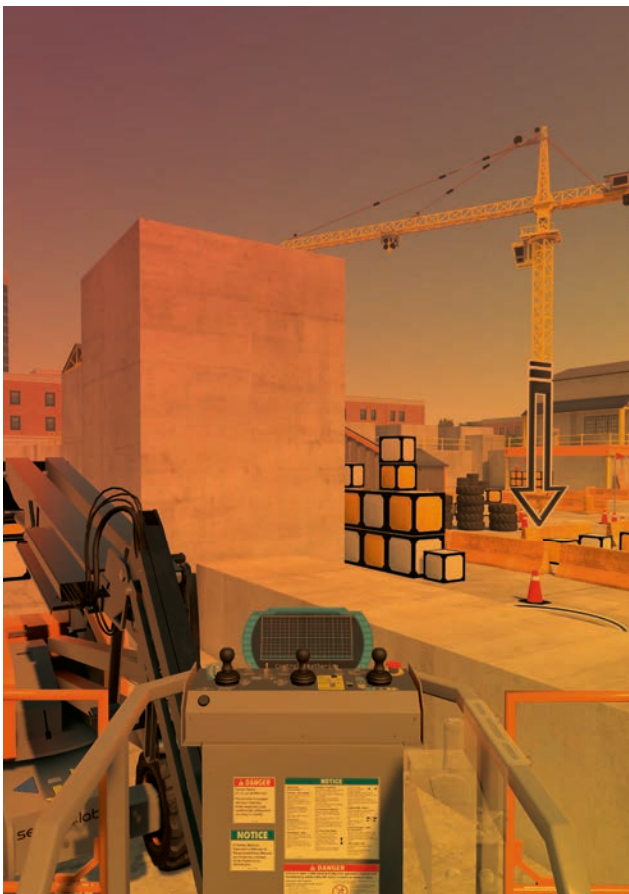
### 4. Training remains paramount

While it's certainly not new, it bears repeating that only trained and authorized personnel are

allowed to operate and/or occupy MEWPs. And, as always, all authorized MEWP operators must be familiarized with the specific MEWP they intend to use – this is different to training as it relates to the specific machine being used, including such things as how the controls work, what the machine's functionality is, where the auxiliary controls are located and how they operate, and where the user manual is kept.

A trained and qualified supervisor must then monitor the operator's performance to ensure compliance. To show competency, trainees must prove proficiency in both theory and practical operation, and evaluations of both components must be documented. Note, it's up to the user to ensure training is presented in a manner that trainees can understand.

One aspect of training that's new is the



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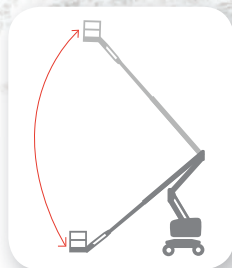
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Supervisor training will be required with the new standards.



requirement that all supervisors be trained as such. Training must be given by a qualified person with experience in the particular class of MEWP and who is knowledgeable about the laws, regulations, safe use practices, manufacturer's requirements, recognition and avoidance of related hazards.

When requested by the user, dealers and owners must provide familiarization to the person receiving the MEWP. For example, if a rental house delivers a machine to a jobsite and the person receiving it asks for familiarization,

the rental employee delivering the MEWP is required to provide it.

Likewise, when using a lift, the trained MEWP operator must be familiarized with the equipment being used, and in turn must provide instruction or in some way ensure all occupants have at least a basic level of knowledge to work safely on the machine.

At least one of the occupants must be able to operate the controls in the event of an emergency if the operator can't.

General information about training can be

found at ANSI A92.24 and specific support on how to become ANSI compliant is offered free to all interested parties by IPAF.

## 5. And so is retraining

Once an operator completes training and proves their proficiency with the equipment, a user can determine they are qualified to perform the work and authorize them to operate a MEWP. But what happens after that? According to the updated standards, users must designate a qualified person to monitor, supervise, evaluate and document operators on a regular basis to ensure their continued proficiency. The language in the standard allows the user to make the determination based on performance, and by applying reasonable judgment. The standard also offers examples when retraining would be necessary, such as operator's performance is deteriorating, extended time with no MEWP operation, introduction of significantly new or different technology and more.

