



Stock code: 603338.sh



BA28RT



Advantage

1.High-end Configuration

- ECU-controlled Euro-IV engine of Deutz, with strong power;
- Dana axle, with standard configuration of 4 × 4 drive & steering and differential lock; its power being boosted for over 20%; low failure rate;
- Bosch Rexroth power-driven system, efficient and energy-saving;
- Danfoss PVG hydraulic control system, with Can bus controller, reducing failure rate of its system by over 30%, and highly universalized.

2.Precise Matching

- The engine output is electronically controlled, conserving about 20% fuel consumption;
- The whole series are subversively designed in structure. On the premise of ensuring excellent stability, comparing with same types from other brands, the total weight has been reduced by 15%-20%, which significantly reduces costs of use and transportation;

3.Familial and modular design for the whole series, with major parts available universally;

4.Rated loading capacity of platform up to 350 kg, meeting requirements of various operating conditions;

5.Equip with Secondary Guarding Protection system , with photoelectric sensor technology of global patent protection, to ensure safety of operators;

6.Standard configuration of telescopic boom, with working range improved by over 10%;

7.Product design fully comply with requirements of the latest EN280:2013+A1:2015 and ANSI/SIA A92 standard.

Italian Design

Protected by ten patents globally

Telescopic Boom Lifts

Articulating Boom Lifts



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Trailing along behind

The trailer lift market is slightly odd. It has been around for almost as long as the first aerial lifts - truck mounts - and clearly predates the self-propelled lift, yet its sales and profile has been very subdued for many years now. Sales while relatively low are constant so they obviously have supporters which love the performance to cost ratios and ease of transport, being designed to be towed behind most mid-sized cars, 4x4s or vans.

Our figures suggest that the trailer platform is not a popular product among specialist UK access rental companies. Since our last Top 30 survey a year ago the number of trailer lifts in top rental fleets has shrunk from just 126 to just 115 units. 11 years ago that figure was almost 400. What is more evident is that the largest companies have no interest at all in the trailer lift market - not one of the top nine UK or Irish powered access rental companies - which have more than 44,000 platforms between them - has a trailer lift.

The trailer lift market did have a resurgence of interest in 2004 when both Genie and JLG entered the market. This had a substantial impact on North America which until then had not been viewed as a trailer lift market, especially by the European manufacturers that made up the bulk of the market. They generally considered that American end-users had simply missed the trailer lift stage, given the wide and early adoption of boom and scissor lifts. While the 'big two' companies still produce the 12 and 17 metre articulated trailer lifts that they introduced 12 years ago, it is obvious that they do not see this as a growth market and appear to have a policy of letting the products grow old gracefully.

Another indication of the lack of interest in this market is that no new manufacturers have introduced

