

■ In-Depth Coverage of Products, Technologies & Trends for Lifting Equipment Professionals

LIFT *and* ACCESSTM

May-June 2020 | LiftandAccess.com

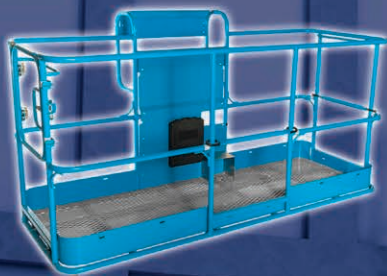
A full-page photograph of a construction worker in an orange safety vest and helmet operating a self-propelled boom lift. The worker is standing on the platform of the lift, which is extended against a concrete wall. The lift has a white platform and orange frame. The background is a textured concrete wall.

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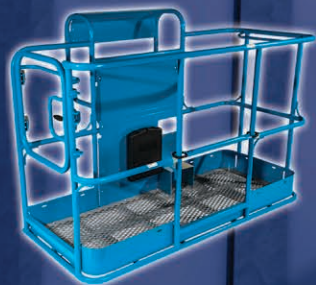
PC1272304GT

Assembly, 8 ft Platform Tri LG, Blank w/Side Swing Gate
GENIE®



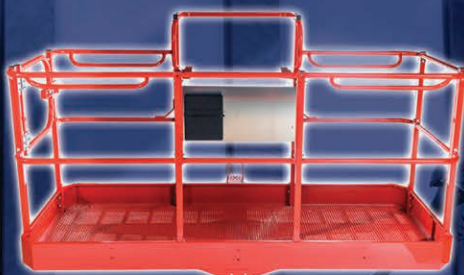
PC1272306GT

Assembly, 8 ft Platform Tri XL, Blank w/Side Swing Gate
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Assembly, 6 ft Platform Dual LG,
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PC166483

Platform 36 x 96 Side Gate
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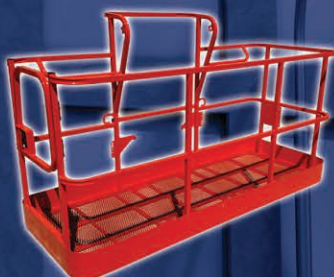
PC166487

Platform Assembly, 6 ft Swing Gate
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May-June 2020



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Cover: Snorkel's new 2100SJ self-propelled boom lift is the new high-reach champ with 210' platform height. Snorkel unveiled it at ConExpo and plans to begin production early in 2021.

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- Trends in Servicing
- Low-Level Access



Publisher of Crane Hot Line, Lift and Access, Contractors Hot Line, Parts Connection magazines, Lifting 360 and email newsletters.

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Lift and Access: Alive and Serving Readers

Mike Larson



Those of you who also read *Crane Hot Line* will find this column familiar. That's because the message, commitment, and outlook for *Lift and Access* are the same as those of its sibling publication that serves the crane industry.

Lift and Access and *Crane Hot Line* are both published by Heartland Communications Group, and each is well respected in the industry it serves.

Both have recently been — wrongly — rumored to be done publishing.

Both are very much alive and continuing to serve their respective readerships with quality editorial.

So, I'm now telling *Lift and Access* readers the same thing I told *Crane Hot Line* readers in that magazine's June edition.

Reports of *Lift and Access*' death are greatly exaggerated (to adapt a quip from Mark Twain).

Like most businesses worldwide, we at Heartland are facing challenges from the economic fallout caused by the COVID-19 pandemic.

But although we are, for the time being, working with a much smaller staff than usual, those of us producing *Lift and Access* are committed to bringing readers the vital information, interesting articles, and valuable insights readers expect from it.

We'll continue to do that as long as readers want to read us and as long as advertisers will support us.

Near the end of March, as the effects of the spreading COVID-19 pandemic began to seriously affect the publishing industry, Heartland issued a statement saying that it planned to *temporarily* stop publishing.

Unfortunately, many readers must have missed or overlooked the *temporarily* part of the message, so the misconception that Heartland was ceasing to publish forever got started.

Once news or a rumor starts to spread, it can be as hard to extinguish as a wildfire. I hope this column helps douse this one.

Times of uncertainty actually increase readers' need for solid information and insight, so Heartland almost immediately decided to continue publishing all of its magazines, including *Lift and Access*.

Also, in tough times, advertisers need a way to stay in front of existing and potential customers. Decades of studies have shown that as an economy recovers from a downturn, companies that have advertised during the slump come out ahead of those that didn't.

So Heartland is keeping *Lift and Access* doing what it does best: serving readers with vital information and insights.

The magazine hasn't missed an issue. Neither has our weekly *Lifting 360* e-newsletter. This May-June edition will mail a little late, but we look to be back on schedule within the next two editions.

Vice President of Sales Pat Sharkey, Account Manager Kristin Pride, our designer Becky, and I are here diligently bringing readers the high-quality *Lift and Access* that readers are used to.

Keep sending us your news and topic ideas. We want to know what's important to you and how we can best meet your needs.

Lift and Access is, indeed, alive and committed to serving our readers. Stay safe. Stay healthy. Stay in touch. **LA**

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ARA Publishes Guide to Healthy Work Practices

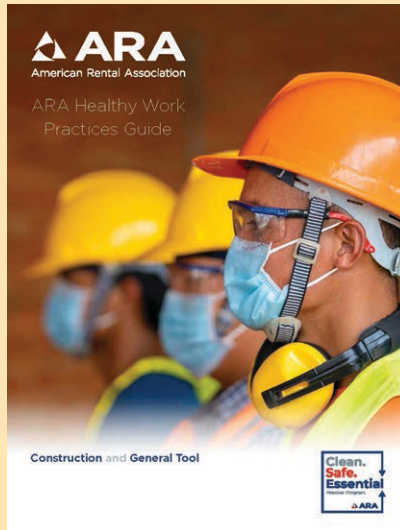
The American Rental Association has released the ARA Healthy Work Practices Guide for construction equipment rental companies.

The guide is part of the ARA's new "Clean. Safe. Essential." program to help ARA members continue to ensure a safe rental experience through the COVID-19 pandemic and beyond.

The guide provides member stores with consistent, practical guidance on measures to minimize exposure to the coronavirus for customers, staff, vendors, and guests.

It's based on expertise from the U.S. Centers for Disease Control and Prevention, World Health Organization, rental operators, and equipment manufacturers.

The guide offers general information about microbes and viruses; personal protective equipment; cleaning supplies; equipment needed for social distancing; how to prepare a facility, vehicles, and employees for work; testing employees; and cleaning equipment.



Although the guide is based on medical science and operational expertise, ARA advises rental stores to comply with the latest local, city, state, province, and country laws and governmental regulations. If government guidance is more stringent than that in the document, ARA says that stores should follow government guidance.

ICUEE Becomes The Utility Expo

When utility professionals converge on Louisville, Kentucky, in late September 2021, they will find more education, more equipment manufacturers, more service providers, and an all-new event name: The Utility Expo.