As Groat explains, changes to the A92 ANSI standards aren't drastic, but will be transformative. "With a stand-alone safe use and training standard with more detailed requirements provided for users, there should be an increased focus and understanding of what's needed to provide appropriate training and safe use practices that will ensure worker safety and productivity." ■

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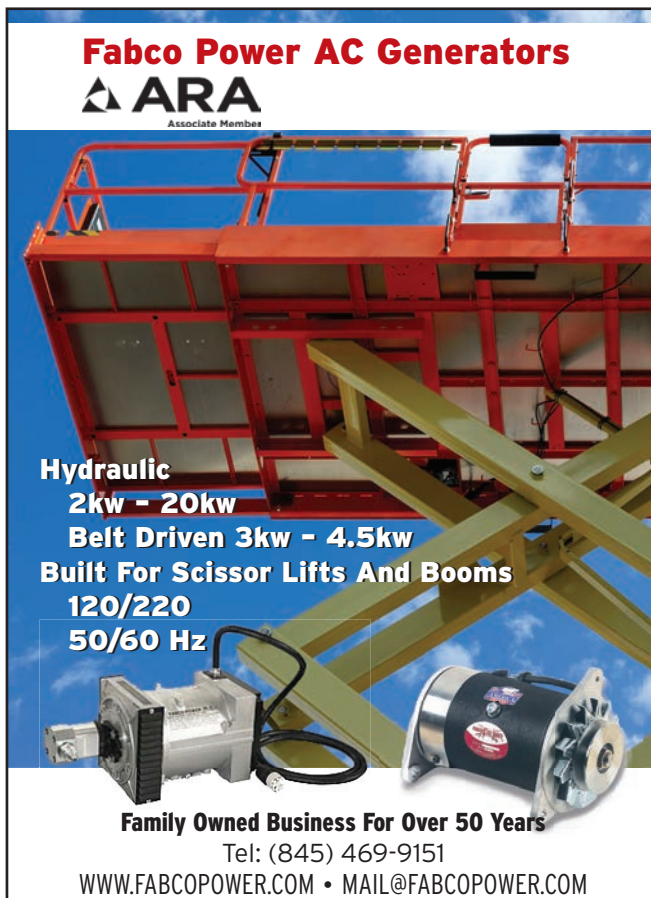
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Typically, transport platforms are similar in design to mast climbers. They are open-air, attaching directly to the structure or building, and are designed to be used exclusively by specially trained personnel.

Kevin O'Shea, director of safety and training, AGF Access Group, explains the features and benefits of transport platforms.



# The transport platform: A tool of the trade

There are several different types of construction hoists available for projects, but one type in particular was recently developed to meet the needs of the small to medium-sized construction worksite. Leading members of the A92.10 committee, the CSA B354.6 committee and the ISO committee all collaborated together to produce a true “tool of the trade.” The transport platform (TP.)

Typically, TPs are similar in design to mast climbers. They are open-air, attaching directly to the structure or building, and are designed to be used exclusively by specially trained personnel.

The TP fully addresses the challenges of the working environment, and with a combination of design, restriction, ease of use and safety performance, this hoist has surged in popularity in North America as an alternative to more traditional forms of access.

The TP offers flexibility while also providing high levels of productivity at an attractive price. But what is the TP? How is it different from a material hoist or construction elevator? And what do you need to know before you purchase or rent a TP?

## The three types of hoists

A material hoist is used to lift only materials from the ground up to levels of a structure.

It is loaded with material by the operator at the ground level and unloaded by workers at the delivery level above. The material hoist is covered by the ANSI standard A10.5.

The construction elevator, also called a personnel and material hoist, is used on jobsites to lift both personnel and materials to designated loading/unloading points on the structure. It is designed for use in high level construction environments to deliver large volumes of untrained personnel and materials in a quick and efficient fashion. This hoist is covered by its own ANSI standard, A10.4.

Dimensionally, construction elevators take up a huge amount of room and are often overkill for the needs of the project. Many small- to medium-sized construction projects don't have the ability to tap into the appropriate power supply for an elevator, and there is often no real requirement for a constant operator presence because of the infrequency of use. Construction elevators can also be cost prohibitive in these environs and they don't provide many operational benefits to justify the huge cost.

On the other hand, the transport platform has elements of both. In small- to medium-sized construction projects, where the installation of a construction elevator is considered to be unsuitable, the transport platform fits the need to get personnel and materials up into the structure in a safe and efficient manner. The transport platform is covered by ANSI A92.10.

## Special qualities of a TP

Tps are different from both the material hoist and the personnel/material hoist in a number of ways.

With a speed limited to 40 feet/min, it is enough to offer excellent productivity for its

target market, but because it requires a less sophisticated operating and drive system, it is easier to control.

Its capacity is limited. The TP is usually capable of lifting personnel to only 50 percent of its capacity, with capacity typically around 4,000 pounds. This, and the other limiting factors of the TP, is important because the combination of capacity reduction, live load reduction, and reduced speed offer important benefits for the target market. Load reduction means no requirement for a steel, re-enforced concrete pad below the chassis, the tie-backs require less robust anchoring, the drive system is less sophisticated, and benefits like these reduce complexity, and cost. Additionally, most TPs can be used as ‘material only’ units. Personnel/material hoists don't have this ability.

