

ALH

A KHL Group Publication

www.khl.com/alh

SHOW REVIEWS

**World of Concrete
ARA Rental Show**

SECTOR

**Safety &
training**

INTERVIEW

Ron DeFeo

SHOW PREVIEW

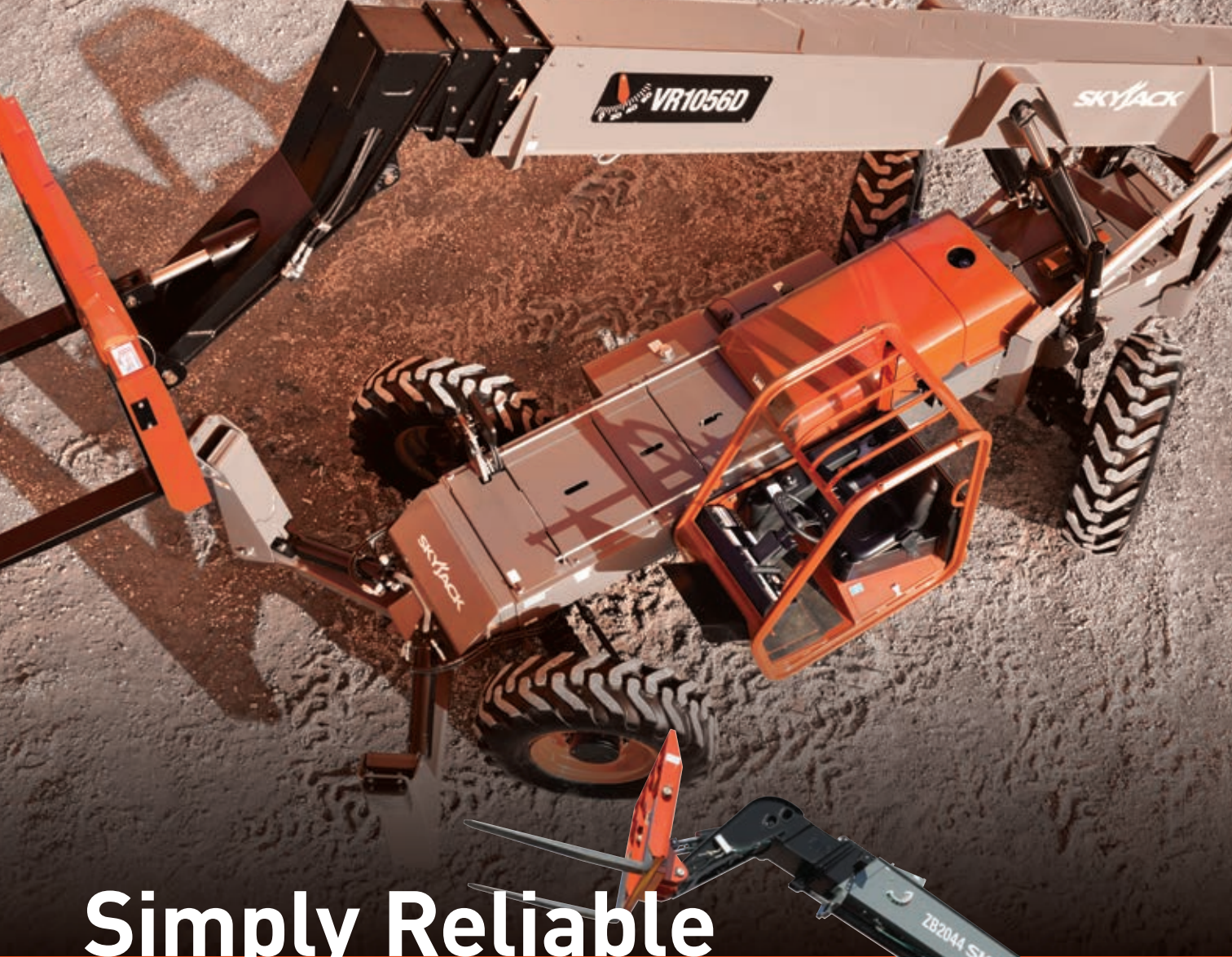
IAPAs



OFFICIAL NORTH
AMERICAN MAGAZINE

Electric scissors

ACCESS ■ TELEHANDLERS ■ SCAFFOLDING ■ BUSINESS ■ NEWS ■ PEOPLE



Simply Reliable

Telehandlers

Skyjack's range of Telehandlers offer higher reach, greater capacity, and improved visibility, all of which boost your job site productivity. Skyjack's telehandler product offering consists of the ZB and VR models. The ZB model is in a class of its own with a maximum capacity of 20,000 lbs (9,072 kg) and a lift height of 44' 10" (13.67 m). The VR product range offers lifting capacities ranging from 6,700 lbs (3,039 kg) to 10,000 lbs (4,540 kg) and lift heights from 42' (12.8 m) to 56' 3" (17.14 m).

***Key highlights include:**

- Superior operator visibility
- Mid mounted engine for improved access and balanced weight
- Durable design and all steel construction
- Superior operator control features
- Lifting heights between 42' (12.8 m) and 56' 3" (17.14 m)

*Some features model dependent



SKYJACK
simply reliable

Vertical Mast Lifts • Electric Scissor Lifts • Rough Terrain Scissors • Articulating Booms • Telescopic Booms • **Telehandlers**

For information call 1-800-265-2738 or visit us online at www.skyjack.com

Editorial

Editor:

Lindsey Anderson
Ph: 312-929-4409
E-mail: lindsey.anderson@khl.com

Executive editor:

Murray Pollok
Ph: +44 (0)1505 850043
E-mail: murray.pollok@khl.com

Staff writers:

Lindsay Gale, Chris Sleight,
D. Ann Slayton Shiffler, Euan Youdale

Production

Production director:

Saara Rootes
E-mail: saara.rootes@khl.com

Production manager:

Ross Dickson
E-mail: ross.dickson@khl.com

Production assistant:

Louise Kingsnorth
E-mail: louise.kingsnorth@khl.com

Design manager: Jeff Gilbert**Event design manager:** Gary Brinklow**Designer:** Grace Pullinger

Circulation

Circulation manager:

Helen Knight
E-mail: helen.knight@khl.com

BPA filing manager:

Hayley Gent
E-mail: hayley.gent@khl.com

Administration assistant:

Shelley Pennington
E-mail: shelley.pennington@khl.com

Business development director:

Peter Watkinson
E-mail: peter.watkinson@khl.com

Office and bookshop manager:

Clare Grant
E-mail: clare.grant@khl.com

Officers

Chief Executive Officer:

James King

Chief Information Officer:

Paul Marsden

Publisher & President:

Trevor Pease

Sales

Sales manager:

Jonathan Cervero
Ph: 312-929-3247
E-mail: jonathan.cervero@khl.com

Account executive:

Laura Palella
Ph: 312-291-9736
E-mail: laura.palella@khl.com

Accounts assistant:

Emily Roberts



IPAF's official
North American
magazine

COMMENT

Springing forward

Ron DeFeo laughed when I asked him what ConExpo entertainment he was planning for 2017.

For anyone who's attended one of Genie's infamous Vegas soirees, you know the gamut runs wide – we've danced with Lionel Richie and rocked to ZZ Top. And it's a long-running rumor that DeFeo is the deciding factor when it comes to who and what plays the company's customer events.

Of course, this was the last question in my arsenal of inquiries. (You'll have to read the interview on page 15 to see what the Terex Corp. Chairman and CEO had to say.) But prior to our non-construction-related chuckle, DeFeo and his executive team of Terex Aerial Work Platforms' President Matt Fearon, and Karen Stash, Senior Director of Global Product Management and Marketing at Terex AWP, a hefty amount of information and insight was provided when I sat down with the team at The Rental Show in February.

From perceptions on how the United States should handle and fund a Highway Bill, to exact understanding behind recently released financial results, DeFeo, Fearon and Stash talked at length about where the aerial work platform business stands – and where it looks to go. Again, turn to page 15 for the whole conversation.

As for The Rental Show, it was a hub of buzzing activity. Each manufacturer I visited had a number of new products to introduce – booms, telehandlers, scissors and more were on hand vying for attention. We saw a compact telehandler from Snorkel, a massive scissor from JLG, new booms from Skyjack and MEC Aerial Work Platforms and a 150-foot telescopic boom from Genie. That's just the tip of the iceberg. See our review of The Rental Show – and World of Concrete – starting on page 38 for all the exciting details.

This issue is also home to our shortlist for the annual International Awards for Powered Access (IAPAs – page 21). Held in conjunction with the IPAF Summit on March 26 in Washington, D.C., the IAPAs celebrate all that's good in our industry, and the event is what we based our *ALH* Conference & Awards off of last November. Since the IAPAs, which are a global event, are held on American soil this year, we decided to pause the *ALH* C&A until 2016 in order to avoid saturating the market. That said, we are thrilled to announce the 2016 *ALH* C&A will be held in Miami next Fall. Stay tuned for exact location details and dates. And best of luck to all of our shortlisted IAPA contenders! I look forward to seeing you all in Washington, D.C. in March.

As Spring has sprung, the industry is in full swing. Send me any jobsite stories, news or product information – I'm always looking to hear about what's going on.

Thanks for reading.

Correspondence or comments should be sent to:
Lindsey Anderson
Access, Lift & Handlers
205 W. Randolph St., Suite 1320,
Chicago, IL 60606
e-mail: lindsey.anderson@khl.com



Access, Lift & Handlers is published by KHL Group. KHL's access-related events and publications include sister magazines *Access International* and *International Rental News*, the APEX aerial platform exhibition, the *ALH* Conference & Awards, the International Awards for Powered Access (IAPA), as well as two annual directories, *The Access Yearbook*, *The Rental Book*, and all-inclusive Toplists of the industry segments.

■ For details, see www.khl.com



www.twitter.com/khlgroupah



www.facebook.com/AccessLiftandHandlers

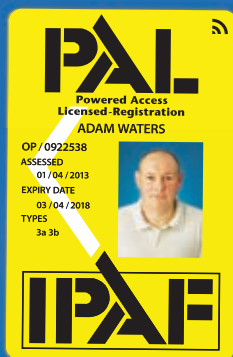


www.youtube.com/KHLGroup





The world authority in powered access.



HALF-HEARTED TRAINING IS FINE. AS LONG AS YOU'RE OK WITH HALF-HEARTED SAFETY.

Life is full of shortcuts. But running aerial lifts without trained, tested operators is a dead end. Train right. Insist on the PAL Card.

Find a training center near you at IPAF.com.

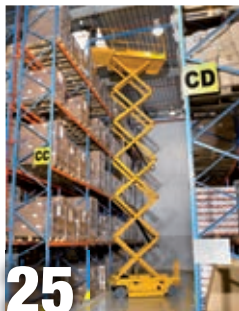
WHAT'S INSIDE



13

INTERVIEW: RON DEFEO

The Terex chairman and CEO sat down with his executive team and spoke with Lindsey Anderson about the global AWP industry.



25

ELECTRIC SCISSORS

A number of new electric scissor lifts have hit the market as of late. Lindsey Anderson reports on the tallest, thinnest, latest and greatest.



35

SAFETY AND TRAINING

Electrocution while working at height is a major cause of injuries and fatalities in our industry. IPAF reports for ALH.



19

IAPAS AND IPAF SUMMIT

The shortlist for this year's International Awards for Powered Access (IAPAs) has been announced. ALH showcases who's who.

NEWS

6

BlueLine finishes acquisition of Trico Equipment; Snorkel names new CEO; NES exclusively adds MEC 60-J booms to fleet; Cummins expands service network to 500 locations; Terex acquires Dueco; Lee Kramer: 1947-2015; U.S. rental penetration increases; Trojan Battery wins Genie supplier award; JCB continues growth in North America; Growth for Rouse Analytics' Rental Benchmark; plus events, highlights, By-the-Numbers and more.

INTERNATIONAL NEWS

11

Gardemann places largest Ruthmann order ever; Studdert speaks in Brazil; plus highlights and more.



38

SHOW REVIEWS: WOC AND ARA

38

World of Concrete and The Rental Show opened 2015 with record-breaking attendance numbers, product launches galore and overall optimism and enthusiasm. ALH reports.

IPAF NEWS

46

OSHA updates reporting rules; OSHA official and JLG president head IPAF Summit speakers; Site visit at United Rentals in Washington D.C.; plus notes on the Chicago regional conference, IPAF instructor training and more.

SUBSCRIPTIONS

49

To subscribe to *Access, Lift & Handlers* or any magazine in the KHL portfolio go to: www.khl.com/subscriptions.

MARKETPLACE

50

The place to find Products, Components, Parts & Accessories, Equipment for Sale or Rent and Services.



46

MEMBER OF



ON THE OUTSIDE

Electric scissors have taken on new features as they become taller, slimmer and greener than ever before. Pictured here is a Custom Equipment Hy-Brid HB-1230.

Access, Lift & Handlers makes every effort to ensure that editorial and advertising information carried in the magazine is true and accurate, but KHL Group Americas LLC cannot be held responsible for any inaccuracies and the views expressed throughout the magazine are not necessarily those of the publisher. KHL Group Americas LLC cannot be held liable for any matters resulting from the use of information held in the magazine. The publisher is not liable for any costs or damages should advertisement material not be published.

Access, Lift & Handlers is published 6 times a year by KHL Group Americas LLC, 3726 E. Ember Glow Way, Phoenix, AZ 85050, USA.

SUBSCRIPTIONS: Annual subscription rate for non-qualified readers is \$150. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.



KHL Group Americas LLC
3726 E. Ember Glow Way,
Phoenix, AZ 85050, USA
Tel: 480-659-0578
Fax: 480-659-0678
www.khl.com

ISSN 1753-5999

Printed by Publishers Press, US

© KHL Group Americas LLC 2015
All rights reserved. Reproduction in whole or in part without written permission is prohibited.

2015

March 26
INTERNATIONAL AWARDS
FOR POWERED ACCESS
(IPAS) AND IPAF SUMMIT
 Washington, D.C.
www.ipaf-summit.info

April 20-25
INTERMAT
 Paris, France
www.paris-en.intermatconstruction.com

July 19-22
SAIA ANNUAL CONVENTION & EXPOSITION
 Philadelphia, PA
www.saiaonline.org

Sept. 29-Oct. 1
ICUEE
 Louisville, KY
www.icuee.com

Oct. 21-24
CONEXPO LATIN AMERICA
 Santiago, Chile
www.conexpolatinamerica.com

Cummins expands network to 500 North American locations

During The Rental Show, Feb. 22-25 in New Orleans, Cummins Inc. announced that its latest generation of 4-cylinder QSF2.8, QSF3.8 and QSB4.5 engines "is set to drive a significant growth of Cummins-powered compact equipment with rental fleets moving forward to meet the U.S. Environmental Protection Agency (EPA) Tier 4 Final low-emissions regulations," the company said.

Due to the increase of these engines, Cummins will expand its support and service network to around 500 distributor and dealer locations in North America by the end of 2015.

The foundation of the support network is based on 170 Cummins distributor locations providing technical, service and warranty support for rental companies.

Cummins distributors will increase the number of certified dealer locations to around 330 this year.

"The expanded support capability we have established will ensure that rental fleets are able to achieve very high equipment utilization rates and maximum uptime availability with their Cummins-powered equipment, be it a small skid steer or a high-capacity crawler crane," said Chris Uhlmansiek, Cummins' account executive - off-highway rental. "The simplified Tier 4 Final technology offered by our QSF and QSB 4-cylinder engines for compact construction, material handling and industrial equipment across 49 hp-to-173 hp (37-129 kW) range will also enhance the residual value of rental machines as they bring lower cost of operation, while making Tier 4 Final technology transparent to the user."

BlueLine acquires Trico Equipment



BlueLine has expanded its aerial lift fleet and strengthened its presence in the Mid-Atlantic region and Texas with its acquisition of Trico Equipment.

Trico is a rental company specialized in aerial lift equipment with locations in New Jersey, Pennsylvania, Maryland and Texas.

"Trico is a very complementary business for BlueLine that will strengthen our aerial fleet mix and capabilities, provide access

to a valuable new customer base in key regions, and position us well for future growth," said BlueLine Rental CEO Phil Hobson. "Our businesses are a good fit culturally as well, with a shared commitment to quality service and a determination to deliver on behalf of our customers. The combination brings many talented people together on the BlueLine team."

The Trico senior management team is expected to stay on

with BlueLine in management roles following the closing of the transaction.

