

# ACCESS **IN** ACTION

OFFICIAL PUBLICATION OF THE ELEVATING WORK PLATFORM ASSOCIATION OF AUSTRALIA INC



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**EWPA**

[www.ewpa.com.au](http://www.ewpa.com.au)

# president's message

## Learning at conventions, meetings and demonstrations

For all those who attended the HRIA Convention HIRE16 on the Gold Coast, I hope it was an informative and productive visit.

It was great to see the EWP industry strongly represented by both members and suppliers. A big thank you to the latter for your support. This year I made an effort to attend as many of the speakers as I could. I found them all very interesting. It was really pleasing to hear the positiveness of financial journalist, Michael Pascoe's economic forecast presentation and it is great to know, as an avid sailor, there is someone like Jerry Grayson to call if something goes wrong. But, the speaker who made me sit back in my chair was Steve Sammartino.

I found Steve's talk challenging and very thought provoking. For those who missed it, the basis of Steve's talk was, we are at the start of what he described as a 'connection revolution'. He told us the way we must think about, and do business in the future is changing. That certainly isn't a new revelation; that's the nature of remaining in business. Steve told us how the work force is changing; nowadays we can contact anyone, anywhere in the world, to work for us. This is certainly true for me and my business. For my small business, my marketing is done in the UK and my graphic designer is also based in the UK. Distance is no longer a barrier.

Growing up, we were always taught to listen to our elders because the older generation were the 'fountain of knowledge and experience'. I think that still holds true today but, there is a lot us 'oldies' can learn from the next generation.

After attending a number of the functions at the Convention, I became aware the face of the industry is slowly changing. It was good to see a number of retired industry stalwarts there but it was even more pleasing to see enthusiastic young industry players too. It is good to know when our 'current batch' retires or moves on, the industry will be in good hands.

During May the NSW EWPA team organised its quarterly meeting around emergency descent systems and procedures. The meeting was held at the Onsite Group St Marys premises with manufacturers bringing machines for the demonstrations. With approximately 60 attendees, this proved to be a very informative meeting indeed.

Finally, I would like to remind everyone about State meetings. Check our calendar in this issue or online to see when and where your next State meeting will be held. They are a great opportunity to learn about Association initiatives, meet and network with peers and discover what's happening in the access market here and overseas.

**Rick Mustillo**  
National President



Rick Mustillo



EWPA

**ACCESS IN ACTION**

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## on the cover

### Simple and reliable equipment

Skyjack proudly provides quality engineered, simple and reliable access and material handling equipment globally, so companies can maximise utilisation and return on investment. All Skyjack's products are designed to be easy to service and maintain. By keeping design simple and using proven technology, the reliability and ease of service is common to all the company's products. Because of this, Skyjack machines offer the best life cycle value through low cost of ownership, ease of service and maintenance, while retaining high residual values.

Today Skyjack likes to think this proud heritage, together with an easy to do business with attitude, represents a product range and company that is simply reliable.



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# Training Director's message

## What drives change and why we need to 'fix' the unbroken

Over the past 12 months, 281 accredited trainers have averaged 1477 successful training outcomes per month. In this time, the EWPA has received approximately 25 applications from trainers wishing to become accredited.

Unfortunately also during the past six months, our industry has suffered two workplace fatalities. This is what drives our need for change. By design, EWPs are safe. It's the environment they are placed in, coupled with the operator's ability that makes them high risk plant.

The EWPA training program was born through need; a need to keep operators safe. It's training that provides skills and knowledge for operators of EWPs and this training effectively becomes essential to the safety of all in that workplace.

Training's primary function is to provide a heightened awareness of risks and hazards the operator may face day-to-day. The practical content of training forms the basis of sound operational procedures EWP operators build upon every time they operate an EWP.

Industry and training is changing at a fast rate. Regulators and employers are required to provide an ever increasingly safer workplace. The government is striving to upskill the nation and employers want a bigger bang for their training buck.

From small beginnings back in the 1980s, till now, the EWPA training program has risen to the challenge.

No matter what the industry, regulators or the VET sector throws up, the Association has been committed to providing training and guidance that meets the needs of the access industry sectors.

However, within the training industry, the only constant is change. And the EWPA consistently ensures our industry rises to the challenge and meets any and all required safety measures via its industry affiliated, accredited and aligned training program – the Yellow Card.

When the new Workplace Health & Safety Act was introduced, accountability became a big issue. Training was not a new responsibility but with the introduction of the WHS Act the

responsibility of safety was broadened by use of the term 'duty holders'. The principal duty holder, ie: the 'Officer', 'PCBU' (person conducting a business or undertaking) or worker, has clearly defined responsibilities which include training.

So while we might assume the 2013 training release was driven by the then new WHS Act, the Act was actually a trigger for changes in training, not the sole driving force. The commitment by the government to upskill the nation gave significant credibility to the Australian training framework. Training had clear parameters. This drive for change ensured training became consistent, relevant and credible with valued outcomes and in some cases was attached to funding.

The access industry's driving force was focused on industry needs. The access industry wanted training linked to an Australian training framework of qualifications. The industry wanted training that could be incorporated into an apprentice's ongoing learning as well as other relevant employee qualifications. The access industry also wanted short course training to be linked to clearly identified Units of Competence (UoC).

Once the EWPA linked its Yellow Card program to the Australian training framework and attached it to a nationally recognised UoC, our program gained the credibility industry was seeking.

Because the access industry spans such a wide range of equipment there are always changes happening.

This time last year the EWPA released Version 2 of the 2013 Yellow Card rewrite; in April this year the EWPA released a minor version change to the learning resources component of that V2 which addressed gaps in the knowledge content surrounding placement and setup prior to operating. These changes were in response to workplace incidences.

One of the great things about The EWPA Yellow Card training structure is its ability to respond to industry needs quickly. While the Yellow Card shares commonalities with the high risk work licence, we do not get bogged down with its slow process in implementing change.



Mid last year the EWPA restructured its Train the Trainer program. As a result of this restructuring, the application process has become more rigorous. Some applicants have questioned the process claiming it's not that rigorous to become a high risk work trainer and assessor. But after completing the application process, which centres around a self-paced learning assignment, feedback has been positive.