"Over the years, ICUEE has become the utility industry's premier platform for growth, and we are continuously looking for new ways to help the show deliver even more value for top manufacturers, service providers, and utility professionals. That starts with the new name – The Utility Expo," said John Rozum, director for The Utility Expo.

The Association of Equipment Manufacturers, which produces the show, says the new name better reflects The Utility Expo experience: an event that introduces professionals from all utility sectors to new equipment, ideas, and innovations, all in one place.

"We listened to our attendees and exhibitors and are building an industry event to help them grow their businesses," said Dave Hughes, vice president of global

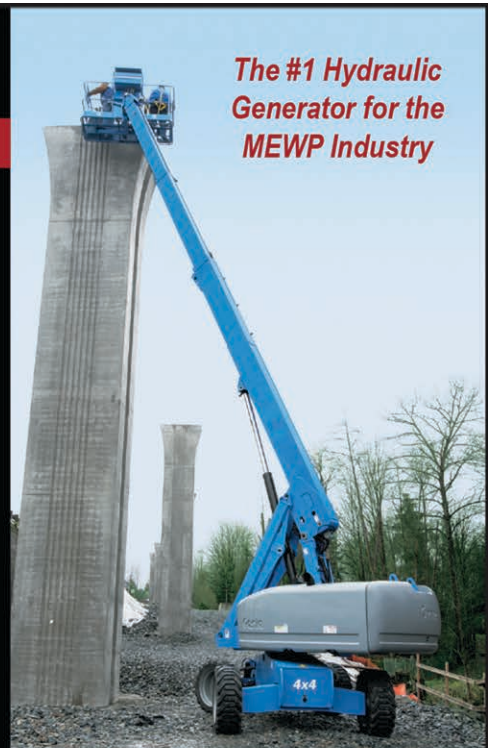
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sales for McElroy Manufacturing Inc., and The Utility Expo 2021 show chair. "We are focused on continuing to improve the overall experience for all show participants and have some very exciting changes in store for 2021. Our new name reflects our commitment and focus on the utility industry."

Having started as a humble event in an Illinois farm field in the mid-1960s, the show has grown into the leading utility event in the U.S. "While the name has changed, everything exhibitors and attendees love about the show will remain the same, or get even better, starting in 2021," said Rozum.

The Utility Expo will be held Sept. 28-30, 2021, at the Kentucky Exposition Center in Louisville.

ICUEE is now
THE UTILITY EXPO

IPAF Issues Guidance for Minimizing Virus Risk



The International Powered Access Federation has issued guidance to help people using mobile elevating work platforms, mast-climbing working platforms, and construction lifts and hoists to minimize the risk of spreading coronavirus.

The new document was developed and reviewed by IPAF's safety experts and members with specialist knowledge of health and safety best practices.

It centers on a hierarchy of risk, with guidance about minimizing the chance of exposing employees, colleagues, customers, and powered-access users to the virus. At all times, the latest government advice should be adhered to.

The hierarchy is ranked from eliminating risk, through reducing risk, isolating users from risk, and controlling risk, to protecting against risk by using personal protective equipment.

IPAF CEO Peter Douglas, said: "Ours is an industry founded on the principles of safe working and adopting best practice through sound risk assessment and mitigation. There's an increased risk at present posed by the spread of coronavirus and we must do everything we can to eliminate, reduce, control, or protect against it."

View the guidance in the IPAF online resource library at www.ipaf.org/en/resource-library/g/contact.

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Before joining U.S. Battery in 2014, Sebastian worked at a retail store warehouse. Today he manages the purchasing at our Corona, CA plant. When not working, he enjoys spending time with his family and riding horses.

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Understanding Initial, Rated, and Peak Capacity

By Fred Wehmeyer

The lift and crane industry has long embraced battery-powered equipment because it can fit into tighter spaces, work without exhaust, and help reduce carbon footprint.

However, when battery-powered equipment is used on a jobsite, running out of power is the last thing most crews want to worry about. Even with a brand-new set of deep-cycle batteries, equipment may not operate at optimum levels until the batteries have reached their rated or peak capacity.

Equipment operators must understand the capacity ratings of deep-cycle batteries to get the most out of their equipment from the start.

Most users may not know that flooded lead-acid deep-cycle batteries are engineered to reach their rated or peak capacity after a conditioning period called the cycle-up period.

The cycle-up period consists of a series of discharge and recharge cycles in normal operation, during which the available battery capacity increases with each cycle. The cycle-up period is engineered to provide the optimum balance in cycle life vs performance and cost for this type of battery.

The number of cycles required to reach rated and or peak capacity depends on many factors: battery design, recharging methods, depth of discharge, temperature, and maintenance procedures.

Batteries Have a Capacity Development Curve

Most deep cycle battery makers provide a Capacity Development Curve that describes the relationship of initial capacity and the number of cycles required to achieve a battery's rated and/or peak capacity.

The test procedures used to determine battery capacity ratings and capacity development relationships

are specified in Battery Council International procedure BCIS-05 BCI Specifications for Electric Vehicle Batteries (Rev. 2017-22). Per BCIS-05: "Long-life deep cycle EV batteries typically exhibit 75-80% of rated capacity on initial discharge, full rated capacity within the first 100 cycles, and >100% of rating at peak capacity."

For equipment operators, that means it's important to observe the capacity development curve to know how many cycles it will take a battery to cycle-up to full capacity and to achieve optimum cycle life vs battery acquisition cost.

Buying a battery based on cost (either highest or lowest) may not prove to be the best option.

Making Batteries Last Longer

Most battery manufacturers recommend sizing the battery's capacity to about 50% depth of discharge for optimum runtime vs cycle life. That not only optimizes the cycle life of the battery vs cost but also provides reserve capacity in situations where additional runtime is needed.

Since flooded lead-acid deep-cycle batteries can continue to deliver usable capacity down to about 50% of rated capacity, that recommendation also allows use of the total number of cycles available from the battery. For these reasons, this type of battery not delivering full rated capacity right out of the box is not usually an issue and can easily be managed through proper battery sizing, choosing the right



Various types of deep-cycle batteries are available to meet user needs.

type of battery, and picking the right manufacturer.

Battery Comparison Tips

Cycle life comparisons should be made at the same rated depth of discharge. Since cycle life varies with the percent of depth of discharge, the percent of depth of discharge should be based on the same reference point.

Most cycle life charts use the capacity at the 20-hour rate as the reference point. This should be noted on the chart. Battery amp-hour ratings should be compared using the same discharge time and/or current that will be used in the application. That assures the battery selected for the application will deliver optimum performance and life.

Battery manufacturers recognize that fleets and crews operating battery-powered machinery such as aerial platforms and cranes want the highest possible capacity over the life of the battery. Accordingly, manufacturers are constantly improving battery designs and charging methods to achieve the highest possible initial capacity and the fastest possible cycle-up without compromising the overall cycle life. **LA**

Fred Wehmeyer is senior vice president of engineering for U. S. Battery Manufacturing Co.