Formerly known as Volvo Rents, BlueLine is owned by private equity company Platinum Equity, which acquired the business in January 2014 from Volvo.

The Trico deal follows the company's move in September last year to acquire JustRuss Rental, a full-service equipment rental company with three locations in Alabama. ■

NES adds MEC 60-J booms to fleet

NES Rentals announced a new and exclusive addition to its fleet of aerial lifts - the MEC 60-J boom. This is the first annual fleet arrangement of MEC equipment

by NES Rentals in the entities' five-year relationship. NES is the exclusive operator of the 60-J for 2015.

"Our mission is to continually seek out the newest, most innovative products that provide our customers with the tools that improve their safety, productivity and contribute to their total job satisfaction," stated Andy Studdert, chairman and Chief Executive Officer of NES Rentals Inc.

The new MEC 60-J is standard with 66-feet of working height

and a 6-foot jib with a 135-degree range of motion. It has an 8-foot by 40-inch platform and an unrestricted 600-pound capacity.

"The MEC 60J boom incorporates all the features that our customers have come to expect as standard, such as full time 4-WD, 360-degree continuous rotation, active oscillating axle and 45 percent gradeability, a powerful and reliable 44 hp Kubota water-cooled, turbocharged diesel engine and all steel component covers," Studdert said. ■

NES Rentals has exclusivity with its newest fleet addition - the MEC 60-J boom pictured here.



ARA data: U.S. rental penetration increases

New data from the American Rental Association (ARA) has revealed that construction and industrial rental penetration – the proportion of the total fleet of construction machines that are owned by equipment rental companies – reached 53.9 percent last year.

This compared to penetration of 52.9 percent in 2013, according to the ARA Rental Penetration Index.

"Rental penetration continues to increase in conjunction with strong growth in rental revenues in 2014," said John McClelland, ARA vice president for government affairs and chief economist.

The 2014 increase marked the fifth year of growth since the dramatic dip in the index between 2008 and 2009. That dip was attributed to the quick action equipment rental companies took when the financial crisis significantly reduced construction activities that drive equipment demand.

Since 2009 rental penetration has continued to increase largely due to the growing demand for equipment in the construction and industrial segment, according to the ARA.

Tight credit conditions and the increasing costs of buying new Tier IV equipment, making it difficult for contractors to rebuild their fleets after the financial crisis, have also fuelled growth.

"One of the biggest questions going forward is if the secular shift away from equipment ownership by end users toward rental

continues," McClelland said.

"If 2014 is any gauge, there is still room for rental penetration to continue to increase and as the economy continues to grow this means more demand for rental equipment; a double-barreled boost to the equipment rental industry."

ARA and its research partner IHS Economics developed the ARA Rental Penetration Index to provide another measure of rental industry performance.

The Index uses information from the US Department of Commerce Current Industry Reports along with an aggregate estimate of the Financial Utilization metric provided by Rouse Analytics.

The Index is value-based and uses original equipment cost as the primary weighting factor to calculate the ratio of rental equipment value to total fleet value.



■ **TEREX AWP** has started manufacturing Genie products in Oklahoma City, at Terex Corporation's existing factory. The facility will manufacture Genie telehandlers and potentially other products as the market warrants. The Oklahoma City manufacturing facility measures 700,000 square feet and is based on a more than 100 acre site. Terex AWP said it is a prime location for reducing supplier and finished good transportation costs and is centrally located within the USA, allowing it to meet customers' needs in a quicker and cost effective way.

Snorkel names Elvin as CEO

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

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

He started his career within the equipment service sector, and has significant knowledge of the manufacturing process. He holds an executive MBA from Mt. Eliza Business School and is a member of the Australian Institute of Company Directors (AICD) and the Australian Institute of Management (AIM).

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



Matthew Elvin, Snorkel's CEO.

Elvin was on hand at The Rental Show to debut the company's new products. For more, see our Show Reviews section in this issue.

ALH SHARE INDEX: MARCH 2015

COMPANY		SHARE PRICE		
		Jan. 7	March 6	% change
Ashtead Group	UK	11.09	11.18	0.81
H&E Equipment	US	22.61	24.87	10.00
Oshkosh Corp	US	45.65	46.80	2.52
Tanfield Group	UK	0.25	0.24	-4.00
Haulotte Group	France	12.70	14.44	13.70
Terex Corp	US	25.49	25.61	0.47
Manitex	US	12.00	10.30	-14.17
United Rentals	US	88.58	90.50	2.17
SHARE INDEX		377.91	384.56	1.76



720

Number of instructors and training center staff that have attended IPAF Professional Development Seminars (PDS) covering 25 countries in eight languages in the last few months.

30

Years Skyjack have been in business.



150

Total length in feet of Genie's new Super Boom – the SX-150.

-13.2%

How much exports of U.S.-made construction equipment fell last year compared to 2013 for a total of \$17.3 billion, according to the Association of Equipment Manufacturers (AEM), citing U.S. Department of Commerce data.



■ MEC AERIAL WORK PLATFORMS

has hired Everett Lee as the dealer support manager handling accounts in the Midwest and on the East Coast. Lee brings 20 years of technical support and customer service to his new position and will enhance the capabilities of the existing Service and Support team. The addition of Lee is part of a concerted effort to extend real time support to customers on the East Coast and Midwest, the company said.

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

■ **SUNBELT** has acquired Theros Equipment Rentals from Virginia. Theros has locations in Fredericksburg, Sterling, New Baltimore and Springfield. Kurt Kenkel, executive vice president of business development for Sunbelt, said, "The acquisition of Theros presents a unique opportunity for Sunbelt to broaden our service network

■ **Battery manufacturer TROJAN BATTERY** has been recognized as an outstanding global supplier by Terex's aerial work platform brand Genie. The company received Genie's Outstanding Performance award for 2014, based on its operational excellence and exceptional support as an electrical supplier to Genie's global operations, according to Genie.



JCB continues growth

After 45 years of business in the North American market - 15 of which have been in Savannah - JCB announced it has received its largest single vessel shipment of machines - 341 - to the Georgia Ports Authority from its manufacturing facility in the UK.

"This recent shipment represents more than \$30 million of equipment, demonstrating JCB's continued growth and investment in North America," said Ken Bianco, vice president of commercial operations for JCB North America. "Despite the decline in many construction markets globally, the North American market remains buoyant with our core, end user markets growing by over 11 percent in 2014. We view 2015 as a critical 'step change' year in which we seek to accelerate growth in the U.S., Canadian and Mexican markets. Not only are we importing machines from the UK, we're also producing a full range of skid steer loaders, compact track loaders and 3CX backhoe loaders right here in Savannah for global export via Georgia's ports."

Carrier Wallnuius Wilhelmsen



JCB showed a range of new products during a press event in early March 9.

delivered the new machines on January 19 on the vessel Honor directly from England.

"As JCB celebrates 15 years of business in Savannah, shipments such as this continue to show our investment and dedication to growth in North America," said Arjun Mirdha, president and CEO of JCB Inc. "With partners such as the Georgia Ports Authority, JCB is able to continually use those investments to also support the local community."

Growth for Rouse rental benchmark

Rental industry analytics company Rouse Analytics has added five new rental company participants to its Rental Metrics Benchmark service. It said it now provided rate and utilization benchmarking services to 52 equipment rental companies across the U.S.

Rouse Analytics launched its benchmark reporting service in January 2011 in co-operation with the American Rental Association (ARA), with initial participants United Rentals, Hertz Equipment Rental Corporation, H&E Equipment Services, NES Rentals, and Neff Corp.

Over the last three years, it said it added 47 rental companies including Ahern Rentals, Sunstate Equipment and BlueLine Rental, as well as 27 Caterpillar dealers and

17 independent rental companies and heavy equipment dealers.

The service collects invoice-level transaction data and nightly fleet snapshots from participating rental companies and reports industry benchmarks for rental rates, physical utilization, dollar utilization, fleet age and other key performance metrics at a local market level.

Lee Kramer: 1947-2015

Lee Kramer, president of Xtreme Manufacturing, passed away on Jan. 18 due to complications with pneumonia. Kramer was 67.

"Lee was not only our leader, but he was our mentor and our friend. He will be greatly missed by all at Xtreme Manufacturing, and by all who knew him.

Lee was a true gentleman; an exceptionally kind and compassionate man who made a positive contribution to the lives of everyone who worked with him," Xtreme said. "Lee played an integral role in the development of the first Xtreme telehandlers, and went on to lead the growth of Xtreme as its President."

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

There is a Lee Kramer Memorial Fund - for more, visit www.khl.com and search for "Kramer."



OBITUARY

Terex acquires Dueco

Terex Corp. has acquired "substantially all of the assets" of Dueco, Inc., the company announced. The acquisition brings Dueco's sales and service operations, which have responsibility for Terex Utilities products in 17 states, into the utilities and services business units of Terex Corp. Financial terms of the deal weren't disclosed.

WELCOME TO YOUR NEW MAN CAVE

INTUITIVE
SINGLE
JOYSTICK

OPTIONAL
MULTIFUNCTION
DISPLAY

MORE CAB COMFORT

- ⊕ NEW SEAT DESIGN
- ⊕ ROOMIER CAB
- ⊕ ENHANCED VISIBILITY

COMPLETELY REDESIGNED FOR OPERATOR COMFORT.

It's your space for hours at a time. Not only do you want to be more comfortable while performing your work but comfortable conditions also help keep you more productive. That's why we asked operators for their input when redesigning the cab. The result? The new JLG® telehandlers feature a more spacious cab, integrated arm rest to reduce fatigue and a seat design so comfortable you'll feel like you're sitting in your favorite chair.

Learn more at www.jlg.com/en/JLG-TH-2

JLG
reachingout®

LESS REALLY IS MORE.

Hy-Brid Lifts weigh less and are more maneuverable, they require less maintenance and are more stable, they cause less damage and are more efficient, leading to less down time and more profit.



HY-BRID LIFTS[™]
BY CUSTOM EQUIPMENT INC

FINANCING AVAILABLE! CONTACT US AT WWW.HYBRIDLIFTS.COM // 1-866-334-0756



Gardemann's order includes TB 270 and TBR 220s on a 3.5-ton chassis, as well as T 330.1 units.

Gardemann places largest Ruthmann order in history

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

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

on a 7.49-ton chassis.

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

Customers' opinions played a key role in deciding which models to choose, said Uwe Strotmann, Ruthmann general sales manager.

"This impressive order is the largest individual order in the history of our company,"

Strotmann said. "It underscores the longstanding and deep-rooted partnership between Gardemann and Ruthmann."

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

The TB 270's adds to Germany-based Gardemann's existing fleet of TB 270's.

■ **AVESCO RENT**, based in Switzerland, recently bought 40 Leonardo HD vertical masts, bringing its fleet up to 66 units of the machine. The Leonardo HD is designed as a compact and easily maneuverable machine with heavy duty capabilities for rough terrain. It can drive over obstacles up to 10 cm high with up to 35 percent inclines and is suitable for applications ranging from construction to renovation. Avesco Rent is a major CAT equipment rental company in Switzerland. It has 16 general rental and service branches in Switzerland and three specialist events and industrial depots.



Studdert provides insights in Brazil

Andy Studdert, chairman and CEO of NES Rentals, and deputy president of IPAF, had the attention of a 100-strong audience at the recent IPAF ElevAÇÃO conference in São Paulo.

He was there to provide local access companies insights into safety, creating value and preparing for a downturn.

Drawing on his extensive experience in the airline sector when he was COO of United Airlines and led the company through the 9/11 crisis, Studdert said that the most critical lessons for the access industry were to have repeatable processes, a culture of intervention, and crisis preparation.

"The process of loading, fuelling, checking and flying a plane,



Andy Studdert.

or operating an aerial work platform, must be repeatable," he said in his presentation. "You have routines to become better at the task and refine the process.

Having a repeatable process in any business,

but especially aerials, allows you to improve safety. You need everyone to intervene when it comes to safety. Checklists are essential, but the people holding the checklist make the difference."

Studdert went on to illustrate how repeatable processes, safety/intervention culture and crisis preparation can help build a profitable and safe company. Together with pricing, sales technology, talent selection/

■ **FINNING INTERNATIONAL**, Caterpillar's largest dealer, has reported a 9 percent year-on-year decrease in rental revenues for 2014 to CA\$358 million. It said the reduction was mainly due to lower volumes in Canada – a market in which it had seen strong rental demand in 2013 – along with increased competition in the short-term rental market relative to a year ago. Finning, which operates in Western Canada, Chile, Argentina, Bolivia, Uruguay, the UK and Ireland, reported overall revenues of CA\$6.92 billion, down 2 percent compared to 2013.

■ Rental company **LAVERDON** reported a 4 percent year-on-year increase in revenues for 2014 to £253 million, of which rental revenues increased 3 percent to £232 million, according to preliminary results. Underlying operating profits stood at £39.3 million for 2014, compared to £35.3 million. In 2014, Laverdon said it invested £64.7 million in its rental fleet and operational infrastructure, up from £55.1 million in 2013.

■ UK-based rental company **HEWDEEN** has appointed former Speedy Services COO Adrian Murphy as its new CEO, replacing Kevin Parkes, who stepped down at the end of January. Hewden said Murphy, who has also been managing director of Hilti, would take the role with immediate effect. Murphy said, "I am delighted to be joining Hewden whose brand and tradition is so well recognized across the industry. I look forward to meeting and working with my new team to further develop the business."

retention and people practices – these are part of the levers that companies can use to improve efficiency in the short term and improve organizational capacity in the longer term, in order to create value for stakeholders.

In a downturn, the quickest will survive and companies must be able to make difficult decisions early before the "death spiral" sets in, Studdert said.

If You Can Get Through the Door... So Can We!

The ReachMaster Falcon has working heights up to 170' and can travel through a single door (up to 138' work height). The Falcon features a 20' double jib for hard to reach areas and comes standard with a multi-positioning outrigger system.



- 95' - 170' Work Height
- Single Door Access (up to 138')
- Up to 54' of Outreach
- Wheels or Tracks
- Dual Power
- Auto Safety & Stability System



Bluelift 39' - 72'
Work Height



Denka 72' - 92'
Work Height



PB Scissor Lift
4x4 & Narrow up to 74'



Bibilift- Tracked
Scissor Lifts

Terex Aerial Work Platforms saw a 137 percent rise in backlog last year, hinting that 2015 should be solid for the OEM.

Aerial vision

Terex chairman and CEO Ron DeFeo sat down with his executive team and Lindsey Anderson during The Rental Show to talk about market conditions, Highway Bill funding and the coming 'solid' years for aerial work platform business.

“It's always good to go through a cycle,” says Ron DeFeo, Terex Corporation's Chairman and CEO. “It reminds you of what you need to be careful about.”

We are, of course, referencing the crippling worldwide economic recession that began in 2008 and subsequently stifled trades of all forms, but also changed the way we approach and conduct business.



Terex Corp., and its AWP division, Terex Aerial Work Platforms, have since seen much brighter days. Despite profit being down for Terex AWP in 2014, it saw a 137 percent rise in backlog, hinting that 2015 should bring continued momentum.

A snapshot of Terex AWP's 2014 business shows full-year income from operations standing at \$302 million, compared to \$326 million in 2013. This represented a significant portion of group profit, with consolidated income from operations across the whole of Terex reaching \$423 million.

In the fourth quarter of '14, AWP income from operations was \$38.7 million, down from \$71.5 million in the same period 2013.

“We had an excellent year in our AWP business and revenues up 11 percent for the year is a pretty good year to be proud of,” DeFeo says. “So, I think we want to start from a position of strength – but it's pretty different dynamics to close 2014 than what took place at the end of 2013.”

Ron DeFeo, Chairman and Chief Executive Officer of Terex Corporation.

We sat down with DeFeo and his team during The Rental Show on Feb. 24 and asked for their thoughts on financials, the market, global growth and product development.

ALH: In terms of the AWP market and Terex AWP's financial results, why were your 2014 numbers substantially lower than they were in 2013?

Ron DeFeo: In 2013, we anticipated a very strong market in the coming year. We built accordingly and our customers took equipment whenever we had it done. In 2014, our customers were a little more playful and wanted to take equipment when they wanted to take it. So, that leads to not always the best year-over-year comparisons, but it shouldn't change the view that 2015 will still be an excellent year for our business.

Matt Fearon, President, Terex AWP: In 2014, the topline grew and the bottom line didn't grow as much as it had went down. The biggest reason was that we anticipated the year was going to be a little bit bigger than the 11 percent we ended up growing. So, we got ahead of ourselves. We built in the fourth quarter and the first quarter and then we realized what was going on and slowed manufacturing down. [This] created a manufacturing absorption issue that really was the biggest driver.