The EWPA has been working on a Super Boom training module to add to the Yellow Card training program. This module will address specific areas of knowledge relevant to operators using booms 80ft and above.

This will be followed with a Supervisor's Module which will address areas of knowledge required for site managers, foremen and team leaders. It will address legislative and non-legislative responsibilities, risk management and emergency procedures.

Also on the horizon for the EWPA Training program are:

- VoCs (Verification of Competencies);
- The launching of the refresher module in readiness for 2018 Yellow Card renewals and rewriting the transport module.

Artibus is the new Skills Council that has taken over from CPSISC (Construction and Property Services Industry Skills Council which is now trading as Skills Oz. [www.skillsoz.com.au](http://www.skillsoz.com.au))

The EWPA has a seat on the IRC (Industrial Reference Committee) which gives our industry direct input into training aligned UoCs and qualifications.

Training is a responsive industry. It must be flexible. It cannot become stagnant. Never assume you know where or when the forces of change will happen. Expect the unexpected and be ready to embrace change.

**Phil Middleton**  
Training Director

# Simply reliable means easy to do business with

At HIRE16, President of Skyjack, Brad Boehler sat down with Hire and Rental News for a chat about Skyjack's thoughts on the access industry, on manufacturing and where Brad sees the access market moving into the future.

Brad Boehler has been part of the Skyjack team for the past 13 years, starting in the role of Product Safety Manager and working his way to the top to become President of Skyjack four years ago. Linamar is the parent company, an automotive parts supplier.

"Skyjack has a great policy of promoting from within. And wherever possible we give our own people opportunity and greater challenges," Brad said.

"For Skyjack we are seeing a definite move out of the GFC; we've had double digit growth for the past five to six years. We've become the third largest aerial work platform (AWP) manufacturer in the world and the largest scissor lift producer in the world. We make more scissor lift units than anybody else," Brad said.

"We do two things at Skyjack. Number one: we give customers ROI (return on investment) which is achieved through a competitive international price, low cost of ownership and residual value on the machinery. These things have to make sense to our customers.

"Number two: be easy to do business with. There is lots of competition in access; similar cost, performance etc. It can be hard to differentiate between manufacturers sometimes. But Skyjack is easy to do business with; we solve customer problems.

"This is hard to do and maintain as you grow, mainly because as it grows, a company gets more process driven but we maintain our focus on our two core business aims.

"Pick the easier path' or our credo of 'Simply Easier' is built into all our products and support and service. We live that mantra; and we are doing all we need to develop new products and grow.

"Our mantra of 'Simply Reliable' has been about the absence of technology to avoid complex systems so Skyjack machines are not complicated or difficult to maintain. We have basic hydraulic and electrical principles so it is easy to service our machines. They are not computerised and every machine features the same wiring and has the same controls. This streamlines maintenance, requires less

investment in components and develops consistency within the fleet.

"This is not, however, a viable solution forever. There will come a day when we need to be more technologically complex, but we will work on concepts to keep 'simply reliable' servicing, maintenance and fleet management," Brad said.

## Making markets

"Skyjack's plan is to be a \$1bn company by 2020. We have that goal and are successfully moving towards it.

"In the recession we became aware we were fairly dependent on large rental companies in the US and when they stopped buying, we changed tactic to focus on the smaller rental companies in the US. This included putting more people on the ground. More sales people means more customer contact and in turn means more support staff.

"A while ago we realised we needed to be in more markets. Our growth in the UK has been phenomenal; but we see we can do more in continental Europe.

"This year the market seems pretty flat in most markets. It is down a lot in some places. Brazil, for example, did well initially but now the market there is flat. Same for the North American market – it is flat at the moment, after some years of substantial growth. Europe is up a little; Australia is down a little. The Asian market is up a little in various parts but the Asian market is where we see we can make great strides in the future."

Brad was following his visit to Australia and HIRE16 with a tour of Asia to see how the company can develop further in these markets. Currently Skyjack sells into China via a dealer arrangement in Shanghai; to Korea through another dealership arrangement as well as in Singapore and Taiwan. The company also sells into Japan.

"There's opportunity to do much better in these markets. The Chinese market is quite small but has immense potential. Just when it will get off the ground is the question – and open to debate. The whole world has their eye on Asia. It doesn't take a genius to see where the population centres are.



Brad Boehler, President of Skyjack

"Those less developed nations and markets will grow and expand. In China, the cost of labour is increasing, so traditional labour methods will start to cost more. This is where efficiencies will rely on technology to achieve the same output as human labour.

"Now it's a choice of how to service those markets while they grow to the stage they need us, and all without wasting a lot of money doing it. Currently, the Asian market does not represent a large percentage of Skyjack's overall business." And for the future?

"Currently there is still a lot of construction industry work around the world; this is driving growth and opportunity and bodes well for our industry.

"It is not far-fetched to think if things go badly in China for an extended period, it could lead to another global economic downturn. For the past few quarters there definitely has been a lessening of what has been recent good times. Having said that, I still hate to predict doom and gloom when the work is out there."

Visit: [www.skyjack.com](http://www.skyjack.com)

# EWP emergency descent demonstration day

An EWPA meeting in late May held live demonstrations from all the major EWP manufacturers on emergency recovery procedures.

Ahern, Genie, Haulotte, JLG, Manitou, Nifty and Skyjack were all on site with a diverse selection of EWPs that company representatives utilised for live demonstrations of their individual emergency recovery procedures.

The meeting, hosted by Onsite Rental Group at its St Marys branch, was well attended with representatives from supplier, rental and training companies as well as Tier 1 construction companies and included SafeWork NSW.

Every manufacturer took groups of attendees through the emergency descent and recovery procedures for each access machine. Questions were welcomed and provided attendees opportunity to get up close and personal with the various EWPs.

According to EWPA CEO, James Oxenham, feedback was very positive



Every manufacturer took groups of attendees through the emergency descent and recovery procedures for each access machine

with many attendees noting the high quality of information presented.

