

#1 AERIAL WORK PLATFORM MANUFACTURER

A PLATFORM FOR SUCCESS

It's no coincidence that Genie has been named the number one aerial work platform manufacturer this year. When it comes to giving you aerial equipment and the support you need for superior uptime, no one goes to greater heights than our dedicated teams.



Genie[®]
A TEREX BRAND

#1 AERIAL WORK
PLATFORM
MANUFACTURER*

GENIELIFT.CO.UK

AWP-INFOEUROPE@TEREX.COM

*Based on 2014 aerial work platform revenue. Includes powered access manufacturers. Excludes hoists/lifts and manufacturers of non-powered access equipment.
© 2015 Terex Aerial Work Platforms. Genie and Taking You Higher are trademarks of Terex Corporation or its subsidiaries.

What's the future for RT scissors?

Rough terrain scissor lifts have been around since the early 1970s when they were lightweight, two wheel chain drive affairs. Their simple and reliable design meant they were cheap to operate and repair, making them ideal for both end-users and rental companies. Over time we have seen the introduction of hydrostatic drive then four wheel drive together with higher working heights and bigger decks with dual powered extensions, and more recently specialist narrow and electric/hybrid drive machines. Yet they still do pretty much the same basic job as the first large scissor lifts.

A large Rough Terrain scissor lift needs a big platform area, combined with a decent platform capacity. This makes them the platform of choice for construction work such as cladding and heavy fit out work, particularly on industrial 'shed' construction and large

commercial developments. Unfortunately work outside of this relatively narrow and cyclical market, is often better suited to other platform types such as booms or slab scissor lifts, so when big shed work dries up - as it does in every recession - they become almost unrentable.

For example in 2006 and 2007 the UK was ploughing ahead with the construction of large commercial distribution centres, but when the financial crash hit in 2008 many schemes were mothballed. Large scissors that were constantly out on rent, commanding good rates suddenly started filling rental yards. However, these commercial distribution centres are all going again across large parts of Europe, with increased demand for tall, narrow scissors as warehouses become ever higher. Those companies that invested in large scissors are now reaping the dividends. However there is still a lack of suitable equipment which can affect some construction schedules.

Many distribution centres are now reaching 30 metres high and look as though they may reach 40 metres. This will cause a practical problem



A MEC 6092 RT on fitting out work



Genie GS 5390



A Holland Lift B-195DL25 4WD/P/N recently sold to Turkey

as 40 metres is a good seven metres too high for even the highest scissor lifts on the market, and large booms or truck mounted platforms just do not have the working space or platform capacity.

Increasing heights

But how high can a scissor go? Full line manufacturers have struggled to deal with this market, and while they are slowly updating and adding features to models that were long in the tooth, they show no sign of challenging the specialist manufacturers such as Holland Lift, PB Lifttechnik and - limping back after being in administration - H.A.B, which dominate the over 50ft market and offer a variety of power trains including electric and hybrid with working heights up to 33 metres.

German manufacturer H.A.B has re-started production of some of its products, including big scissor lifts and tracked booms - having shifted the design rights to a new company. Some of first units were purchased by Netherlands-based Collé Rental & Sales. The order includes several 32.5 metres working height, 1.39

metre wide S32-12 E4WDS electric 4x4 scissor lifts. With indoor and outdoor certification, 600kg platform capacity, extending deck, and drive at full height. Colle sold one of the first units to arrive to BAC Hoogwerkers.

C&A reviewed the electric and hybrid scissor market earlier this year (Issue 17.1). Since then Holland Lift has introduced its 103ft HL-330 E14 4WDS/N with a working height of 33 metres, 600kg platform capacity and an overall width of 1.4 metres. This size of scissor is particularly appealing to customers in Germany, Austria and The Netherlands for narrow aisle work, such as high cube warehouse racking - a specialist sector of the market but growing worldwide as



Airo XL19 E



The JLG 530LRT



A H.A.B S32-12 E 4WDS sold to BAC Hoogwerkers

internet sales create demand for more semi-automated warehouses/ logistical smart hubs close to market.