Everyone who uses a TP has to be trained and there will usually be multiple personnel trained as operators. The rationale being that in its operating environment, the unit's frequency of use doesn't require a full-time operator. Subsequently, everyone who uses it has to be trained, with many trained as an operator, and thus, training helps ensure the safe operation by all users.

The TP is set-up to be further away from the structure than the personnel/material hoist. Most TPs are set-up roughly 18 inches away from the structure, and when they reach their delivery level, an integrated door/ramp arrangement is activated. This is very different from the personnel/material hoist which is usually set-up about 2 inches away from the structure. The benefit is when a TP is travelling at 18 inches away, there is no chance of a shear hazard. Therefore, the platform cage arrangement doesn't have to be as enclosed as



the personnel/material hoist. This means the more standard guard rail arrangements can be used, again reducing cost and complexity.

To combat the problem of insufficient power on these projects, the reduced load and speed translate into much reduced electrical load (e.g. starting current/ramp up), and in recognition of that on many of these jobs, power may not even be available. TPs generally come with a gas engine option (e.g. gas over hydraulic.)

**Do your due diligence**

A growing number of rental companies and equipment owners can see the advantages of the TP, but not all realize the necessary requirements to be able to operate or rent such a unit.

Each state or province has different ways of regulating hoist use, and if you own or operate a TP you need to be aware of the local laws. Many states and provinces have governing bodies who regulate how hoists are installed, tested and used, and although the TP is covered by its own ANSI standard, many regulators need to be made aware of this.

Wherever you intend to install and use the TP, it's important that you find out what the local regulations are. Most state bodies adopt the ANSI standards as the controlling document.

Since ANSI A92.10 is a new standard, it's unlikely that it will currently be adopted for this



**In small to medium-sized construction projects, where the installation of a construction elevator is considered to be unsuitable, the transport platform fits the need to get personnel and materials up into the structure in a safe and efficient manner.**

purpose. This means that in many instances, states will only have the option of governing TP use with ANSI 10.4, the personnel/material hoist standard. Since there are differences between the requirements of A10.4 and A92.10, you may have to formally apply for a 'variation' to A10.4 to allow the use of the TP.

**Where to find help**

Transport platforms have become so popular that manufacturers cannot keep up with the demand.

If you are lucky enough to secure one, before you install a TP on your project, check your local requirements. If you need assistance in determining compliance, or want to know in advance what the requirements are for the area your project is in, talk to the local governing body, and seek out a member of the A92.10 committee by going through the Scaffold & Access Industry Association (SAIA). They will be able to help you through the process. ■

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## IPAF shows Street Smarts at ICUEE 2019

Street Smart, IPAF's newest safety campaign, highlights key risks and how to avoid them when working on or near roads with MEWPs. Working alongside roadways is high risk, especially without planning and traffic segregation. Accidents where a vehicle collides with an elevated MEWP are catastrophic.

The need for this campaign was reinforced recently when a worker was fatally ejected from a bucket truck when it was struck by another vehicle in NY. IPAF featured this particular safety campaign prominently when it attended the ICUEE event, aimed at public utilities workers, in Louisville, KY, at the beginning of October.

The campaign highlights key risk when working on or near public roads such as: Plan ahead; be visible; manage traffic; implement exclusion zones; schedule loading and unloading safely. Learn more at [www.ipaf.org/en-us/resource-library/street-smart](http://www.ipaf.org/en-us/resource-library/street-smart)

# IPAF Catch-Up event was a grand slam

IPAF held an open meeting for members and interested members of the powered access industry September 11 in San Diego. IPAF interim CEO Andy Studdert welcomed attendees on the historic day, as someone with a unique personal experience of being United Airlines COO on 9/11.

Studdert spoke about his preparation at United when addressing emergencies in the airline industry and his approach to preparing his company to be resilient. Being prepared for any emergency was a clear lesson learned and that lesson applies to all industries and businesses.

The IPAF North American Regional Council members discussed how the council is focused on addressing key issues in the industry, offering learning opportunities to members and industry stakeholders, proving education and awareness on new industry standards and promotion of their annual innovation event to provide a voice to all in the industry to share their knowledge and experience in offering new solutions to old and existing industry problems.

Several other speakers offered their insights, such as former IPAF president Brad Boehler on the value of being an IPAF member, Skyjack's Ian McGregor on industry-wide standards updates,



United Rentals's Teresa Kee on the impact on the new suite of ANSI MEWP standards, and Tony Radke from KHL on the value he experienced as an attendee at the 2019 Innovate workshop, presentation and award event held in July in Chicago

All attendees completed their day at a spectacular networking event at the Beach in Petco Park to see the Padres and Cubs play baseball. It was an exceptional opportunity to meet and socialize with industry leaders and providers, and while the Cubs didn't have enough hits



that evening, it was certainly a home run for all IPAF Catch-Up attendees.

