

# Trail blazers



Genie's TZ50 trailer mount.

With the 'temporary work at height directive' set to come into force across the EU this year, the use of ladders is likely to be severely curtailed. In the UK, the Health and Safety Executive (HSE) has already stated that while ladders have their place, their use is likely to be restricted to situations where no safer access method is possible. C&A looks at the alternatives.

**NEW** risk assessment software, due to be launched on the market this spring, will provide simple, consistent and thorough risk assessment reports for a wide variety of building, construction and maintenance operations. The software is already set up to question the use of ladders and stepladders, if a safer means of access is available.

The most likely product to replace ladders for tasks, such as house painting, gutter installation and repair and satellite installation etc, is the trailer lift, or the small crawler-type self-propelled lift, capable of tracking around to the rear of buildings and passing through single width gates.

The UK and Eire markets for trailer lifts have largely been for 12 m articulated and 17 m articulated/telescopic models, but this is changing with small telescopic models gaining popularity and medium to very large and specialized machines on the rise. A relatively new product to the UK, the small tracked self-propelled aerial lift, sometimes coupled with a trailer chassis from which it can work, has the ability to tackle difficult ground conditions, such as those found in forestry work, and provide low ground bearing pressures.

## THE SMALLEST OF THE SMALL

The market for trailer lifts under 12 m has been limited in the past by the fact that the cost of production for a 10 m machine, compared to a 12 m machine is not sufficient for manufacturers to be able to offer a large enough price differential and with other benefits, buyers tend to "trade up"

to 12 or 13.5 m units. Some producers such as Teupen, however, now offer smaller units, and while not necessarily cheaper, they offer a number of key advantages over the bigger units. The Teupen Mosquito for example can pass through a standard single door and weighs only 750 kg, allowing it to be towed behind any car and easily maneuvered around buildings, helping to solve the access challenges on single houses.

The 12 m trailer lift has traditionally been the most popular in the UK and Eire, due to the fact that it can cover most work on traditional two- or



Oil & Steel's Octopussy unit is a hybrid with a trailer chassis from which the machine detaches, allowing it to become a self-propelled unit.

three-storey family homes, and that it is easy to tow behind most mid- to large-sized cars. The main source for end-users for these units has been the tool- and general-hire companies such as HSS, Hewden Hire, Speedy and most local tool hirers, rather than the national powered-access specialists.

Until recently, simple two-arm articulated units have dominated the market in the UK. They are simple, light and inexpensive, but do, however, offer a limited working envelope with minimal outreach at low heights. The addition of jibs has helped increase outreach on this type of machine. Aerial's K12 and UpRight's TL38 helped move the market in this direction, not only due to the additional outreach that the jib provided, but also the additional metre and a half of height offered by the UpRight machine in a similar package. Matilsa from Spain, a new entrant into the UK and Eire markets, added its Parma 15 to this sector, albeit in a longer package with two to three metres more height.

High specification telescopic models with fully-hydraulic outriggers are gradually gaining favour, and while companies such as Denka and Dino have offered such machines for many years, it was Nifty with its 12t that started the trend in the UK. Genie Industries has also introduced a model to compete in this category, the TZ34, and once again new boy to the UK, Matilsa has the Parma 12t product that goes head-to-head in this growing sector. These small 12 m telescopic trailer lifts offer more ▶ 36

## TRAILER LIFTS & MINI CRAWLERS



Omme produces a full range of telescopic trailer lifts and pioneered the 'drive from the basket' self-propelled function. Pictured is the 22 m working height 2200 RBD.

outreach from a significantly more compact length than the traditional 12 m trailer lift – often more than a metre shorter!

A more radical product to come into the smaller end of the market is the new Denka DLX 15 with its parallelogram riser, two-section telescopic boom and 180° articulating jib. Almost as light as many of the smaller units, yet offering a wide working envelope and compact dimensions, it is likely to become a popular model. The jib design is particularly clever, allowing not only a tremendous working envelope, but also enabling the platform to be neatly stowed within the chassis.

Denka recently announced that it is ending its exclusive relationship with APS and is seeking new distribution in the UK. The company is mainly known here for its big trailers with up to 30 m of reach. Special single-door versions of these units are also available for atrium work.

Dino is another Nordic company that manufactures a full range of telescopic trailer lifts, and also recently changed its distribution outlet, appointing Promax Access as its UK



Also seen at bauma 2004 was Dinolift's 13.5 m working height 135T.