“As the peak representative body of the access industry in Australia, the Elevating Work Platform Association of Australia (EWPA) is constantly striving to improve safety and service standards throughout Australia.

“An event like this emergency recovery demonstration day, supported by all the major manufacturers indicates the high level of importance all members of the access industry in Australia place on safety. Operator safety when using EWPs is paramount,” James said.

**Guest Speaker at the EWPA meeting, Robbie Wilkinson, from Wenn Wilkinson & Associates discussed emergency safety descent procedures and the importance of retrieval systems. The following is a summary of his presentation.**

Every machine must have a platform retrieval system for emergencies.

Always use the lower controls as the first option for retrieving the platform.

If other systems have been activated on the machine it may require additional emergency controls to be utilised. Decals identifying these emergency controls should be displayed next to the controls.

If the emergency stop button is pressed, the emergency controls still work to lower the platform.

You should never add systems to a machine that can jeopardise the safety of the machine.

If the key to the ground controls can be removed with the platform in

several months of uncertainty to an end for customers, team members and shareholders.

“With this uncertainty behind us, the Terex team can focus our full efforts on serving our customers. The favourable impact of the MHPS sale will enhance our financial position, enabling us to invest in new products and services to serve you even better in the future.”

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Attendees got up close and personal with the various EWPs

position, it is not compliant with the latest standards. Be aware this non-compliance will be common in machines manufactured pre-2011.

**Q:** When does a Standard become law?

**A:** While not specifically law, the Standards are the first step in satisfying the requirements of OHS/WHs legislation (which is law). Failure to meet the standards can be viewed as a failure to meet the intent of relevant legislation.

## PPSA Update

The Commission which includes Tim Nuttall, Gary Kerr, Oliver Shtein and James Oxenham, have been busy meeting with key stakeholders in the Personal Property Securities Act (PPSA). These include the office of the Assistant Treasurer and Minister for Small Business, the NSW Small Business Commissioner's office, the Australian Bankers Association and the Australian Chamber of Commerce and Industry. The PPSA committee met with the Attorney General's Department in May which now has a better understanding of our industry's problems. The department representatives were taken to hire yards which helped illustrate the issues.

Members are encouraged to lobby their local MPs to keep this issue in focus.

## Terex ceases MPHS sale negotiations

Terex Corporation has ceased negotiations with Zoomlion Heavy Industry Science and Technology Co regarding the purchase of Terex Corporation.

The sale of the Terex Material Handling and Port Solutions (MHPS) business segment to Konecranes is proceeding as planned, subject to regulatory and Konecranes shareholder approval.

Ken Lousberg, President, Terex Cranes said the company is pleased to bring

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# EWPA Guidance Document – Walking Scissor Lifts

The Elevating Work Platform Association of Australia has released guidance on driving scissor lifts through doorways and other low openings and provides advice on reducing the risks. The guidance note is available online at: [www.ewpa.com.au](http://www.ewpa.com.au)

Potential Risk:

1. Scissor lift platforms that are narrow enough to enable them to drive through doors and openings with the fixed handrails in place, allow an opportunity for an operator to remain standing or crouching on the platform. The operator may become trapped between the handrails and the door frame. This may cause structural damage to the scissor lift or the building structure;
2. The scissor lift can be driven up/down a ramp or onto a delivery vehicle/trailer with an operator standing in the lowered platform. The scissor lift can be driven off the edge, the ramp can give way or the scissor lift can bottom out at the apex of the two different angles causing the chassis to pivot, and lose traction. The operator could be injured if the scissor lift tips or the operator loses control;
3. Driving “into or out of” a confined space (for example a shipping container or delivery vehicle), can cause temporary blindness with the operator moving from visible light to the darkened void.

**Observation:** Operating a scissor lift in the scenarios noted above is common and requires a site survey of the area to be completed before entering the space and cannot be done from the platform. Risk analysis should be undertaken to identify the hazards associated with either controlling the driving from within the platform, or walking beside the platform using the extended cable connected to the platform control box.

Walking alongside while driving the scissor lift with the platform controls, must be done only if it does not endanger the operator or bystanders. Manufacturer’s operating instructions with either “generic” or specific instructions of “Walking the Scissor”, detailing the risks and hazards of driving through openings, needs to be read and understood. A competent person should identify all hazards before attempting such a manoeuvre and must exercise the safest option.

**Control Measures:** A scissor lift should

only be operated from outside the platform using the upper control box in the following conditions:

- When performing certain maintenance or testing, the guardrails are folded or there is a risk of injury such as overhead obstructions or during loading/unloading, etc;
- If upon review, a Risk Assessment has determined that operating from the platform is not possible or practical for operators, mechanics and drivers;
- To minimise the risk of being injured while walking with a scissor lift the below practices should be considered.

Before and during travelling, the operator shall:

- a. Refer to the manufacturer’s operating manual and comply with any manufacturer’s requirements for walking the scissor lift;
- b. Maintain a clear view of the support surface and route of travel;
- c. Ensure the cable is at least 1600mm between the control box and plug;
- d. Ensure the operator stands at least 1000mm from the wheels;
- e. Not operate with the control box secured to the machine: hold the control box in your hands/arms;
- f. Ensure you are holding the control box in the same direction as it is mounted on the platform before activating the travel control lever as it is easy to become confused about which way the

machine will move when you push the travel control lever;

- g. Always select the slowest speed position on the Torque/Speed Select Toggle Switch on the control box when walking a lift, loading or unloading from the ground;
- h. Limit travel speed according to conditions, including the condition of the support surface, congestion, visibility, slope, location of persons and other factors;
- i. Stand clear from the scissor lift, as far away as the cable will allow, and out of the direction of travel while walking with the controls in hand;
- j. Not drive the scissor lift towards yourself;
- k. Ensure the control box with the cable does not become entangled with the scissor lift or any surrounding objects;
- l. Allow for the distance the work platform moves or travels when controls are released;
- m. Ensure persons in the work site area are aware of the movement of the scissor lift to prevent personal injury. It is recommended the horn is used when travelling through doorways where vision is limited; use a spotter if needed;
- n. Maintain a safe distance from obstacles, debris, drop offs, holes, depressions, ramps and other hazards;
- o. Seek assistance if in doubt.

