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A question of extremes

The electric battery powered scissor lift is by far and away the largest product sector in the powered access market as measured by units. It is also the broadest product range in terms of price and size, running from a £2,500/€2,900 push-around unit up to around £150,000/€172,000 for a 28 metre narrow aisle mega scissor.

There has never been a better time to start using scissor lifts. The market is currently going through one of its tougher periods at least from the view point of manufacturers and rental companies. However there are some bright spots within the sector and it has never been a better time to evaluate or to use battery powered scissor lifts if your work involves any form of working at height.

Scissor lifts can be rented in most markets for prices that are frankly uneconomic for rental companies. However this does give contractors or industrial maintenance teams a fantastic opportunity to try them out for the first time. Meanwhile those who already know how much more efficient they can be on many jobs can take a few extra units in order to put more of their tradesmen on a lift or to cut out the ridiculously inefficient practice of 'off hiring' lifts every time they are not fully utilised and then having order them again when required. In the USA, which is by far the most developed market for powered access, it is typical these days for every tradesman to have his own scissor lift in which he keeps all of his tools and materials. In addition lifts are rented on a monthly basis for the duration of the project - a far safer and efficient method of working which is reflected in significantly higher productivity on North American job sites.

Hot Hot Hot

The hottest areas of the scissor lift market at the moment are low-level push around and self-propelled units up to around three metres platform height; tall narrow heavy-duty electric scissors with heights of between 15 and 26 metres and widths of 1.3 metres and less and to a lesser extent battery powered Rough Terrain scissor lifts.

At the smaller end the lowest lifts in widespread use have typically been 12ft/3.66m platform height self-propelled lifts that use a telescopic mast rather than a scissor type lift mechanism. Products include UpRight's TM12 which took the concept into the volume market, Genie's Runabout range of aluminium masted lifts, which have recently been joined by a steel masted 'Contractor' version and JLG's 1232ES which closely follows the Upright design. While 12ft or four metres does not sound like a great height, it does allow comfortable working at up to 18ft or almost six metres, more than enough for most public and single storey industrial buildings.



Until now the lowest self propelled lifts in widespread use with rental fleets have been 12ft mast type models such as this UpRight TM12

In 2006 UK-based Pop-Up products launched a low level push around scissor lift, intended to offer a powered alternative to the podium steps that were being purchased in order to meet the 2005 European Work At Height Regulations. The original units offered a maximum platform height of just 1.6 metres - not much more than 5ft, however they proved surprisingly popular at least in the UK, being priced at under £3,000 and very easy to use. The less stringent enforcement of the 2005 regulations in other

C&A

electric scissors



European countries curbed enthusiasm for such a low level platform elsewhere. Pop-Up followed with a 2.5 metre platform height unit the Pop-Up+, while offering more versatility its requirement for outriggers possibly restrained sales a little, although around 1,000 units have been delivered.

In the past 18 months everything has changed, with a number of new players entering the market, including UK-based Power Lift, Eazzi-Lift and Youngman and most recently UpRight with a Dingli-built unit from China.

The original Pop Up was timed perfectly.



Not only do these new entrants offer greater choice, but they also introduced improvements such as automatic castor locking/braking when raised, along with higher models taking the concept up to three metres/10ft platform height - five metres of working height. This has extended the concept in markets where it is already popular - such as the UK - but also spiked the interest of users and rental companies in other markets.

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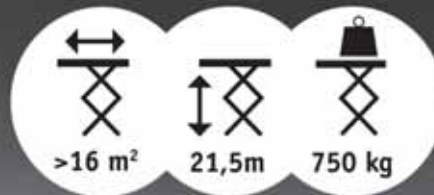
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Youngman now produces a push-around range from 2 to 3 metres.

Self propelled push-arounds

With push-around scissor lifts reaching greater heights both users and manufacturers naturally thought "what if we add a simple drive mechanism and make it into a cost effective self propelled?" Easier said than done, but for the last 12 months or so Custom Equipment, king of the low level self propelled and Power Tower have both been working on and perfecting self propelled lifts with 8ft/2.4 metre platform heights. Interestingly Power Tower came at this from the push-around end adding drive to its Nano product while Custom worked on developing a new 8ft self propelled scissor and then made a push around version of it.