12.2 m working height, Teupen Leo 12 G.

distributor in place of previous dealer, BlueLine. Dino, like Denka, and most other Nordic producers, specialize in telescopic trailer

lifts rather than the articulated models that have been more well known to the UK. Its most popular range these days though is the XT line, which unusually uses a two-stage articulated riser combined with a telescopic boom to provide up-and-over reach without the tail swing at low elevations that traditional articulated units suffer from.

The latest product from Dino, launched at the recent bauma exhibition, the 135T, is a 13.5 m working height, straight telescopic model, which could well find favour in the UK with its compact dimensions, low weight and 9 m of working outreach.

Genie is another well-known company that has developed a trailer lift range in recent



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Seen at bauma 2004 was UpRight International's new 17.2 m working height UI50T.

years. Shown at the recent ARA show in the US and bauma in Munich, and also being shown at this month's SED in the UK, is its new TZ50. Unlike the unit it replaces, which did not sell in big numbers in Europe, the new TZ50 has been designed in Europe for European markets. The machine comprises an articulated arm, a two-stage telescopic boom and jib. The new chassis is highly unusual with a tubular design, which Genie says adds rigidity and provides a lower overall weight. Automatic machine leveling and self-propelled features

will also make the TZ50 a popular unit.

Competing head-to-head with the Genie's TZ50, is UpRight's TL50, seen in prototype format at several shows in the past 18 months. The company has refined and evolved the design and now says that it is in full production. Replacing its predecessor, the TL49, a relatively strong seller in itself, the TL50 has numerous changes that have been added, following extensive customer input during the design stages. A key change is the relocation of almost all of the running gear from the unit's chassis to its superstructure to offer better protection from road-spray.

When it comes to big trailer lifts, however almost all production is centred on Scandinavia with some in Germany, where demand is highest. Big trailer producers include Denka, Dino and Omme, while Nifty Lift has also recently entered the market. Omme is yet another producer from Denmark. Less well-known in the UK than Denka, the company produces a full range of telescopic trailer lifts and pioneered the 'drive-from-the-basket' self-propelled function. Almost all models of 17 m and above now offer self-propelled packages, many of which can be operated from the platform once the machine is folded into its stowed position. This allows much speedier relocation of the machine – ideal for applications such as tree-trimming or cleaning. Many of the higher units are also available on special chassis with ultra narrow widths for entering atrium areas.



Leguan 125 series.





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## LITTLE CRAWLERS

Teupen is a name not well-known in the UK or Eire. The Germany-based company produces a wide range of telescopic models and is one of the originators of the crawler chassis model with its Leo range. These machines can handle grass and soft ground, while the inclusion of spider-type outriggers enable them to be set up on extreme slopes. Most of the small crawlers are equipped with these "spider" - type outriggers, first seen on Falck Schmidt's (yet another Danish company) units. Most Falck Schmidt units are self-propelled, rather than trailers, and C&A will be covering this sector in a later edition of the magazine.



Matilsa Parma 12t.

In recent years the crawler chassis with the trailer superstructure concept has moved into the smaller end of the market, thanks to the availability of low cost, mass produced crawler chassis on the market. Finnish company, Leguan helped develop the principles of this market with a skid-steer version rather than a crawler, while Italian producers such as Oil & Steel and Hinowa have helped pioneer these

small crawler models. The Oil & Steel Octopussy is a hybrid with a trailer chassis from which the machine detaches to allow it to become a self-propelled unit and has been particularly popular in the UK. More recently, Nifty Lift introduced a larger unit that has the ability to literally climb stairs. The little crawlers will play an important role on housing sites, where they will cope with the ground conditions and reach less accessible areas.

## Who sells trailer lifts in the UK and Eire?

MANUFACTURER	DISTRIBUTOR	TRAILERS	SMALL CRAWLERS
GENIE	GENIE	YES	NO
UPRIGHT	UPRIGHT	YES	NO
NIFTY LIFT	NIFTY LIFT	YES	YES
DINO	PROMAX ACCESS	YES	NO
OIL & STEEL	OIL & STEEL UK	YES	YES
DENKA	DEALER WANTED	YES	NO
TEUPEN	DEALER WANTED	YES	YES
HINOWA	N/A	NO	YES
SEV	SEV	YES	NO
MATILSA	RUSSON ACCESS	YES	NO
HAULOTTE	HAULOTTE	YES	NO
MANITOU	MANITOU UK	YES	NO
OMME	DELTA RENTAL	YES	NO
LEGUAN	APS	NO	YES
SNORKEL	APS	YES	NO

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