## EWPA – GUIDANCE NOTE

### Installing mesh protection on MEWPs

Fitting mesh panel to the guardrails of Work Platforms is sometimes seen as an effective solution to preventing the fall of tools and/or materials from elevated work platforms. The Association has become aware some construction sites demand mesh guarding is fitted as a prerequisite to access to the site. The fitment of mesh panels, screens or other protection will increase wind loads and may affect the stability of the MEWP and its strength. On some platforms the increase in wind load could be considerable. Manufacturers

may offer mesh guards as a standard option for fitment to the work platform and these should always be the preferred choice. Where a work platform is not supplied with suitable protection the end user should consult the supplier or manufacturer. End users are advised against fitting mesh guarding without approval as strength, Safe Working Load and particularly stability of the MEWP may be affected. In some instances fitment may be considered a notifiable alteration to plant design and must be submitted to the WorkCover Regulator.



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## Manitou Group opens a Manitou Center in Malaysia

The Manitou Group has opened a Manitou Center in Malaysia – its first in Asia – to better serve its local customers and develop its activities in the zone.

Manitou Group has been present in Malaysia for about 20 years through an importer and has a large fleet of telescopic trucks.

The Manitou Center Malaysia sells and rents the group's products, machines under the brands Manitou, Gehl and Mustang and all services such as spare parts, guarantee extensions, financing and full service contracts, plus a fleet of telescopic trucks for rental.

Manitou Center Malaysia is initially targeting the construction, rental and oil markets. Malaysia is also a large exporter of palm oil, a sector in which materials handling is essential for the activity; Manitou is already referenced in this sector. This country represents the second-largest fleet of Manitou telescopic trucks in Asia which requires a commercial presence and increased provision of services on site.

Manitou Center Malaysia occupies a surface area of 900m<sup>2</sup>, including a sales



The Manitou Center Malaysia sells and rents the group's products, machines

area, a spare parts shop and offices. The team in place since 1 January 2016 includes an operations manager, sales executive, three technicians and support.

The objectives of the team are to double the capacity of operations within three years and triple the number of telescopic trucks, to reach 50% market share.

Julien Poupart, operations manager said:

"The opening of this Manitou Center is very important for the development of Services and Solutions offers to our customers. We want to provide them with a service adapted to their requirements. In particular, we have a rental fleet of new telescopic trucks to enable our customers to develop their activities with latest-generation equipment."

Visit: [www.manitou-group.com](http://www.manitou-group.com)

## Vehicle stabilisers and outriggers safety alert

WorkSafe Queensland recently announced a safety alert to highlight the risks associated with stabilisers and outriggers on trucks and trailers when travelling on public roads. The following is taken directly from its website.

In 2013 a manually-operated stabiliser on a truck, fitted with a vehicle load crane, unintentionally extended while travelling on a public road and killed a cyclist.

In the most recent incident, an outrigger on an amusement ride trailer swung out while being driven on a public road and hit a vehicle heading in the opposite direction, killing the driver. Similar incidents have occurred elsewhere in Australia and internationally.

Stabilisers and outriggers have many configurations depending on the application and are used to minimise the risk of toppling when the centre of gravity of the combined load and vehicle is outside the support base of the vehicle. Outriggers lift the vehicle's wheels off the ground while stabilisers do not.

Examples of mobile plant using stabilisers or outriggers include:

- mobile cranes;

- truck mounted EWPs;
- vehicle loading cranes;
- mobile concrete placement booms;
- mobile amusement rides.

Manually operated stabilisers rely solely on the locking mechanism to ensure the stabiliser remains in the travel position.

The stabiliser can extend due to:

- the stabiliser not being returned to and effectively locked into the travel position;
- the stabiliser restraining mechanism failing;
- incidental forces, such as, when the truck goes over a bump or around a corner.

Hydraulically operated stabilisers still require effective restraint during road travel, but they are less likely to extend due to the resistance afforded by the hydraulic system.

For safety, make sure:

- components of the stabiliser or outrigger travel restraint locking mechanism are fit for purpose, inspected and maintained in accordance with the manufacturer's recommendations and/or guidance provided in relevant technical codes and standards;
- workers who drive the vehicles are provided with appropriate instruction, training and supervision regarding the proper use of the stabiliser or outrigger and the associated locking mechanism. The training should relate to the specific make and model of plant and be documented;
- management consider installing a warning system (eg: a warning light in the cab) to indicate the retracted or extended position of stabilisers.

Visit: [www.worksafe.qld.gov.au/news/safety-alerts](http://www.worksafe.qld.gov.au/news/safety-alerts)

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# Meeting changing emissions standards

Engine emission standards for non-road going vehicles are changing, with new regulations being introduced in various parts of the World, including North America and this presents challenges for engineering teams, Matthew Elvin, Snorkel CEO, said.

“For Snorkel, this has and continues to present challenges for our engineering team, as they work to incorporate the latest technologies into existing products, ensuring compliance with the various regional standards that are not always aligned,” Matthew said.

“Snorkel engineers have undertaken significant research and considered many emission lowering options for diesel powered lifts. These options have included the reduction of their engines in size and alternative fuel/power source options. They also analysed whether a smaller, compliant engine could be used, that could charge batteries or provide supplemental power.

“Our engineers found in some cases, adjustments to the gearing would allow us to use a lower output engine to achieve or exceed the performance from a higher output engine. This results in lower emissions, satisfactory performance, and simpler engine maintenance.”

The Snorkel A46JRT diesel articulated boom lift is one of the models fitted with a lower output engine. This rough terrain

lift was previously powered by 45hp diesel engine, but has now been reduced to a 24.8hp diesel engine.

“By using electronic controls that monitor the engine speed, we have been able to reduce hydraulic demand on the engine in proportion to the amount of power available. The end result is a machine that complements an operator’s natural instinct to operate in low speed over rough terrain,” he said.

Snorkel’s approach to meeting emission regulations has also been adopted by sister company, Xtreme Manufacturing.

