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Trailers for sale or rent...

For many hire companies and aerial lift users a trailer lift is their first experience of powered access. The market has changed significantly in recent years. **C&A** takes a look at the market and some new products.

Small articulating boom trailer lifts in the 12 metre working height range are inexpensive, easy to transport, light weight and offer a decent amount of outreach. These attributes make it an excellent entry level lift. The majority of users do eventually tend to move on to more specialised lifts such as self propelled scissors and booms. For many trades however, the trailer lift remains the best tool for the job. Applications such as cleaning, house painting and antenna installation on single family homes, and low rise industrial buildings are often best suited to the trailer lift.

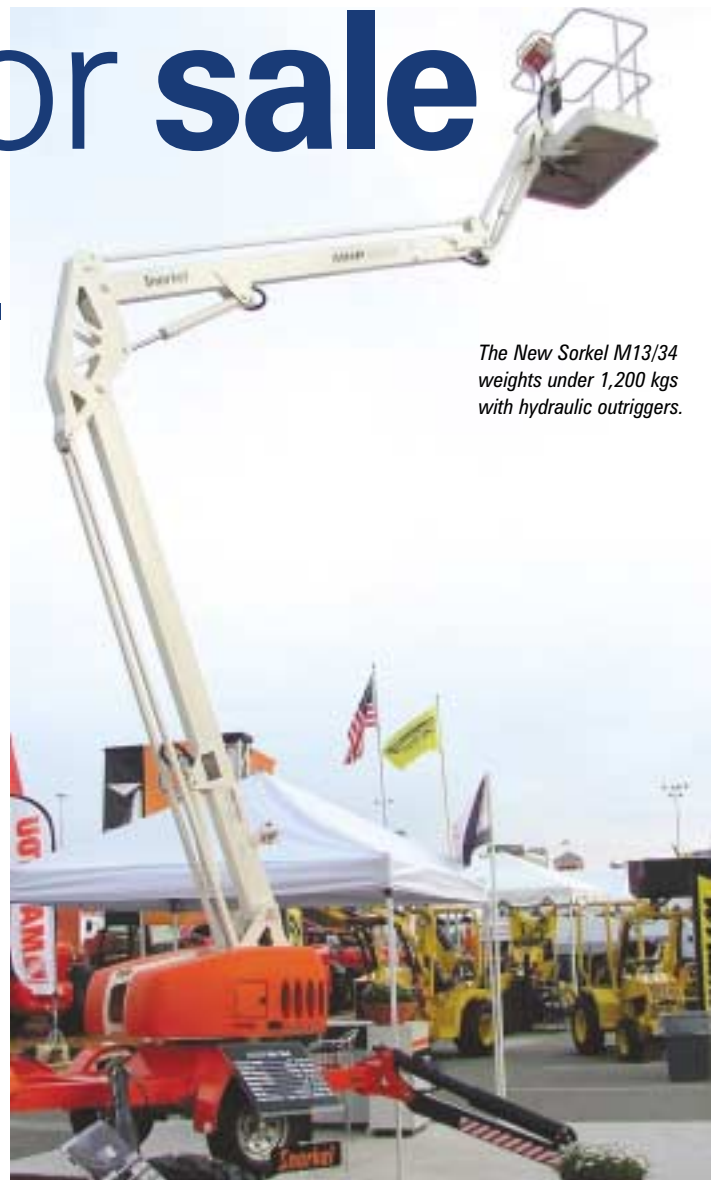
Assuming that a scissor lift replaces a scaffold tower, then it can be said that the trailer replaces the ladder. The new Work At Height Regulations are now in place and many contractors who have continued to use ladders for the above type of work, will seriously

need to look at powered alternatives and the trailer lift will often be the solution that best suits.

Market growth

Less than a dozen years ago or so, many industry veterans considered that the trailer lift market was on the wane, with only smaller often struggling companies participating. Company failures were a regular feature. Since then though, the market has grown, not only in Europe but also in the USA, the home of the self propelled lift. The growth in the small to medium sector trailer lift sector was spurred on by the entry of full line producers, starting with UpRight, Snorkel and then Genie, Skyjack and Haulotte.

Today the trailer lift market is very active. JLG has just entered with its first two "Tow-Pro" models, Snorkel has launched its new MHP13/34, Denka and Falck Schmidt have recently merged



The New Snorkel M13/34 weights under 1,200 kgs with hydraulic outriggers.

while both Dino and Omme Lift have grown considerably and are looking to increase their presence in the UK.