The Airo X12EW

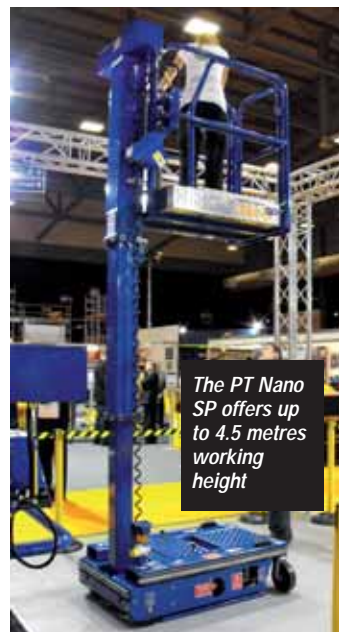
The Nano goes SP

The 2.5 metre platform height Power Tower Nano uses the same three section mast as its push around model with a two stage cylinder. A simple overload mechanism is fitted to the top of the mast and is accessible from the platform.

The wheelchair type drive controls are very simple, with the short four-way controller mounted on a fold-down arm. The operator stands with his back to the mast making for a very good braced position. The mini joystick has two buttons, one for on/off and the other for selection of drive speed or lift.

The operation is highly intuitive and allows the unit to be rotated on the spot thanks to the rear drive and front castors. The high speed feels quick at 4.8 kph, the brakes are very smooth and stop the unit almost on the spot. Power Tower says that the continuous drive range is 12 kilometres. A roll-out deck works well and provides up to 500mm of outreach and expands the platform to a very respectable 1500mm x 700mm.

With substantial orders from both Lavendon and Speedy, it looks as though the 8ft/2.4 metre self propelled's time has come. The design and build quality of the Nano SP is very good although it would benefit from some aesthetic design treatment to the base - although the current colour scheme meets Lavendon's requirements.



The PT Nano SP offers up to 4.5 metres working height

Custom made

US-based Custom Equipment does nothing in a hurry and its conservative owners, the Kissingers, like to be absolutely certain of any new product or technology before they launch it on the market. CE approval for its popular HB-1030 for example took at least two years, while president Steve Kissinger has been tinkering with his smaller model for almost as long. As he puts it "he likes to sleep at night" and being totally sure about his products helps. At last year's ARA the company showed a compact 5ft/1.5m self propelled scissor lift which had been tested and was ready to go. Feedback from customers and users persuaded him that a little more height was needed and taking it all on board he virtually started again. The result is a gem of a machine - the HB-S830 - launched at this year's Rental show. The 830

includes all of the features of a full size scissor lift, including active pot-hole protection and a roll out deck extension, yet is less than 1.3 metres long and should weigh less than 500kg in CE format.

A great deal of thought has gone into the unit which uses wheelchair drive technology but includes a full size aerial lift joystick controller. Great attention has gone into details such as the choice of wheels and castors, tie downs and bump bars. UK rental company Speedy Hire saw the new model at the show and promptly ordered a "substantial number of them as part of a seven figure order" for Custom's 8 and 10ft scissor lifts. These will join 60 Nano SP units that Speedy ordered the week before.

The PT cruiser

Bil-Jax/Haulotte USA has also entered the fray and developed a self propelled version of the Power Tower/PT10 that it builds under licence in the USA. The PT10SP offers a 10ft platform height and like all the other low level self-propelled models, uses wheel chair drive technology. The new product still requires some work - unlike the other products on the market it uses passive pot hole protection which may require some rethinking? The PT10SP offers additional reach compared to the previous two units and boasts a very solid and rigid lift mechanism and yet weights just 565kg. It is longer than the others at 1.75 metres but similar to the Custom HB-S103010ft unit.



The 10ft Haulotte/Bil Jax PT10SP offers up to five metres working height



The new Custom Equipment Hybrid HB-S830, a perfect small scissor lift.

These two American products should spur interest for this product type in the world's largest powered access market. The key benefit of these units is weight more than price related. Interestingly when Genie offered an 8ft version of its Runabout several years ago it flopped and a lack of sales caused the company to axe it from the line. The key to any new product idea is of course timing. Pop-Up got it just right with its original model and if the mood at recent rental shows is anything to go by, Custom Equipment and Power Tower have got their timing just right.