“Where possible, Xtreme is utilising large displacement, governed diesel engines rated below 75hp. These engines provide normal torque output, but are limited to not exceed 74hp,” Matthew said.

“With optimised tuning of the transmission, axles gearing and hydraulics systems, the telehandlers can perform as well as with larger output engines, but without the complexity of Diesel Exhaust Fluid (DEF).

“Another option for lowering emissions to meet increasing regulations is the use



Snorkel engineers have considered many emission lowering options for diesel powered lifts

of dual fuel gasoline/propane engines, as an alternative to diesel. Many of the engine manufacturers are beginning to offer solutions for alternative fuels, by converting existing diesel engines to accept gasoline or propane.”

Visit: [www.ahernaustralia.com.au](http://www.ahernaustralia.com.au)

## Aussie scissor lift star attraction at 50-year celebration

A Genie GS-4390 RT scissor lift, major inspected and refurbished in Australia and painted in gold, headed to the US to be showcased at the Genie headquarters in Redmond, Washington for the company’s 50 year celebrations.

The refurbished 10-year-old anniversary-themed scissor lift was unveiled at the Genie annual customer appreciation night held on Australia’s Gold Coast in May. The event, held at the Miami Marketta, was attended by Matt Fearon, Genie President, Terex AWP and Jim Barr, Genie Vice President and General Manager, Asia Pacific, Terex AWP.

“As part of our company’s 50th year initiative, the one-of-a-kind gold-painted Genie GS-4390 RT scissor lift was rebuilt by a large number of the Genie team in Australia, with a massive 4.4 litre V8 engine,” Brad Lawrence, Genie General Manager Australia, Terex AWP said.

Mitch Ely, National Operations Manager, Terex AWP, who coordinated the rebuild,

said the Genie GS-4390 RT scissor lift is 10-year inspected and fully refurbished.

In total, 61 members of the Genie team across Australia were involved in rebuilding the scissor lift.

“The machine started in Melbourne, where the team disassembled it, while the team in Sydney refurbished the impressive scissor stack,” Mitch said.

“The team in Adelaide built the amazing wheels and the Perth heavy maintenance team built the engine. The Brisbane team reassembled the

machine and commissioned it, while our senior technician in Darwin played ‘The Stig’ when the scissor was unveiled.”

Visit: [www.terex.com](http://www.terex.com)

The golden Genie GS-4390 RT scissor lift is 10-year inspected and fully refurbished



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# 1000th Haulotte marks high safety and efficiency

The delivery of its 1000th Haulotte machine to United Equipment's fleet marks a solid and ongoing business partnership between national access equipment specialist United Forklift and Access Solutions and aerial work platform manufacturers, Haulotte.

The 1000th Haulotte machine delivered to United was an Optimum 8 AC electric scissor lift – Haulotte's current flagship product.

According to Keith Clarke, General Manager of Haulotte Australia, the two companies have been working together for the past five to six years and have developed a real collaboration.

United Forklift and Access Solutions' relationship with Haulotte extends back to 2010, with the delivery of a HA120PX rough terrain boom lift. Since then, United Equipment's national Haulotte range has expanded to cover the spectrum of scissor lifts, boom lifts and telehandlers.

United Forklift and Access Solutions is one of Australia's largest privately owned forklift and access equipment companies with operations in all states. United has the complete range of Haulotte products over eight ranges of products spanning 60 different models.

"United also do retail sales of Haulotte machines via a branch network across all the major metropolitan centres as well as regional areas in Victoria and WA.

"United is a sleeping giant. Now with over 1000 Haulotte machines in its rental fleet, United is a big business. The company has over 100 field service vans Australia wide (fully maintained state of the art GPS service vehicles operating

24/7 and accredited operating training programs) and manage this and forklift sales and service too," Keith said.

United provides short and long term rental options as well as flexible finance options on its range of equipment and can structure a competitive lease or purchase financial package.

United Forklift and Access Solutions' General Manager Trent Osborne said the delivery to United of its 1000th Haulotte machine demonstrates United's ongoing commitment to the leadership and quality of its large and expanding national rental fleet and broad access solutions offering.

"The handover of this latest Haulotte machine is part of the continual process of updating our fleet with new and productive equipment that keeps us at the global forefront of safety and efficiency innovations in our industry.

"We will continue to work extensively in partnership with them to provide input for products that deliver optimum performance for tough Australian conditions, including strength, durability and ergonomic design."

According to Keith the new Optimum 8 is a full-featured machine with a great drive system and built-in diagnostics. The Optimum 8 features maintenance-free AC motors; high-precision driving, for safety, productivity and confined spaces;



Haulotte Australia General Manager Keith Clarke, left, with United Equipment Managing Director David Maxwell celebrating the delivery of the 1000th Haulotte machine, an Optimum 8 AC

proportional and quick movements; ACTIV'Screen onboard diagnostics for minimum downtime; and responsive sales and service by United.

Visit: [www.unitedequipment.com.au](http://www.unitedequipment.com.au) or call 131 607 or: 1300 207 683 or visit: [www.haulotte.com](http://www.haulotte.com)

## A lighter way to access when larger trucks don't have access



The smallest of Aerial Access' Versalift range, the LT-23-TB has a working height of 9.2m yet fits on a chassis of under 3500kg GVM. This machine also allows a working outreach of 4.4m and has 240V ECU power connection from base to platform for use of power tools.

Aerial Access is finding the Versalift LT-23-TB is popular for motorway maintenance since it is an innovative compact and lightweight elevating platform solution for vehicles that can go where larger trucks have no access. It is also built to minimise traffic disruption with limited road overhang.

In 2013, Aerial Access launched the LT-23-TB by marrying the tower with a 4x4 Ford Ranger. Easy to drive, the vehicle

can be operated with a C class licence. The low weight design allows better access in urban areas and parking in weight restricted streets.

The standard platform is a one-man fibreglass with a walkthrough easy access opening with mid and top rail with a max load capacity of 136kg. Platform levelling is controlled automatically using hydraulics and can be manually activated from the upper or lower controls to level the platform for clean out and rescue. The machine also has 5m remote hand held lower controls that can be operated at the base of the machine. Rotation is 360 non-continuous with an electric built switch.