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Granted, the new **Snorkel SR5719** telehandler looks different from our other lifts, but it definitely has their Snorkel quality. Like all our lifts, this compact telehandler boasts a robust boom and chassis, giving it outstanding durability. The SR5719 also shares its siblings' ease of maintenance. Plus, its 5,732 lbs. (2,600kg) lift capacity and 19 ft. (5.79m) lift height make it a versatile jobsite performer. Add in our standard two year warranty, and it's easy to see that the new SR5719 telehandler is truly a member of the Snorkel family.

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Worth the Trip

Despite a new location, iffy weather, and COVID-19, ConExpo rewarded attendees with plenty of new and updated equipment.

By Mike Larson

Although no ConExpo-Con/Agg show had ever faced more challenges, the 2020 version delivered a wealth of new equipment for the access and material-handling industries.

Held at the Las Vegas Convention Center and Festival Grounds from March 10-13, the largest construction equipment trade show in North America promised new equipment to admire, educational sessions to learn from, and people connections to enjoy.

But the 2020 edition faced a trio of challenges unlike those faced by any previous trade show of any kind.

The first came from location. For the first time, nearly all of the lifting equipment formerly displayed on the Gold Lot directly across Paradise Road from the convention center, was moved several blocks to the Festival Grounds because a new exhibit hall is being built where cranes, MEWPs, and telehandlers used to sit.

The second challenge came from weather. The first day and a half of the show were largely soaked with rain, rare for Las Vegas.

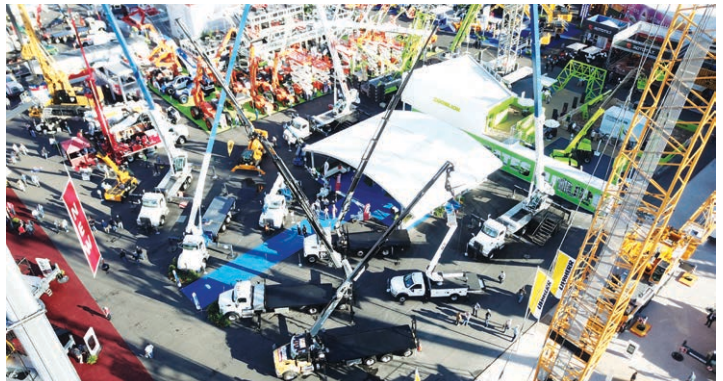
The third, and most difficult, challenge was the growing worldwide threat of illness from the novel coronavirus. COVID-19 weighed on the minds of exhibitors and attendees alike. Its menace led a few exhibitors to withdraw before the show started and kept some potential attendees at home. It also drove show management to prudently end the event Friday instead of Saturday.

Despite all of that, ConExpo 2020 succeeded. Show producer The Association of Equipment Manufacturers said 130,000 people had registered to attend. U.S. buyer attendance rose 8% from ConExpo 2017 and contractor and producer attendance went up 14%.

The array of new lifting and access equipment unveiled at ConExpo 2020 certainly drew interest from attendees.

Here are some of the highlights. **LA**

◀ Aerial platform manufacturers were well represented at the show. Photo Courtesy of AEM.



▲ Manitex's featured aerial platform was its A62 (visible a little to the right and below center in the photo), which has 65-ft. working height and up to 38 ft. of horizontal reach on a non-CDL chassis. It can be installed on a Class 5 commercial chassis with a 16,000-lb. GVW. X-pattern outriggers let it set up in a single parking space. Boom angles from -15° to +75° and 180° bucket rotation enable precise placement.



▲ LGMG North America debuted several new models, including its full SS short scissor series with platform heights of 12, 14, and 19 ft. They are shorter front to back and lighter so they fit into service elevators and tight spaces. LGMG also displayed its most popular indoor/outdoor electric scissors, brand-new rough terrain scissors, articulating booms, and the T65J diesel-powered telescopic boom lift, seen for the first time in North America.



▲ **All Access Equipment** continued the launch of its CMC F-Series tracked lifts in 36-ft., 44-ft., and 54-ft. platform heights. They are easy and fast lifts for rental, construction, and facilities maintenance, and are great for narrow, sloped, and other difficult locations. All three fit through a 36-in. doorway, are relatively light, easy to move, and have a compact footprint.



▲ **AMS-Merlo's display** highlighted the new P40.13 and P50.18 Plus with respective maximum capacities of 8,800 and 11,000 lbs. The display also featured the Roto 50.35 S-Plus, which delivers 115-ft. lifting height, 89-ft. horizontal reach, and 11,000-lb. maximum capacity.



▲ **Bigfoot** unveiled a combo outrigger pad that features Baltic birch on top and custom composite on the bottom. The wood's rigidity distributes loadings while the composite resists moisture and helps span small ground imperfections.



➤ **Haulotte** introduced the HT46 RTJ, a 46-ft. telescopic rough-terrain boom lift designed and manufactured in Archbold, Ohio. Its mechanical axles allow rough-terrain performance with a smaller engine. It has Haulotte's latest innovations: ActivShield Bar, ActivLighting, Stop Emission System, and ActivScreen. Haulotte announced that the HT46 will be its last internal combustion lift. All Haulotte products will gradually integrate technologies developed on the Pulseo electric lifts rolled out in 2018.



▲ **Genie's display** featured an array of scissor lifts, boom lifts, and accessories. One attention getter was the brand-new Genie S-80 J, unveiled at the show. It delivers 80-ft. platform height, 55-ft. horizontal reach, 660-lb. unrestricted capacity, a 6-ft. articulating jib, and an overall weight of just 23,000 lbs. Genie also unveiled a 13'x3', 600-lb.-capacity work platform for the S-65 Xtra Capacity boom lift. Genie expects the platform to be certified as ANSI compliant by mid-2020.



◀ **DICA** highlighted its agreement to buy the assets of Linton Rigging Gear Supplies, including the Linton Edge Protector product line. After the acquisition, DICA will assume all ongoing operations. Also, DICA and AXION announced their plan to form a strategic partnership to bring engineered matting products to crane users in the heavy lift market.

SHOW REVIEW



▲ **JLG** introduced a lineup of new boom lifts, telehandlers, and scissor lifts, as well as the new Augmented Reality app, the XR virtual reality training simulator, and a battery monitoring system. The AR app offers tools to improve safety, productivity, and efficiency, like machine and accessory visualizations, a decal viewer, controls viewer, and annual inspection assistant. Also new was a scissor lift package for JLG's AccessReady XR virtual reality training simulator. Lastly, JLG's new battery monitoring system analyzes battery use and provides diagnostic information. It provides accurate state-of-charge, battery depletion tracking, fluid level monitoring, and charging history.



