

Italian Design

New Boom Lift

- BA28RT
- BA24RT
- BA20RT
- BA16RT
- BT28RT
- BT24RT
- BT20RT
- BT16RT



Feature

- Save 20% fuel
- Lower 30% failure rate
- Lower 10%-15% weight
- Improve 10% traction power
- Common Parts for all models
- Standard 4X4 drive and 4X4 steering
- Standard Secondary Guarding System

ZHEJIANG DINGLI MACHINERY CO.,LTD.

Lightweight, uncomplicated and easy to transport

The trailer lift and self-propelled derivatives have several things in common such as sharing boom components and suffering from relatively weak sales compared to boom and scissors lifts, or for that matter small truck mounted and spider lifts. They are also both under-appreciated and under-utilised in most countries.

In the last trailer lift feature we ran just over a year ago it looked as though the trailer lift market was beginning to stir, especially in the UK, but sadly it does not appear to have come to much. Having said this some companies still do a very nice business, and as with the lightweight self-propelleds - SD if you will - the same two companies - Niftylift and Dinolift - stand out. Both have relatively strong domestic markets - the Nordic countries for Dinolift and the UK/Ireland for Niftylift - with both also doing business in Germany. Niftylift also has a decent following in North America, something that

Dinolift is now looking to cultivate through its new distributor ReachMaster.

It is perhaps interesting to look at the trend in the UK, where specialist rental companies have finally abandoned the trailer lift, while enthusiastically adopting the spider lift. In the latest survey of the UK's Top 30 access rental companies which operate a fleet of more than 63,000 lifts, they have just 126 trailer lifts between them! And it is worse still if you look at the top 10 companies which have almost 43,500 lifts but just five trailer lifts! 10 years ago this figure was almost 400.



An Omme 1650E involved with building maintenance



Nifty 150T

There are various factors that turn larger rental companies off from stocking trailers. In particular not being geared up for customer collections and returns or day by day rentals as the major rental companies tend to deliver directly to the customer/site. Customers arriving at the depot to collect a trailer lift just doesn't fit with delivery or safety procedures. As a result the smaller tool hirers have generally taken over trailer lift rental as they are accustomed to customers visiting their depots or shops to fetch equipment. However it is still a surprise that the trailer lift has fallen so far out of favour, and this phenomena is certainly not replicated across Europe. The more fragmented German market for example with its hundreds of small local rental companies finds trailer lifts an attractive proposition as do the larger local rental companies in

Denmark, Sweden and Norway.

The advantages of the trailer lift include the fact that they are lightweight, uncomplicated and easy to transport - making them ideal for users and contractors involved in building maintenance, decorating and window cleaning as well as tree work. One disadvantage is the chassis length, which makes it more unwieldy to move, particularly around tight corners. Users also need to be confident in towing heavy things behind their 4x4 or vans.

Towing regulations

While road regulations across Europe are supposedly harmonised, when it comes to towing equipment behind cars or vans, driver licensing regulations are increasingly challenging. For example, in the UK, those with a standard car license are limited to vehicles with



Towing trailer platforms can be a problem due to driver licensing regulations

a maximum weight of 3.5 tonnes. This also applies to towing of trailers with a vehicle Maximum Authorised Mass (MAM) of 3,500kg so long as the trailer has a total weight of less than 750kg. A trailer weighing more than 750kg can be towed so long as the combined weight of both trailer and towing vehicle do not exceed 3,500kg. To tow anything heavier requires a separate car and trailer driving test to be passed. However, those who passed the driving test before 1997 are usually allowed to drive a vehicle and trailer combination up to 8,250kg.

So, the long-held belief that you can tow a trailer weighing up to 3,500kg so long as the 4x4 has the capacity, has not applied since license changes almost 20 years ago. With most trailer lifts with working heights from 12 to 21 metres weighing from 1,200kg to just under 3,500kg, there is a problem for drivers under 40 years old. With a modern 4x4 pick-up such as a Nissan Navara weighing 1,900kg without driver, materials and tools it only just leaves enough towing capacity for the smaller trailer lifts.

From a rental company's point of view the trailer lift is cheaper to purchase and maintain than a self-propelled or spider lift as well as providing a good return on investment and has excellent residual values.

New models

There has not been an enormous amount of product development but a few new models have been launched this year from Omme and Haulotte, while Niftylift showed a straight telescopic concept machine at the Rental show in the USA earlier this year.

Danish company Ommelift launched

two new trailers this year - the straight boom 1300 E and the articulated 1700 EX. The 12.8 metre working height 1300 E replaces the 1250 E. In addition to an extra 300mm of platform height, the new lift is 750mm shorter when stowed. Outreach at nine metres is 500mm better, with 200kg platform capacity, while an improved three section boom provides more strength and rigidity. The new machine has 100 degrees of platform rotation compared to 82 degrees on the 1250, power comes from a 24 volt battery pack with built-in charger, capable of charging the batteries whilst the platform is in use. An optional heavy-duty battery pack is also available. Hydraulic outriggers and two step dual controls on both chassis and platform are standard. The model which weighs 1,650kg was launched at Bauma with shipments starting around the same time.