The other thing that was going on was that we are shifting a bit of our manufacturing footprint, so there's some long term investments that we're making. Some of it you're seeing here in this booth [at The Rental Show 2015] and some of it is a long-term strategic move to shifting



Over the last year, Terex Aerial Work Platforms has debuted a number of new products, including this GS-4047 scissor lift.

our footprint to where we will have a lower cost structure. We are using the 'good times' to make some long-term investments.

If you dig into the comps of 4th quarter '13 versus 4th quarter '14, that's when the numbers looked real bad. Believe me, I've done a lot of explaining to a lot of people. In '13 we were buying steel at a very good position and in '14 it went the other way. So, that was another big chunk. The inventory that we built in the fourth quarter of '13, it ended up that we were building more than we needed, so when you're doing an efficiency comparison of '13 to '14, there's a combination of things that happened. But we're confident where we're at. We ended the year without inventory. We took our inventory down to where we wanted it. We're really comfortable with where we're at right now. Most of the manufacturing startups are behind us, so we have a good line of sight on getting our productivity.

DeFeo: AWP took \$940 million in orders in the fourth quarter. Very impressive. Our backlog more than doubled the prior year. So, good indications from our customer base of confidence but I realize and we realize that the year is 12 months long and we need to see through the middle of the year and the end of the year to make sure that the general positive attitudes that you're getting from [The Rental Show] here are sustainable.



It is a steady, solid business where there will be gains, there will be losses, there'll be some strong markets, there'll be some weak markets, but overall, we should expect pretty solid market conditions for aerals in the next several years.

Ron DeFeo, Terex Corp. Chairman and CEO

ALH: What is your outlook for the AWP market for the next two years?

DeFeo: We don't believe 2015 will be the 'peak' year of this business. We think that's still to come. But we also don't believe we're going to see any major declines. So we're operating at a flat market attitude – maybe a little bit of temporary softness due to the oil patch.

I don't expect a lot of growth [in the next two years] either. But the real challenge will be the handicap when non-residential construction comes back.

We do believe Europe will eventually improve. We've seen positive signs in Europe. But, we also are worried about the currency, because the currency today, the strength of a dollar, makes our products a little less competitive than they once were going into Europe. It makes European products coming in this way more competitive, so there's a bit of an offset.

However, when I say I don't believe that the business has peaked yet, in part it's because I think our customers will be more planful about their requirements in the next several years. When you say a business 'peaks,' the next thing people will say is, 'When is the cliff?' and that's the thing I'm trying to avoid people sensing.

It is a steady, solid business where there will be gains, there will be losses, there'll be some strong markets, there'll be some weak markets, but overall, we should expect pretty solid market conditions for aerals in the next several years.

ALH: Are your customers planning better as a result of the downturn?

DeFeo: It's a result of technology applied to the fleet that they didn't really have visibility on during the last downturn.

Fearon: All of us learned a lot during the last downturn. The rental companies are a lot more sophisticated with how they manage their fleets. They know exactly where they're making money and where they're not making money and they're making adjustments quickly. They're tuned in to what's happening with the used equipment market, so they're cauterized from going through the last downturn, but the industry is just getting more mature and knows what to look for. They plan out longer on the horizon.

Matt Fearon, President of Terex Aerial Work Platforms.

ALH: What do you expect for the AWP markets in the whole of Europe, China and South America?

Fearon: The European market has been good for us for the last two years in a row and we see that continuing. The improvement in Europe started later than in the U.S., as a result people who had large fleets and who have held off from replacing – they are at a point where they now have to start the replacement cycle because they've held off, held off, held off. And the economy is starting to improve, but it's in pockets. There are certain places that are much better.

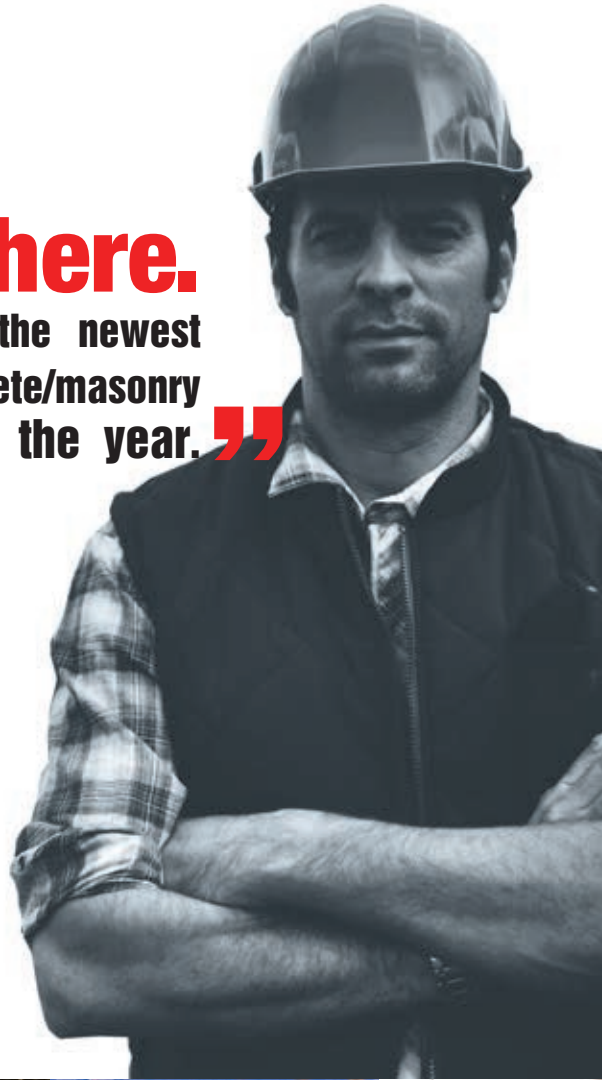
Most recently [we saw improvements in] the UK. About a year and a half ago it was like a light switch came on – the UK has an enormous fleet of equipment and that has really boosted our overall growth in Europe. So we feel good about Europe over the next couple of years.

Shifting into other parts of the world, the fastest growth rates for us in 2014 were ASIA-Pac and China. They're still small, but if you look at the percentage of year-over-year growth, there's nice growth. That's one of our strategies – to make sure we continue our globalization. As the aerals are accepted more and more around the world, we want to be there big time – have the presence, have a good position in the market, have the parts support, have the service support. So we're continuing with that effort because we see it will continue to grow. It's encouraging. The only place that was down was Brazil; the rest of the world was good.



“Every year, I’m here.”

It's time well spent. WOC has all the newest products & technologies in the concrete/masonry industry. It's THE way to start off the year.”



2016

SAVE THE DATE!

World of Concrete 2016 • February 2-5; Seminars: February 1-5

Las Vegas Convention Center, Las Vegas, NV USA • www.worldofconcrete.com

To exhibit: exhibit@worldofconcrete.com

To attend: info@worldofconcrete.com

ALH: I know you are passionate about the Highway Bill. In February, Congress said a new and improved highway funding bill was coming. It would be paid for with \$240 billion in gas tax revenue and \$238 billion through a new tax on foreign profits of U.S. firms. The proposal would impose a one-time 14 percent tax on the up-to-\$2 trillion of foreign earnings that U.S. companies hold overseas – what are your thoughts on this?

DeFeo: Good politics, bad policy. Classic Washington move. This one just happens to be led by the White House. This is the first time the White House has actually put a concrete proposal on the table but it goes right at one of the most critical issues for the corporate world and that is taxing overseas earnings.

Double taxation – that's how I view it. The United States has the highest tax rate of any country in the world and the only thing that will happen if this [process/bill] goes into place is that more companies will shift jobs overseas. So, it will have a negative impact.

It might make a little bit of sense from a viewpoint of, 'How do we fund infrastructure?' but we won't need more infrastructure because more companies will be sending their jobs overseas. It makes good politics because it says, 'We're going to tax those big corporations who have all their profits and cash overseas...' but it's bad policy.

A very simple thing needs to happen. We need to get the user fee up 10-15 cents on the gas tax. It hasn't changed since 1993. Now you can't tell me, since 1993, that an 18.4-cent gasoline tax has the same value than it does today. So, if we have a highway trust fund that is funded by a gas tax – at a minimum we ought to index that to inflation, and get back to the same or similar



purchasing power – it needs to go up 10 to 15 cents.

My philosophy is, we need to get the user fee up, then we need to figure out how to use technology to abolish it.

To use technology to abolish it is going to take 20 years of planning and collaboration between the car manufacturers, the government, technology companies like Google, Apple, etc. If we have the ability to tell you whether that road is clogged or not before you drive on it, we definitely have the ability to tell you what the most efficient way to route your car, most efficient way to utilize those assets, etc.

We ought to actually have taxes that would encourage you to drive at times when other people aren't on the road. We have that



2015 will still be an excellent year

for our business.

Ron DeFeo, Chairman and CEO of Terex

technology – it just needs to be applied.

Unfortunately, we have let the assets of the country diminish in such a vast way that we need to bring our basic assets up to basic maintenance. And that's what's going to take 10 to 15 cent tax increase. The problem we have is the politics of that.

Nobody wants to be the first one to put that on the table. But the reality is, that's the only effective mechanism we have to get short term funding and a highway bill passed.

If the President were to come out and support that, as opposed to attacking corporations and attacking the fundamentally uncompetitive tax rate of major corporations, I would be amazed that the Republicans wouldn't support it. What does he have to lose? He's not running for re-election?

To me, it's a sad state when nobody can deal with [a small increase]. 18.4 cents in 1993. Who was the last president that initiated a change in the law to have that gas tax go up? It was Ronald Reagan. It happened under the Clinton administration, but it was Reagan who pushed it through. Why? Because it's a mechanism for funding. The only problem is 20-30 years from now, we're going to be using less gas. So, a gas tax itself won't be as compelling, which is why we need to use technology to figure out how to use our assets better.

The problem is – it's all politics.

Terex AWP continues its globalization push in various markets around the world.





Booms go down the line last year at Terex Aerial Work Platforms.

ALH: Switching to product development, Terex AWP has launched a number of new products in the last two years, including a now-full range of telehandlers, booms and scissors. What has the response to your full telehandler line been?

Karen Stash, Senior Director of Global Product Management and Marketing, Terex AWP:

It's been a great response so far. The 6k, we had great orders even before it was launched and in production, so there has been a real interest in it. People are seeing the utility of it, with the price point. The utilization that they're getting in the field for it, customers know they're going to get a good return on it. These guys here [at The Rental Show], they know their business. They're calculating in their heads, they know how much it's going to be renting for, they know if they're going to make money on it. Now, with the 5, 6, 8, 10, 12, 15 [telehandlers] – it's a good story.

DeFeo: To think, I bought the telehandler product for \$5 million back in the late '90s from a little company in the Upper Peninsula of Michigan. That's where it all started. I promised to keep that business there for five

years, I kept it there 10 years. Eventually, we combined it with Genie to grow from \$15 million to hundreds of millions of dollars for us – it's a pretty nice story.

Fearon: And it's all been organically developed.

DeFeo: I bought the Square Shooter up in Baraga, MI.

ALH: I heard on the show floor from a rental company that you've finally pulled all the Square Shooter elements out of your telehandlers. I also heard people talking about how impressed they were with the capacity of your 12,000-pound telehandler and how it lifts more than competitive units.

Stash: By 2,000 pounds That's a lot.

ALH: One last question. Ron, I understand or have been told, you are the deciding factor behind your legendary ConExpo parties. Who might we expect to perform at the next ConExpo?

DeFeo: (Laughs) It has to be old enough to be understood by guys like me, but young enough to attract people like Karen [Stash]. We've had great entertainment. We've had a good cross-section. It'll be interesting to see what we do for the next ConExpo. ■

ALH: Do you see it happening?

DeFeo: I don't. But every chance I get to talk to people, I have to make my views known.

I talk to Republican friends, I talk to Democratic Congressmen and everyone sees it in a fairly similar way. But I don't see anything happening.

When the President put his budget on the table, it would be interesting if he put something down that had a chance of being passed. But it's a huge tax on corporations. Think about it. Apple has billions of dollars overseas. Is Apple going to bring that money back? Today, they'd have to pay 35 percent corporate tax. It's ridiculous. Under that scenario, yes, they'd get a discount. But why should they pay 14-19 percent, depending on how they classify, when our tax rate in this country is dramatically higher than the next highest tax rates in countries?

Do something that actually initiates growth – not restricts it.

Karen Stash, Senior Director of Global Product Management and Marketing at Terex Aerial Work Platforms.



pewag
WORLD'S STRONGEST CHAIN

liftingpoints

Rotates 360°
ALPHA pivots 130°
BETA pivots 180°
Patented spring maintains position
Mounting screws 100 % crack tested
A unique serial # on each lifting point
Available with UNC or Metric threads

ALPHA available in sizes from 1350 pounds (.63 metric tons) to 17,000 pounds (8 metric tons)
BETA available in sizes from 1300 pounds (.60 metric tons) to 27,500 pounds (12.5 metric tons)

1.800.526.3924
www.pewag.com



HA46 RTJ PRO

The HA46 RTJ PRO has been designed to reach the most difficult and restricted working areas with an industry leading working envelope including a working height of 51' 11", horizontal outreach of 27' 3" and an up and over clearance of 25' 1".

The HA46 RTJ PRO offers the best lifting speed of less than 40 seconds. This saves time and increases productivity. As a standard, this machine also features cured-on solid tires that are longer lasting than foam filled tires and environmentally friendlier.

KEY FEATURES:

- 4 Wheel Drive, 4 Wheel Steer, 360° continuous rotation
- Fully modular basket with upper control box cover
- Optional Activ© Shield Bar - Entrapment prevention
- Reinforced hood design
- Lifting speed of 40 seconds

Optional Activ© Shield Bar





Winning in D.C.

The shortlist for this year's International Awards for Powered Access (IAPAs) has been announced. *ALH* reports on who's who as anticipation builds for the winners to be announced on March 26.

The industry is gearing up for the 7th annual IAPAs ceremony and dinner, set for March 26 in Washington, D.C. Jointly organized by *Access International*, *Access*, *Lift & Handlers* and the International Powered Access Federation (IPAF), the IAPAs celebrate best practices and excellence in the powered access industry.

More than 100 entries across 13 award categories were received ahead of this year's prestigious event.

"There was an excellent range of entries this year from around the world," said Euan Youdale, editor of *Access International*, and non-voting chairman of the judges. "The judges were impressed by the high quality of the submissions and it was a great meeting. We thank the judges for all their efforts."

ACCESS RENTAL COMPANY OF THE YEAR

■ Mateco, Germany

This company had a strong year, growing revenues, expanding its fleet, opening new depots and maintaining high fleet utilization levels. In addition, it trained more than 4,000 customers.

■ Nationwide Platforms, UK

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

■ NES Rentals, U.S.

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

■ United Rentals, U.S.

Among a range of strong initiatives that has

seen record employee safety, United Rentals launched the United Academy to share its expertise with the industry. The training and certification management program aims to raise safety standards across the industry.

CONTRIBUTION TO SAFE WORKING AT HEIGHT

■ AFI, UK

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

■ Good to Go Safety, UK

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

■ HSS Hire, UK

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

■ United Rentals, U.S.

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

OUTSTANDING CUSTOMER SERVICE

■ HSS Hire, UK

Just one of HSS's accomplishments is its Customer Delight program to address consistency, visibility and control when dealing with complaints. It was launched with a series >



IAPA/IPAF Summit agenda

WEDNESDAY, MARCH 25

IPAF networking event

6 – 8 p.m. — National Press Club

THURSDAY, MARCH 26

IPAF Summit

Crystal Gateway Marriott, Washington, D.C.

9 – 9:45 a.m. — IPAF AGM

10 a.m. - Noon — IPAF Summit

12:50 p.m. – 5 p.m. — IPAF Summit

IAPAs

Crystal Gateway Marriott, Washington, D.C.

6:30 p.m. – 7:45 p.m. — Drinks reception

8 p.m. – 10:30 p.m. — Awards dinner

FRIDAY, MARCH 27

United Rentals site visit

9:30 a.m. – 1 p.m. — Buses leave from conference hotel

EVENTS WEBSITE

www.iapa-summit.info

of high-profile activities including nationwide roadshows, dedicated training events and special editions of our internal newsletter.

■ IAPS Group, UK

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

■ NES Rentals, U.S.