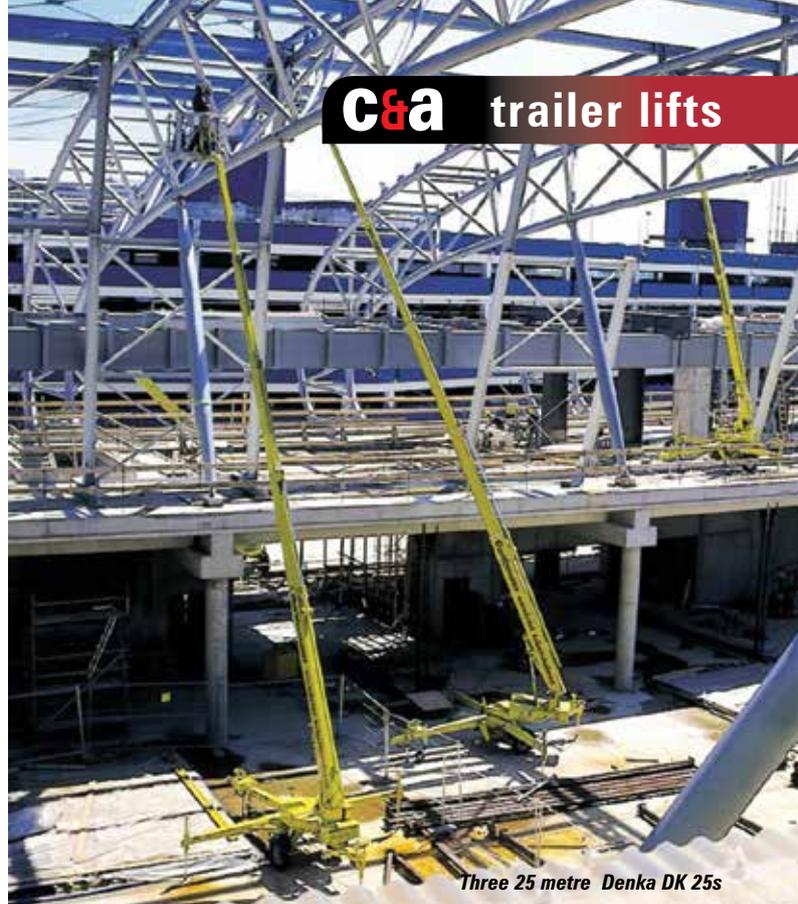


The trailer lift market did have a resurgence of interest in 2004 when both Genie and JLG entered the market

a trailer lift product range since Platform Basket announced a planned line of 13, 15 and 18 metre models in 2010. However after showing the prototype TR18:90 at Bauma that year it had second thoughts and abandoned the project. In recent years most trailer lift manufacturers - which include Bil-Jax, Dinolift, Niftylift, Denka

So how does the TM40S stack up?

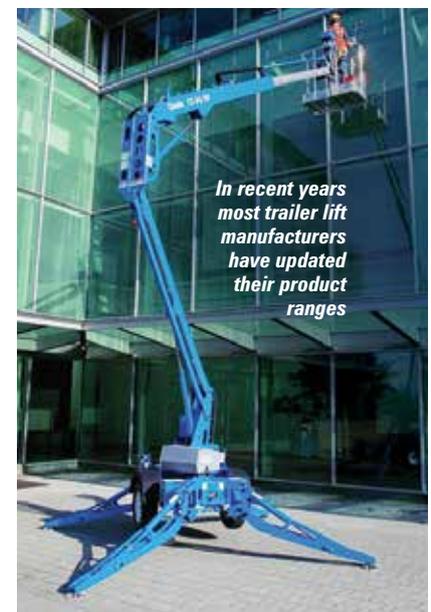
Make Model	Niftylift TM40S	Niftylift 150T	Niftylift 120T	Dinolift 150T	Ommelift 1300E	Haulotte 3632T	JLG T350	Europelift TM16TJ
Type	Tele	Artic	Artic	Tele	Tele	Tele	Artic	Tele
Work Ht	14.1m	14.7m	12.2m	15.0m	12.8m	11.4m	12.5m	16.0m
Outreach	10.2m	7.55m	6.1m	10.0m	9.0m	9.8m	6.1m	10.0m
Platform cap	225kg	225kg	200kg	215kg	200kg	225kg	226kg	200kg
O/R spread	3.8m	3.8m	3.55m	3.8m	4.12m	4.2m	3.18m	3.84m
O/A Length	6.7m	5.55m	4.5m	6.53m	6.35m	6.9m	6.63m	6.9m
O/A Width	1.6m	1.6m	1.5m	1.78m	1.64m	1.68m	1.45m	1.64m
Retractable axles	No	No	Yes - 1.1m	No	No	No	No	No
GVW	1,995kg	1,775kg	1,400kg	1,675kg	1,745kg	1,995kg	1,542kg	1,920kg



Three 25 metre Denka DK 25s

c&a trailer lifts

tree care market. The company produced an all-new concept machine which it unveiled to the public at the ARA's Rental Show in Atlanta that year.



In recent years most trailer lift manufacturers have updated their product ranges

Lift, Europelift, Matilsa, Genie, JLG, Ommelift, Paus, Rothlehner and Snorkel - have however broadened and/or updated their product ranges.

First Niftylift telescopic

Niftylift took a brave step in 2016 when it designed and built its first straight telescopic aerial lift - the 14.1 metre TM40S trailer mounted lift - aimed at the North American



Niftylift's first straight telescopic aerial lift - the 14.1 metre TM40S trailer mounted lift



Two key changes included more rugged direct hydraulic controls and more streamlined covers

The reception to the TM40S was mixed. Features such as the thick heavy gauge steel covers, simple design and protected hydraulic cylinders were certainly appreciated - no surprise given that these were features that its tree care customers had requested - however the boxy look of the machine and electronic controls were among the details that were not so popular.

The company took the input on board and developed a new prototype for testing and evaluation and the final production machine is now complete and units have started to ship. The new machine is initially

only being marketed in the USA and the company says initial sales are encouraging. While designed for the American market, the company has also seen a good deal of interest from parts of Europe, particular the Nordic countries where telescopes have traditionally been more popular than articulated models. A CE version will almost certainly follow.