Contact 1300 654 591 or visit website: [www.aerialaccess.com.au](http://www.aerialaccess.com.au)

# A European story

Publisher of UK based Cranes & Access magazine; Kran & Buhne in Germany and host of Vertikal Days since 2007, Leigh Sparrow gave a run-down at HIRE16 of the state of the market in Europe – covering trends, equipment, economy and issues affecting the rental market across the continent. Here's an excerpt summary for those that didn't make it to the show.

Issues affecting the European market: the economy has been slow and sluggish; there is a lot of uncertainty around. Northern Europe is really good and Southern Europe is beginning to bounce back. But the uncertainty means people are afraid to invest too much.

Getting finance can be difficult. Inflation is low in most of these countries but costs still rise. Rental rates across Europe are generally stagnant and although costs are rising, you can't get more for your machine. Finance in Europe is cyclical. You can get it when you don't need it; but when you need it, you can't get it. At the moment, in most of northern Europe you can get finance, in central Europe it's tough, in southern Europe you can't. And this is affecting the amount of equipment bought and market growth.

Technical demands are growing. Secondary guarding is just one of many things creeping in and people are having to fit these systems, often retroactively. In the UK, all the big contractors demand machines are fitted with anti-crush technology. Inspection and tests – maintenance: there is a new standard being developed. Skill shortages are a big factor especially for maintenance so much of this work is being outsourced.

And then there is the sustainability of powered access rental – in the face of poor rates and rising costs. We collect data on rental rates – for about the past 15 years and make comparisons year on end. Data shows machine costs have gone up; labour; delivery trucks; fuel, energy, property and property taxes have gone up; and changes to safety appointments on machines are all extra costs. In the face of all these rising costs, our comparison data shows rental rates for the past 10 years have been decreasing. Trend is generally downwards and has been generally downward for 20-30 years. You get less for a Rough Terrain articulated boom than you did 25 years ago. It does raise the question: how sustainable is the industry.

However there are solutions. Companies have gotten more efficient. It used to be when the market was good everyone got fat and happy. Those days are long gone. Today to make money, no matter how good the company – you've got to be efficient. Companies are having to work smarter; more things happening like getting more machines on each truck for delivery; one of the good trends is in specialist equipment – hybrids and spider lifts. This gives an edge for a while until everyone dives in and then the price drops again.

Product trends now appearing include:

- Spider lifts – been around for a long time but growing;
- Electric and hybrid lifts – their introduction is being driven by emissions regulations;
- 3.5t self-drive truck mounts – always strong in Italy and Germany;
- Higher platform capacities – on bigger truck mounts;
- Low level self-propelleds – replacing scaffold towers;
- Telematics/Security – diagnostics and usage + remote monitoring;
- Direct electric drive – AC;
- Approved attachments – pipe racks etc are catching on.

Visit [www.vertikal.net](http://www.vertikal.net)

## CALENDAR – MEETINGS



**EWPA**

For more information visit:

**[www.ewpa.com.au](http://www.ewpa.com.au)**

### AUGUST

#### SA General Meeting – HRIA & EWPA

Thursday, 4 August 2016  
5-8pm Heatlie Engineering

#### NSW Meeting – EWPA

Thursday, 18 August 2016  
7am Rydges Hotel, Parramatta

#### NT Meeting – HRIA & EWPA

Wednesday, 31 August 2016  
Air Powered Services, Winnellie NT  
5.30pm – 8.30pm Yard Tour & BBQ

### SEPTEMBER

#### OLD HRIA & EWPA combined meeting

Thursday, 8 September 2016  
Sunshine Coast, QLD  
6pm – 10pm General Meeting

#### WA Trade Night – HRIA & EWPA

Wednesday, 14 September 2016  
LiftRite Hire & Sales, Canning Vale  
5.30pm – 8.30pm Yard Tour, Displays, BBQ

#### VIC General Meeting – EWPA

Monday, 19 September 2016

### OCTOBER

#### National AGM – EWPA

Thursday, 20 October 2016  
South Australia

### NOVEMBER

#### SA AGM – HRIA & EWPA

Thursday, 3 November 2016

#### SA General Meeting – EWPA

Tuesday, 15 November 2016

### DECEMBER

#### NSW AGM & Xmas Dinner – EWPA

Thursday, 1 December 2016

## The Benefits of Membership

**BE INFORMED** – stay up-to-date with the latest industry information on legislation, Standards and WHS requirements

**STAY SAFE** – Gain regular updates on industry incident reports and EWPA actions

**NETWORK** – be part of a vibrant and cooperative industry

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## Training operators with Machine Specific Operator Training

UGL Kentz JV has improved machine downtime, operator efficiency and reduced the prospect of asset damage at its Ichthys MEC-1 Project site in Darwin after commissioning Genie to conduct a round of its Genie Lift Pro Machine Specific Operator Training.

UGL Kentz JV is responsible for the engineering, procurement and construction of the onshore facilities at Ichthys, including the gas processing plant at Blaydin Point.

The engineering firm, which regularly reviews its EWP operator training, determined a round of training prevention would safeguard its fleet in Darwin. It appointed Genie to deliver its Genie Lift Pro operator training program, to 60 operators working on site at Ichthys.

"We considered the length of training we were doing on machines, such as the Genie ZX-135 boom lift, and we thought it was pretty constant," Mike Tuckerman, HSES Manager, UGL Kentz Ichthys MEC-1 Project Darwin said.

"We have our own high-risk trainers, but it was fantastic to have the subject experts from Genie on site. We put everyone qualified to operate a Genie ZX-135 or Genie SX-180 boom lift through the training and feedback was excellent."

Mike said Genie Lift Pro training improved operator skill levels and will minimise asset damage.

"The more we build on the site, the more restricted becomes the space the EWPs

must operate within," he said.

