

# MANLIFT

## HIGHLIGHTS

**Voice of the Customer:  
The Manlift Way**

**Genie Z-60/37 FE Hybrid  
Articulated Boom Lift**

**Preparations Required Prior to  
Working Safely at Height in MEWPs**

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*Construction Manager Cimolai Rimond*

**Manlift Qatar: Work at Height  
by Redco Porr JV**

**Interview: Biman Saha from  
GE T&D India**

**How Manlift helps you build  
better with BIM?**

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## Voice of the Customer: The Manlift Way

Manlift attach paramount importance to supporting our customers in making their worksites the safest and most efficient work environment. In order to ensure that we provide the best customer experience, we engage with our customers in an effort to give them a voice. Understanding and learning from our customers feedback is a key feature in our continuous improvement focus.

A recent example of this is when we visited a major Dubai project, where Manlift supplies the latest innovation and technology to support our client in providing the safest environment for operators in the region.

Our team met with **John Hyatt** and **Lamya Alaydarooos**, both Managers of Operations Support Services. From Manlift a team of key managers attended the meeting on site including:

- Elmer Dimaano (The Manlift Way – SHEQ)
- Joel Quadras (Commercial Manager)
- Charles Orienza (Account Manager)
- Rob Cavaleri (The Manlift Way, Technical, SHEQ, Compliance)



Lamya Alaydarooos

John Hyatt

This initiative was a result of our operating system, **The Manlift Way**, which has stimulated our UAE team in Dubai to reach out to our partners at the project in an effort to listen to customers feedback, and to highlight key improvement areas. Also to confirm the benefits and advantages to our teams and our customers teams; the value "MEWP telemetry" brings to their experience via their testimonials.

We discussed **"How they use the Telemetry from the machines and how they benefit from this."**

John explained how telemetry is assisting with their *"efficient utilisation of the MEWPs"*. They can see where machines are being used via GPS and Geo-fencing features.

With Geo-fencing, a digital barrier is placed around the MEWPs and will notify the allocated personnel when this barrier is breached. This allows them to see when the MEWPs they have on rent or purchased leave or return to the compound or if they are being used on site which is critical for their onsite security and utilisation protocols.

John also mentioned that they limit who can use the MEWPs for example *"IPAF PAL Card Operators can only start the MEWP."* This means that if an operator does not have the correct Powered access license category with the Telemetry interface, the RFID recognition will not permit them to operate the machine.

The telemetry also enables the team to monitor how many times the MEWP is being used per day/week which enables management to see efficient MEWP utilisation and support them in correct machine selection. John also mentioned that he is looking at *"service due"* schedules to ensure the MEWPs are serviced on time. He also discussed how he is monitoring the transport vehicles in effort to track MEWP movements around the sites and when returning to the depot.

The Manlift team received immensely valuable feedback on how our customers are using and benefitting from the telemetry we install on our MEWPs. We also gained valuable insight into how this is used differently to manage the machines they have rented or purchased. As well as this we have also been able to identify what other areas, could be improved to ensure we are delivering the best customer experience.

In an effort to fulfill this promise we are proud to announce that Manlift is currently in the final stages of development for our **Customer Portal** and **App - My Manlift**. This will enable customers to view machine data, manage machines, hire and off hire and much more through our digital platform.





# Genie Z-60/37 FE

Hybrid Articulated Boom Lift  
SUSTAINABLE SOLUTIONS



Two machines in one! the **Genie Z-60/37 FE** hybrid articulating boom lift is the ideal, environment-friendly solution for increased efficiency and low cost of operation.



## KEY FEATURES

- ✔ Full-time active oscillating axle helps maintain traction on rough terrain
- ✔ 4WD and 45% gradeability for superior terrainability
- ✔ High-efficiency AC drive system for enhanced driving performance and simplified maintenance
- ✔ Two modes of operation: all-electric and Hybrid, with outstanding efficiency and jobsite versatility
- ✔ AGM Batteries (Significant safety and maintenance advantages)
- ✔ 1 full day running on batteries
- ✔ 1 week operation on 1 tank of fuel
- ✔ RT performance similar to the diesel 4x4 alternative
- ✔ Fast boom lift and lower speeds available
- ✔ Battery re-generative braking/deceleration
- ✔ Generator charges batteries to 80% capacity in 4 hours
- ✔ Can operate on "low" emissions