Holland Lift has also launched a more traditional 56ft, 550kg platform capacity, 19 metre working height HL-190 E20 with an overall width of two metres - one in a range of six models, that starts with the 46ft HL-160 E20 with 16 metres work

height. The customer can either chose electric, diesel or hybrid drive on both machines, with a variety of options such as outriggers, four wheel drive and oscillating axle making for a product that fits nicely between the compact - 1.7 metre wide - Rough Terrain scissor lifts and the classic 2.2 to 2.4 metre wide big RTs.

At Bauma next year the company will add to its full hybrid line (currently consisting of the HL-160 H20, HL-190 H20 and HL-275 H25) with the 66ft HL-220 hybrid, further evidence that its main focus remains with hybrid power, big working heights and high platform capacities.

Big scissors in demand

The market worldwide for large diesel scissors has also grown steadily over the last three years. Scissors with platform heights of 60ft and above are in demand from mature sectors on every continent, with even North America showing interest.

Holland Lift's managing director Eline Oudenbroek says: "Customers like to have their big scissor lifts

equipped with automatic greasing and automatic top-up systems for the batteries. This means the machines are easier to look after because big scissors are often rented out on an international basis all over the world instead of staying in the country of purchase."

The way buildings are constructed is also changing. "Often the inside of the building is built first, followed by covering it with walls and a roof. This increases the demand for large capacity, high working height outdoor machines. Also the building process is more planned, thus increasing the utilisation of big scissors."

New safety systems

Safety is also getting more attention in the planning process. Scaffolding that sometimes reduces flexibility and safety is increasingly being replaced by powered access equipment. Safety systems are also proliferating, following pressure from some major international contractors. Card readers that restrict operation to only trained and/or identified operators are rapidly becoming a requirement on



Holland Lift's 33m HL-330 E14 4WDS/N

high profile sites. More recently secondary guarding is being talked about, following its wider adoption on boom lifts. In the UK Kimberly Rentals has just launched a controller mounted secondary guarding system for scissor lifts, dubbed SkySecure. The system can be installed on all diesel and electric

www.atnplatforms.com

Designer & Manufacturer of Aerial Work Platforms

47400 Tonneins - FRANCE - Tel. : +33 (0) 553 798 320 - Fax : +33 (0) 553 880 107

Skyjack SJ9250.



Iteco 172 10E.



of rental companies are now using them to work with customers to create solutions to previous difficulties when carrying out a job at height, increasing speed and safety, and hopefully improved profitability for the rental company.

scissors and is claimed to be the first of its kind - See news page 6.

Hybrid acceptance?

Demand for full hybrid powered scissors in Western Europe is growing, particularly in the UK and Germany due to environmental pressures, as well as fuel efficiency and versatility. However the higher price would appear to be an issue for many buyers, although increased utilisation of the machine may help offset this.

The scissor lift platform - a workshop at height

Big scissor lifts offer many advantages for specific jobs of course such as platform capacities of up to 1,000kg, up to five times more the platform space with decks of up to 7.5 metres long or more. These advantages can also be used to support application specific attachments, such as a pipe and cladding panel holder and positioners, helping substantially increase productivity. They also provide engineered and safe solutions to unique application needs that can reduce the need for secondary material handling/positioning equipment on site. While such add-ons have been available for some time, an increasing number

PB Liftechnik's 27.25m working height 1,000kg capacity PBS270-24E



North America stays low

There are some notable differences between the North American and European markets for large/Rough Terrain scissor lifts. Whereas high steel frame, panel clad buildings are the norm in Northern Europe, many other markets tend to go for concrete tilt up, block and stucco work and lower building heights. This then negates some of the advantages provided by big scissors. Other factors for specific jobs include site access, ground conditions, and in some cases available transport. So far the North American market has shown little interest in big scissors, preferring to use boom lifts, heavy-duty mastclimbers and scaffold, but the rise of higher warehousing closer to city centres may change this. For example MEC has found a surprising amount of interest in its recently launch 60ft machine.