The UpRight SPX10 now the Pop-Up SPS10, is targeted at the Bravi Leonardo



UpRight is another company looking very seriously at the low level powered access market, it recently announced both push around and a 10 ft self propelled scissor lift the SPX10 which will now be known as Pop-Up SPS10 or Drive 300 following the joint marketing/licensing agreement that the two signed earlier this month. The 10ft unit will go head to head with Custom's HB1030 which has so far, mainly sold in North America, although r2 has had

a modest success in the UK and Aichi Sales office has taken on the franchise for most of the rest of Europe as a master dealer.

Now it would be easy at this stage to forget that while several of these companies seem to have found a new market, one company has been incredibly active for many years - Bravi. Several years ago Bravi realised that its 2.9 metre high Leonardo mast lift had real volume potential with its light weight - under 500kg - big platform with dual extensions and sufficient gradeability to climb into the back of a van or up a set of steps. While some design engineers might be hesitant to admit it, the Bravi will most certainly have been in their minds as the product to beat or at least match. Bravi could be forgiven for thinking that after years of selling the low level self-propelled concept along come all these 'Johnny come latelys' just as it has started to make some significant breakthroughs. That is of course the nature of the market and while Bravi may not appreciate others entering the market it has

had to itself for many years, the extra attention and sales feet on the ground selling the concept cannot but help boost its sales as it takes a smaller share of a much larger market.

Bravi has not rested on its laurels though, it recently upgraded the Leonardo with an outdoor model which is slightly heavier 555kg, tougher covers, a new swing gate entrance, improved controls, a better protected charger and wider wheels that provide lower ground bearing pressure and improved traction.

Moving right along

While the 10ft and under market has attracted a great deal of interest, Skyjack has been perfecting its version of the 12ft mast type lift the SJ12. Shown as a concept in September



The Bravi Leonardo is the original low level self propelled and still the one to beat

2008, the company is preparing to put the 12ft model into production, followed shortly by a 16ft model which breaks new ground. As JLG discovered when it designed the 1230ES improving on UpRight's

TM12 is a tough challenge. JLG finally elected to make a virtual copy of the dimensions and structure, while introducing its direct electric drive system and better turning circle along with a number of other small enhancements. The result is a first class machine which has sold well, but hardly dented sales of the TM12.

Skyjack faced with the same dilemma has managed to squeeze out some significant new ideas that really do take the product to another level. The most significant change is adding an extra mast section to provide a 16ft platform height version, the SJ16. While 12ft will cover a surprising number of buildings and applications there have always been some jobs that just need a little extra height. Skyjack has achieved this in the same stowed envelope while keeping the overall weight of the 16ft unit under 1,000kg, critical for riding many

So how do they all stack up?

Make & Model	Platform height	GVW	Pot Hole	L x Width	Slide-out ext deck
PT Nano SP	8ft/2.4m	495kg	Active	1.19m x 0.75	Yes -1.52m
Custom H8030	8ft/2.4m	475kg	Active	1.1m x 0.76	Yes - 1.5m
Bravi Leonardo	9.5ft/2.9m	495kg	Passive	1.2m x 0.76	Dual -1.71m
Bil-Jax PT10SP	10ft/3.0m	568kg	Passive	1.45m x 0.69	No
UpRight SPS10	9.9ft/2.9m	495kg	Passive	1.15m x 0.71	Dual - 2.0m

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Genie runabout contractor

small lifts/elevators. The 16ft unit will also feature an extending platform - more of a traversing deck really - in that the whole platform is pushed out by half a metre to offer some outreach over obstacles etc, while the platform size remains the same size. This makes for a solid platform compared to the short slide-out extensions on some lifts which both complicates the platform and reduces guardrail rigidity.



JLG 1230 ES

After years of companies requesting a higher TM12, will buyers flock to this new machine or be less keen now that it is available? One thing is for sure it ought to put an end to any 15ft micro scissor sales, as buyers and users choose between a 16ft mast or 19ft scissor lift.

Other key features introduced on both the 12 and 16ft Skyjacks include placing the steering axle at the opposite end to the mast, in order to allow full 90 degree steering (on the TM12 the mast restricts the crank angle of the steering axle), a lower platform entry height and wider tyres with a deeper profile which, says Skyjack, provides a ground bearing pressure of just 80 psi, compared to 120 to 130 on its two main rivals. Access to the batteries and all other components

for service is as good as it gets, the platform on both units pulls forward to uncover a full-sized hinged cover giving unobstructed access to everything without the need for slide-out trays and doors. A neat slide out lower control/central electrics panel is an excellent idea



service access is excellent even with the platform lowered



wider wheels provide a lower ground pressure



A neat idea - a slide out electrics panel

and on this unit Skyjack is fitting a proportional motor controller rather than its usual proportional dump to tank system, as such it is probably the last manufacturer in the industry to adopt motor controls. Expect to see this on all Skyjack scissor lifts sometime in the future.