**GET IN TOUCH AND HIRE NOW!**

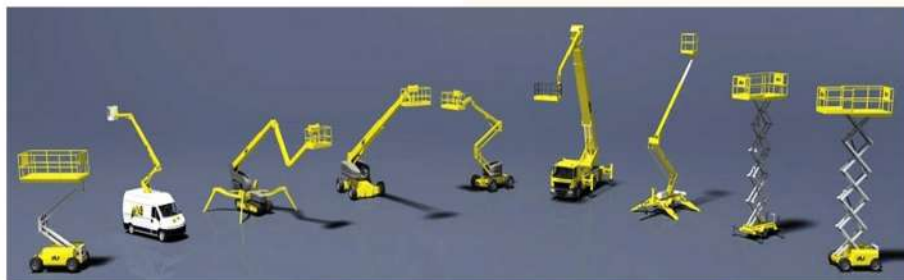
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## Preparations Required Prior to Working Safely at Height in MEWPs

Safety, efficiency, worker fatigue, are all improved when a Mobile Elevating Work Platforms (MEWP) are used to do work at height. To ensure that MEWPs remain the best method for work at height the following points need to be included in the pre-use preparation process.

- Correct MEWP selection process.
- Qualified advice and the site Survey
- Site risk assessments
- MEWP Pre-use inspections
- PPE selection for the task



### Correct MEWP selection

With MEWPs (Mobile Elevating Work Platforms) there are literally thousands of choices and model options available. Making your MEWP choice the correct one, will provide the following benefits:

1. Ensure your own safety
2. Ensure the safety of others around you
3. Complete the task in a shorter time frame
4. Reduce work stress for the operator
5. Reduce the likelihood of equipment damage

### Qualified advice and the Site Survey

Have a competent person<sup>1</sup> advise you, and whenever possible this person should complete a "site survey" to assess the job/s to be done including the site conditions and structure to be worked on. This information will then be used to select the most appropriate MEWP to get the task done safely and efficiently.

Some of the key considerations that will be assessed in determining the best MEWP for the job include talking to the customer on site. The example list below is not exhaustive but includes Key steps for correct MEWP selection.

- What is the intended task?
- Platform capacity and size requirements
- How many occupants will be in the basket or platform?
- Height and reach requirements
- Ground surface considerations (uneven? Soft? Limited load bearing capacity?)
- Training needs for operators
- Obstacles on the ground and in the air
- Periodic maintenance needs
- Indoor or outdoor use - rough terrain<sup>2</sup> or flat slab application?)
- Emission considerations (battery / diesel or bi-energy?)
- Intended operation time (fuelling and battery charging ability)
- Local rules and regulations

A competent person is someone who has sufficient training and experience or knowledge and other qualities that allow them to assist you properly. The level of competence required will depend on the complexity of the situation and the particular help you need – proof of training and assessment outcomes are essential.

- Involves 4wd and oscillating axle
- International Powered Access Federation
- Powered Access Licence card



## Site Risk Assessment

Directly prior to MEWP use on site, a “site risk assessment” must be performed by a competent person. The site Risk assessment will allow measures to be taken to eliminate and control risks and hazards on site that could negatively affect safe MEWP operation. The “site risk assessment” will also bring attention to the selection of the MEWP to be used on site and support if it is the correct choice. Key steps in a Risk Assessment are:

- **Step 1:** Identify hazards, i.e. anything that may cause harm
- **Step 2:** Decide who may be harmed, and how.
- **Step 3:** Assess the risks and take action (what precautions)
- **Step 4:** Make a record of the findings
- **Step 5:** Review the risk assessment update if required



We often refer to the “site Risk Assessment” as the “workplace Inspection” and it should be tailored to each site and scenario.

Some of the key considerations for inclusion in a site risk assessment include the following. (This list is not exhaustive)

1. Drop-offs or holes including those hidden by water, ice, mud and debris
2. Slopes
3. Bumps / pot holes, man holes and floor obstructions
4. Overhead Obstructions and electrical conductors
5. Hazardous locations and atmospheres
6. Inadequate ground surface to support the load of the MEWP and surrounding equipment
7. Wind and weather conditions
8. Presence of unauthorised persons
9. Other possible unsafe conditions e.g. crushing/trapping hazard, collision with other machinery, excavations

So now we have considered...

1. The type of MEWP to select and use
2. Site Survey considerations
3. The site Risk Assessment or Workplace inspection
4. Training needs

Now to the condition of the MEWP itself.

## MEWP Pre-use Inspection

When I have selected the best MEWP for the task, I need to ensure it is safe to use. Trained and assessed MEWP operators e.g. IPAF<sup>3</sup> PAL card<sup>4</sup> licenced operators will understand how and when to perform a “Pre-use inspection” on the MEWP.