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

POWERED ACCESS PIONEER

■ Hertz Equipment Rental Corporation, China

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

■ Korea Rental Corporation, South Korea

For developing a market for 154-foot (47 m) booms in Saudi Arabia which has led to work with AWP's there not carried out before. The company has also demonstrated an exemplary safety record.

■ Mills Rental, Brazil

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

PRODUCT OF THE YEAR – LOW LEVEL ACCESS

■ Bravi Platforms, Italy for the Sprint

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

■ Faraone Industrie, Italy, for the Elevah 40 Move

The Elevah 40 Move is a self-propelled unit that offers a 13.1-foot (4 m) working height and weighs just 308 pounds (140 kg). It is easy to transport and handle, ultra compact and ultra lightweight.

■ JLG Industries, U.S., for the LiftPod FT140

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

PRODUCT OF THE YEAR – MAST CLIMBING WORK PLATFORMS/HOISTS

■ Alimak Hek, UK, for the HEK Podlifter/Scando 450 hoist combination

The combination includes two Scando 450 DOL 20/32 passenger/material hoists, each with a 4.5 feet wide (1.4 m) by 10.49 feet long (3.2 m) cage and 2.2-ton capacity. The Hek Pod Lifters (TPM3000T2 Material Hoists) have a 15.7-foot wide (4.8 m) by 10.49-foot long (3.2 m) platform and 2.5 tons of capacity. The integrated or separate units can run on the same 450 mast.

■ Geda-Dechentreiter, Germany, for the SH 500 EX

The model was specially adapted to the needs of drilling rig West Mira situated between north Norway and the Canadian coast. It is the first elevator able to reach the CMC (compensator) level on the very top of the derrick. It travels along the inclined derrick top with 26.2 feet (8 m) between elevator and derrick structure.

■ Maber Costruzioni, Italy, for the construction hoist MB A 2000/150

The MB A 2000/150 is a 4,409-pound (2000 kilogram) capacity hoist that can be delivered already assembled in a 40-foot standard cube container. A key feature is that mast erection is done from inside the cage, meaning safer and faster installation.

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

■ Holland Lift International, Netherlands, for the Hybrid HL-275 H25 4WD/P/N

The HL-275 is a 90-foot (27.5 m) working height scissor that uses a parallel hybrid power unit. Fuel consumption is reduced by a third in hybrid operation. Maximum working height with stabilisers is 90 feet (27.5 m).

■ JLG Industries, U.S., for the 1850SJ Ultra Boom

The 1850SJ is the world's largest self-propelled boom lift with nearly 3 million cubic feet of reachable space. Delivering 19 stories (185 feet) of working height it moves platforms into applications previously reserved for truck-mounted booms. Maximum platform capacity is 1,000 pounds.

■ Niftylift, UK, for the HR15 Hybrid 4x4

Stand-out features of this 51-foot (15.7 m) working height boom include a low overall weight of 10,582 pounds (4,800 kg) meaning that it can be transported more economically, on smaller transport vehicles, and once on-site uses less fuel during operation. Outreach is also impressive at 30 feet (9.4 m).

■ Skyjack, Canada, for the SJ63 AJ

This 69 foot, 7 inch boom incorporates the innovative SkyRiser design, which removes the need for repositioning the machine and provides a true vertical rise when elevating the riser function. Another benefit is Skyjack's SpeedyReach feature. It allows the operator

to lower the main fly boom to the ground level then return to full height at the original working position.

■ Snorkel, U.S., for the A46JRT

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

PRODUCT OF THE YEAR – VEHICLE MOUNTED

■ Barin, Italy, for the ABC 50/C

New ABC bridge inspection unit is suitable for any kind of bridge, including cable-stayed and suspended bridges.

■ Palfinger Platforms, Germany, for the P480

The has taken the category of twin-axle truck mounts to new heights with the P480 offering a maximum working height of 157 feet (48 m) and outreach of 103 feet (31.5 m). Another notable feature is a rotating basket design offering 200 degree rotation in both directions

■ Ruthmann, Germany, for the Steiger TU 285

Mounted on a 8.25 ton chassis, the unit is ideal for compact inner city assignments. It features a 93-foot (8.5 m) working height and 67-foot (20.5 m) lateral reach. With an overall length of 22.8 feet (6.96 m) and height of 12.1 feet (3.69 m). The short wheelbase of 11.8 feet (3.6 m) provides easy handling in the most congested city traffic.

■ Time International, Denmark, for the Versalift VTX-240

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

PROJECT OF THE YEAR

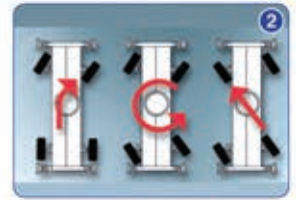
■ Palfinger Platforms, Germany

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

■ ReachMaster, U.S

The Fulton Street Transit Center is a \$1.4 billion project that opened in 2014 after a complete renovation that started in 2004. An

DINOLift ***HAS ARRIVED!***



- 1) Oscillating Front Axle
- 2) 2WS/4WS/Crab Steering
- 3) Great Leveling Capability

- Self-propelled RXT Series
- All Wheel Drive
- Working Heights 67'5" - 86'11"
- Articulated, Telescopic Boom
- Kubota Diesel Engine
- Gradeability 19° (35%)

Now Distributed in North America by:



ReachMaster, Inc.
Toll Free 866.358.7088
www.reachmaster.com



AWP with at least 120 feet of working height was needed inside to clean and maintain the glass and steel atrium from below ground level. It needed to be extremely compact, including single door access. ReachMaster's 121-foot working height Falcon FS121 was used, manufactured in Denmark by TCA Lifts.

■ **Ruthmann and Gardemann, Germany**
The Effelsberg radio telescope is 328-feet (100 m) in diameter. It is one of the largest fully steerable radio telescopes in the world. The surface of the parabolic reflector must be pure white to ensure that distant radio waves are reflected properly. For the fifth consecutive summer, paint work was carried out using the Ruthmann Steiger truck mount, rented from Gardemann.

■ **Scanclimber, Finland, and Scan-Rent and PMB Façade Technology, Malaysia**
Their extension mast climbing work platform installation on the new IB Tower in Kuala Lumpur included 40 working platforms operating at heights of up to 984 feet (300 m). It is a joint entry from Finnish manufacturer Scanclimber and two Malaysian companies, rental firm Scan-Rent and cladding contractor PMB Façade Technology.

For IPAF member companies and individuals only:

IPAF TRAINING CENTER OF THE YEAR

■ AFI, UK

The company greatly increased trainees at its Midlands Training Center it demonstrations innovative safety devices developed by the company. The Center has a dedicated website with links to an IPAF page and has expanded to provide safety and skills training, with one of the latest courses bring Confined Space training.

■ A-Plant, UK

In a busy year for the company, A-Plant managed to open three new training centers and generated revenues of almost a quarter

of a million pounds in IPAF training activities alone. It delivered IPAF training to 1,400 customers.

■ Nationwide Platforms, UK

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

■ Solaris Equipamentos e Serviços, Brazil

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

IPAF TRAINING INSTRUCTOR OF THE YEAR

■ Carl Evans, HSS Training, UK

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

■ Hansen Ng Wee Han, BS Technology, Singapore

Among his achievements last year was conducting his first IPAF training course for Chinese customers, in Mandarin. As a senior instructor, he has also laid out ambitious plans for the training at BS Technology in the coming years.

■ Gary Riley, NES Rentals, U.S.

Since his transition from mechanic to Senior Instructor, Riley has made countless contributions to the access industry and has not only been a champion for the cause of safe access at height but also a pioneer in the processes used to train many operators, supervisors and instructors.

ACCESS PHOTOGRAPH OF THE YEAR

Winner will be announced at the awards ceremony

IPAF/ACCESS INTERNATIONAL LIFETIME ACHIEVEMENT AWARD

Winner will be announced at the awards ceremony

Sponsors

IPAF GOLD SPONSORS:



IPAF SILVER SPONSORS:



IPAF NETWORKING DRINKS RECEPTION SPONSOR:



IPAF HOSPITALITY SPONSOR:



SUPPORTING SPONSORS:



IPAF NETWORKING SPONSOR:



IPAF judges



ALAN DOTTS,
Sales manager of
special products,
Toyota Material
Handling, U.S.



DANIEL DUCLOS,
Owner and
chairman of French
manufacturer ATN



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



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



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



CHRIS WRAITH,
Technical and
safety executive,
IPAF



**NON-VOTING
CHAIRMAN OF
THE JUDGES:
EVAN YOUNDALE,**
Editor, *Access
International*

Challenging Applications

Winsafe is an innovative manufacturer of access & fall protection products & solutions for people who work at heights & in hard to reach locations. We specialize in temporary, permanently installed & custom designed equipment.

INNOVATIVE SOLUTIONS

- Suspended Scaffolding
- Outrigger Beams & Suspension Systems
- Large Area Work Platforms
- Building Maintenance & Restoration
- Window Washing
- Industrial Access
- Confined Space
- Fall Protection

Specializing in the business of 'gravity management'

WINSAFE



905.474.9340
www.winsafe.com
info@winsafe.com

NEW

THE UNIQUE PLATFORM-TYPE BRIDGE INSPECTION LAUNCHING ON CABLE-STAYED BRIDGES UNIT IN THE WORLD



BARIN srl
Via Cà Nave 101 - 35013 Cittadella (Padova) - Italy
Tel. +39.049.5971300 - Fax +39.049.9400229
email: info@barin.it - www.barin.it



NYLACAST
ENGINEERING PLASTIC SOLUTIONS

EVERYDAY SUPERHEROES

Custom components and materials with:

- Exceptional resistance to wear and abrasion
- High impact strength
- High load capacity
- Self lubricating materials
- Low coefficient of friction
- Lightweight - 1/7th of steel
- 25 x the life of phosphor bronze
- Reduced maintenance needs and machine downtime
- Custom formulation of materials



Scan this advert with
the layar app to access
exclusive content



NYLACAST
PIONEERS OF THE ORIGINAL OIL FILLED NYLONS
OILON & NYLUBE

DISCOVER MORE ABOUT THE NYLA-HEROES BY VISITING:

WWW-NYLA-HEROES.COM

+44 (0)116 276 8558
construction@nylcast.com
www.nylcast.com

PB lifts distributed here in the States by ReachMaster are the all-electric 74-foot-working-height 7448 that features a 4-foot width, and the 5648, a 56-foot-working-height scissor that's also

Stack game

A number of new electric scissor lifts have hit the market as of late, from 74-foot-reaching PB Liftechnik units to fresh, from-the-ground-up Snorkel slabs. Lindsey Anderson reports on the latest and greatest.

Whether skinny in stature or boxed from the bearings to platform, today's electric scissor lifts are unlike anything we've seen before. Take, for instance, PB Liftechnik's narrow units. Imported by Texas-based ReachMaster, the PBs answer customers' calls for taller, electric scissor lifts that can be used in warehousing, industrial maintenance and equipment installation.

"They are a necessity in any type of tall building with aisles," says Stephanie Gunther, key account sales manager for ReachMaster. "The PB lift is a specialty lift because nothing else exists like it — especially the narrow units — so it is hard to compare to typical electric scissors. We launched PB lifts at the beginning of 2014 and are seeing momentum and sales pick up rapidly coming into 2015."

The PB lifts distributed here in the States by ReachMaster are the all-electric 74-foot-working-height 7448 that features a 4-foot width, and the 5648, a 56-foot-working-height scissor that's also 4-feet-wide. The PB 7448 features a roughly 1,000-pound platform capacity which lends it enough oomph to hold three to five people plus their tools.

"The PB 7448 was introduced in 2014... We recently sold two to Lizzy Lift in Chicago and they are renting to their high-end racking installation customers," Gunther said.

Another venture comes from Snorkel, which debuted a new line of electric scissor lifts at The Rental Show this year. The

hydraulic-drive family includes four models: S3219E, S3226E, S4726E and S4732E.

The S3219E provides 19-feet of platform height from a 32-inch wide chassis and can lift 550 pounds, while the taller S3226E delivers 26-feet of platform height and lifts 500 pounds. The 47-inch wide S4726E can lift 1,000 pounds to 26-feet and the S4732E can lift 700 pounds to 32-feet. Non-marking tires and saloon-style entry gates are standard.

Snorkel says the scissors are designed specifically for the rental industry. The new dual shear design scissor stack features oversized pins to increase stack rigidity and increase the life of the machine, the company says. The platform is made from 12 gauge diamond plate, eliminating the need for grip tape. The S3219E's 36-inch and S3226E, S4726E, and S4732E's 48-inch roll-out deck extension has telescopic rails, as well.

Upper controls are hard-mounted to reduce loss and theft, and the lower controls are positioned in the rear of the chassis, allowing easy access when machines are parked side-by-side. A control panel for loading is located on the external toeboard of the machine, allowing the operator to 'walk' the machine onto a truck without needing to be inside the platform.

With a focus on simplicity and durability, the lifts have a gravity-actuated, over-center active >



The WolfLift is a four-section, telescopic tower which looks like a hybrid between a mast lift and a scissor lift.

ELECTRIC SCISSORS

pothole protection system that does not rely on springs or hydraulics. The kingpins have been enhanced by a factor of eight, to eliminate breakage, especially from forklifts when moving the machines. The S3219E and S3226E both have 3-inch kingpins and the S4726E and S4732E both have 4-inch kingpins. All new Snorkel slab scissor lifts have a 90-degree steering design.

The units also feature an 'inside-out' tray design which makes servicing the equipment light work, according to Snorkel. All hydraulic and electrical components are able to rotate outside of the machine chassis. With two smaller side doors on each side of the lift instead of the traditional single large door, the operator is able to gain access to the machine components even when parked close to a wall or obstacle as only 18-inches of clearance is required. The smaller door trays also carry less weight, meaning less strain on the door hinges.

The front side trays both contain batteries and the two rear side trays contain the hydraulic valve and hydraulic power unit. There is a rear tray containing all electronics including the charger, controller and contactors. The tray is housed in heavy-duty quarter-inch steel which provides additional protection to the machine's electrics.

The chassis features a solid plate underneath it to protect the undercarriage and a flat top to ensure that any debris falls onto the ground during power washing and does not remain within the machine.



Snorkel showed its new electric series of scissors at World of Concrete then debuted the units at The Rental Show.

Developments

For Skyjack, Malcolm Early, vice president of marketing for the company, says 2015 looks very promising.

"Like we know all too well, rental rates remain a concern, but with growth projected globally and rental penetration indexes growing, now is as good of a time as any for rental companies to hold the course, improve their margins and invest in fleet growth," Early says.

Some of that fleet growth could come via Skyjack scissor purchases.

"While the much-loved traditional Skyjack units will still be available, we are now offering enhanced motor controllers as an option on electric scissors," Early says. "We are applying the proven DC motor controller system technology used in the SJ12 and SJ16 vertical masts to its range of DC electric scissor lifts."

This enhancement ensures

only the power required for the requested task is generated, Early says. This option also offers additional benefits, such as: Longer battery life; lower energy consumption; improved environmental credentials; optimized maneuverability; and quieter operations.

"The motor controller is only tasked to control the speed of the pump/motor combination," Early says. "The control of the unit is still achieved as per analog system and as such if that pump and motor is spinning, the motor controller is functioning as expected."

Skyjack feels the move to develop electrically powered rough terrain scissor lifts is one to highlight. Last year the company launched the SJ6832 RTE - an electrically driven version

of the 6832 rough terrain.

"Skyjack's SJ 6832 RTE is innovative in the rough terrain performance it can deliver," Early says. "While studying the electric rough terrain class, we saw that most units available were essentially larger, pricier slab scissors with rough terrain tires, better departure angles and due to either a lack of standard four-wheel-drive or limited available power, had very limited rough terrain abilities when compared with their diesel and dual fuel counterparts.

"With the SJ 6832 RTE we wanted our customers to be able to select the electric rough terrain scissor without having to make those same compromises, which is why the SJ 6832 RTE has 45 percent gradeability and the same symmetrical four-wheel-drive system that's found on the 68RT diesel and dual fuel machines."

The SJ 6832 RTE is easy to switch between indoor and outdoor use and can be used on any terrain.

SkyAccess AG, a Swiss rental company, praises the SJ 6832 RTE for its versatility.

"The access market in Europe is shifting towards green machines, so we need electrically powered products with powerful performance suited to a huge variety of jobsites," says Martin Vögtli, managing director at SkyAccess. "We have more than 275 Skyjack platforms already."