And further up again

Looking further up the size range Bravi launched a new, larger machine at this month's rental show



The Leonardo Lui 460

following requests from customers in the USA. The new model designated the Lui 460 uses the company's aluminium mast technology and offers a 15ft/4.6 metre extended platform and 280kg lift capacity, 760mm overall width and 35 percent gradeability. All this in a machine that weighs 1,265kg and stows in a space which measure 1.6 x 0.7 x 1.85 metres. With its dual deck extensions, compact dimensions and ability to turn on the spot it promises to build on the market already carved out by the company's Leonardo model. Lest anyone is concerned about the Bravi's ability to cope with rental abuse, the new Lui has been built with extra chunky covers and components and looks a bit of beast.

Replacing the MX19

The mass market for 19ft elevator scissor lifts was established by UpRight when it launched the MX19 in 1994. The product was right from the start and went on to sell in the 10's of thousands. While it was tweaked over the years with the addition of motor controls etc, it has remained largely unchanged and still sells in respectable numbers.

Over the years, engineers responsible of adding any improvements were well aware of the risk they ran if incurring the wrath of the company's dealers if they 'ruined' a popular classic. With the takeover of Snorkel in 2007, the company has been running two models, the MX19 and Snorkel's SL1930. The company finally decided that it was time to introduce a new product that replaced both of them, hopefully taking the best of both while being less expensive to build. The result,



The Snorkel SL1930 / UpRight SX19 has a lot to live up to

known as the Snorkel S1930 and 1932 or UpRight SX19, follows Genie's lead with two widths, one of which - the 32 inch wide 1932 will be 140kg lighter at 1,250kg and may have an outdoor rating to CE.

Both units are lighter than the current MX19 which grew in weight over its lifetime from 1,000kg to over 1,460kg. The new 19ft is longer at almost 1.9 metres over the entry step compared to 1.75 on the current model. Oddly the machine's gradeability is 20 percent, poor for this type of lift where most offer 25 percent. The verdict? UpRight's first new 19ft scissor lift in 16 years looks perfectly functional, but apart from weight and a choice of width, seems to offer less than the current model. Where it is likely to score with this model though is in the detail build, operation and, one assumes, cost. With rates so keen in this sector this is the most important factor and for those who want a more compact unit there is always the TM12 and other low level machines.

Offering economy alongside business class

Holland Lift is preparing to unveil a less expensive range of scissor lifts at this year's Bauma. The new units will not replace the company's current products, which include the popular 1.2 to 1.3 metre wide heavy

duty lifts with platform heights of up to 26.5 metres, nor the big Rough Terrains with heights of up to 34 metres. No, the new models will run alongside its smaller scissors, which to be honest do not sell particularly well outside of Holland and Germany.

Holland Lift has a reputation for overbuilding its products, a concept that is much appreciated in its home country and Germanic markets. It takes great pride in the fact that the vast majority of the lifts it has built over the years are still in operation and that customers with 15 year old models bring them back for a facelift, rather than scrapping or selling them.



Holland Lift test rig

While the company is looking at every design detail in order to shave as much cost as possible, it is taking an uncompromising attitude that risks driving the cost of the new range up to similar levels as its existing products. Although a number of clever design ideas will cut costs and make the units easier to assemble, why doesn't it incorporate them into all of its products? One area where it is justifiably nervous is the scissor stack. The company ran into financial difficulties in 1993 after it experienced premature wear on its scissor pins and bushes. The problem was in fact caused by a supplier delivering pins that were not to specification, but the error was not spotted until it manifested

itself in the form of worn out bushes on a large number of customer units. The company went into administration, was bought by MBB and then Terex and it was almost 10 years before it came under independent ownership again.

The result is a highly cautious design attitude, pivot pins are grossly oversized, double plated and fitted with the best bushes available that slip inside heavy steel sleeves. They'd last a lifetime in a permanent sandstorm! These engineering excesses have to go if the Eco Star stands any chance of living up to its name, so the company has been testing new pins and bushes for more than a year on an external test

rig. The results have been extremely positive and may well find their way into the larger units...one day.