## Brad Boehler steps down as IPAF President

The International Powered Access Federation has announced Norty Turner is its new President, replacing Brad Boehler.

Andy Studdert, interim CEO of IPAF, used his closing remarks at the Europlatform 2019 conference to pay tribute to Boehler.

"We'd like to thank Brad, who stepped down as IPAF president, for all his hard work, leadership and dedication."



## MEWP users need to prepare

IPAF NA manager Tony Groat was a guest presenter at the Scaffold & Access Industry (SAIA) annual convention Sept. 23 in New Orleans. The key message was the new ANSI requirement for users to develop a MEWP-specific safe-use program.

"If your employees operate a MEWP for any purpose – this applies to YOU!" was the clear message offered to raise awareness that the plan needs to be in place when the standards go into effect in December.

Groat explained that the safe-use program must include all of the requirements set forth in the A92.22 safe-use standard. This includes a lengthy list of topics, such as performing risk assessments, proper selection of a suitable MEWP for the task, ensuring proper access, preparation and maintenance of the worksite for safe MEWP operations, training for operator and supervisors and occupant knowledge, operator familiarization, and safety of person not involved in the MEWP operation.

Understanding, preparing and implementing the plan with ensure all a safe and productive workplace. While many of the requirements may seem new, the reality is all should have been in place through the existing standards – the new standards spell it out and must be part of your plan.





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## IPAF North America leader is ALH Person of the Year 2019

Tony Groat, North America Regional Manager for IPAF, has been honored as *ALH* Person of the Year at the ALH Awards 2019 in San Diego, for his work to promote MEWP safety and training and in developing new U.S. and Canadian standards.

The *ALH* Awards acknowledge and celebrate excellence in the North American powered access industry. Groat was nominated for the Person of the Year category for his contribution to the ANSI and CSA industry standards made during 2018.

On receiving the 2019 *ALH* Person of the Year Award, Groat commented: "I am humbled to be recognized in this way; helping deliver new standards and develop appropriate industry guidance and to align IPAF's training programs to deliver compliance with the ANSI and CSA requirements has been a lot of hard work, but is absolutely worth it to deliver a consistent approach to design, safe use and training with regards to MEWPs.

"This award is very gratefully received; my thanks go to both the awards organizers and judging panel, and to my colleagues at IPAF and on the various councils and standards committees, who

have supported the work so well over the past few years. There is always more to do and we look forward to the new ANSI standards coming into effect in the next few months."

Andy Studdert, interim CEO of IPAF, commented: "This is well-deserved recognition for all the work Tony has led over the past years and across a long and distinguished career in powered access. All of us at IPAF are delighted to congratulate Tony on being named the *ALH* Person of the Year!"

"The new standards will doubtless make a huge and lasting positive difference on safety and professionalism in our industry, and Tony has been at the forefront of effecting that change. IPAF

staff and members will continue to support this work across North America in the months and years ahead, as together we strive to make the industry as safe as it can possibly be," he added.



## VR simulators and MEWP retraining

The new ANSI suite of standards includes expanded language when MEWP operators should be retrained and the new requirement for documented ongoing evaluations for MEWP operators to ensure their proficiency.

The need for increased retraining and ongoing operator evaluations open the door for new technology that VR simulators can offer previously trained operators. VR simulators can offer more realistic workplace scenarios with

workplace hazards without exposing the worker to any risk of harm.

VR simulators can provide detailed reports and measure effectively operator performance. IPAF is now using this technology for advanced operator training aimed at operators working in higher risk or challenging environments. IPAF is examining how this technology may be applied with both retraining and operator evaluations.

## Will my trained operators be complaint with the new standard?

"I have already trained my personnel as a MEWP operator, do they need to be trained again when the new standards become effective?" This question should be on the minds of all users as the new ANSI A92.24 MEWP training standard becomes effective in December.

The answer is yes – and no. To be clear, retraining is the required instruction based on the user's observations or evaluations to maintain a previously trained person's status as a qualified operator.

So, assuming that the initial operator training meets the requirements of the new training standard, an evaluation of the elements missing from the prior training must be added to meet the overall training requirements in the new standard.

A clear example of a missing requirement in prior training is the new requirement for an operator to provide occupant knowledge. Other new requirements include terminology of MEWPs, groups, types and MEWP classification requiring additional training and other, more detailed, additions such as staying a minimum of 10 feet from energized conducts.

Training again ensures all requirements are addressed, but a retraining course may also be a toll to meet the training requirements in the new standard. IPAF will be reviewing and developing a retraining course for holders of a PAL Cards.



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