The production unit

The two key changes on the production model include a switch from electronic controls to simple, rugged direct hydraulic controls, while the new covers and panels are contoured and styled to provide



Maximum platform capacity of the Nifty TM40S is 225kg unrestricted

a more streamlined and 'finished' look to the machine. Specifications include a working height of 14.1 metres and a working outreach of just over 10 metres - the best for this size of machine - and significantly better than the 7.5 metres offered by the company's 15 metre 150T articulated model.

Maximum platform capacity is 225kg unrestricted. The outrigger spread is the same as the 150T at 3.8 metres and 250mm wider than its popular 12 metre 120T, it is however more compact than the telescopes from other producers. Overall travel length is 6.7 metres which will not appeal to some European markets where six metres can be a sticking or cut-off point, being more than a metre longer than the Nifty 150T and more than two metres longer than the 12 metre 120T. However once again it is the best of the telescopes in this size range. Overall weight is just under two tonnes, making it 200kg heavier than the 150T and almost 600kg heavier than the 120T, but again not too bad at all for a telescopic with this sort of working height and outreach.

In summary

In summary the rugged big section heavy duty boom with end mounted

platform, faster speeds to full height and greater outreach - especially at lower heights - will certainly be popular in North America and it is quite easy to see why arborists there will find this format attractive. Given that it also compares very well with the telescopic trailer lifts that are popular in Scandinavia, it is likely to prove a popular machine there as well. We should point out again that the company has yet to launch a CE version, which we assume would become the TM14S?



Denka DK 30



JLG T350



Denka DK 18s



EuropeLift's only straight telescopic is the 16 metre TM16TJ

The Hungarian option

Another company which produces trailer lifts is EuropeLift, while its name may not be so familiar it has been manufacturing trailer lifts in one form or another since 2004. The company is based in Bagod, Western Hungary and managed by Adrian Fetke. He and his father were originally controlling shareholders in Teupen Hungaria, and produced trailer lifts for the German manufacturer. In 2008 Teupen was acquired by Nord Holding and the following year the Fetkes started building trailer lifts under the Traklift brand, causing a legal problem with Teupen. This resulted in the family selling its shares to Teupen and shifting everything over to the new venture EuropeLift.

The range now includes four articulated and one telescopic trailer lift models from 10 to 18 metres. It has also added two new products - a 12 metre truck mounted platform on a compact Toyota chassis and a new 15 metre TR15GT spider lift. The company's only telescopic is the 16 metre TM16TJ, with 1.3 metre jib and 10 metres of outreach. Platform capacity is 200kg and overall weight varies from 1,800 to 1,920kg, depending on specification. Features include self-drive and outrigger ground pressure sensors.

Its smallest trailer lift is the 10 metre TM10G which at less than 750kg can be towed by the smallest category 'B' vehicle. The 1.57 metre travel width can be reduced to as

little as 800mm to gain access through doors or garden gates etc. Platform capacity is 120kg, making it very much a one person lift.

Popular in certain areas

Having said that the trailer lift is a niche product, there are still around 15 manufacturers in the market, many of which do substantial business. However what is a surprise is that the trailer lift has fallen so far out of favour in the UK which at one time was a substantial market. In other parts of Europe this is not the case, the more fragmented German market for example with its hundreds of small local rental companies finds trailer lifts an attractive proposition as do both large and small rental companies in Denmark, Sweden, Norway, Finland and perhaps to a slightly lesser extent in the Netherlands.

The trailer lift does have many



A Dino 135T.

advantages, including the fact that they are lightweight, uncomplicated and easy to transport - making them ideal for users and contractors involved in building maintenance, painting and window cleaning as well as tree work. If there is a disadvantage it is the chassis length, which makes it more unwieldy to move, especially around tight corners or in confined spaces. Users also need to be confident in towing them. From a rental company's point of view the trailer lift is cheaper to purchase and maintain than a self-propelled or spider lift, as well as providing a good return on investment with excellent residual values with second hand prices for trailer lifts remaining high as demand significantly outstrips supply.