As well as commercial construction and installing cladding and panelling, other market sectors include, exterior finishing including stucco, glazing and stone work, insulation installation, roofing and mechanical trades installation such as fire sprinklers, heating, ventilation and air conditioning systems. Additional market sectors include on-location shooting video productions, as well as sporting events.

New JLG RT

With the demand for larger Rough Terrain scissors improving, manufacturers such as JLG, MEC, Airo, Iteco and Skyjack have all launched new products in the 50 to 60ft area. JLG's latest - the 53ft



Unique dimensions and proven quality



With the HL-330 E14 4WDS/N, Holland Lift shows its dedication to remain market leader; not only in innovation but also in safety, total cost of ownership and high quality standards.

HOLLAND LIFT

innovation at great height

Holland Lift International bv
t: +31 (0) 229 285 555
e: info@hollandlift.com
www.hollandlift.com

Winner of
IAPA Award
2015

530LRT - offers an 18.15 metre working height, its highest scissor lift designed by JLG - the company acquired LiftLux in 2004 and built some of its heavy duty and high reach scissor lifts from several years after that. It launched the new model as the 5394RT at Conexpo last year, but has since been named it the 530LRT giving JLG a range of three full size Rough Terrain scissors - the 3394RT, 4394RT and the 530LRT.

The new machine has a 680kg platform capacity, steel covers for easy repair and robustness and auto-levelling outriggers for rapid



The United Powered Access sheet trestle system for big Skyjack scissors.

set up. It features a standard 1.22 metre multi-position roll-out platform extension with a 226kg capacity. The engine compartment offers easy access to all service points and a swing-out engine tray if more serious work needs to be carried out. The tilt-down steps are easily lowered or removed for even better component access.

The largest North American

Until last March the largest scissor lifts built in North America tended to be 50ft, with manufacturers stating that there simply was no demand for larger machines. Californian niche manufacturer MEC decided that this was an opportunity to launch another product that avoided competing with the major US-based aerial lift producers. So it unveiled the 60ft full-sized 6092RT at Conexpo in the spring of 2014 and began shipping units around 12 months ago, with 4-Way Equipment Rentals of Edmonton, Alberta, in Canada taking the first two production units. The 6092RT offers a working height of 20.5 metres, with a platform capacity of

600kg on the 1.9 metre wide 7.54 long extended dual deck platform. Auto levelling outriggers and active oscillating axles are standard together with MEC's Quad-Trax 4x4 drive system as well as fully proportional lift and drive controls. Power comes from a Kubota turbo diesel with two speed planetary wheel motors. Overall weight is 9,200kg.

The company quickly sold out its first year's production with buyers not only in North America but also in Europe, with Riwal and HWS taking several units in the Netherlands, along with Nationwide Platforms, Quick Reach and Lifterz in the UK. Lifterz chairman Malcolm Bowers, says: "The MEC 6092RT bridges the gap between the mainstream Rough Terrain scissors that only go up to 53ft and the larger, heavy duty products from the likes of Holland Lift. The machine is well thought-out and the build quality is excellent, so I am sure it will be a hit with our customers. The deck length of 7.5 metres and healthy lift capacity make this scissor lift an ideal 'aerial



The big scissor is ideal for large shed construction

workshop' for our customers in the pipefitting and sprinkler installation industries."

One self propelled solution from start to finish
 Double extended deck for tool kits and materials
 Multi Terrain use, with exceptional ground clearance.

ELEVATED THINKING.

DRIVE TO POSITION, WITHOUT DISEMBARKING.
 The Leonardo HD is without doubt the most work time productive driveable lift platform available on the market today.

BRAVI[®]
 PLATFORMS

BRAVIISOL.COM

Get it Quick!

Given their infamously poor rental returns, few access rental companies specialise in big deck Rough Terrain scissor lifts. Mark Darwin visited UK-based newcomer Quick in Greater Manchester to chat with director Dave Barton to find out more.

Quick only started trading a year ago, but has already built up a sizeable powered access fleet - primarily big deck scissors - in its Quick Reach access division. Its other division, Quick Forks, focuses on telehandlers. In its first year it has spent almost £4.5 million and now runs around 300 machines.