Holland Lift was reluctant to provide more details at this stage, so a full review will follow later, in the meantime we can tell you that it will be a four model range with two platform heights - 26ft/7.8 m or 32ft/9.7 metres and two chassis widths - 1,000 mm and 1,400mm. Lift capacity is 450kg on the lower models and 325kg on the higher. The two wider units are rated for both indoor and outdoor use. A 900mm roll-out deck carries the same rating as the main deck and the platform extends almost to the edge of the machine on the narrow units and to within 100mm on the wider.

Holland Lift updates electrics

Holland Lift has also completely upgraded the electrical systems on its full line of scissor lifts. The new system has been fitted to more than 150 units which have been at work for some time now without incident.

The changes include a new built-in platform overload system using a high quality German-built pressure sensor and a Swiss-built scissor arm position monitor. The results on all but its largest models, which employ its unique mechanical system, have been first class with consistently accurate load sensing throughout the lift cycle without false alarms.

The controls on the platform use new digital technology with fewer cables from platform to lower control box. The lower control electronics are substantially simplified with a new decoder and completely sealed circuit board and components. The solenoid valves are all clearly marked and include an indicator light helping service engineers to visually detect any faulty lines or components in the circuit. The changes introduce a common standard across the company's range with fewer moving parts and the possibility to optimise performance and operational characteristics while providing more feedback to the operator, via warning lights on the console or to the service engineer at the lower control box.

High compacts

While companies such as Holland Lift, JLG Liftflux and PB have been successful with their ranges of heavy duty narrow scissors, however the regular 1.2 metre wide by 2.4 metre long scissor lifts produced by Genie, JLG, Skyjack, UpRight and Haulotte have been extending their reach into new areas. Last year Haulotte, quietly launched a 12 metre platform height



This is all we can see for the moment of the new Holland Lift range

version of its Compact electric range - the Compact 14. While not the first manufacturer to achieve this size of machine - that honour goes to Iteco with its IT12122 - Haulotte wins the award for the first of the major volume producers to extend the 46 inch wide electric scissor lift to this height. It has also managed to keep the overall weight of its unit under 3,000kg. We tested the unit at Haulotte UK's facility but ran out of headroom around eight metres up. The unit is very rigid, given its size and the number of scissor stacks required to reach this height from a short chassis.



Haulotte Compact 14 - the tallest 2.4 metre long compact scissor?

The market has yet to grasp the benefits of this model, which probably takes the 2.4 metre long standard electric scissor lift to its maximum capability along with Genie's 32ft/10m platform height, 32 inch wide/single door GS3232 with levelling jacks.



The Genie GS3232 takes the single door scissor to new heights

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PB on the move

One of the fastest growing electric scissor lift manufacturers over the past few years has been German-based specialist PB Liftechnik which is increasingly turning its attention to export markets. Cranes & Access finds out more from export manager Arne Dirckinck-Holmfeld.

PB Liftechnik is still relatively unknown outside of Germany where it claims a 60 percent market share for the scissor sectors in which it competes. Although it has been manufacturing aerial lifts for 22 years, scissor lift production began unexpectedly in 2003 when a major safety problem was discovered on 800 German Standard Lift (GSL) scissors. The problem - cracked scissor stacks and faulty brakes - resulted in GSL going bust. PB, however, with TUV approval, developed a cost effective repair for the machines and at the same time, developed good contacts and working relationships with various German rental companies.

"The feedback from the rental market was that the GSL product was

basically a good scissor, but could be improved further with various modifications," says Dirckinck-Holmfeld. "PB took on board all of the user comments, made the changes and launched the new range of Top 12 and Top 16 scissors the following year - 2004. Development continued with the ES scissor range which included the patented levelling system. We also have two industrial platform ranges - the electric articulated Dino boom and the David vertical mast lifts."

Unusual design

The PB scissor stack design is unusual in that its main lift cylinder is located half way up the stack. Because of its position, just one main cylinder is required even for

the higher models, ensuring machine weight is kept to a minimum.

"Our 17 metre working height S171-12ES with outriggers weighs just 4,990kg. Compare this to the Liftflux 153-22 which at more than nine tonnes has a huge impact on floor loading and machine transportation. The PB is also more compact and manoeuvrable having an outside turning radius of 2.97 metres compared to 4.8 metres."