Before each day or prior to each shift the competent MEWP operator will conduct a “Pre-use inspection” of the MEWP to be used. This requirement is stipulated by the MEWP manufacturer and industry regulatory bodies. A pre-use inspection is a visual and functional walk around inspection of the MEWPs condition its correct operation and its suitability for providing safe work at ground level and at height; for operators, delivery drivers and any trained and authorised person intending to use the equipment.





The pre-use inspection steps are provided in every MEWPs "operation Manual" and this is the best checklist to use when conducting the pre-use inspection as it is "machine, model and serial number specific".

Some examples of what the pre-use inspection will detect are malfunctions, damaged equipment, missing safety material etc. Generic guides can be used for pre-use inspections but only when the manufacturer's manual is not available and only when obtained by a reputable organisation that is qualified to supply the guide material. Examples of what a general guide for pre-use inspection will include are:

1. Current "in-service" inspection certificate
2. Operation and emergency function
3. Safety devices
4. Personal protective devices (PPE)
5. Hydraulic, fuel and air system leaks
6. Engine, Hydraulic oil levels, coolant levels,
7. Cable and wiring
8. Loose and missing parts
9. Tyres wheels and braking system
10. Safety decals, placards, warnings, control markings and operating manual
11. Outriggers, stabilizers and other structural components
12. Guard rail system



Other maintenance inspections "periodic maintenance" is also applicable for the MEWPs safe use, however these will be done at specific intervals by suitably trained and qualified technicians; and generally in a controlled workshop environment.

## MEWP PPE (Personal Protective Equipment)

PPE selection is determined by the task to be undertaken and then via a "risk assessment based approach". PPE will therefore change depending on what I am doing e.g. a welder will require different PPE to a painter. There is however specific PPE that must be used in MEWPs that is determined by the MEWP type; and the best example is "fall protection" and the "Safety Harness" Best practise and legislation requires that in "Boom type" MEWPs (example picture below) a "full body harness with restraint type adjustable lanyard" be used by persons in the basket / cage.



"Boom Type MEWP" this specific category is IPAF "3b" – mobile boom requiring use of full body harness and adjustable restraint lanyard adjusted to be as short as possible in the basket (correctly fitted)

Safety harness and lanyard are then considered to be "part of the equipment" and are subject to the same "pre-use inspection" need as the MEWP. For correct Harness inspection again a "competent person" is required to perform the inspection, one example of this competency source, is by attending an IPAF training course category "H" for Harness; this provides the operator with the required skills to correctly wear, inspect, store and manage the harness.



Full body safety Harness with adjustable lanyard





## Interview: Meet the company behind the construction of key Projects in Dubai, **Cimolai Rimond**

**A**l Wasl Trellis Plaza is the focal centrepiece of the Expo 2020 Dubai for its 200 participants and an estimated 20 million visitors. A unique and complex construction was vital to the success of the Expo as a whole. With the access system of the building required to be capable of navigating the complex layout of the structure while also providing convenient and easy access for a wide range of facilities management. Manlift are proud to be the chosen supplier for Cimolai Rimond, providing a range of aerial work platforms for their work on this project among others across the Expo. We spoke with Roopesh Dharmadath about his and Cimolai Rimond's experience of working with Manlift.



**Roopesh Dharmadath**  
(Construction Manager Cimolai Rimond)

### **What is your position and what are the key projects you are currently working on?**

Construction Manager, Current projects: Alwasl Trellis Plaza, Spain pavilion, Bahrain pavilion, Newzealand pavilion at Expo2020 Dubai and VIP Heliport

### **Why did you decide to choose Manlift over an alternative option?**

Manlift is Very reliable

### **How do you know about or find us?**

Worked with Manlift company previously

### **What are the key things as a customer you are looking for? Did you find these at Manlift?**

Prompt response to the enquiries and technical support on time

### **Are there any specific requirements for Expo Projects? Does Manlift comply?**

Site requirements and challenging locations of manlifts are provided with right support at right time

### **What are the main challenges you face when renting machines? Reliability and condition of the equipment?**

Main challenge is breakdown of machines and we receive 24/7 support from the Manlift technical team.