The company was formed by the Barton brothers, David and John, both very experienced in the access platform rental market. Both worked for the Meek group, which went into administration in late 2003 and was then purchased by The Platform Company. Both became shareholders and held senior positions - John was more on the operations side and ran the Liverpool branch. When The Platform Company was acquired by Lavendon and merged with Nationwide Platforms in April 2008, both brothers became associate directors, with David being appointed to the Lavendon UK management board as UK business development director in 2010.

However the brothers maintained a burning desire to start their own access rental company - but only when the time was right. The



David Barton

improving economy and an opening in the market meant that the dream became a reality last August.

"This really is an exciting and great industry to be involved with," says Barton. "However it is very capital intensive and involves a lot of initial investment before you see any signs of success. We are now reaching the end of our first year of trading and are very pleased with the results soon to be announced."

Wanted to be different

"We had no intention of being a general powered access supplier. We set out to be customer driven but market led, buying equipment specifically for a customer's project. This strategy has worked tremendously well."

Quick's success was helped enormously by the huge database of friends and clients the brothers had



Skyjack SJ9241 RT 4x4



Quick's biggest supporter when it first started out was Skyjack. Now 70 percent of its fleet is Skyjack, including both scissors and booms

built-up over the years. "Anyone can hire a machine to site, but it is all about what happens to the machine when it's working on site, customer focus is the big differentiator," says Barton.

"Manufacturers machines come in all shapes and sizes and each has machines with their own specific benefits. However they all have generally one thing in common, four wheels and get the operative to a specific height. We have focussed on understanding the complexities and difficulties our clients face whilst carrying out a job at height, in order to help them increase productivity and safety. We view the scissor lift and boom as a platform to do the work, and then provide attachments to help get the job done. We don't buy equipment because other people have them. This is why we are big believers in material handling attachments and safety systems. On average 70 percent of our big scissors are hired out with some form of attachment and all booms are fitted with secondary guarding."

"My old boss at Meek group was Paul Cummins, the founder of BlueSky and a visionary inventor who used to create these material handling attachments and on-board generators to name but a few. He used to say that they were 10 years ahead of their time and he was absolutely right. Entrapment, which first became an issue in 2003, is now well established thanks to Paul, as are the material handling



"We view the scissor lift and boom as a platform to do the work, and then provide attachments to help get the job done," said Barton.

attachments you see in the market today."

Which manufacturers?

Quick tends to prefer certain manufacturers. Its biggest supporter when it first started out was Skyjack. "They gave us the 'arm round the shoulder' support and we will never forget that," says Barton. The end result is that 70 percent of its fleet is Skyjack, including both scissors and booms.

Quick also went against general sector advice. "Other companies at that time were looking at smaller equipment which gives a greater return on capital employed. No-one was buying mid-range 50ft scissors and even Skyjack was only selling limited numbers of its big SJ9250 Rough Terrain scissor."

Barton saw that while the returns would not be as good there would



The Skyjack SJ9250 RT 4x4 has up to 17 metres working height, 680kg platform capacity and 7.2 metres long double deck platform

be a shortage of this size machine in the market. His instinct has paid dividends as all the company's big deck scissors are constantly out on rent - probably helped by Quick's scissors being almost brand new, while most competitors' machines are much older.

The 50ft Skyjack SJ9250 offers up to 17 metres of working height, 680kg platform capacity and a 7.2 metres long double deck platform, making it ideal for cladding work.

"The SJ 9250 has not really changed over the years," Barton explained. "It is a simple, solid, easy to use platform with independent/self-levelling jacks and good size deck. Now however, it has more competition from the likes of MEC and Airo."

Manufacturers and customers, particularly in Europe, are waking up to the need for higher working height scissors, with increased demand for 60ft big deck medium duty scissor lifts and plugging the gap. Quick Reach has recently added four 60ft MEC 6092RT Ultra-Decks with 20.5 metre working height and 7.5 metre platform length with its 600kg capacity dual decks extended.