The second new model is the articulated 1700 EX which has a working height of 16.8 metres and an outreach of 9.1 metres with a 200kg platform capacity. The dual sigma type riser gives the lift a clear up and over reach of around six metres, proportional controls are standard as is hydraulic wheel drive so it can move itself around the work area. The 1700 EX is AC powered, while the 1700 EXB is battery powered. Overall length when stowed is 6.24 metres, with an overall width of 1.6 metres and a gross weight of 2,050kg

The most radical new product launch that has entered production is Haulotte's 22 metre 6543 A articulated boom trailer lift, now the largest in its five model, US-built range which includes one telescopic and four articulated models. With



The new 12.8 metre working height 1300 E replaces the 1250 E



The articulated Omme 1700 EX which has a working height of 16.8 metres and an outreach of 9.1 metres with a 200kg platform capacity



The optional drive system on the Dino 105TL

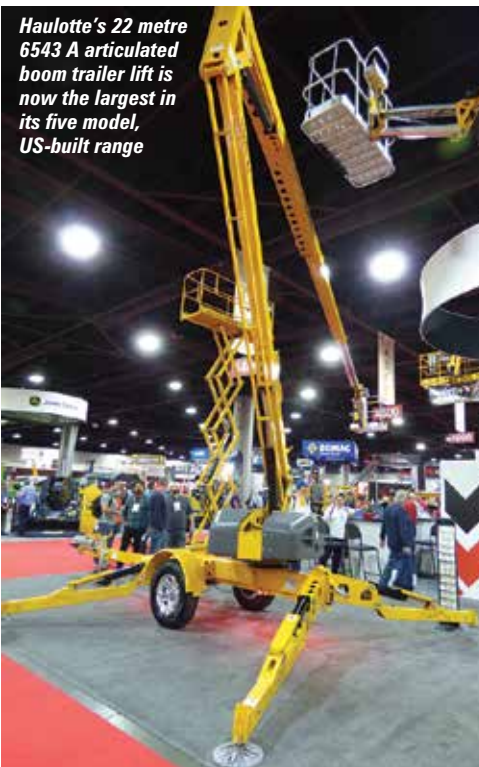
a working height of 21.6 metres it has a maximum outreach of 13.1 metres and up and over height of 4.8 metres. Its 1.3 metre jib has a 150 degree of articulation and basic weight without options is 3.49 tonnes - no problem at all for the big American pickup trucks. Overall length is 7.3 metres.

Trailer crane manufacturers such as Paus and Böcker also offer platform attachments which effectively convert their cranes to trailer lifts. German manufacturer Paus unveiled its latest crane/trailer lift, the 1,000kg capacity 27 metre Skyworker PTK 27 at Bauma, with an overall weight of 2.9 tonnes.

Dinolift has the widest range of trailer lifts with 18 models ranging from the 10.5 metre Dino 105TL, which weighs less than a tonne, to the 3.5 tonne/26 metre Dino 260XDT. Weighing just 950kg with hydraulic outriggers, the straight telescopic Dino 105TL can be towed behind most cars.

Dino has been pushing hard

on the export front, and delivered its first 105TL in the UK at the end of last year to Harfords Security, a Yorkshire based supplier of CCTV and alarm systems. The company bought the new machine to replace a Genie



Haulotte's 22 metre 6543 A articulated boom trailer lift is now the largest in its five model, US-built range



Dinolift took an order for five highly customised 16 metre 160XTII trailer mounted lifts from the UK Ministry of Defence supplier ALC Vehicles

trailer and scissor lift saying that its work at height is mostly under 10 metres and it rarely requires more than one person in the platform. The main selling point was the Dino's low overall weight which combined with its overall length of 5.5 metres, makes it easy to tow. The unit offers a very respectable 6.5 metres of outreach, with a 130kg unrestricted platform capacity.

Dinolift also took an order for five 16 metre 160XTII trailer mounted lifts units to the UK Ministry of Defence supplier ALC Vehicles, which provides and maintains a fleet of construction and material handling equipment for the ministry, largely for use by the Royal Engineers and Royal Logistics Corp. The platforms have been highly customised including an adjustable towing height, military green paintwork and

LED traffic and work lights.

Finally the most unusual new trailer lift product this year was a concept machine at the US Rental show in February. Niftylift exhibited an ultra-heavy duty straight telescopic trailer lift, the TM40S (140T in Europe?). The unit featured a chunky two section boom and end mounted platform providing a 14.1 metre working height, with up to 10 metres of outreach. The machine was designed to be simple and easy to operate, with hydraulic outriggers and boom stowed over the drawbar. All covers are heavy steel plate making it very resistant to damage from falling tree limbs. The machine was developed following feedback from North American tree care customers and will be used to gather more information to develop a final production machine.



Niftylift exhibited an ultra-heavy duty straight telescopic trailer lift, the TM40S at the US Rental Show in February



The Niftylift TM40S has a two section boom and end mounted platform providing a 14.1 metre working height and 10 metres of outreach

DINOLIFT
Up to the Job

DINO 220XSE

– two machines in one!

Now also with optional outriggers and R/C!

dinolift.com
f YOU Tube in

SIX AND THE CITY

VERSALIFT

6 NEW EURO 6
IMPROVED SAFETY
& PERFORMANCE

versalift.co.uk