▲ **MEC** displayed its full range of slab and rough-terrain scissiors, straight- and articulating-boom lifts, SpeedLevel Sigma Lift, and Titan 60. It also highlighted patented features like Proactive Platform Safety System, Leak Containment System, material sheet trays, and Xtra Deck.



▲ **Magni** launched the 167-ft. RTH 6.51 rotating telehandler, which can lift a maximum of 13,200 lbs. to a height of 64 ft., or lift 4,400 lbs. to 167'4". It can also handle 440 lbs. at its maximum forward reach of 113'2". For maximum versatility and ease of operation, an RFID system automatically recognizes attachments and creates the appropriate dynamic load charts for each one. The turret offers continuous unlimited rotation, and the machine can be operated by one person instead of a crew of two or three.



▲ **LiuGong** held the North American launch of its LSC0607DE electric slab scissor. The model offers 19-ft. platform height, a base just 30.7-in. wide, and an overall weight of just 3,351 lbs. It has a 24V electric system and electric drive. LiuGong's new LSC-DE and LSC-DH electric slab scissiors comply with the latest ANSI specifications.



➤ **Ruthmann**, a manufacturer of truck-mounted and tracked aerial work platforms announced that it has acquired ReachMaster Inc. and now operates as Ruthmann ReachMaster North America LP. It featured a Ruthmann T235 A 235-ft. truck-mounted aerial platform, a BlueLift B35EB compact tracked lift, a BlueLift B101 with diesel/lithium power, a Jibbi-40BL-EVO 40-ft. compact, tracked boom lift with bi-leveling, Winlet glass installers, and a Winlet Lasius 2200 pick-and-carry crane.

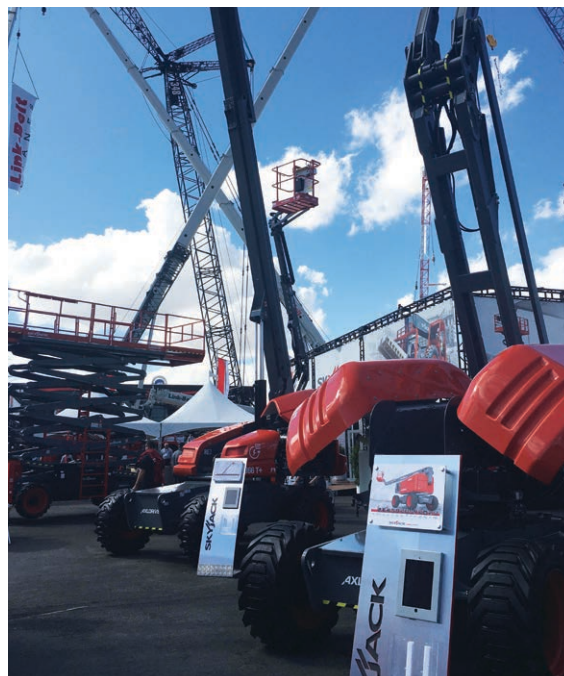
◀ **Manitou Group** introduced a range of connected solutions, including two new work platforms for North America and a new Manitou telehandler. The new MTA 12055 telehandler is designed for North America and can lift a maximum of 12,000 lbs. or lift 5,500 lbs. to a height of 55'5". Two of Manitou's four new telescopic platforms for North America were on display. The TJ 85 reaches up 85 ft., can handle 770 lbs., and can reach out more than 70 ft. Also on display were nine forklifts with Tier 4 Final engines.





◀ **Lube-A-Boom** showcased all of its products, including its new Loose-N-It, Lube-A-Boom Insulator, and Lube-A-Boom Heavy-Duty Foam Degreaser and Wipes. Loose-N-It is a lubricant that loosens stubborn nuts. Insulator is a non-conductive lubricant. Heavy-Duty Foam Degreaser and Wipes clean greasy and dirty equipment, tools, and hands.

➤ **Serious Labs** unveiled the Universal Motion Base, its innovation for heavy equipment VR simulators, including those for telehandlers and forklifts. It includes the seat, custom D-Box actuator system for motion feedback, and slide-lock attachment system. Control options include steering column, control handles, pedals, and attachment points for future equipment.



▲ **Skyjack** unveiled ANSI A92.20-compliant scissor and boom lifts, along with a new feature for its Elevate Live telematics solution. All Skyjack MEWPs now comply with ANSI A92.20 and feature new names and a "+" to differentiate them from older models. The 40- and 60-ft. lifts will see higher capacities ranging from 660 to 1,000 lbs. Most will also be rated for more people. New features for Elevate telematics: a new Battery Management System and Elevate Live, which puts all critical machine information on a single screen on a mobile device.



◀ **Snorkel's** launches were led by the 2100SJ mega boom lift, which has 210-ft. platform height, 100-ft. horizontal reach, and a 5.48-million-cu.-ft. working envelope. Snorkel also rolled out the S9070RT-HC scissor lift with 2,000-lb. capacity, 70-ft. platform height, dual-powered extension decks, and a 29,160-sq.-in. platform area. It's the first of four large-deck construction scissor lifts with capacities to 4,000 lbs. that Snorkel will roll out in 2020. Snorkel's exhibit also unveiled three large-deck scissor lifts in heights from 39 ft. to 59 ft. and launched the 47-in.-wide, 45'5"-high S4740E electric slab scissor.



➤ **Elliott** introduced an update of its 60-ft. material-handling aerial device. The V60 mounts on a 19,000-lb. GVW chassis and reaches a 63-ft. working height or 38-ft. side reach. Capacity is 500 lbs., and the controls feature a touchscreen, one-touch outrigger deployment, and Bluetooth connection for remote access and diagnostics.



▲ **Zoomlion** launched MEWPs designed and manufactured for North America. They currently include two slab scissors, an articulating boom lift, and a telescopic straight-boom lift. All have an industry-first human-machine interface and diagnostics that reduce maintenance time and cost.

Stronger Than Ever

EUFMC continues its mission to educate.

By Seth Skydel

After closely monitoring COVID-19 developments, the Electric Utility Fleet Managers Conference Board of Directors canceled the annual event in Williamsburg, Virginia, for 2020.

Despite the cancellation, the highly regarded conference educational program continues in the organization's new EUFMC Education Connection.

Among the valuable information on current and pertinent topics being addressed by fleet managers and industry experts in the Education Connection are several related to unique utility fleet management issues caused by the coronavirus pandemic. They include:

- Prioritizing Work with Operations
- Connecting with Shop Employees
- Maintaining Staffing
- Properly Sanitizing Vehicles
- Addressing CDL Renewal Issues
- Single Driver Policy
- Incident Command
- Legal Issues
- Returning to Work

"The decision to cancel the conference was not easy, but the health and safety of our attendees was of paramount concern," said Chuck Bunting, EUFMC president and fleet manager at NiSource, Merrillville, Indiana. "However, while these are extraordinary times, the Education Connection continues to provide the value that has been a hallmark of EUFMC for more than 65 years."