EuropeLift's smallest trailer lift is the 10 metre TM10G which at less than 750kg can be towed by the smallest category 'B' vehicle



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The trailer lift is lightweight, uncomplicated and easy to move around

More retail than rental

However, trailer lifts are more suited to smaller rental and tool hire companies, given that the whole point of them is that the tradesman collects from the rental depot and brings it back, just as you might when renting a van or car. Most specialist powered access rental companies are now located on industrial sites which are not particularly suited to a retail-type business and are not staffed up for it. At the same time regulation in many markets is stricter and more onerous for individual consumers than it is for business to business trade.

While the trailer market has been traditionally dominated by small local rental companies, it shifted towards the large national tool and equipment rental chains which certainly helped boost the market for a while. However in several countries such as the UK, France and perhaps the Netherlands, the large chains appear to have lost interest in trailer lifts, as they have



Snorkel TL39



A 17 metre Ommelift 1700 EX

further embraced the self-propelled access rental market.

The trailer lift market has also been under pressure from other access equipment including spider lifts - which are transported on a trailer, but are more compact and manoeuvrable once on site - and 3.5 tonne truck mounted lifts. However the cost of a 12 or 17 metre trailer lift is substantially lower than either of these options. With increasing adoption of powered access by individual tradesmen and the huge potential market that this represents, you would think that the trailer lift would be more popular. But without ready availability the market will remain limited.

Mini-midi telescopics

Looking at the products available there are some new developments and some stand-out products that are grossly underestimated in some markets. One strong technical area is the 10 and 12 metre mini telescopic models - a market contested by Dinolift, Ommelift and Denka with overall weights of less than 1,200kg, along with slightly heavier articulated telescopics from Niftylift, Matilsa, Genie and JLG at around 1,400kg. They are light and easy to tow behind a mid-sized car, have decent outreach and a working height that covers much of the work that smaller tradesmen carry out on two storey homes, such as painting, window cleaning and external maintenance jobs such as guttering, lighting and security cameras. These days they tend to come with a full specification including powered wheel drive for easy moving when unhitched, hydraulic outriggers and power to the platform.

Denka upgrades

Denka-Lift - which was acquired by Rothlehner in 2013 - has steadily introduced new models with the seven model range now running from 12 to 30 metres adding improvements from its own



Denka-Lift has steadily introduced new models and now has a range from 12 to 30 metres



Matilsa has a seven model range from seven to 17 metres



Bil-Jax launched its largest model - the articulated 65ft platform height 6543A - at the ARA last year

Rothlehner range of trailer lifts as it goes. These include replacing the old relays with a control unit from TT Control that includes a digital display showing system errors to help with maintenance and troubleshooting. The latest generation machine also features a Fronius charger which replaces the previous transformers and extends battery life. Denka claims that charging efficiency has increased from 60 to 70 percent to 96 percent and this also reduces power usage. A stronger hydraulic wheel drive system as well as a push button 'automatic levelling' option also makes them more user friendly.

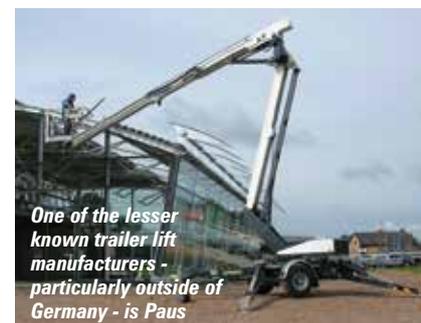
"The Denka-Lift service portal - which was presented at Platformers' Days - was particularly well received," says Thomas Rothlehner. "We provide technical documentation for independent troubleshooting. These documents include detailed error-codes with in-depth explanations of how to fix the problem as well as constantly updated electrical and hydraulic diagrams."

Other new products

Neither JLG or Haulotte now offers trailer lifts in Europe, however Haulotte group company Bil-Jax does offer a range of five trailer lifts

in North America - four articulated and one telescopic - launching its largest model, the articulated 65ft platform height 6543A at the ARA last year. Features include hydraulic outriggers and automatic levelling in less than 40 seconds, air, water and 100V electric to the platform, and the ability to be towed by a Class V pick-up truck. Outreach is 13.1 metres and up and over height 7.4 metres. Weight without additional options is 3,500kg and overall length 7.3 metres.

One of the lesser known trailer lift manufacturers - particularly outside of Germany - is Paus. It has a four model articulated range from 13 to 21 metres. Platform capacity is 200kg unrestricted. The mid-range GT16A has a 16 metre working height and nine metres outreach.



One of the lesser known trailer lift manufacturers - particularly outside of Germany - is Paus

mighty



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