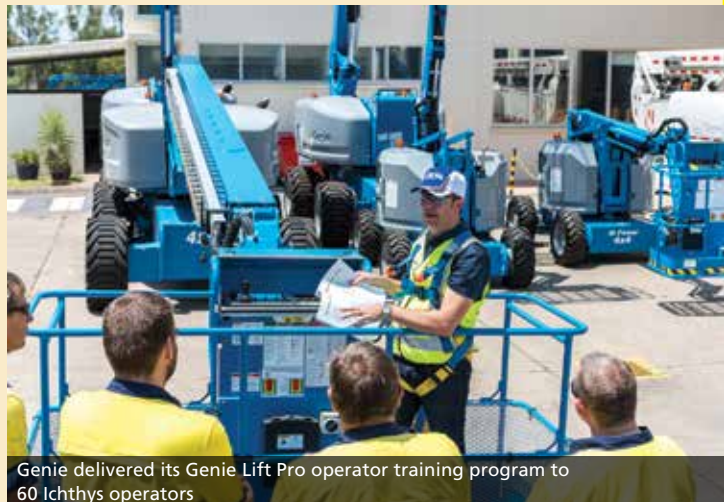
"Before the training, we were sometimes bumping safety baskets against some of the assets. This isn't happening anymore. There is also less machine downtime and improved productivity."

The professionalism and service delivered by Genie was world-class, Mike said, who authorised Genie Lift Pro training for another 190 operators at the Darwin site.

"You want this sort of partnership with your stakeholders on such a mega project as Ichthys. It really was a preventative action, which has taken our training to the next level," Mike said.

The on site tuition was led by Mal McIntosh, Quality, Genie Training and Technical Support Manager Asia Pacific, Terex AWP Australia.

"The training was four hours, yet some of the operators considered they had received the equivalent of a day's worth of knowledge and training," Mal said.



Genie delivered its Genie Lift Pro operator training program to 60 Ichthys operators

The face-to-face training provided McIntosh with valuable insights into the safety measures used by some operators to operate the Genie ZX-135 boom lifts.

"Through Genie Lift Pro training, we aim to promote a wider understanding of the safety processes built into our machines and ensure the normal operational functions become second nature to operators. We also want to make sure operators are not getting into situations that could be avoided," Mal said.

Visit: [www.terex.com](http://www.terex.com)

## The 2210 Evo Spider Lift is versatile

The new 2210 Evo Spider Lift from Monitor Lifts weighs just over 3 tonnes but now features an increased basket capacity of 230kgs SWL.

The new 22m spider is suited for use on load-sensitive surfaces. With maximum working height of 21.7m, maximum platform height of 19.7m and maximum horizontal reach of 10.3m, the 2210 stows very neatly down to just under 6m in length and just over 2m high, making it a very versatile and convenient lift.

A new, strong tilt-bed trailer has been designed for the 2210 and the combined weight is under 4.5tonnes while the tri-axle design provides excellent handling. All 2210's are powered with a Kubota diesel engine and dual power is provided with either a 240volt electric motor, or an on-board battery system. The dual powered 2210 is brilliant where outreach is required in confined indoor locations.

Monitor's 2210 has excellent up-and-over reach with modern double knuckle technology, and adjustable fly-jib for extra manoeuvrability. The 2210 also has the unique ability to rotate 360 degrees even when the stabiliser legs are set in their narrow position.

With the basket very easily removed and the tracks in the narrow position, the 2210 allows for smooth and easy doorway access. The radio controlled feature allows all functions to be controlled from the basket (or from any other position). This includes driving, setting the stabiliser

legs, and operating the booms, making the 2210 operator-friendly.

Contact: 1800 025 024 or visit website: [www.monitor.net.au](http://www.monitor.net.au)

The new 22m spider from Monitor Lifts







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## JLG named Supplier of the Year – Access

For the fourth time, JLG Industries has been named Supplier of the Year – Access Division at the Hire Industry Excellence Awards (HIEA), presented at the culmination of HIRE16 – the Hire and Rental Industry Association (HRIA) Convention held on the Gold Coast 5–6 May, 2016.

Bob Mules, JLG Industries General Manager for Australia and New Zealand said he was pleased to see the company again acknowledged for delivering market-leading service in access equipment supply.

With the award voted for by customers, Bob said he and the entire JLG team were gratified their company-wide dedication to providing the best in products, service and support had been appreciated and honoured in such a way.

“Upfront, it’s about the quality of the products we offer, however it’s also clear our focus on, and investment in our national footprint, infrastructure and

ground support is also highly valued by our customers,” Bob said.

“The companies considered for the HRIA Supplier of the Year awards are judged on the key criteria of contact from supplier interaction, spare parts, service support, delivery, technical advice and reliability; major investments have been made across the JLG business to ensure we excel in meeting these needs wherever a customer may be.

“We have eight facilities throughout Australia and New Zealand, located in capital cities with all offering sales, workshop and spare parts capabilities, we have 60 workshop technicians who

provide anything from basic servicing to major repairs and rebuilds,” Bob said.

“We also have a 55-strong and constantly growing, national fleet of field service vehicles equipped with wireless in-van-technology to optimise service efficiencies, plus we’ve introduced a number of support solutions including mobile access to online parts ordering and in-field equipment monitoring.

“And underpinning it all we have a world-class Parts Distribution Centre, with a first time fill rate currently running at just over 95t, which can even offer same-day service on time-sensitive parts.”

Contact: 131 JLG or visit [www.jlg.com.au](http://www.jlg.com.au)

## New family of four lifts debut from Snorkel

Snorkel debuted its new 460SJ mid-size telescopic boom lift for the first time globally at HIRE16 in May.

The new boom lift is part of a new family of four telescopic boom lifts introduced by Snorkel this year, including the 660SJ that was officially launched at Bauma 2016.

The all-steel Snorkel 460SJ delivers a working height of 16m, an outreach of 12.2m and can lift up to 272kg. The 460SJ features a 2m jib boom that can articulate 135°, and the lift is also available without the jib boom as the 400S model with a working height of 12.2m.