12 metre options

Articulated fixed boom

The 12 metre market is still the largest trailer lift sector in the UK but the number of offerings has blossomed and the sector has grown to cover 12m to 13.5m working heights with three or four different types of lift mechanism, starting with the simple two arm articulated boom. The next step up adds a jib and one to one and a half metres to the work height. Both of these products offer relatively light weight, simple design and easy operation.

The problem with the basic models is that outreach at lower heights is limited. Those models fitted with jibs go a long way to overcoming this and provide some useful additional work height. Both model types are on the long side for their height, with the best coming in at under six metres.

The latest new product into this sector is the Snorkel MHP 13/35 which features a full 140 degrees of jib articulation, six metres of outreach at heights as low as three metres and a GVW of only 1,180kgs complete with hydraulic outriggers, making this a very handy unit for smaller rental company's or end users.



The Denka DLX15 has an unusual clam shell machinery chest with great access for service.



the Denka DLX15 has proved very popular thanks to light weight and larger work envelope.

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The straight telescopic boom also gives these models excellent rigidity, fast easy operation and little or no tail-swing beyond the outrigger base.

Something new in the middle

Trailers with working heights of 14 and 15 metres have never been hugely popular in the UK and Ireland. Most buyers tend to trade up to the 17metre units. Denka though has chosen this size for its latest new model the DLX15, launched last year at Bauma but only being delivered now. The DLX 15 introduces many new ideas and features; it uses a short parallelogram riser that lifts with the main boom angle providing a very flat working envelope. A long telescopic boom is topped out with a very clever jib design that provides 180 degrees of articulation. The unit complete with platform rotator, 360 degree continuous rotation, self propelled drive and hydraulic outriggers weighs in at only 1,675 kgs. Denka has spent a lot of time on running gear location, which it has mounted on the superstructure, housed an unusual clamshell cabinet which, when opened, provides 360 degree access to the components.

The reception for this unit has been such, that all of the 2005 production quickly sold out.

17 metre models

The second largest unit volume market in the UK is the 17 metre articulating sector, most of which use a full length articulating arm and two section telescopic top boom. The main suppliers for this size of unit in the UK have been Nifty, UpRight and Genie. The Nifty 170, with its hexagonal boom profile, has the longest pedigree and is a well proven unit appreciated for its simple reliable construction.

UpRight's TL49 had sold well in the UK but is now replaced with the TL50, few, if any, of which have been delivered so far. The TL50 incorporates a vast range of improvements most of which came in as comments from TL49 users. Cramo of Sweden provided a great deal of the original input for this unit.

Finally Genie replaced the TMZ 50 last year with the new TZ50, which features a 135 degree jib; self propelled drive, operated from the platform in stowed position and Auto levelling outriggers. JLG has also entered this market with its new T500J Tow-Pro which has a



The UpRight TL50 replaces the TL49.

1.22metre, 130 degree jib which provides a very good working envelope with well over nine metres of outreach. The unit also features a very short stubby structural chassis, which should provide a good rigid base for the boom as well as saving weight and auto levelling outriggers. JLG has once again decided to travel this unit with basket forward, which means that it is very long at over eight metres. While this might cause problems in some markets it will provide smoother travel characteristics (See JLG's Tow Pro).

Straight Telescopic's and larger units.

Straight telescopic and larger trailer lifts have never been more than a niche market in the UK, although some rental companies, such as Rapid Platforms and Facelift have built up a strong local market for them. The majority of units shipped into the UK though have been sold to end users for special applications. Users who need a high reach telescopic boom for a short period tend to end up renting in a truck mounted platform rather than a trailer lift.

Applications that are ideally suited to big trailer lifts are those that need a low ground bearing pressure or have narrow entry points, such as atriums, shopping malls and airports etc...

The Dino 260XT, a 26 metre unit from Dino's XT range that offer zero tail-swing with up and over reach

Articulate and Telescope it

More recently models with shorter riser and telescopic top booms have become popular. Offered for a number of years by the Scandinavian producers, they were very expensive and did not take off in the UK or Ireland. Nifty introduced the concept to the mainstream UK market a few years ago with its 120T a full specification compact unit with a four and a half metre overall length and good outreach at low heights.

More recently Genie replaced its TMZ34/19 articulated unit with the new TZ 34/20 a 12.3 metre compact telescopic model with automatically levelling hydraulic outriggers. Both the Nifty and the Genie weigh in at around 1,400kgs, barely 250 kgs more than some non telescopic models. JLG has now also entered this market with its T350.