Stateside, Skyjack's SJ311 3219 is its best-



JLG offers three series of electric scissors – the ES, RS and LE series.

SOCAGE it



your needs
our highest
commitment

from 33'
to 245' high



SOCAGE

INTERMAT
20-25 Aprile 2015 Paris
Stand E5 G 009



**POWER YOUR
275 AMP WELDER
ON YOUR BOOM
OR SCISSOR LIFT**

TRI-POWER SERIES

3 PHASE HYDRAULIC DRIVEN A.C. GENERATOR

- Built-in 50 AMP per phase circuit breakers
- Plug & Play
- Lightweight
- Less expensive
- Easier to mount
- Maintenance Free
- Compact
- Supplies a FULL 275 AMPS
- Perfect for Lincoln & Miller 3 Phase Welders



Fabco Power

Originator of First
Hydraulically Driven Generators

Fabco Power • 1570 Kings Highway, Chester, NY 10918

Tel: (845) 469-9151 • Fax: (845) 469-7871

www.fabcopower.com

Made in U.S.A.

FAMILY OWNED BUSINESS FOR OVER 50 YEARS



We provide the rental equipment
industry with a single source
partner for all aerial fleet needs



NOW AVAILABLE
Genie SX-180
FOR RE-RENTAL AND
SALE IN US, CANADA
& MEXICO

Contact us for more details
800-232-8550 - sales@us-markets.com
www.us-markets.com





WE'RE TAKING A DIFFERENT APPROACH

TIER **4**ir

Tier 4 demands a different approach to engine design. One that offers true 'Inside Knowledge' gained over 80 years' specialist experience. That's focused on understanding your needs and challenges and delivering integrated solutions through our Technology Integration Workshops. It's about using our insight to deliver advanced technology that meets your needs, now and in the future. We are world leaders in Tier 4 and collaborative working.

Experience the difference we can make. Visit www.tier4air.com

 **Perkins®**

THE HEART OF EVERY GREAT MACHINE

selling scissor lift. The SJIII 3219 has a 19-foot platform height which equates to a working height of 25 feet. An industry-leading platform capacity of 550 pounds allows for a variety of installation and maintenance tasks. Platform length, as measured from the inside, is 64 inches and this can be extended by a further 3 feet with the roll-out extension deck.

The company's best-selling scissor lift has been used to help complete the new stadium for the Minnesota Vikings in Minneapolis. Early says the units are a "hit" with plumbers, electricians and people looking for a safe way to transport equipment and personnel to a certain height.

Green energy solutions

Also dipping its toes into the electric RT pool is Genie. Unveiled at The Rental Show, the GS-4047 self-propelled electric scissor lift is designed to meet the demands of tightly packed, high-rise, indoor spaces found in modern, tilt-up warehouse construction.

The ANSI/CSA certified model lifts up to 550 pounds to a maximum working height of 45 ft and drives at full height. The scissor lift's top applications include industrial construction, warehouse maintenance, maintenance and indoor painting and cleanup.

Dual front-wheel drive and a zero inside turning radius, combined with a compact footprint of just 8-feet-long and 47-inches-wide when stowed, the GS-4047 scissor lift is ideal for maneuvering around tight restrictive work environments. A 3-foot extension deck allows workers and tools to utilize the maximum amount of platform workspace. A centered link

Skyjack feels the move to develop electrically powered rough terrain scissor lifts is one to highlight. Last year the company launched the SJ6832 RTE - an electrically driven version of the 6832 rough terrain.



stack under the platform provides the operator with a stable feel. The GS-4047 has a travel speed of up to 1.9 mph and is able to handle up to 25 percent gradient. A 24 V 300 Ah battery pack offers more power for getting around jobsites and enables the operator to operate for a full day of work.

"We are extremely excited to bring this product to the North American market," said Karen Stash, Senior Director of Marketing and Product Management for Terex Aerial Work Platforms (AWP). "This unit has seen great success in Europe, and it is already being met with enthusiasm in the U.S."

Steady increase

In addition to highly mobile equipment, customers seek out ones that promote safety, says Justin Kissinger, marketing manager for Custom Equipment Inc., especially when working at tall heights is needed, as jobsite safety requirements are becoming more stringent. As a result, the use of ladders and scaffolding are steadily decreasing and other alternatives are available.

Electric scissor lifts are used in a wide range of industries, including construction, HVAC, electrical and plumbing. Within these markets, contractors must be ensured they select the lift that reaches the required working height for the job. When contractors use a taller lift than they need, they sacrifice maneuverability and overall ease of use. According to Kissinger, Custom has discovered that 90 percent of all jobs done in these industries require a working height of 19 feet or less.

"There has been a steady increase in demand for electric scissors due to the recent economic recovery," Kissinger says. "We've seen growing demand for the lifts in building renovations, new commercial projects, hospital

construction and high-rise apartments. These types of applications will benefit from low-level lifts because it allows workers to reach 18-foot working heights and have low floor loading for easy access and minimal user strain. And many of our Hy-Brid Lifts feature a zero-turn radius, and all come standard with caster locks to prevent the lift from turning, which makes navigating narrow hallways and corners even easier. And their wheel loads are as light as 62.7 psi, which prevents damaging mezzanines, tiled floors and carpeting."

Over the last five years, according to Kissinger, hydraulic driven lifts transitioned to electric driven lifts due to increased energy efficiency and easier maintenance.

"Our Hy-Brid Lifts rise up and down with the unit's hydraulics, while the electrical drive is powered by two 12-volt, deep-cycle batteries," he says. "The electrical based system draws fewer amps and less power overall than hydraulic powered systems. Electric drive and steering is standard for our HB-1430, but not available in other manufacturers' lifts. This, combined with its lightweight construction, allows the unit's battery power to last up to two times longer, or between 10-16 hours. The battery is easily maintained with a smart charger that prevents overcharging. This is important because overcharging can shorten the battery's service life."

Most Hy-Brid Lifts come standard with absorbent glass mat (AGM) batteries.

Meanwhile, at JLG, Jeff Ford, global product director, aerial work platforms, thinks further expansion of direct electric drive is inevitable. "Originally back in the '90s with electric booms and now with electric scissors, the use of electric drive has just really changed everything. Not only does it reduce leak points but it provides a lot more duty cycle which people appreciate, because they forget to plug scissors in, etc., and so I think that's something you will see expanding in the scissor market."

Paul Kreutzweiser, category director of global scissors and verticals for JLG, agrees.



Haulotte's compact scissor lifts offer great working heights while maintaining a slim profile, as pictured here in a warehouse industrial setting.

ELECTRIC SCISSORS



Terex Aerial Work Platforms introduced its GS-4047 to the U.S. this year.

"Electric drive motors have brought benefits to electric scissors in terms of efficiency, battery life and reduced noise," Kreutzweiser says.

"A great benefit of an electric drive machine is how gentle it is on the batteries. That may not seem like a tangible item to point out on the surface, but when you ask rental branches to think of some of the most commonly replaced components on electric scissors, many will have batteries near the top of their lists. The fact that electric drive machines aren't as likely to drain the batteries as often compared to conventional drive systems means that the batteries are less stressed and undergo less recharge time which can dry them out so the batteries ultimately enjoy longer productive lives. The electric drive ES scissor line has been around for well over a decade and this is something we are starting to hear from customers."

JLG offers three series of electric scissors – the ES, RS and LE series.

The company's ES series is available in five models with up to 1,000 pounds of capacity and full proportional controls as standard.

The RS Series operates on four hoses, which reduces potential leak points. Passive pothole protection has no moving parts and the series is ideal for building maintenance as well as commercial construction. Lastly, the LE series is both heavy-duty and environmentally friendly.

Their working height ranges from 33 feet to 40 feet.

JLG recently announced product improvements such as the transition to all steel decks on the ES series scissors. "We're also having success with the RS deck design in many regions and customers because of the ability to easily repair/replace deck components when damaged," the company says.

Back to drives

Maxime Girard, product manager for Haulotte Group, says both hydraulic drive and electric drive scissors have pros and cons.

"The hydraulic drive system is used in the majority of aerial work platforms and is built for years now," Girard says. "Its robustness is approved on the market. With regards to electric drive, the main benefits for this system are that the entire hydraulic system is significantly reduced. Fewer cylinders, fewer hoses and less hydraulic connections mean less risk of potential leaks for the customer and end user. Moreover, electric drive provides the user with high driving precision and accuracy which is very useful for indoor jobs where they are mainly operating in congested areas."

The Haulotte Optimum 1930 E (narrow electric scissor lift) is Haulotte's best seller. It is known for its durability, compactness, and smooth/proportional movements which are "perfect

>

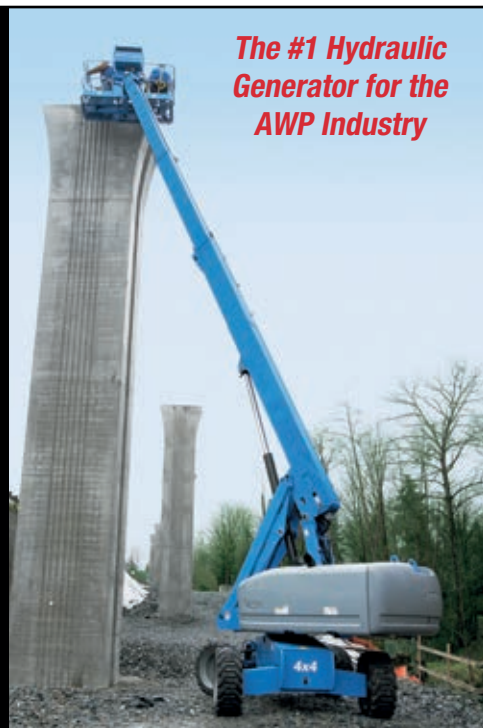
HARRISON HYDRAULIC GENERATORS

Quality, Service, and Dependability... Guaranteed since 1969

The ultimate in custom Hydraulic Generators.
The right choice if you are looking to save space,
money, weight, and have reliable AC power to go.
Sizes range up to 40 kW



**"World Class
Engineering
and Customer
Support"**



**The #1 Hydraulic
Generator for the
AWP Industry**

Harrison
HYDRAULIC SOLUTIONS
PROVEN UNDER PRESSURE.

14233 West Rd, Houston, TX 77041 800-723-3334 • 281-807-4420

Contact: awp@harrisonhydragen.org

www.harrisonhydragen.com

Mast-Climbing Work Platforms and Transport Platforms that **OUTPERFORM.**



Canada 1-888-526-3262
US 1-800-494-0496
klimer.com

PHOTOS:

KTP Transport Platform delivers crew and materials to KPM-8 mast-climber access spanning over 160 linear feet. Klimer's load distribution eliminates the need for shoring.

Access solution provides minimum disruption on occupied 1600-room hotel in downtown Toronto. Work includes concrete pouring, reforming, debris removal, railing replacement.

ELECTRIC SCISSORS

features for indoor jobsites,” the company says. In 2009, Haulotte was the first to launch a 39-foot electric scissor lift according to Girard.

Girard also says the Haulotte Compact 3947 E is a real success by offering the best working height while maintaining the compactness that is expected of electric scissor in this segment.

“Electric scissor lifts in the rental business are the machines that have a higher rate of rental amongst all aerial work platforms,” Girard says. “They are mainly used for shorter rental periods, so they have to be checked in a short amount of time to quickly to go from one customer to another in the same day. In conclusion, reliability and easy maintenance are the most important requirements we are seeing from customers.”

More innovation

Debuted late last year, the WolfLift is a four-section, telescopic tower which looks like a hybrid between a mast lift and a scissor lift. The unit’s maximum platform height is 19 feet, 7 inches and its stowed height is 78 inches with a step-in height of 18 inches. The unit’s chassis is 30 inches wide by 60 inches long and it fits through standard single doorways and into elevators. It has a 30-inch rollout extension deck. The total weight of the WolfLift is 2,840 pounds. Testing is still being conducted for total weight the 22-inch by 60-inch platform can hold, but it is rated for two people.

Electric scissor lifts are used in a wide range of industries, including construction, HVAC, electrical and plumbing. Pictured here is a Custom Equipment Hy-Brid lift.

“This was designed for and by customers and for people who have fleet management experience,” says sales manager Chris Dossin. “We’re encompassing all of the wants of the end users and fleet management.”

The tower has four sections: one base, two moving sections, and a platform area. These sections are supported and elevated by rack-and-pinion systems which reside in each corner of the WolfLift. The result is a lightweight and sturdy machine, Dossin says.

“On a scissor, if you went up 15 feet and pushed out against a wall, the scissor stack would move away from the direction you’re pushing,” Dossin says. “Our design is so stable, you can push on something and the platform doesn’t move. It will open up a new application for any kind of work where you need that kind of stability.”

WolfLift also has zero turn radius front wheel drive utilizing vertically mounted electric motors in a fixed (non-pivoting) position. The unit’s sleek spindle casting houses spur gear sets that transfer limited slip mechanical energy into the planetary wheel housing. There are no critical components, hydraulic hoses or cables



to contact jobsite obstructions, leak or require maintenance.

Each drive motor has an integral dynamic regenerative brake that engages until operator activates a drive function. Drive motors have freewheeling capability when the disc brake is manually disengaged.

But back to traditional scissor stacks, MEC Aerial Work Platforms offers a number of industrial-grade electric scissors, including the 2047ES, 2647ES and 3247ES. The units feature fully proportional drive and lift controls; no-maintenance scissor bearings; roll-out deck extensions with incremental locking positions and non-skid, steel deck construction. ■

We now have 10 locations in the US, Canada, and Mexico with 7 million parts



Full source aerial lift supplier has expanded to become a full source industrial equipment supplier of quality replacement parts and accessories for Forklifts, Sweeper and Scrubbers, Aerial Work Platforms, Personnel and Burden Carriers, and Truck Mounted Forklifts.



PARTS & ACCESSORIES

www.tvh.com | www.irrn.com | (866) 379-7278





There's a New Direction in AGM

Introducing Trojan's **Reliant™ AGM with C-Max Technology™**, an all-encompassing portfolio of U.S. made, true deep-cycle, non-spillable batteries for a wide range of applications.

Take a step in a new direction — Reliant AGM

800.423.6569 / +1 562-236-3000 / trojanbattery.com





All. Together. Certain.

THE NUMBER 1 INSURANCE PROVIDER FOR THE ACCESS INDUSTRY.

"I have worked with Bill and Debbie for over 25 years and have always found them competitive on rates and superior in terms of service... You will have less to worry about as a business owner if you insure with the Hays Team!"

William A. Irvine - Managing Member, OneSource

"Their attention to detail, claims management, and the high level of customer service is what keeps us coming back."

Bob Kendall - President, Star Industries

"They are truly experts in the Aerial Equipment Rental Industry."

Brad Boehler - President, Skyjack



CALL US NOW FOR NEW PROGRAM DISCOUNTS

• William Holler Direct: (312) 254-3722 | Cell: (248) 885-3073 • Debbie Szyszka: Direct (312) 254-3723

www.aerialequipmentinsurance.com

Keep safe distances from power lines

Electrocution while working at height is a major cause of injuries and fatalities in our industry. The International Powered Access Federation provides an overview on safe practices, training and more when high-voltage is a factor.

Electricity can kill and electrocution is one of the leading causes of death for operators of aerial work platforms (AWPs). Statistics from the International Powered Access Federation's (IPAF) accident reporting project (www.ipaf.org/accident) reveal an average of nine fatalities per year due to electrocution when operating AWPs in North America. Yet AWPs are one of the safest ways of performing temporary work at height. Why are these fatalities occurring and what can be done to stop this?

The problem starts with the fact that it is often difficult for operators to recognize potentially dangerous electricity cables. Providers of electricity, television, telephone, street light, traffic signals and other services frequently share poles and structures to distribute their services. This can often lead to confusion and complacency when trying to identify which of these are electricity cables and determining how dangerous they are.

Analysis of fatal AWP accidents suggests that electrocutions happen due to:

- Operator or boom of AWP inadvertently



A video, guidance and resources on avoiding electrocutions are available at www.ipaf.org/aLive

- coming too close or touching overhead cables
 - Lack of awareness of the proximity of overhead power lines
 - Complacency or lack of awareness of the voltage running through the cables
 - Moving the boom in the wrong direction when close to the overhead cables
 - Operating the boom erratically and not stopping when and where expected
- Risk assessments and workplace inspections are important in preventing electrocutions. Always assume that overhead cables are live and dangerous unless an expert has given different advice.
- "An operator can easily forget about their proximity to power lines and get too close for safety," says Tony Groat, manager of IPAF North America. "Looking at the fatal AWP accidents involving electrocutions, I note that 50 percent of the bodies came in contact with the power source. I interpret this as the operators not even being aware that the electrical hazard was there and that the power lines were overlooked. Workplace inspection prior to operation is critical."
- Electrocutions can be prevented through proper planning, risk assessment and management of work at height, including

thorough operator training and familiarization.