The other difference is PB's levelling system allowing the traditionally indoor platforms to work outside. The system is very popular and is now fitted to the vast majority of its scissors.

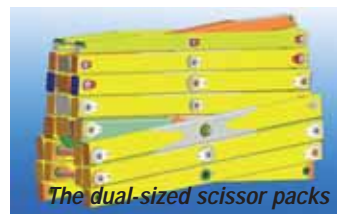
"When designing the S171 PB started from scratch with no preconceived ideas," says Dirckinck-Holmfeld. "This enabled us to create the optimum design with all the advantages and benefits of the latest materials and design ideas, such as dual-sized scissor



PB's main lift cylinder is located half way up the stack



The MegaDeck range has a 2.5 metre, 700kg capacity extension deck



The dual-sized scissor packs



Two PB scissors dwarf two POP-UP machines at SAIE.

packs - bigger at the bottom, smaller at the top - because they are not carrying the same forces and the centrally located lift cylinder which only opens between three and four scissor packs. All our pins are oversized to reduce friction by spreading the forces over a larger area."

This design has another inherent advantage - a very low centre of gravity within the bottom third of the machine - which means the machine is more stable when working at height. When coupled with the automatic outrigger levelling system the unit can work very closely alongside buildings and structures without the fear of damaging the building.

"If a scissor is set 100mm away from a vertical structure on a one degree slope, they will collide at a height of about six metres," he says. "On a two degree slope at 22.5 metres high the platform is 770mm out of plumb. The levelling

system means that platforms are able to work safely and with faster set up. On tall buildings in narrow streets work has previously been carried out by truck mounted platforms usually with a lane or street closure. Our outrigger levelling system and 1.2 metres width allows the scissor to work from the pavement/sidewalk with minimum disruption."

"Another application is in the construction of modern high-bay distribution centres where the frame and huge racking systems are built first, followed by the external cladding. Outdoor certification is therefore essential on this type of build. PB also uses a patented design of outrigger plates which can adjust to a slope no matter what the direction and also maximises the width of the outriggers making the platform more stable.

"Scissor lift design and production has followed the same basic rules for about 20 years," says Steve