The Electric Utility Fleet Managers Conference began in 1953 as a regional meeting of electric utility fleet managers. Held annually in Williamsburg, Virginia, EUFMC attracts fleet executives from over 70 investor-owned electric utilities, electric cooperatives, and electrical contractors

in the U.S., Canada, and the Caribbean.

Fleets attending EUFMC represent the industry's leading companies. "What is most valuable about EUFMC is who attends," said Julie Gomez, supervisor, fleet services at Tucson Electric Power. "Networking with people who do the same job in a utility fleet with many of the same types of vehicles and challenges really helps. They understand what we're talking about. Sharing common experiences during EUFMC panel discussions is also helpful because we can learn from each other and from the advice of experts during their presentations."

Two full days at EUFMC are devoted to fulfilling the main objective of the conference: education. The EUFMC board develops the General Session educational program based on surveys and input from attendees. It addresses the needs of both new and experienced fleet professionals.

Plans are already underway for the 2021 conference. During next year's General Session, fleet executives, industry experts, and supplier representatives will address *Essential Tools for Fleet Excellence*, including:

- Autonomous Vehicles and Equipment
- Vehicle Safety Technology
- Telematics
- Tire Failure Analysis and Retread Management
- Efficiently Managing Rental Equipment
- Data Science - Using Data to Improve Your Fleet
- Recruiting and Training Technical Employees
- ANSI Standards

Equipment displays and education are a highlight of the event.

Panel discussions and educational presentations are at the heart of the EUFMC.



- Regulatory Update
- Legal Issues

At EUFMC, fleet and supplier representatives also take part in roundtable discussions that address common challenges and share best practices. "Discussing common problems with EUFMC attendees from other companies helps resolve common problems and issues," said Paul Love, northeast regional fleet manager at PAR Electric, headquartered in Kansas City, Missouri. "It also helps us look outside the box and take home new ideas."

The more than 350 representatives from over 100 manufacturers and service providers attend every year to present the industry's latest equipment.

"We first attended EUFMC in 2009 and immediately made meaningful connections with the industry's most resourceful and knowledgeable people," said Noel C. Smith, president and senior sales engineer at Reelstrong Utility Fleet, Manheim, Pennsylvania.

The 2021 EUFMC will be held June 6-9. "The value of the EUFMC educational program, equipment exhibits, and networking opportunities will continue to make this conference the premier, must-attend event for utility fleet executives," Chuck Bunting said. "We will return stronger than ever next year."

To learn more, visit www.eufmc.com and the EUFMC LinkedIn page. 

Seth Skydel is media coordinator for the Electric Utility Fleet Managers Conference.



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***Patent Pending**



◀ Snorkel's new 2100SJ offers up to 210 ft. of platform height.

Piercing the Sky

For years, Genie and JLG vied for self-propelled telescopic boom lift superiority, then Snorkel raised the bar by three stories.

By Keith Norbury

Canadian equipment rental company Mortier en Trémie ABL is looking forward to helping customers reach greater heights in 2021.

That's when the equipment rental company from Lévis, Québec, Canada, expects to take possession of what will be the world's highest reaching self-propelled telescopic boom lift, Snorkel's 2100SJ. Snorkel unveiled the new 210-ft. lift at ConExpo in March and expects to begin producing it early next year.

Mortier en Trémie, which serves the provinces of Québec, Ontario, New Brunswick, and Nova Scotia, already owns the world's current highest-reaching self-propelled boom lift, the 185-ft. JLG 1850SJ. Mortier en Trémie vice president and co-owner Louis Leblanc called it, "A very, very good machine."

Leblanc said the new Snorkel will appeal to the same customers. "Lots of our clients use the 185," he said. "Those same clients will be interested in the 2100SJ."

Leblanc envisions the new 2100SJ being used for applications like bridge work, wind power, window installation, and window washing. "Even a masonry company might use it, rather than scaffolding, to make a small repair on a building," he said.

Masonry is part of Mortier en Trémie's legacy. It grew out of a mortar distribution company that Leblanc's father, Alcide, started in 1972. In 2002, Mortier en Trémie ("hopper mortar") was founded as a supplier of premixed bulk mortar and masonry equipment such as mortar mixers. In 2009, the company started a rental division and expanded its equipment offerings to include the likes of telehandlers and boom lifts.

Long Relationship with Snorkel CEO

Mortier en Trémie has a long relationship with Snorkel CEO Don Ahern, whose telehandler manufacturing company, Xtreme Manufacturing, became Snorkel's majority shareholder in October 2013.

"We are dealer both for Xtreme and Snorkel brand telehandlers," Leblanc said. That relationship was how

Mortier learned about Snorkel's plan to make the mammoth boom lift.

"I've seen it at full extension. It's high," Leblanc said. He and his father were so impressed that they placed the first pre-order for the 2100SJ.

According to Snorkel, the 2100SJ at ConExpo was a working unit. "We drove it into our booth and fully extended the boom as weather permitted throughout the show," a Snorkel spokesperson said.

Genie, JLG have Held the Title

Over the past seven years, the tallest self-propelled boom lifts have reached up 180 ft. or more.

Genie, a Terex brand, introduced the 180-ft. SX-180 in April 2013. Then in March 2014, JLG rolled out its 185'7" 1850SJ Ultra Boom.

The Genie and JLG boom lifts have similar specs. Each has five telescoping sections plus a jib. Each boasts 80-ft. horizontal reach, continuous turntable rotation, and a 3-by-8-ft. platform.

The JLG 1850SJ offers 1,000-lb. restricted capacity, 500-lb. unrestricted

capacity, and a 13- to 20-ft. jib.

The Genie SX-180 offers 750-lb. unrestricted capacity and can lift that 750 lbs. to its 180-ft. maximum height while still allowing the operator to use its 10-ft. rotating jib. "This is the performance needed to get real-world work done," said Genie product manager Sean Larin.

Added Chad Hislop, senior director of product management, "Operators rarely go to those extreme heights without tools and materials. They need lifting capacity and the ability to put the basket right where it needs to be."

Chicago Not a Big-Boom Town

Jamie Gray, vice president and general manager of Illini Hi-Reach Inc., Lemont, Illinois, said the JLG 1859SJ sets up fast. "It can go from completely stowed to full height in about 5 minutes, and that includes extending the axles," he said.

Gray said that even though the JLG is a good machine, Chicago is a tough market for super-tall boom

lifts. One factor is rental rate. A 185-ft. lift rents for more than twice the rate of a more popular 135-ft. unit, and perhaps 10 times the rate for a 60 footer. "60-ft. booms rent all day long in Chicagoland," Gray said. "So customers struggle with the rate for taller units."