Qualified electrical line workers do receive detailed training before working on or near energy installations. The greater risk is from other workers who have not had that specific training and just happen to have to work near energized overhead cables. This includes AWP operators who are not trained electricians but who have to work in near proximity to overhead cables, performing tasks such as maintenance or construction work and trimming vegetation.

- Where possible, the overhead cables should be de-energized and tagged before working close to them.
 - If de-energizing is not an option, protect operators in the platform by 'shielding' the cables and using specialist insulated aerial devices (IAD), which are specifically designed for work near electrical hazards.
 - Consider the use of overhead cable proximity indicators when the risk of working near overhead cables is identified.
 - Do not go nearer than the minimum approach distance (MAD), which is the safest distance a person (anyone who has not had specific training in avoiding electrical hazards) is permitted to approach 'live' overhead cables.
- IPAF's AWP operator training program

emphasizes the use of proportional controls to apply smooth, slow and calculated movements of the boom, ensuring that it moves in the desired direction and stops were intended, and that operators do not encroach past the MAD.

IPAF technical and safety executive Chris Wraith advises, "Note that you do not need to touch the wires to be in danger, just being close will put you at significant risk. The higher the voltage, the more moist the atmosphere, the further electricity can jump. That is why any MAD should be clearly marked on the ground, allowing for maximum boom outreach. Ensure extra supervision is provided and emergency plans are in place."

IPAF recommends two specific safe distances through its training programs:

- 50 feet (15m) + fully extended boom from electrical pylon
- 30 feet (9m) + fully extended boom from cables on wooden poles

These safe distances meet and exceed those specified in ANSI standards and OSHA requirements. This simple guidance, when followed, can save lives.

"A scissor lift travels vertically, so measuring 30 or 50 feet horizontally from the power

lines is easy to mark," Groat says. "In fact, we recommend that the safe distance is marked with some easily seen marker of flags to make the safe distance visible and clear while working. A boom-type lift can extend beyond the base of the machine. If you simply measure the 30 or 50 feet horizontally from the power lines and park the base there, the work platform can extend into the safety zone and place the workers at risk. You must take into account the extendable length of the platform to the 30 or 50 foot safe distance and not allow the base of the boom to cross that line. Also remember that some power lines could be very high and it might be possible to drive under them and maintain a safe distance. It is when the mind focuses only on completing a task that the operator can extend the platform into a dangerously close or fatal distance from the overhead power lines."

"IPAF's safe distance rule acknowledges that most operators are not qualified to identify the line voltage and offer a conservative and extremely safe distance that an operator can follow without guidance from others," says Groat. "A qualified person has to identify the voltage of the power source to determine any minimum approach distances (MAD) that might be less than those previously stated. If a qualified person defines the line voltage and determines a closer MAD, the operator can act accordingly."

Should the operator need to work any closer to power lines, seek expert advice (contact the power supplier) and implement extra safety precautions to ensure that the MAD is never compromised.

Working from an AWP closer to power lines than these distances is allowed, but extra measures must be in place. The IPAF-

References on this subject include:

- U.S. Code of Federal Regulations (CFR) 1910.333
- ANSI A92 standards
- ISO 18893 MEWP Safety Principles, Inspection, Maintenance and Operation
- IPAF Operators' Safety Guide
- Statement of Best Practices for Workplace Risk Assessment and Aerial Work Platform Equipment Selection, available at the Publications section of www.ipaf.org

recommended 30 feet and 50 feet are the triggers for extra risk assessments and the need to seek the advice of the electricity supplier or qualified person who can positively identify:

- Which cables carry electricity
- The voltage of the energized cables
- The appropriate MAD
- Any extra measures required before work continues

AWPs are designed to provide a safe means of temporary work at height – but they are only a safe option if their use is planned and managed appropriately.

Electrocution is one of the leading hazards with the use of AWP in the US.

Make sure you, and those you are responsible for, apply the 30- and 50-foot plus fully extended boom rule to ensure that you stay safe. ■

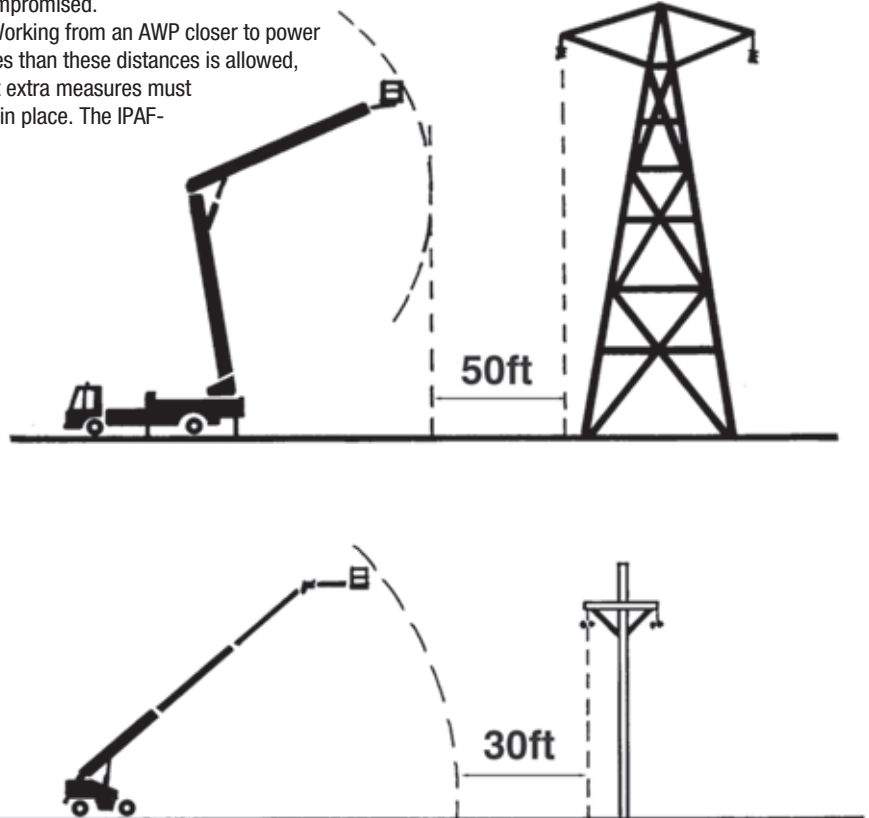
Responsibilities of duty holders

The manufacturer is required to provide an operating manual and instructions regarding intended use, operation, safety and maintenance. The manufacturer must also display clearly visible warnings and instructions intended to prevent electric shock and inform the operator of the minimum approach distances (MAD) requirements from energized power lines.

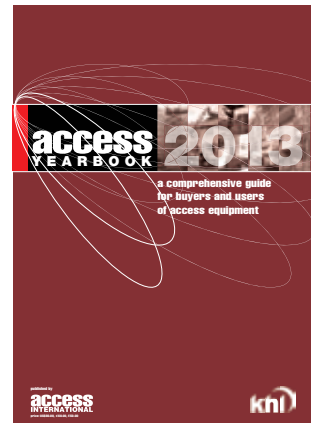
The owner shall maintain warnings and control markings on the AWP and provide an operator's manual and Manual of Responsibilities as these are an integral part of the aerial platform and are vital to communicate necessary safety information to users and operators.

The user (person who directs the operator) has a duty to check the work area for overhead electrical hazards and "warn personnel of potential hazards, provide means to protect against identified hazards, and explain the potential consequences of not following proper operating guidelines" and "direct the operator to maintain the minimum approach distance (MAD) from energized power lines".

The operator (before operation), shall read and understand the manufacturer's operating instructions, understand all displayed labels, warnings and instructions. Also, before and during use, the operator shall check the area for possible hazards such as overhead obstructions and electrical conductors. The operator shall maintain the minimum approach distance (MAD) from energized power lines.



KHL's ACCESS PORTFOLIO



Access, Lift & Handlers is published by KHL Group. KHL's access-related events and publications include sister magazines *Access International* and *International Rental News*, the APEX aerial platform exhibition, the ALH Conference & Awards, the International Awards for Powered Access (IAPA), as well as two annual directories, *The Access Yearbook*, *The Rental Book*, and all-inclusive Toplists of the industry segments.

For more information visit: www.khl.com/access



Show season



World of Concrete and The Rental Show opened 2015 with record-breaking attendance numbers, product launches galore and overall optimism and enthusiasm. *ALH* reports.

Welcoming the New Year, World of Concrete 2015 shattered expectations during its 41st iteration. Total attendance levels for the annual event held in Las Vegas reached 55,779 up from 2014's 48,000, and featured 1,459 exhibitors across 675,000 net square feet, which was an increase of 100,000 square feet over last year's event. Show organizers said it was the largest World of Concrete in six years and the pulse of the industry could be felt throughout the halls.

"The excitement and energy we saw at the World of Concrete this year was like no other," said Tom Cindric, vice president, Informa Exhibitions U.S., Construction & Real Estate. "We are very pleased with the results of the show in all categories from the increase in the number of exhibitors (up 200 companies) to the increase in attendees (up 15 percent) to the increase in the number of seminars taken (up 23 percent). These increases show not only the value that World of Concrete brings to the concrete and masonry industries but also shows that the industry is getting stronger and poised for much success in 2015."

Speaking at the 2015 event, Ed Sullivan, PCA's chief economist and group vice president, said he expected U.S. housing starts to increase 20 percent to 1.2 million units in 2015. This is up from roughly 950,000 units in 2014, and strong gains are also expected for 2016.

According to Sullivan, multifamily units in particular should see a significant increase in starts compared to previous years with a 12 percent jump from 2014 levels. Nearly 400,000 multifamily starts are expected in 2015 in addition to 800,000 new units in the single-family market.

"The forecast is based on sustained strength in the labor markets with more than 3 million net new jobs created in both 2015 and 2016," said Sullivan. "In addition, wage gains in the context of sub-6 percent unemployment are expected to reinforce labor market fundamentals."

Show director Jackie James echoed the positive sentiments.

"With the industry ramping up, education [again] became a key asset at WOC this year," James said. "Attendees took more classes than they have in the last six years sharpening their skills for what's to come. In addition, international attendees made a big impact scouring the show for new equipment, tools, and technology to make their operations more efficient and profitable," said James.

What was new

Masons and contractors had plenty of new equipment to ponder.

Caterpillar, Genie, Gehl and Manitou all showcased new telehandlers.

Caterpillar introduced its new TL1055D



Gehl's largest telehandler in the Dynalift series, the DL 12-55 pictured here, was shown at World of Concrete.

telehandler and also discussed its TL1255D.

The TL1055D has a lift capacity of 10,000 pounds while its bigger brother, the TL1255D features a lift capacity of 12,000 pounds. Both units have 55 feet of maximum lift height and are powered by Cat C4.4 Acert engines. Both telehandlers also received major cab updates to optimize operator comfort.

The cabs now feature brand new dashes with optional LCD displays, and the joystick offers on-the-move driving control and improved simultaneous boom functions. The extend cylinder has been moved from the bottom to the top of the boom for better visibility, as well.

The units will ship in May.

Caterpillar also said customers should expect two new European-focused machines to enter the U.S. this year due to consistent growth in the telehandler market.

Gehl debuted its largest telehandler in the Dynalift series during World of Concrete 2015. The DL 12-55 telehandler features 12,000 pounds of capacity and has a lifting height of 55 feet, 5 inches. At maximum outreach of 40 feet, 9 inches, the unit can lift 2,000 pounds and at full maximum lift height, it can carry 5,500 pounds.

"People love this machine," said Lori Heidecker, marketing director for the Manitou Group, which owns the Gehl brand.



Caterpillar's new TL1055D displayed at World of Concrete 2015.



Genie's new GTH-1256 was shown for the first time during World of Concrete.

The boom consists of four sections and the engine is side-mounted. The unit is currently powered by a 115-hp Deere T4i but will phase into a 120-hp Cummins Tier 4 final engine in May, Heidecker said.

The telehandler comes standard with foam-filled tires, while solid rubber tires are an option.

The unit will be available for order-taking in March.

Genie debuted a brand new telehandler, as well. The GTH-1256 completes the company's telehandler lineup, which now ranges from 5,000 to 15,000-pound capacities.

"Our rental customers were asking for this machine," said Chad Hislop, director of product management with Genie. "We wanted to be a major player in the telehandler market and now Genie can be your place to meet any telehandler needs."

The GTH-1256, built in Italy along with the company's GTH-5519 and GTH-1544 telehandlers, features a lift capacity of 12,000 pounds with a 7,000-pound capacity at full lifting height of 56 feet and 3,500 pounds of capacity at full reach of 42 feet. Both of these capacities are reached with the telehandler's outriggers deployed. The GTH-1256 weighs 36,600 pounds.

Without using the unit's outriggers, the GTH-1256 can handle 500 pounds at full outreach and 5,000 pounds of lifting capacity at full height.

"People want to use this telehandler for big jobs and this meet their needs," Hislop said. "We are confident in our designs."

The Genie GTH-1256 features the same chassis which is found on the largest Genie telehandler, the GTH-1544. The rugged chassis features Dana axles offers full-time planetary four-wheel drive along with four-wheel steering capability. The telehandler has a four stage boom with internal chains and hydraulic hard

Xtreme showed its massive XR 7038, pictured here. The telehandler's tires are almost 6-foot-tall.

lines for extra protection. As standard, it has heavy duty fenders and is powered by a Deutz 154 hp Tier 4i engine, or a Perkins 148 hp Tier 4i engine. The GTH-1256 telehandler has a side mounted engine.

Genie now manufactures its GTH-636 and GTH-844 models in its Moses Lake, WA facility, while the previously mentioned units are produced and shipped from Italy. In order to make room for production of the popular 636, Genie had to move production of its GTH-1056 to Oklahoma City manufacturing facility.

"Our entire telehandler line has a good back log," Hislop said.

Production for the GTH-1256 is underway and is currently available in ANSI and CSA markets. A Latin American unit will be available in late 2015.

Manitou showed its all-new MT 625 telehandler at the show. The compact telehandler features 5,512 pounds of lifting capacity, a maximum lift height of 19.2 feet, maximum reach of 11.1 feet and maximum reach capacity of 1,764 pounds.

Other fork-centric companies Xtreme Manufacturing, Merlo (represented by AMS) and Pettibone showed a variety of their heavy-duty lifters, as well.

ReechCraft debuted an all new modular transport platform and material hoist unit at World of Concrete. The product is a first of its kind for the company.

The material hoist and transport platform can be constructed in multiple ways, including single mast, twin mast and fully enclosed and with small or large configurations. The unit does not require any tools for breakdown and is also remote controlled. It can be broken down to 18 inches in diameter for boiler access.

Single mast configuration is rated up to 750 pounds and twin masts can support 1,500 pounds. Maximum height is 200 feet with tie spacing at every 18 feet. It can climb 18 fpm.

Safety devices include a drop/stop lock pawl, overload clutch, overspeed brake and safety switches. The mast configuration type is interference locking cam.



Manitou's all new MT 625.



Merlo, represented by AMS in the U.S., showed a range of its rotating telehandlers at World of Concrete.

"This can be used for general restoration," said Jason Sohljem with ReechCraft. "It is also rental-friendly."

ReechCraft experienced good growth last year, Sohljem said, and expects this year to be up over 2014.

The unit will be in production in Summer 2015 and is currently geared toward the North American market.

World of Concrete 2016 will be held February 1-5, 2016 at the Las Vegas Convention Center with seminars starting on February 1 followed by exhibits on February 2.

Visit www.worldofconcrete.com for more info.



ReechCraft debuted its brand new modular transport hoist.