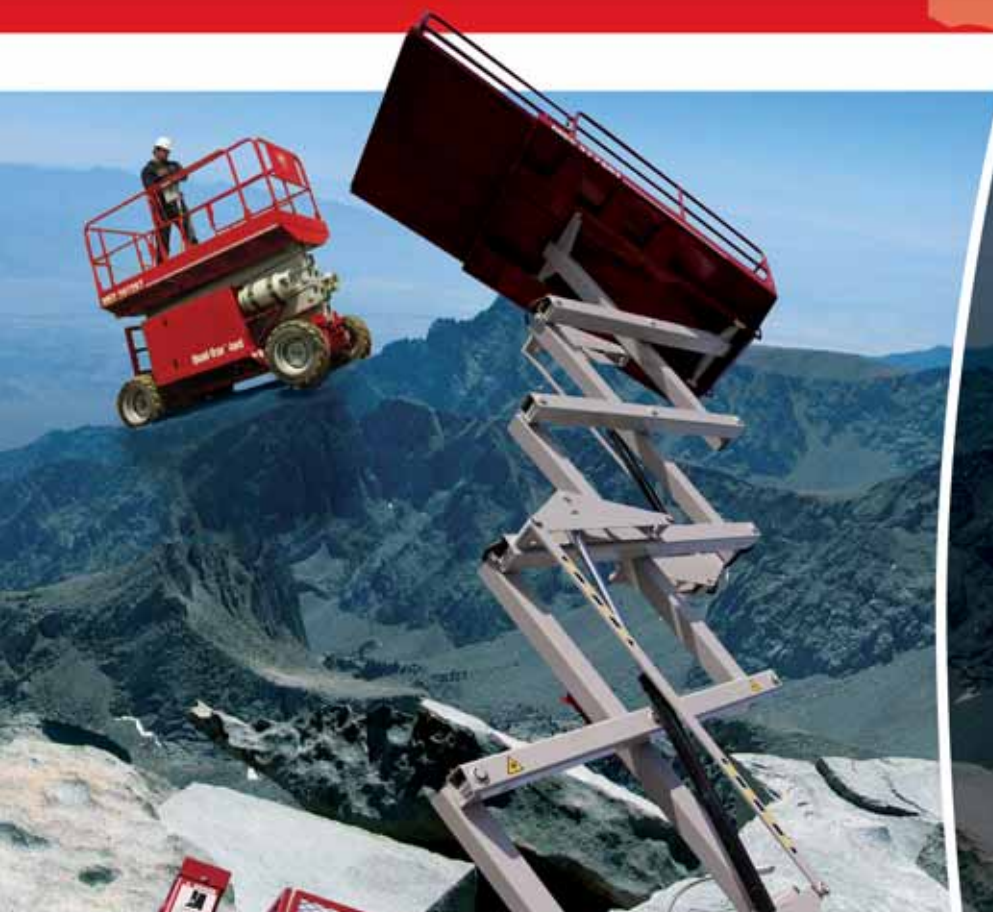


Arne Dirckinck-Holmfeld

the new range of Top 12 and Top 16 scissors the following year - 2004. Development continued with the ES scissor range which included the patented levelling system. We also have two industrial platform ranges - the electric articulated Dino boom and the David vertical mast lifts."



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Wheels have a 90 degree steering angle and non marking tyres

Hadfield managing director of PB's UK distributor Ranger. "No-one has really thought outside the box - except PB. It was the only thing at APEX, where I first saw the PB machines, that attracted my interest."

Development continued and at Platformers Days last year PB launched its new MegaDeck range. The first model unveiled was the 13 metre platform height S131-16E which features a 2.5 metre deck extension, giving a platform length of up to 6.2 metres on a 1.6 metre wide lift. Capacity is 700kg unrestricted and it can be driven at full height. The automatic jack levelling system is available as an option.

Machine telematics

PB has also introduced a telematics system 'digiConnect' which can be fitted to its big scissors. "Every rental company and service department is interested in shortening the service time to reduce costs and this system does just that," says Dirckinck-Holmfeld. "Engineers often travel to machines not knowing what is wrong. However, by making a remote, live connection with the machine you can see exactly what the problem is and more than three quarters of all machine problems can be solved without going to site. For the remaining 20 percent, the engineer visiting the machine already knows the problem and can take the required parts."

Developed as an online diagnostic system, PBdigiConnect can also track the machine and restrict its operation or operating parameters. This service is free to users accessing via the internet.

"With electric scissors, one of the main problems is the batteries not charged - often because the hirer has not had the machine on overnight charge for long enough," he said. "This system will tell how long the lift was plugged in for and how much charge it took, all without going to site. We can also see valves, pressures and outrigger operation as well as the angle and pressure on the scissor pack.

And future developments?

"There is always a demand for higher capacities, more manoeuvrability and greater working heights, but with narrow scissors I think the maximum sensible working height is about 30 metres," says Holmfeld. "We make platforms for special applications and currently have drawings for platforms with side extensions - but I cannot see this being a large market. We will also planning to unveil new models at Bauma but have agreed not to discuss them in advance."

PB only started exporting platforms in earnest in 2009 and in a relatively short time has made inroads into Scandinavia, UK, Holland, Belgium, Switzerland and Italy and is looking at the Middle and Far East. Current production at the company's Ulm plant is between 160 and 180 scissors per year.



S170-E12S

UK market

"I would be happy selling a total of between 40-60 scissors - with the vast majority in the 17-22.5 metre



The automatic levelling system is a popular option

range - in the UK in the first couple of years," says Holmfeld. "It is still early days for specialist narrow scissors but the market is growing strongly while offering good hire rates," he says. "With only a few manufacturers in this sector we are not aiming to take their sales, but to develop and expand the market together. Customers no longer follow a one-brand loyalty, they go for the best product. We see the key model in the UK as the 22.5 metre S225-12ES. Four have already been sold - two have been purchased by rental company Lifterz (see below) and the other two are with Ranger Equipment."

"We have had a lot of interest in the PB machines and already achieved some sales," says Hatfield. "However further sales will be difficult until finance is more readily available."



All PB scissors have a very low centre of gravity.

Lifterz aisle

DSP Electrical Contractors recently conquered narrow 1.75 metre aisles on a current warehouse refit project using the UK's first 1.2 metre wide, 22.5 metre working height electric scissor lift. Driveable at full height, the high level PB Lifttechnik S225-12ES platform is on hire from access rental specialist, Lifterz, which recently purchased two units - the first available on the UK rental market - from PB's distributor, Ranger Equipment.