The type of buildings and work also have a lot to do with it. A 185-ft. boom also has limited use for buildings taller than 20 stories, and Chicago, home of the first skyscraper, has many. On occasion, Illini rents the 1850SJ to window washers, steel erectors, and companies doing pressure washing. Gray remembers one special job on "a very ornamental" office building for which Illini rented three 185-footers.

"But there's definitely an opportunity for these machines to shine elsewhere throughout the U.S. and possibly in different countries as well," Gray said.

Places They can Shine

Gray cited wind farms as a great example of where the tallest boom lifts may shine.



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◀ JLG 1850SJ Ultra Boom works on a refinery.



▲ Genie's SX-180 has a maximum platform height of 180 feet.

One signature test of Genie's SX-180 came when it worked on installing the Capital Wheel in Washington, D.C.

"The Genie SX-180 worked at heights all throughout its operating envelope to get that job done. At times, it was reaching out 80 ft. horizontally off the pier. At other times, it was reaching to its vertical max," Genie's Larin and Hislop said.

Since then, SX-180s have worked on construction of stadiums for the Olympic Games and soccer's World Cup, as well as maintaining large amusement park rides, and building "many of the world's largest bridges and elevated roadways," they said.

Fit on Standard Trailer

One thing the tallest booms all have in common is that they can be transported on a standard lowboy trailer. The Genie SX-180, JLG 1850SJ, and Snorkel 2100SJ each stand 10 ft. high when stowed and measure just 8'2" wide with their axles retracted for transporting. The Genie measures 42'8" long for transport, the JLG measures 47'9.5", and the Snorkel is 49'0". Their approximate weights run from 55,000 lbs. for the Genie, to 59,900 lbs. for the JLG, and 80,000 lbs. for the Snorkel.

For working stability, the axles spread to wider stances. The Genie SX-180 and JLG 1850SJ each stand 16'6" wide with axles extended, and the Snorkel 2100SJ stands 18'0".

One of Snorkel's major considerations in designing its 2100SJ was that it be transported a standard trailer and still have a stable base, said project manager Ryan Sobotka in a video on the Snorkel website. In the video, Snorkel's director of engineering, Jake Adkins, said Snorkel owner Don Ahern told the engineering team he wanted to build the world's largest boom.

As owner of a large rental company specializing in high-reach equipment, Ahern "has significant experience and knowledge of the customer base" and "was able to see, firsthand, the need for a taller self-propelled boom lift," a Snorkel spokesperson said. Ahern has previously pushed the boundaries of design, such as when Xtreme Manufacturing rolled out the 70,000-lb. capacity XR7038 telehandler in 2014, the company said.

In developing the 2100SJ, with its 216 ft. of height, "we are essentially creating the market," the Snorkel spokesperson said.

The company envisions plenty of opportunities for the machine and already has seen interest for stadium projects and petrochemical facility maintenance work.

In addition to the Mortier en Trémie order, Snorkel received pre-orders at ConExpo from U.K. and U.S. customers.

"Equipment purchasing has slowed during the COVID-19 pandemic; however, we are continuing to receive high levels of interest in the product globally and are working with a number of contractors planning for future projects, with the use of BIM (building information management) models," the Snorkel spokesperson said.

"Incredible Maneuverability"

Aside from the 2100SJ's height, Snorkel says the machine has "incredible maneuverability" for its size.

"Our design team has equipped the 2100SJ with five modes of steering, including front axle, rear axle, crab, complementary four-wheel, and new lateral steer, which enables the lift to drive sideways along a building with the wheels turned 90°," the company said.

That maneuverability also includes an inside turning radius of

8'6" with axles extended, as well as a wireless control box.

A second major feature is a patent-pending chassis design featuring static axle transformation that uses motors rather than cylinders to drive axles into their extended positions. That eliminates tire scrubbing. "The transformation can occur while the lift is static, so there is no need to drive forward and backward during axle extension, a major benefit in confined sites," said the Snorkel spokesperson.

Snorkel said another focus was simplicity in the load management system. That led to a working envelope based on boom extension rather than platform load. With the jib retracted, the platform can carry 1,000 lbs. With the jib extended, the capacity is 660 lbs.

One relatively new development for Genie is that on booms over 100 ft., the company's patented XChassis design no longer uses tube-in-tube axles. The new axle design eliminates having to service axle wear pads

and "controls the steering angle of the wheels when the axle system is extending while driving, helping to minimize tire wear as compared to older systems," said Genie.

How Much Higher?

As one looks at these three super-tall boom lifts, a question arises: Is any manufacturer planning to go higher?

Genie's Larin and Hislop said, "While we do continue to invest in our large boom category, it's clear from our recent product announcements that we believe the market has an immediate need for high capacity booms." They include Genie's Xtra Capacity line.

Larin and Hislop said, "One of the most challenging aspects of a self-propelled boom at this height is going to be transport. The heavy machine weight that is likely to come with this height class could require specific trailers, extra lead and follow vehicles, and permitting, which adds to the specialized nature of this type of machine."

Snorkel has no immediate plans to

go higher than the 2100SJ, but it plans to apply its design concepts to expand its range of boom lifts with platform heights from 135 to 185 ft.

"In order for booms to get larger than this, it is likely that the machine weight and chassis size would need to increase as well. There will become a point where these lifts can only be carried on specialty transport, and that could ultimately limit the types of customers who can justify renting or purchasing lifts of this size," Snorkel's spokesperson said.

On the other hand, Louis Leblanc of Mortier en Trémie can imagine boom lifts getting much higher, perhaps reaching 300 ft.

"It's not crazy to think about that," Leblanc said, noting that not that long ago a 100-ft. boom was considered crazy. "And if there's 300 ft. somewhere, I will be interested in buying it. It's never too high." **LA**

Keith Norbury is a construction journalist and editor living in Victoria, British Columbia.

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Guidelines for Coronavirus Recordkeeping

New advisory helps employers understand OSHA recordkeeping for work-related COVID-19 illnesses.

By Katie Parrish

Recordkeeping is the No. 1 reason companies receive an OSHA fine or penalty. Even the most meticulous safety pros can be overwhelmed by OSHA's paperwork and processes. Illnesses like COVID-19 can impact organizations, particularly if an employee gets the virus at work.

OSHA 29 CFR Part 1904 Recording and Reporting Occupational Injuries and Illnesses provides information that employers need to include in their recordkeeping paperwork, as well as the forms needed to record and report workplace injuries or illnesses.

1904 Subpart C outlines how employers must enter work-related injuries and illnesses into OSHA records. But determining which injuries or illnesses to record can be tricky. Here's a decision tree OSHA offers to help determine if a case meets one or more of the general recording criteria.

1. Is the employee injured or ill?

Illnesses and injuries are defined in 1904.46. They may include an abnormal condition or disorder, acute chronic illnesses like skin diseases, respiratory disorders, or poisoning, or an injury like a cut, fracture, or sprain. If the injury or illness fits the criteria, move to the next step in the tree.