Fitted with a fixed axle as standard, the 460SJ delivers excellent rough terrain performance thanks to a traction manifold that delivers oil to all four wheels, providing constant 4-wheel drive, with the ability to climb gradients of up to 50%. An oscillating axle is available as an option. The 460SJ features Snorkel’s new tri-entry removable platform, that is equipped with Snorkel Guard secondary guarding system as standard, and the lift benefits from proportional joystick controls for all functions, including platform rotate and level.

Ahern Australia also launched Snorkel’s new line of hydraulic drive electric scissor lifts at HIRE16. The new Snorkel

electric scissor lift line includes six models, with the S3219E, S3226E and S4732E making their first appearance in the Australian market, showcasing features such as twin-door ‘inside-out’ access to components, upsized kingpins, dual shear scissor stack for increased rigidity, and on-board diagnostics for easy maintenance.

### Trailers & Telehandlers

Manufactured in Snorkel’s New Zealand facility, Ahern Australia has designed two products specifically for the Australian market. The MHP13AT is a robust and reliable towable boom lift, offering 12.9m working height and 6.4m of outreach. The Snorkel S2255RT is a narrow and lightweight compact rough terrain scissor lift that can lift up 420kg to a working height of 8.5m. Designed predominantly for working in constricted areas on uneven ground, this lift can be towed on a trailer behind any vehicle with 3 tonne GVM or greater, making it ideal for multi-site applications.

Ahern Australia’s Xtreme Manufacturing XR1255 rough terrain telehandler is now available to order in Australia. The heavy duty XR1255 can lift up to 5,400kg, and



The new boom lift is part of a new family of four telescopic boom lifts introduced this year

has a maximum reach of 16m, making it ideal for multi-storey construction projects.

Ahern Australia provides nationwide sales, parts and service for Snorkel and Xtreme Manufacturing, from its four fully-equipped locations in Sydney, Melbourne, Perth and Brisbane, supported by a field sales and service team.

Visit [www.ahernaustalia.com.au](http://www.ahernaustalia.com.au)

HIRE INDUSTRY EXCELLENCE AWARDS  
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For the fourth time, JLG Industries has been awarded Supplier of the Year – Access Division at the HIRE16 Convention.

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This award is a great honour and on behalf of the JLG team, thank you.



**Australia - 131 JLG New Zealand - 09 276 1728**  
**www.jlg.com**



# An introduction to the new TSHA President

The Telescopic Handler Association of Australia (TSHA) has a new President – Chris Taylor, General Manager for Cobra Training & Licencing Service – a Registered Training Organisation, who steps into the role after many years serving on the TSHA committee.

Chris has a long history in the access industry having worked in access hire before recognising an opportunity in the market to develop his own business offering Yellow Card training.

For the TSHA, it is a win-win, having an experienced industry training professional stepping into the role.

“Cobra Training & Licencing Service has been around for about 13-14 years now, initially offering Yellow Card Training, branching out to also offer telehandler training around 2006-2007,” Chris said.

“I’ve been a member of the TSHA since its inception and was on the founding executive committee as the Training Advisor for the association. I oversaw the TSHA Gold Card training program and its updates and improvements.

“We had the original Gold Card (TSHA training) program we started with but have now aligned it to a unit of competency – RIIHAN309A. The Gold Card has now been through two updates, the D-Code and E-Code updates.

“We did a roll out to all trainers after

the initial alignment and spent about 12 months on the second upgrade. We are now reshooting the training DVD, adding scenes and revamping it,” he said.

Chris said TSHA training usually takes between one-two days to complete but that depends on the size of the group, their previous experience with telehandlers, and how many attachments they’re learning.

“I am happy to step into the role of President. Our committee is dedicated and has been working hard on:

- Registered Inspector Program for annual inspection testing
- Development of checklist for hire companies and repairers
- Stability testing and compliance with Australian Standards
- Compliance checklist for older machines
- Standardisation of load chart information is ongoing (different for each manufacturer).

“The TSHA committee gives up their time

to undertake these initiatives. We meet four times a year and always need volunteers to help prepare jobs.

“There have been a lot of accidents in recent months which basically resulted from people not understanding how telehandlers work or what standards operators have to meet.

“Members have voted to have our own industry Standards for telehandlers. We think this might be a world first. We have members on the Australian Standards committees to help that happen.

“So there are a lot of great things happening for the TSHA now but we can always use some assistance to help our industry get better. Give us a call.”

Contact Chris on: 0448 450 132 or visit: [www.tsha.com.au](http://www.tsha.com.au)



## International standards and regulations on EWP

At the EWPA Seminar at HIRE16, Brad Boehler, Skyjack President gave a presentation on international standards and regulations and what we can expect in the future. Here is a summary of what was said.

“There are some exciting things going on standards wise in the North American market. Both the Canadian and US Standards are about to change and become more in line with ISO and European and Australian Standards as well, which, from a manufacturing stand point is a great thing,” Brad said.

Brad said a global standard, from a design, user and training perspective would be great.

“Every country and manufacturer has their own regional interests, methods, regulations and infrastructure and they all want to have control of their standards.

“But from a manufacturing perspective, gravity is the same for everyone in the world; ultimately it will still make you fall, wherever you are. Job sites are job sites

everywhere. When you put people to work at height if it’s safe here, then it’s safe there; and it should be safe everywhere.

“I think the most effective, efficient and safe way to work at height is with the machinery we have in our industry today. If we let people who are not experts in our machinery, not experts in our industry, decide what is safe on our machinery, we’ll get to a point where machinery will be too expensive because we will have had to design every type of safeguard and fail safe into the equipment.

“Yes, we need to make people practically safe. But I can’t see how we can get to the place where every single event or incident can be covered. That’s what this space between your head is for, right?”

“This is where the operator’s intelligence

comes into play. We need to rely on that. If rental rates continue to go down and we continue to regulate and have greater requirements on the equipment eventually people aren’t going to use the equipment anymore and that will be a step backwards in workplace safety.”

Brad also mentioned a new work item on ISO TC 214 for control standardisation on EWPs. He said it is a real possibility we could be seeing common controls and safety aspects on EWPs into the future.

“That will be a great step forward for our industry.”

Visit: [www.skyjack.com](http://www.skyjack.com)



Brad Boehler