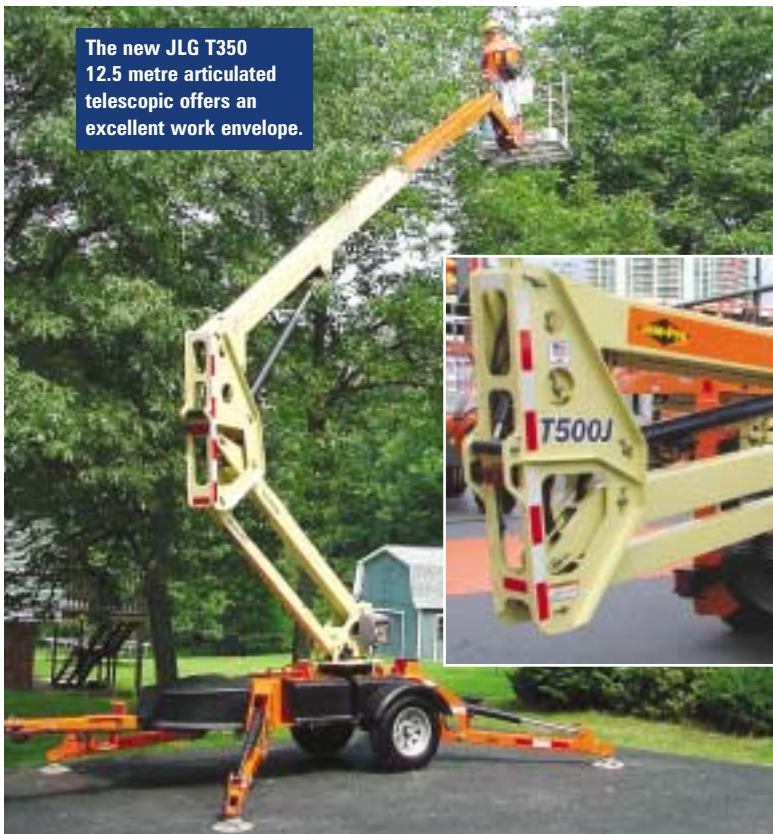
A champion among the 12 metre trailers is the Denka 12 junior, weighing less than 1,000kgs, complete with self propelled drive, offering the greatest outreach among the

articulated telescopic at 6.7 metres, and the ability to reduce its width to 750mm making it the only trailer lift that can pass through a standard domestic doorway, ideal for back gardens!. The downside of the Junior is the fact that it is a one man machine with only 120 kgs lift capacity and it is only available with AC power. Saying that, it would be an ideal tool for individual tradesmen. It is though the most expensive 12 metre on the market.

Small straight telescopic

If outreach is the criteria, nothing can touch the Dino 125T or the Omme 1250 straight telescopic trailer lifts with 8.3 and 8.5 metres outreach respectively and over 200kgs lift capacity. UK users have, in the past, tended to trade up to 17 metre models in order to obtain this sort of outreach. The downside is that these telescopic units are longer and slightly wider than articulated units, but are still reasonably light at between 1,400 and 1,500 kgs including hydraulic outriggers and in the case of Dino including powered drive.

The new JLG T350 12.5 metre articulated telescopic offers an excellent work envelope.



The New JLG Tow-Pro50 tows with the basket over the front.



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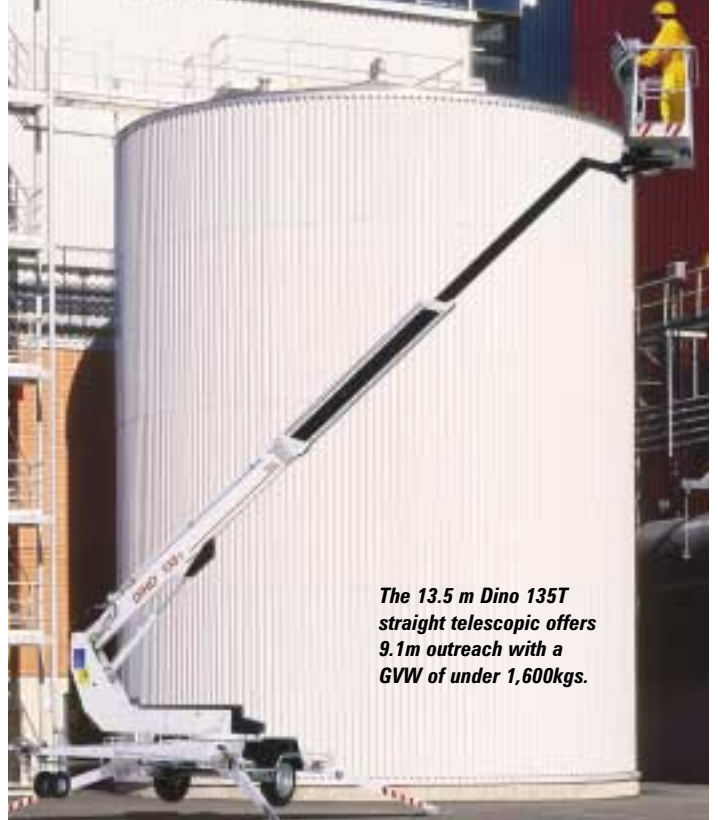
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The 13.5 m Dino 135T straight telescopic offers 9.1m outreach with a GVW of under 1,600kgs.