2. Is the injury or illness work-related?

Work-related injuries and illnesses result from events or exposures in the work environment, which includes not only physical locations, but also equipment or material used by employees during work.

An injury or illness is presumably work-related if an event or exposure in the work environment caused it or significantly aggravated a pre-existing

condition. A pre-existing injury or illness is considered "significantly aggravated" when an event or the work environment causes greater consequences than would have occurred if it weren't for that event or exposure.

As remote working becomes more common, employers should also be mindful of injuries or illness that may occur when employees work from home. If an employee is working for pay and an injury or illness is related directly to the work, it's work related.

3. Is the injury or illness a new case?

New cases are injuries or illnesses that were not previously recorded, or that were previously recorded but from which the employee had recovered completely. If the injury or illness is new, continue recording it. If not, adjust the duration of any previously recorded illnesses or injuries.

Generally, if an exposure triggers a recurrence, it is a new case. If signs or symptoms recur in the absence of exposure, it's not a new case.

4. Does it meet the general criteria?

If no, do not record it. If yes, the injury or illness must be recorded on the OSHA 300, 300-A, and 301 forms. An injury or illness is recordable if it results in one or more of: death, days away from work, restricted activity, transfer to another job, medical treatment beyond first aid, or loss of consciousness.

How to Record COVID-19 Cases

OSHA requires employers to record COVID-19 illness if:

- The case is a confirmed case, as defined by Centers for Disease Control and Prevention (CDC)
- The case is work related, as defined by 29 CFR 1904.5


- The case meets one or more of the general recording criteria in 29 CFR 1904.7

In areas with ongoing community transmission, employers may have difficulty determining whether workers who have COVID-19 became ill from exposure at work.

Here's OSHA's guidance for recording occupation-related cases.

Employers in healthcare, emergency response, and correctional institutions must determine whether COVID-19 cases are work related for recordkeeping and reporting. Until further notice, OSHA will **not** require other employers to determine work-relatedness, except where:

- There is objective evidence that a COVID-19 case may be work related. That could include, for example, a number of cases developing among workers who work closely together without an alternative explanation; and
- The evidence was reasonably available to the employer, such as information given to the employer by employees and information that an employer learns regarding its employees' health and safety in the ordinary course of managing its business and employees.

OSHA's enforcement policy will help employers focus their response efforts on implementing good hygiene practices and mitigating COVID-19's effects, rather than making difficult work-relatedness decisions on recordkeeping and reporting. 

Katie Parrish is director of content and corporate communications for SkillPath, Mission, Kansas. SkillPath is a learning and development provider that offers professional development, including one-day, 10-hour, and 30-hour OSHA virtual training. Learn more at www.skillpath.com/osha-training.

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Enforcing the New ANSI A92 Standards

Genie expert clarifies confusion about the new ANSI A92.20, A92.22, and A92.24 Standards for MEWPs that take effect June 1, 2020.

By Scott Owyen

The continued delay in issuing the ANSI A92.20, A92.22 and A92.24 standards has caused some disruption and confusion for much of the industry. As a result, some jobsites are being cited by safety managers and compliance officers who may not be clear about the standards, which standards to enforce, and how to enforce them.

Here is information to help clarify some of the confusion and to help MEWP owners, users, and operators, safety managers, and compliance officers better respond to the changes.

Voluntary Compliance

The first point to make is that, according to the preamble in the ANSI A92.20, A92.22 and A92.24 standards, the use of American National Standards is voluntary. Their existence does not preclude anyone from manufacturing, marketing, purchasing, or using products or procedures, not conforming to the standards.

That having been said, it is in every company's and jobsite's best interest to comply with ANSI standards because the standards are considered industry best practices and are viewed as the legal standard of care. Noncompliance could equate to negligence and legal liability in the event of an injury.

The standards also say that no person shall have the right or authority to issue an interpretation of an American National Standard in the name of the American National Standards Institute. Any requests for interpretations should be addressed to the secretariat or sponsor whose name appears on the title page of the ANSI A92 standards.

OSHA Enforcement

Complying with ANSI standards is voluntary, to the extent described above. But in the United States, OSHA regulations are law, so they are requirements that *must* be followed.

Here's the gist: OSHA has adopted many ANSI and other voluntary standards as part of its regulations. That makes some ANSI standards legal requirements.

For example, 29 CFR 1926.453 *Aerial Lifts* is part of OSHA's construction scaffolding regulation. One of its requirements is that aerial lifts be designed and constructed in accordance with ANSI standard A92.2-1969, titled *Vehicle Mounted Elevating and Rotating Work Platforms*. By referring to the ANSI standard, this OSHA regulation makes the voluntary standard a legal requirement.

Where an OSHA standard incorporates an earlier consensus standard, the only way the OSHA standard can be changed to adopt the new version is through rulemaking. For example, as stated above, the aerial lift standard references ANSI A92.2-1969. Even though ANSI A92.2 has been revised, the OSHA aerial lift standard continues to require only compliance with the 1969 standard.

Please keep in mind that OSHA may still cite employers for violating section 5(a)(1) of the OSH Act, also known as the General Duty Clause. That provision requires employers to furnish to each of its employees employment and a place of employment which are free from recognized hazards that are causing or are likely to cause death or serious physical harm to its employees.

Are Current Machines Grandfathered ?

Per ANSI A92.20 1.1.2.1 Design, Manufacture and Remanufacture Requirements, the design and manufacturing requirements of the standard shall apply to all MEWPs manufactured or remanufactured on or after the effective date.

All MEWPs are subject to the standards in effect at the time they were manufactured. So a boom lift manufactured in 2018 is subject to ANSI A92.5-2006 and can continued to be used as such providing it has been maintained properly. Also, rebuilt or reconditioned MEWPs must comply with the standards in effect as of the date of their original manufacture.

Do the ANSI A92.22 Safe Use and A92.24 Training Standards Apply to Older Units?

When the standards go into effect, the responsibilities for manufacturers, dealers, owners, users, supervisors, operators, occupants, lessors, lessees, and brokers apply *both to new and existing units* delivered by sale, lease, rental, or any form of beneficial use on or after that effective date.

When the new ANSI A92.20 A92.22, and A92.24 standards take effect, there may be some confusion within the industry. This information can help owners, users, operators, safety managers, and compliance officers make proper and informed decisions regarding compliance and enforcement. **IA**

Scott Owyen is Genie director of training, Terex AWP.



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Truck-Mounted Aerial Lifts

Each Product Roundup offers highlights on a specific type of equipment for the aerial lift and material handling industry. These manufacturers have provided details on the model of their choosing.