THE UNIQUE ITALIAN EVENT FOR THE LIFTING, INDUSTRIAL & PORT HANDLING AND SPECIALIZED TRANSPORT INDUSTRIES

5th Edition



**The Italian Cranes & Access
and Heavy Transport Show**

Piacenza, Italy 1-3 October 2015

SAVE THE DATE!
1-3 October 2015

**REGISTER NOW
AND PRINT YOUR OWN BADGE
THROUGH
www.gisexpo.it**

GIS IS ORGANIZED

WITH THE SUPPORT OF

THE FOLLOWING

KEY ITALIAN ASSOCIATIONS,

WHOSE MEMBERS ARE REGULAR USERS

OF CRANES, ACCESS PLATFORMS,

INDUSTRIAL & PORT HANDLING

EQUIPMENT

AND SPECIALIZED TRANSPORT VEHICLES:



Patrocinii Istituzionali



Patrocinii, Enti e Associazioni



**For further information and stand bookings
please contact: info@gisexpo.it
or phone: +39 010 5704948**



The American Rental Association (ARA) praised the “optimism and energy” of visitors to its annual Rental Show after it reported an increased attendance for the sixth year running.

Total attendance at the event was up nearly 5 percent on 2014.

It was the first time since the early 1980s that The Rental Show has attracted rising visitor numbers for six successive years.

“Everything at the show was working at the highest level this year, and a strong interest in meeting with exhibitors,” said Christine Wehrman, the Association’s chief executive officer. “There is an optimistic outlook in the industry, short-term and long-term. Everyone is confident of the future being a stronger marketplace and they are investing in the growth of the industry.”

Bronto Skylift exhibited at The Rental Show for the first time ever. The company showed its S 150 XDT, truck-mounted aerial work platform lift. Mounted on a CAT chassis, the S 150 XDT features a 152-foot overhead working height and a telescopic, articulating platform boom that provides 100 feet of horizontal outreach for up and over capabilities. With 360-degree continuous turntable rotation and a 1,400-pound platform capacity, workers are able to carry tools and equipment to access almost any elevated work site.

Custom Equipment showed its range of Hy-Brid scissor lifts, touting the units’ benefits

ReachMaster was recently named **Dinolift’s** North American distributor.



Down South, The Rental Show, Feb. 23-25 in New Orleans, saw visitor numbers top last year’s 5,600 and there was an overall positive vibe at the show with many manufacturers reporting sales straight off the floor.



Bronto exhibited at The Rental Show for the first time this year.

Custom had a number of products on display at the show.

when compared to a vertical mast machine. For instance, Custom’s Hy-Brid HB-1030 low-level scissor lift gives maintenance crews and contractors 750 pounds of platform capacity, which is greater than competing low-level lifts and 19-foot models. Operators can load the lift with more tools and supplies, including drywall, lumber, HVAC parts, painting equipment and electrical materials, which reduces the number of trips up and down, saving time.

The all-purpose, heavy-duty lift allows users to handle multiple applications up to working heights of 16 feet. With its high capacity, it can accommodate two people at a time and provide a substantial working area. The platform is 25-inches-wide by 60-inches-long, and features



30-inch slide-out extensions for even greater working space. The extension has a capacity of 250 pounds.

Dinolift used The Rental Show to debut the RXT, which is a self-propelled, articulated and telescopic boom lift that has an oscillating front axle and comes with four-wheel drive. The RXT comes standard with two-wheel and four-wheel steering along with crab steering. It can traverse 35 percent gradeability and features working heights from 67 to 87 feet.

Genie announced a new Super Boom at The Rental Show, as well as a number of other product launches which the company said was its largest unveiling of machines ever.

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

The SX-150 is suitable for applications in



Filling in a product line gap, Genie introduced its brand new SX-150 boom lift.



Haulotte's updated 45XA articulating boom on display at the show.

Articulating launch

Also at the Genie stand was the Z-62/40 articulating boom lift, first launched in Europe last year. It is an update of Z-60/34, increasing the working height from 60 feet, 4 inches to 61 feet, 11 inches and provides more horizontal outreach with a maximum of 40 feet, 9 inches compared to 36 feet, 3 inches in the previous model.

It still delivers up and over clearance of 26 feet, 8 inches with a maximum lift capacity of 500 pounds. The new boom lift offers zero rear tail swing and minimal front turntable tail swing in the stowed position and has a below ground reach of as much as 5 feet, 6 inches. The machine weighs 22,155 pounds and stows to the compact size of 24 feet and 10 inches

More debut

Also on the stand was the Genie GS-4047 self-propelled electric scissor lift, designed to meet the demands of tightly packed, high rise indoor spaces found in modern tilt up warehouse construction.

This ANSI/CSA certified model lifts up to 550 pounds to a maximum working height of 45 feet and drives at full height. The scissor lift's top applications include industrial construction, warehouse maintenance, maintenance and indoor painting and cleanup.

Dual front-wheel drive and a zero inside turning radius, combined with a compact footprint of just 8-feet-long and 47-inches-wide stowed, the GS-4047 scissor lift is suitable for maneuvering around tight restrictive work environments.

Haulotte showed off its completely redesigned and updated 45XA articulated boom during the show. The 45-foot, self-propelled AWP has commonality with its 55XA brother, including a 31-hp Kubota gas engine. The boom can travel at 5 mph and weight has been re-distributed as



a result of the new engine. Engine and fuel tank covers have been changed to fiberglass and the gas tank has been raised for ease-of-filling. The boom lifts operators to a maximum of 45 feet or 27 feet horizontally.

JLG Industries introduced three new boom lifts and its largest scissor lift at The Rental Show, along with a completely redesigned line of JLG branded telehandlers.

"The new JLG telehandlers are not just tweaked to be somewhat better, they've been redesigned and re-engineered from the ground up," said Alan Loux, JLG Industries' vice president of global marketing. "They are setting the stage for an exciting show and an exciting year that will further cement JLG's reputation as the leading supplier of lift and access equipment to the rental industry."

The telehandler launch included five machines. The machines range in capacity from 6,600 to 12,000 pounds, and in height from 42 to 55 feet. Highlight changes include a completely redesigned cab for improved operator comfort and control, a rear axle stabilization system, and improved serviceability. An array of options is available for the new machines, including the industry's first reverse sensing system, a new integrated digital display with back-up camera and digital load charts, and a ride-control system to enhance operator confidence.

The new JLG telehandlers all utilize Tier 4

construction, maintenance, telecommunications, gas and oil refineries, chemical maintenance and large utility applications.

The SX-150 boom reaches its full platform height of 151 feet in under three minutes. The boom offers four programmable height settings of 150 feet, 135 feet, 120 feet and 100 feet for rental versatility, and a 10-foot horizontal and vertical rotating jib allows for quick local repositioning of the platform.

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

A standard 7.5 kW on-board generator powers tools, including welders. Weighing 50,700 pounds, with a tail swing of 3 feet, 6 inches and ground clearance of 15 inches, the boom lift is transportable on a standard trailer; no over-size permits are required.

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

Electric boom

Genie also introduced its compact, lightweight electric Z-boom lift to the North American market at The Rental Show. The Genie Z-33/18 boom, launched at APEX in the Netherlands last year, is suited to tasks on sensitive surfaces where space or floor load is restricted.

Weighing 8,080 pounds with a ground clearance of 5.9 inches, airports, shopping centers and theatres are example applications, as well as routine outdoor maintenance tasks.

Its key features include solid non-marking tires, long working cycles due to low-consumption AC drive transmission, a tight turning radius for increased maneuverability, the ability to drive at full height, plus the benefits of the Genie FastMast boom system that shortens ground-to-top lifting time.



JLG's redesigned and engineered G15-44A telehandler.



FREE tablet editions
Enhance your magazine experience...

Newsstand

Store

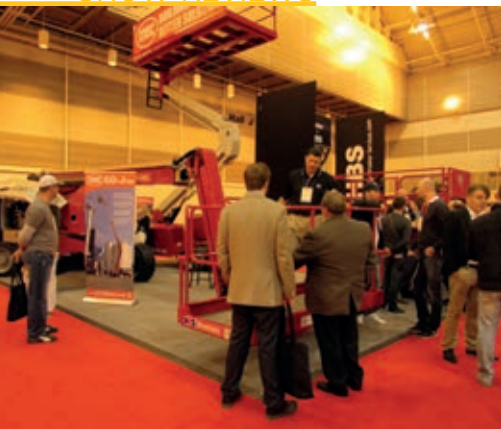
Extra features include

Video footage of new products extra photos and audio

...FREE to download now

www.khl.com/tableteditions





Final Cummins QSF 3.8L diesel engines that are powerful, fuel efficient, and reliable.

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

Other JLG product introductions at The Rental show included:

- The updated SkyTrak line of telehandlers. Inside they feature single joystick control, a redesigned dash panel display, and optional air conditioning. Outside, boom functions are faster, the rear counterweight now includes an integrated tow hitch, and there is a new color scheme and new decals. The machines are now powered by Tier 4 Final Cummins 3.8L diesel engines.
- The 5394RT high-capacity, rough-terrain scissor lift, the biggest scissor in JLG's line. It lets operators place more personnel, tools and materials in the platform for more productive shifts. The 5394RT lift has steel hoods for toughness and auto-leveling outriggers for rapid set up.
- The completely redesigned 400S and 460SJ telescopic (straight) boom lifts and the 450AJ articulating boom lift. All three machines offer class-leading platform capacities and lift times, which can improve operator productivity. Enhanced system designs and new hoods to increase in-service time, which improves utilization rates and Total Cost of Ownership (TCO).

The company also showed a number of other products, including its popular LiftPod series.

MEC Aerial Work Platforms debuted a brand new boom at the show.

The 60-foot boom features 600 pounds of lift capacity, 42 feet and 8 inches of outreach and 45 percent gradeability. The unit can be powered by either diesel, battery or with a hybrid option.

Standard features include: an 8-foot work basket, a continuously rotating turret and full-time, four-wheel drive.

A 6-foot jib adds 135 degrees of motion to the unit and the platform rotates 180 degrees each way. The boom and riser reach full height in 50 seconds and the boom can be fully extended in just 20 seconds. The unit's tail swing is 3 feet, 11 inches. The inside turning radius is 6 feet, 6 inches and the boom will have 13.5 inches of

MEC's stand was bustling with interested patrons checking out the company's new boom lift.

ground clearance. It can be driven at full height, as well.

MEC will offer a diesel, 44 hp Kubota engine or a battery powered option with a 72-volt, 370 AH battery pack. Hybrid is also available as an extra option.

The boom with a diesel engine is expected to weigh 17,900 pounds and the battery version will weigh about 18,500 pounds.

With a marching band as an introduction, **Skyjack** used The Rental Show to unveil its SJ86T telescopic boom and a charitable campaign marking its 30th business anniversary.

"Our customers have asked us for a boom with higher capacity and greater reach. We listened and now we are really excited the machine is available on the market for them to use," said Brad Boehler, president of Skyjack.

The new SJ86T helps meet increasing customer demand in the rental industry with its higher capacity and greater reach. Two models are available in North America: a telescopic-only model with a platform height of 82 feet and a model with a jib, featuring a platform height of 86 feet.

The SJ82T telescopic boom without jib features a working height of 88 feet and horizontal outreach of 72 feet, 6 inches.

The SJ86T telescopic boom with jib features a working height of 92 feet and horizontal outreach of 76 feet, 10 inches. The jib has a range of motion from +65 degrees to -60 degree and features optimized designs that improve its strength.

Programs and more

As part of its 30th year in business, Skyjack also launched 30 FOR 30 PARTNERS, a charitable campaign where the company is searching for 30 worthwhile projects, spread across the world, that would benefit from the use of a Skyjack machine or, potentially, some other kind of support such as parts supplies or repairs. These machines plus the assistance would be supplied through Skyjack customers, with Skyjack



Skyjack's new boom, the SJ86T, made its debut.



covering the costs of up to \$2,500 per project.

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

The company also showcased its range of scissors, vertical mast machines and more.

Snorkel officially showed its new family of electric slab scissor lifts which are now available to order in North America. The family includes four models, ranging from the S3219E which delivers a 19-foot maximum platform height from a 32-inch wide chassis, to the S4732E which delivers a 32-foot maximum platform height from a 47-inch wide chassis. The new scissor lifts have been designed with a focus on the rental industry and include a number of innovative features that help lower total ownership costs.

Snorkel also showed the first in a new line of mid-size telescopic boom lifts. The Snorkel 660SJ is a 66-foot rough terrain telescopic boom lift that includes a 6-foot 6-inch jib. Built to handle tough environments, the 660SJ boasts an all steel cowl and boom, fully proportional controls for all boom functions, as well as a brand new tri-entry platform design featuring saloon-style entry gates and the new 'Snorkel Guard' secondary guarding system fitted as standard.

The new 8-foot by 3-foot platform design incorporates rear saloon gates as standard, plus

Niftylift's stand was a constant hub of action.



two side gravity bars for tri-entry, allowing the operator to access the platform from all sides, even when the lift is positioned near obstacles.

Designed with the rental industry in mind, the new platform can be repaired and replaced easily. The entire platform weldment can be removed with just six bolts, making it quick and easy to switch out different sized platforms for specific applications, and easy to replace damaged platforms, reducing machine downtime. The platform electrics, such as the control box, secondary guarding system, and footswitch are mounted directly to the pedestal, meaning that there is no wiring which needs to be changed during the platform replacement process.

The platform floor is also removable, so rental companies do not need to change out the entire platform if the flooring is damaged.

Snorkel's 'Snorkel Guard' is a spring-mounted rail that sits above the upper control panel and cuts out machine operations when compressed, such as in the case of the operator being struck by an overhead obstacle. The system has a

Snorkel unveiled a range of products, pictured here.



switch in the platform that allows the operator to override the system if activated in error. When the system is activated, the lift can be operated from the lower control panel.

The new platform will be fitted as standard on all new Snorkel mid-size boom lifts, and will be available in the Summer.

The 'Snorkel Guard' is available to order now.

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

The SR5919 can lift up to 5,900 pounds, has a 19-foot maximum lift height, and an 11-foot maximum forward reach. The machine is 71-inches wide and 6-foot 7-inches tall with a 10.8-inch ground clearance, and an 11-foot

turning radius.

The heavy-duty, all-steel lift is designed to give the operator full 360-degree visibility from the cab, improving jobsite safety and productivity. The lift is available with a choice of open cab, enclosed cab, or enclosed cab with heat and AC, and is fitted with a suspension seat as standard, as well as a solid steel dash with display screen and suspended pedals.

Built to perform in rental and construction applications, the SR5919 has a solid steel plate chassis, a large cross-section boom with wear pads and protected tilt and extend cylinders to prevent damage, steel hydraulic and fuel tanks, with a 17 gallon fuel capacity, melonite pins and a ductile steel manifold.

Next year, The Rental Show will take place Feb. 21-24, 2016 in Atlanta.



+ reliability

+ comfort

+ safety

- fuel consumption

The Merlo Transversal Stability System was awarded the **gold medal** at Intermat 2015 Innovation Award in the category "Engineering & Systems"



OSHA updates reporting rules

Employers are required, since January 1, to report all work-related fatalities to the Occupational Safety and Health Administration (OSHA) within eight hours, and all in-patient hospitalizations, amputations and losses of an eye within 24 hours of finding out about them.

Previously, employers were required to report all workplace fatalities and to report when three or more workers were hospitalized in the same incident. The new reporting requirements aim to help employers and workers prevent future injuries by identifying and eliminating the most serious workplace hazards.

Employers can report severe incidents to OSHA in three ways: call their nearest area office during normal business hours, call the 24-hour OSHA hotline at 1-800-321-OSHA (1-800-321-6742), or report online at www.osha.gov/report_online.

IPAF calls on the industry to report all AWP-related fatalities at www.ipaf.org/accident.

OSHA official and JLG president head IPAF Summit speakers

The illustrious panel of speakers for the 2015 IPAF Summit includes Jordan Barab, deputy assistant secretary of labor for Occupational Safety and Health and second in command at OSHA, and top management from leading access equipment and rental companies JLG and Riwal.

The IPAF Summit will focus on how new technologies will change the face of the access industry in the next five to 10 years and look at how existing technologies are still battling to open up new markets around the world. It will be held on the same day as the International Awards for Powered Access (IAPAs) on March 26 in Washington, D.C.

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

Taking up the battle against equipment bandits, Stefan Ponea, CEO of Industrial Access, Romania,



Frank Nerenhausen

will show how new technology is being used to combat old fashioned crime.

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

An update on the U.S. Occupational Safety & Health Administration OSHA's battle to prevent falls from height will be given by Jordan Barab, deputy assistant secretary at the U.S. Department of Labor.

Sharing her journey to uncover new powered access markets, Sibel Aygöl, marketing and sales manager, Up Makine, Turkey, will show how it pays to take powered access to remote areas.

Audrey Courant from Ducker Research presents IPAF's latest research into the size of the AWP



Jordan Barab

rental sector and presents IPAF's forecasts for the coming year. Joanne Ulnick, CEO of Ducker Worldwide, looks at the impact of market dynamics on rental companies.