They are also useful for applications on upper floors and mezzanines in large enclosed areas such as airport terminals where the light weight and exceptional reach are ideal.

Straight telescopic trailer lifts have long been popular in Scandinavia and Germany, so it is no surprise that most producers come from those areas; they include Denka, Omme, Dino and Teupen. All of whom have some form of representation in the UK.

In recent years some of these producers have also introduced trailer lifts with two stage articulated risers, similar to that found on larger self propelled articulating booms, the benefit with this type of trailer lift is that it combines the up and over reach, appreciated on the traditional trailer lifts, with the zero tail-swing of the straight telescopic models.

Genie TZ34/20 in Winchester cathedral



Dino of Finland pioneered this concept with its XT range which now runs from 16 to 26 metres. Omme lift also features this concept on its 15 and 18 metre units. With their compact overall dimensions and no tail-swing, this type of trailer lift is well worth a look.

The same concept is now also available from Nifty on its 21metre trailer lift the 210.

Migration

One producer we spoke to, told us that the market for larger trailers has contracted a little as an increasing number of buyers select the self propelled versions of these units that are now available. Mounted on crawler and rough terrain chassis, this type of lift is transported by truck, but once on location can travel easily around the site when the boom and outriggers are fully stowed. These lifts tend to be more compact yet still feature the light weight of the trailer versions.

Where to rent

The availability of trailer lifts has changed significantly over the years, these days most full line self propelled access rental companies only stock a few units, as a service to particular customers with some not offering them at all. The main reason for this is that the typical rental period for a trailer is measured in days rather than the weekly hire period that is typical for self propelled lifts. On the other hand most tool hire companies now stock trailer lifts at a large number of locations.

HSS, one of the largest rental stockists of trailer lifts in the country has 12 and 13.5metre units available from most non shop outlets, Hewden and other major chains also run a large fleet of trailers. Most smaller local and regional tool hirers keep a unit or two at each branch. Tool hirers are simply better equipped to handle short term and daily rentals.

The Largest trailer lifts are only available from a few specialist full line access rental companies but with Denka Dino, Omme and Teupen all looking at increasing their sales in the UK this year, you can expect to see more hirers offering them in future.

Who produces trailer lifts for the UK and Ireland?

Producer	Under 13.9m	14-16.5m	17m	Over 18m
Aerial	Yes	Yes	No	Yes
Ateco	Yes	No	No	No
Denka	Yes	Yes	No	Yes
Dino	Yes	Yes	No*	Yes
Genie	Yes	No	Yes	No
Haulotte	Yes	No	No	No
JLG	Yes	No	Yes	No
Manitou	Yes	No	No	No
Nifty	Yes	Yes	Yes	Yes
Omme	Yes	Yes	Yes	Yes
Snorkel	Yes	No	No	No
Teupen	No	Yes	Yes	Yes
UpRight	Yes	No	Yes	No

* The smaller Dino units offer the outreach of a 17m unit.



The JLG T350 has all of its running gear on the chassis, under large lift off covers.

JLG's Tow-Pro

JLG has launched two models into the trailer lift market, contesting the two most popular size ranges, with its T350 and T500J. Both are articulated-telescopic and both unusually tow with the basket to the front, rather than over the rear as is more usual. JLG claims that this allows the rear lights to be mounted to the chassis rather than to the platform or a demountable board. It also protects the basket and boom end from reversing or departure angle accidents. The down side is that both units are longer than is ideal, being 6.4 and 8.2metres respectively. This compares to under six metres on the most compact product offerings. While compact dimensions are desirable, they are less critical in the UK and Ireland than in some continental markets where units over six metres long require extra lighting and other road safety attachments.

Another departure from recent trends is that JLG has placed most of the running gear, including batteries and motor on the chassis, this does help provide a lower centre of gravity, critical for smooth and stable roading but many producers have moved components up to the superstructure in order to better protect them from road spray. Both offer an unusually high towing speed of 65 mph, self levelling hydraulic outriggers and good outreach.



The Omme lift 2100E weighs just over two tonnes and reaches 21 metres, ideal for this job on an upper floor at the new Aarhus air terminal.

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