Cleckheaton-based DSP is using the super-slim scissor to install more than 1,800 linear metres of roof-suspended, smoke detection equipment at heights up to 20 metres. The six week contract is part of refurbishment work at the 212,000 sq ft 'Big Blue Warehouse' in Birmingham to be occupied by leading retail group, WH Smith.

The PB S225-12ES features a 10.3 degrees patented levelling system and is wind-rated at full height for work outdoor off-slab, as well as indoor on-slab applications. Lifterz joint managing director, Ben Bowers, said: "Modern warehouses are getting taller, racking is getting higher and aisles are getting narrower, often less than two metres. We saw the need to supplement our 18.5

metre working height scissors and liked the extra capabilities of the new PB scissors."

DSP is installing a piped Stratos HSSD 2 Air Sampler system in three, 200 metre long runs in each of the warehouse's three halls. Central runs are being installed at an apex height of almost 22 metres.

Paul Smith, director for DSP, said: "There was really no other machine that would have got us between the narrow racking and to the heights we needed to complete the job. Normally with warehouse work we install before the racking goes in. But being a refurbishment contract, the floor space was already fully equipped and we had to work around it. Our engineers are delighted with the new scissors. They feel very solid at the heights we are working, and we can drive at full elevation allowing quick progress."

In spite of its size and diminutive width, GVW is just 10,290kg. Platform capacity is 450kg on main deck and 1.5 metre extension. The S225-12ES is the largest in PB Lifttechnik's new ES series of ultra-narrow electric scissors with working heights from 13 metres to 22.5 metres.

The 1.2 metre wide, 22.5 metre working height S225-12ES





Platform ht.
3.2m
Ascent
15 seconds

BOSS X-Series

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micro powered access platforms

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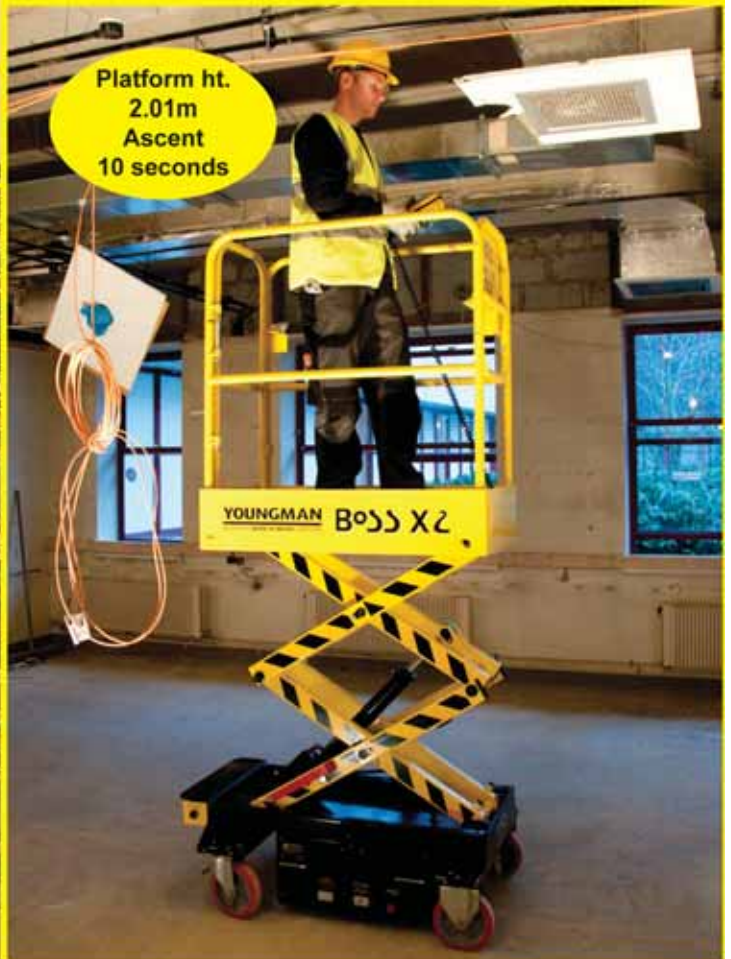


EN 280

IP24



Platform ht.
2.55m
Ascent
12 seconds



Platform ht.
2.01m
Ascent
10 seconds

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