The morning session will be devoted to a range of current topics in the powered access industry, ranging from the Smart PAL Card and the impact of new legislation and standards, to eLearning and how to prevent fatal injuries when working near power lines. See the full program and speaker information at www.iapa-summit.info.

The IPAF Summit conference will be held in English, with simultaneous translation into Spanish. Attendance is free and those interested should register in advance at www.iapa-summit.info.

Steady growth

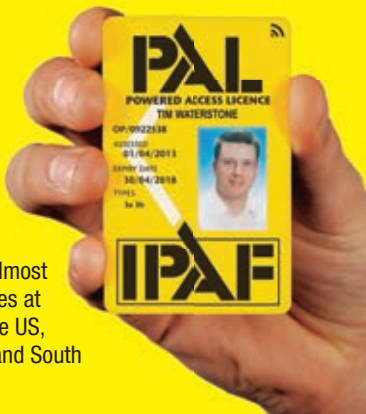
A record number of 137,429 people were trained by IPAF-approved training centers in 2014. This is an increase of 7.9 percent over the 127,365 people trained in 2013. Training available from IPAF-approved centers includes operator courses for which a PAL Card (Powered Access Licence) is issued, and harness and management courses for which a certificate is issued.

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

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

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

IPAF has active members on almost every continent. Growth continues at a rapid pace in areas such as the US, Latin America, the Middle East and South East Asia.



Chicago conference

Close to 50 people attended IPAF's first regional conference in Chicago and had their AWP-related questions answered by a panel of industry experts including those from NES Rentals, Skyjack and United Rentals.

IPAF regional conferences are a new series of events created by the IPAF North American Regional Council to offer more educational and networking opportunities for members and to reach out to prospective members. The next regional conference is set for April in Houston. Details at www.ipaf.org/events.



Instructor training

Four instructors were trained at the first open enrollment class given by NES Rentals at the end of February in Atlanta.

"We are increasing the capacity in the market to offer training and seeing added commitment from existing training centers," said Tony Groat, manager of IPAF North America. "This is a win-win-win for all involved."

The next instructor class is scheduled for May 11-14 at Skyjack in Guelph, ON, Canada.

For more information and to register, contact Tony Groat at tony.groat@ipaf.org

PAL Card holders across five continents win prizes

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

Winners from countries including Australia, Canada, Denmark, Germany, Ireland, Malaysia, the Netherlands, Turkey, UAE, UK and U.S. received prizes. See more at www.ipaf.org/checkpalandwin.



Business survival tips from Andy Studdert

Andy Studdert, chairman and CEO of NES Rentals, and deputy president of IPAF, had the full attention of a 100-strong audience at the recent IPAF ElevAÇÃO conference in São Paulo, Brazil, as he gave access companies valuable insights into safety, creating value and preparing for a downturn.

Drawing on his extensive experience in the airline sector when he was COO of United Airlines and led the company through the 9/11 crisis, Studdert said that the most critical lessons for the access industry were to have repeatable processes, a culture of intervention, and crisis preparation.

"The process of loading, fuelling, checking and flying a plane (or operating an aerial work platform) must be repeatable," he said in his presentation. "You have routines to become better at the task and refine the process. Having



a repeatable process in any business, but especially aereals, allows you to improve safety. You need everyone to intervene when it comes to safety. Checklists are essential, but the people holding the checklist make the difference."

Studdert went on to illustrate how repeatable processes, safety/intervention culture and crisis preparation can help build a profitable and safe company. Together with pricing, sales technology, talent selection/



www.ipaf.org
info@ipaf.org

IPAF USA

225 Placid Drive,
Schenectady, NY 12303
Tel: (518) 280-2486
Fax: (518) 689-6800
tony.groat@awpt.org
www.awpt.org

IPAF USA MEMBERSHIP OFFICE

800 Roosevelt Road, Suite C-312
Glen Ellyn, IL 60137
Tel: (630) 942-6583
usa@ipaf.org
www.ipaf.org

IPAF WORLD HEADQUARTERS

Moss End Business Village,
Crooklands, Cumbria LA7 7NU, UK
Tel: +44 (0)15395 66700
Fax: +44 (0)15395 66084
info@ipaf.org
www.ipaf.org

retention and people practices – these are part of the levers that companies can use to improve efficiency in the short term and improve organizational capacity in the longer term, in order to create value for stakeholders.

In a downturn, the quickest will survive and companies must be able to make difficult decisions early and cut costs before the "death spiral" sets in, advised Studdert: "Revisit your practices to ensure you have done everything to be safe."

Site visit at United Rentals in Washington, D.C.

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

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

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

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





Quality Training. Proven Results.

Scaffold & Access Industry Association is the unified voice of the scaffold and access industry. In its 40+ year history, SAIA has provided safety education to thousands of contractors through its renowned seminars and training courses. SAIA promotes safety by developing educational and informational material; conducting educational seminars and training courses; provide audio-visual programs and codes of safe practices and other training and safety aids. These training courses teach contractors how to meet and exceed those standards with best safety practices, reducing employee injuries and lost time on the job. Beyond training, SAIA also assists our

members to become more efficient and profitable in their businesses. With over 900 member locations spanning the globe, and 90+ Accredited Training Institutes, SAIA's mission is to ensure that those who make, install, depend on, or govern the use of access tools and equipment pursue the highest standards of safety, craftsmanship and ethics.

Training courses are available throughout the year for SAIA members and non-members. The SAIA embraces learning through participation and facilitates the processes via its committees and councils, regional meetings, Committee Week, and the Annual Convention.

SAIA Course Offerings Include:

Scaffold User Safety and Hazard Awareness	Scaffold Competent Person Safety Training (CPT)	Suspended Scaffold Training
Scaffold Primary Access Training	Professional Scaffold Erector Safety Training Challenge Exam	Mast Climber Operator Training
Supported Scaffold Training	Suspended Scaffold Hazard Awareness and Operator Safety Training	Aerial Work Platform Operator Training



SAIAUNIVERSITY

Scaffold & Access Industry Association • 400 Admiral Blvd., Kansas City, MO 64106
816.595.4860 • www.saiaonline.org • info@saiaonline.org



FREE MAGAZINE SUBSCRIPTION

1 CHOOSE YOUR MAGAZINES AND/OR E-NEWSLETTERS:

MAGAZINES

Access, Lift & Handlers

American Cranes & Transport

Access International

Construction Europe

Construction Latin America

Demolition & Recycling International

International Construction

International Construction Turkey

International Cranes and Specialized Transport

International Rental News

E-NEWSLETTERS

Access, Lift & Handlers e-newsletter

Access International e-newsletter

Construction Latin America e-newsletter

Demolition & Recycling International e-newsletter

International Construction China e-newsletter

International Rental News e-newsletter

World Construction e-newsletter

World Crane Week e-newsletter

2 ORGANIZATION TYPE

Equipment Rental

General Contractor

Residential Contractor

Commercial Contractor

Industrial Maintenance

Public & Private Utilities

Airports, Seaports & Shipbuilding

Manufacturer of Aerial Work Platforms

Manufacturer of Telehandlers

Manufacturer of other Equipment

Distributor, Agent, Equipment Sales

Used Equipment Sales

Scaffolding/Masonry Contractor

Tree Trimming

Sign Companies

Manufacturer of Scaffolding & Mast Climbers

Other (please state)

3 YOUR DETAILS

Name:

Job title:

Company:

Address:

Country:

State/County:

Zip code/Post code:

E-mail:

4 Do you purchase or influence the purchase of construction products or services? ☐ Yes ☐ No

5 FORMAT OF MAGAZINE

PRINT ☐

DIGITAL ☐

BOTH ☐

6 SIGN AND DATE:

Signature:

Date:

3-4/15

POST TO: Circulation Manager, KHL Group Americas LLC,
205 W. Randolph St. Suite 1320, Chicago, IL 60606, USA

FAX BACK: 312-626-2115

REGISTER ONLINE: www.khl.com/subscriptions/alh

E-MAIL: circulation@khl.com



ACCESS PARTS & ACCESSORIES

*TVH, the passion,
the people, the parts!*



TVH
www.tvh.com

BATTERIES

**U.S. BATTERY THE
WORLD'S BEST MADE
DEEP CYCLE
BATTERIES**



www.usbattery.com

GENERATORS

**HYDRAULICALLY
DRIVEN
DC WELDER / AC
GENERATOR**



HYDRO-ARC 7500®
Welder: 240
Amps D
Generator:
7.5KW
120/240 VAC

Fabco Power

Visit Our Website
www.fabcopower.com

P.O. Box 582, Chester, NY 10918
Tel: (845) 469-9151 • Fax: (845) 469-7871

SCAFFOLDING AND ACCESSORIES

Kennison
FOREST PRODUCTS, INC.

THE TRUSTED NAME.

2200F MSR 1.8E

SURE-LAM™
2.0E and 2.25E

KENNISONFOREST.COM
1.888.697.5585

TURNER ACCESS

**Innovative solutions for
working safely at height**



BetaGuard® Aluminium Towers
System Scaffolding | Advance Guardrails
Low Level Access | IPAF & PASMA Training
Scaffold Contracts | Online shop

Tel: +44 (0) 141 309 5555
www.turner-access.co.uk

CONTROLS

**J.R. MERRITT®
CONTROLS, INC.**

**PRECISION ENGINEERED
JOYSTICK CONTROLLERS
AND OPERATOR
ARMCHAIR SYSTEMS**



www.jrmerritt.com

Thistle Generators



**Static & Mobile
Generator Sets**



**Generator Parts
Service & Repairs**

Tel: +44 (0) 1698 814888
Fax: +44 (0) 1698 802595
mailroom@thistlegenerators.com
www.thistlegenerators.com

TRAINING

360
TRAINING SOLUTIONS

From essential workshops that help to develop core skills, to bespoke advanced sessions crafted to fulfil particular training needs, our training solutions are shaped around your exact needs.



ACCESS PLATFORMS

SKYJACK
simply reliable



Email: info@skyjackeurope.co.uk

Tel: +44 1691 676235
Tel: +44 1691 676239
www.skyjack.com

**OEM
CONTROLS, INC.**
CERTIFIED ISO 9001
CERTA US-1000A



**From Design To Delivery,
Total Controller Solutions**

www.oemcontrols.com
Tel: 203.929.8431

ACCESS, LIFT & HANDLERS
ALH

To advertise in the

DIRECTORY, call

Account Executive

Laura Palella on

(312) 291-9736

or e-mail:

laura.palella@khl.com

IPAF
Find an AWPT
approved
training
center at
www.AWPT.org



LIGHTING THE WAY

800.557.0098 | www.golight.com



Golight/RadioRay - LED | HALOGEN

- ▶ LED (200,000 cd) or Halogen (225,000 cd)
- ▶ 370° Rotation x 135° Tilt
- ▶ Portable or Permanent Mount Options
- ▶ 3 Year Limited Warranty
- ▶ Wireless or Hard-Wired Remote Control



Stryker- HID / HALOGEN / LED

- ▶ HID (550,000cd) Halogen (200,000cd) LED (320,000cd)
- ▶ 370° Rotation x 135° Tilt
- ▶ Portable or Permanent Mount
- ▶ 5 Year Limited Warranty/1Year Ballast
- ▶ Wireless or Hard-Wired Remote Control



GXL - LED

- ▶ 10 Year Warranty
- ▶ Floodlight Output 6000 Max Lumens
- ▶ Spotlight Intensity 110,000 Candela
- ▶ Quick Manual Adjustment
- ▶ Internal Thermal Management

GOLIGHT INC

REGISTER FOR THE FREE DIGITAL ISSUE



Delivered instantly anywhere in the world

■ Interactive ■ Searchable ■ Archiveable

For more details and to register for your own, **FREE**, digital copies go to:

www.khl.com/subscriptions/alh



FIRST FOR GLOBAL CONSTRUCTION INFORMATION

www.khl.com

*Because When You are Up there, Batteries
Should be the Last Thing on Your Mind...*



XC2™ Diamond Plate Technology®

- ★ **Highest Initial Capacity**
- ★ **Fastest Cycle up to Full Rated Capacity**
- ★ **Highest Total Energy Delivered Over the Life of the Battery**



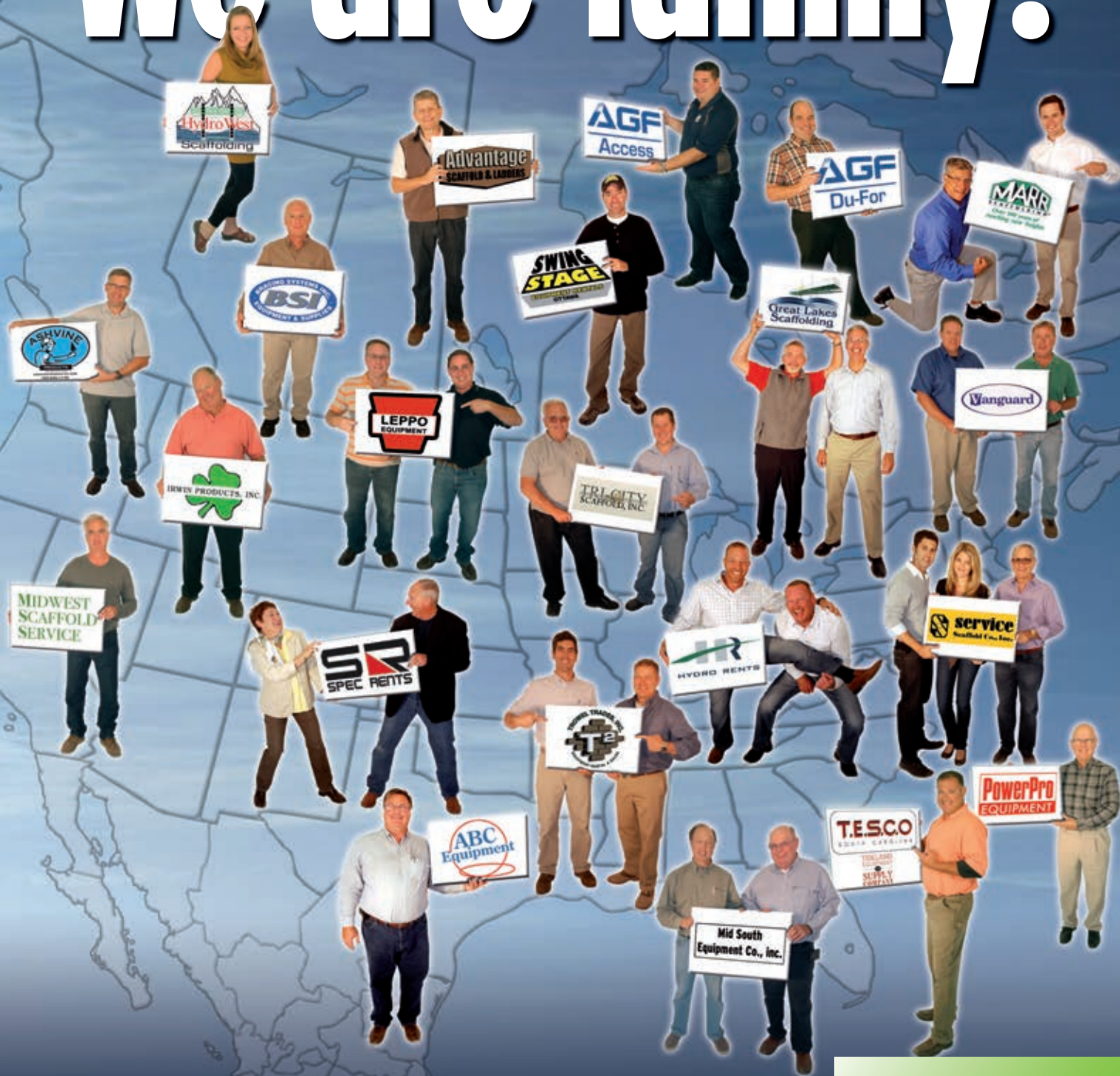
U.S. Battery offers both flooded(wet) and AMG (sealed) deep cycle batteries making us your one-stop-shop for premium lead acid batteries.



"Like" us and be entered in our Facebook Give-A-Ways

See all of our American made products at
www.USBATTERY.com

We are family!



Contact us now and become a
Hydro Mobile's distributor today!

www.hydro-mobile.com | 1.888.484.9376


HYDRO MOBILE

ELEVATING
EFFICIENCY