Barton is enthusiastic about the Ultra-Decks. "Clients love the machines, particularly its massive

extended deck which is like having two scissors in one. On a large prestigious contract in London when they needed to reduce the number of large scissors on site - they decided to keep the MECs and got rid of the rest. That's the biggest testament I can give to the machine's build and quality, I can see us buying many more of these platforms next year."

During 2006 and 2007 the UK was awash with the construction and plans for distribution centres. However when the financial crash hit and tax laws changed for new big build distribution centres, schemes were mothballed. These are now making a re-appearance but the buildings are higher, with many up to 30 metres and at least one in the planning stage in London, which could go as high as 40 metres. This will cause Quick to look at the larger 25 to 30 metre platforms from the likes of Holland Lift.

Quick also runs Skyjack and Genie booms from 30ft to 125ft and has added the latest version of Haulotte's Star 10 mast boom in reaction to customer demand, as it was having to re-rent this type of machine on a regular basis.

"These mast booms are taking over from 12 to 14ft scissor lifts, as customers love their compact size, zero tail-swing and outreach. The return on investment is much better than for mid-range diesel scissors, but this is often the case with smaller equipment."

Barton says that he is now seeing that customers are willing to pay sensible rates for really good, clean, well-serviced equipment. Paying a bit more ensures more reliable equipment fitted with the latest performance and safety features.



Quick Reach has recently added four 60ft MEC 6092RT Ultra-Decks with 20.5 metre working height and 7.5 metre platform length.

Telehandlers to complement

The telehandler division of the company, Quick Forks, comprises a fleet of JCB telehandlers, ranging from seven to 17 metres, bought to complement its powered access fleet.

"The roofing, cladding and fire protection market always need a telehandler on site from the start to the finish of the contract. Not many access companies can offer this. They are expensive to purchase but highly utilised."

New openings

The company currently operates from a location in Eccles, strategically placed on the M62 corridor. However it is looking to expand and plans to turn a machine holding area in Newport Pagnell into a full blown depot by year end, able to service both London and Birmingham. It is also hoping to add a depot in the Glasgow area to cover Scotland in the New Year.

Future growth?

Quick is looking to quadruple its revenues over the next two years to £6-7 million. In addition to its planned new depots in Newport Pagnell and Glasgow, it hopes to open a further two branches around London, one in the Midlands and possibly one in South Wales. In terms of fleet expansion, it is looking to add 17 to 21 metre spider lifts in response to customer requests, and hopes to build the fleet to 1,000 units.

"Currently most of our equipment

The telehandler division of the company, Quick Forks, comprises a fleet of JCB telehandlers, ranging from seven to 17 metres



is out on long-term contracts in London, the Midlands and the North. We have eight staff but this will increase to 14 and then 21 in the coming months as new depots become operational."

The two brothers also have plans for Quick Tools and Quick Accommodation divisions. "I believe the market will move towards a one stop shop such as Speedy and HSS, able to supply powered access, tools, accommodation and telehandlers," Barton explains. He is confident about the company's future. "It will be an interesting year ahead. We are aware, but not overly concerned about the competition. If we do a good job and stay close to our clients the business will develop regardless. The improving economy is also helping and I see that continuing through next year. It is a volatile market, but our clients tell us they have good order books for the foreseeable future."



Quick also runs Skyjack and Genie booms from 30ft to 125ft and has added the latest version of Haulotte's Star 10 mast boom in reaction to customer demand



Quick is looking to expand with new depots in Newport Pagnell and Glasgow area



The Barton Brothers John (L) and David preparing the new depot for opening



dL[®] Dingli

3 Revolutionary Updates

- ✓ Touch Screen Control System
- ✓ Front Wheel Steering
- ✓ Active Pothole Protection



S.W.L: 240kg
Working height: 5.90m



Dingli is the leading Chinese manufacturer of aerial work platforms and the first access equipment manufacturer to go public, and the only one quoted on the Shanghai Stock Exchange Main Board. Our brand new 160,000m² production facility includes state of the art German and Japanese machine tools, welding robots and paint plants. You are most welcome to come visit us.

Zhejiang Dingli Machinery Co. Ltd