Bronto SI219HDT-C



The Bronto Skylift SI219HDT-C is the world's highest insulated aerial platform. It has 219-ft. working height, 88-ft. outreach, working cage capacity to 1,000 lbs., and is insulated for live-line work on sub-transmission and transmission lines up to 765 kV. With the FRP cage boom and the sharp-edge corona ring that keeps the voltage consistent, the SI219HDT-C provides a safe working environment. A pressurized water line can also be integrated for washing insulators. The user-friendly Bronto 5+ control system features touch screens and other modern treats and provides smooth and stable operation. The modern control system also enables use of remote service and diagnostics tools.

 www.brontoskylift.com

Manitex A62

The Manitex A62 series platform is installed on a class 5 non-CDL commercial chassis with a minimum GVW of 16,000 lbs. Equipped with a telescopic arm that can reach a maximum work height of 65 ft., the A62 can reach heights of over six stories and has a 38-ft. working radius. Thanks to its ease of use, the A62 is particularly suitable for overhead and road lighting maintenance as well as sign installation. The X-pattern outriggers allow setup in a single parking space.

 www.manitex.com



Elliott M85

Elliott Equipment Co.'s M85 features 87-ft. working height and does not require a CDL to drive. The unit is mounted on a 25,999-lb. chassis. It features a 30"x54" end-mounted rotating platform with 750-lb. capacity. Maximum side reach is 60 ft. Elliott's stow-and-go platform jib winch lets users lift heavy objects and keep them in front of them for easy handling and control. A 110V electrical circuit for powering electric and battery-operated tools comes standard. The M85 has users in a wide range of industries, including cell tower maintenance, sign and lighting, highway departments, and mining.

 www.elliotequip.com

Palfinger P 640




Palfinger's P 640 offers 210-ft. working height and up to 134-ft. horizontal reach. It's new to North America and can be mounted on a Kenworth T880 chassis. Fully automatic telescope lubrication extends the service life of the platform and minimizes service costs. Other features include: greater working range, thanks to its 540° turntable rotation, 240° X-jib, and 2 x 200° platform rotation; telescopic upper boom to 62'4"; the ability to be mounted on a four-axle chassis with 63,934-lb. total weight; telescopic basket with 1,322-lb. capacity and integrated preparation for the Powerlift system; and a hanging basket that lets users get close to objects.

 www.palfinger.com/en-us

Ruthmann T243



Ruthmann's T243A HF is the newest of the company's ANSI A92.2-compliant aerals. It offers 243-ft. height, 126-ft. reach, and 440° platform rotation. The second boom's 66-ft. articulated reach allows work up and over obstacles. A 46-mph wind rating lets it work when others can't. The control system is common to all Ruthmann models, ensuring access to parts and allowing calibration of most sensors without a factory technician. Standing less than 40 ft. long and weighing under 80,000 lbs. on five axles, it's easy to permit in most of North America.

 www.ruthmann.us

Terex LTM40



Terex Utilities' LTM40 aerial device has an articulating and telescopic boom and material handling capabilities. It's ideal for use as a "trouble truck." It can mount on a Class 5 truck chassis, so no CDL license is needed. It's easy to set up. The street-side overhang stays inside the outriggers. It uses the same boom tip as the TL Series of material handling aerial devices, so it's compatible with a wide variety of jib configurations. Maximum material handling capacity is 800 lbs., and the LTM40 delivers 200-lb. material-handling capacity when the boom is extended horizontally. The maximum horizontal reach is 30.7 ft.

 www.terex.com/utilities/en/

Versalift PHX-150

Double your working envelope with the Versalift PHX-150-I heavy-duty articulated telescopic workhorse. It has a working height of 150 ft., a horizontal reach of 75 ft., and a maximum platform capacity of

2,000 lbs. Options include insulation and 1,500-lb. jib capacity. It has the highest combined platform and material handling capacity in its class. Unique boom and outrigger configurations allow much easier setup. Innovative features on the PHX-150-I include electric-over-hydraulic controls with telematics, wireless technology, and onboard color-coded diagnostics on a graphic user interface.

 <https://versalift.com>




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People



▲ Roberts

■ **The California Rental Association** has named **Jeff Roberts** as its new executive director. Roberts is also president of **City Rentals**, Ontario, California, and

brings more than 40 years of rental and vendor experience to his new position. He succeeds **Dale Blackwell**, who passed away unexpectedly in April. Blackwell was also owner of **Aba Daba Rents**, of Sacramento.



▲ From left: Nars, Turner, and Huijser.

■ **The International Powered Access Federation** has confirmed its new presidential team. **Norty Turner** of **United Rentals** is the new president. **Karin Nars** of **Dinolift** is deputy president, and **Karel Huijser** of **JLG** is vice president. The three were confirmed April 23 during IPAF's 2020 annual meeting, IPAF's first annual general meeting held virtually.



▲ Boehler

■ **Brad Boehler** has joined the board of directors of **Hy-Brid Lifts**, Richfield, Wisconsin, a leader in high-quality, low-level access equipment. Boehler is the

former president of **Skyjack**, and also served many years in leadership roles for IPAF.

Dealers & Distributors

■ **Able Equipment Rental Inc.** has joined **Magni America's** dealer network. It offers Magni's complete line of telehandlers in New Jersey, Delaware, and parts of Connecticut, New York, and Pennsylvania. Magni's line includes 16 rotating telehandlers, eight heavy telehandlers with capacities to 110,000 lbs., and fixed boom telehandlers. "The rotators have been an integral part of our growth strategy, and our alliance with Magni is key to this continued growth," said Steve Laganas, Able founder and CEO. Philippe Bisson is Able's business development director for the rotator and telehandler division.

■ **Manitou North America** has welcomed **National Equipment Dealers LLC** to the Manitou dealer network. National Equipment Dealers offer the full line of Manitou telescopic handlers, skid loaders, track loaders, and articulated loaders at eleven locations throughout Florida, North Carolina, South Carolina, and Texas. National Equipment Dealers was founded in 2018 with the merger of May Heavy Equipment, Four Seasons Equipment, Earthmovers Construction Equipment, and Robs Hydraulics. It is currently owned by a team lead by Chairman Kerry Vickar and CEO Mitch Nevins.



▲ From left: Jason Wainwright, Will Blackerby, Dana Conrad, Scott McGuigan, Tim Collie, Greg Walker, Corey Rogers, Jesse Beasley.

Rental

■ **Sunbelt Rentals** has selected **RB Asset Management Solutions** by **Ritchie Bros.** to manage its more-than-\$10-billion fleet across its more than 900 rental locations. Sunbelt officials say the RB Asset Solutions technology will help the company better manage, analyze, and redeploy its assets. RB Asset Solutions brings together customizable tools and services, including cloud-based inventory management, an inspection application, personalized webshops, data analytics, and valuation tools.

■ Private equity firm **Eberhart Capital**, Scottsdale, Arizona, has bought **The Equipment Source**, a rental company founded in 1999 and headquartered in Naples, Florida. The company offers a wide range of equipment, including telehandlers and aerial work platforms. It is the exclusive dealer for Manitou and Mustang equipment in Collier and Lee Counties.

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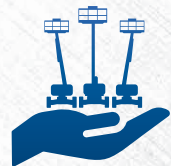
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