### **How does your experience with Manlift differ from any previous rental experiences?**

Swift response to all site requirements

### **How was your overall experience with Manlift? And would you recommend Manlift?**

Excellent, highly recommendable

**The team at Manlift would like to sincerely thank Roopesh Dharmadath and the team at Cimolai Rimond for this interview and also for trusting in Manlift to consistently provide "the best customer experience".**





## Manlift Qatar: Construction of the Bridge, Painting & Installation Work at Height by Redco Porr JV

Manlift was on hand for our customer, Redco Poor JV who has constructed the bridge with scaffolding and has started the lighting installation works. During a site visit our team of specialists analysed the project and customer requirements before providing a proposal to ensure the best machines to get the job done safely and efficiently within their budget.



We supplied the project with **Genie Z45, JLG 450AJ, JLG 3390RT & JLG 3394RT.**

The client was currently using 16m & 22m telescopic boom lifts. As per our site inspection we proposed the 15m (JLG450AJ / Z45) would be better suited for the application. Our technical expert visited the site and agreed with project management that the 15m articulated boom would be the most suitable, efficient and effective for this job to be done at height.

As agreed we delivered the JLG450AJ machine on time and provided familiarisation to their operator. During our site demonstration with the jib rotation function had impressed the Engineer and agreed that the use of the 15m Articulated units were superior.

Manlift provided five 15m of Articulated boom lifts and five 15 diesel scissor lifts, we are your partner. The Site Engineer, Safwan stated,

*"I am very impressed with the machines and the support extended by Manlift."*

**To ensure the customer received the best customer experience we provided:**

- On-time delivery, & collection
- 24/7 technical and customer support
- Accurate Invoicing
- Increased Safety
- Maximum Uptime and Productivity



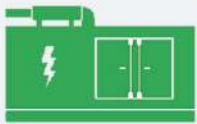




## Manlift Power Offers Reliable Temporary Power Solutions

Manlift Power provides leading-edge Temporary Power Solutions through a high quality generator fleet, extensive industry expertise and exceptional service support. As your power provider we offer full turnkey, tailored and synchronized power solutions up to 50MW. We offer premium brands of Diesel Generators from Cummins, Perkins, MLP Generators and Ingersoll Rand for rental solutions.

We believe in delivering the best solutions to our customers – the most skilled technicians and a fleet of Generators, ranging from 40KVA – 1250KVA, purpose built for rental.



### STRONG AVAILABILITY

With our extensive rental fleet of Power Generators and flexible operations we can rapidly mobilize equipment to support all of your power needs.



### FULL TURN-KEY SOLUTION

From assessment of needs, delivery and mobilization, to fuel management we get things running with our comprehensive service – so you can focus on getting the job done.



### 24/7 SUPPORT

Our experts are always available to advise you on the most efficient and reliable power solutions at your jobsite. With our toll-free 'Technical hotline' we offer 24/7 and 365 technical support.



### UNMATCHED RESPONSE

With our average technical response time of less than 1 hour, we beat the clock and keep an eye on your costs. We offer hassle-free support to help keep your site projects ahead of schedule.



## Interview: We had a brief chat with *Biman Saha* from GE T&D India

We had a quick chat with *Biman Saha* from GE T&D India, he shared his experience about working with Manlift.

**What is your position and what are the key projects you are currently working on?**

Lead Construction (HOD) – HVDC, India  
Large Complex Project – HVDC S/stn. North & West Grid Connector, 800 KV, 4X 1500 MW, located at Kurukshetra, Haryana & Champa, Chattisgarh.

**Why did you decide to choose Manlift?**

The obvious differentiated factor - Professional Ethics, On site & prompt Maintenance support, Committed to higher running hours, efficient & Skilled Operator base and Young machines/boom lifts with new version.

**What are the key things as a customer you are looking for? Did you find these at Manlift?**

Overall Good Technical Competency ensuring for No Break Down hours.

**Are there any specific requirements/customer solutions required for your projects? Does Manlift comply**

Young & new generation fleet with IPAF certified skilled operator – Manlift was able to comply the same.



**What are the main challenges you face when renting machines? Safety, Price etc**

Good Safety practices for Safe Operation of Boomlift in coordinated way for performing multi discipline ( Civil/ Elect/ Mech/ Precomm) activities..

**How does your experience with Manlift differ from any previous rental experiences?**

Manlift demonstrated Responsibility for delivery of trouble free ( low break down) machine for avoid waste of GE Working man hours.

**How does your experience with Manlift differ from any previous rental experiences?**

We appreciate the fast response.

**How was your overall experience with Manlift? And would you recommend Manlift?**

Satisfactory in view of maintain long term partnership for promoting safety work culture across workmen team in INDIA. Yes!

**Any additional comments?**

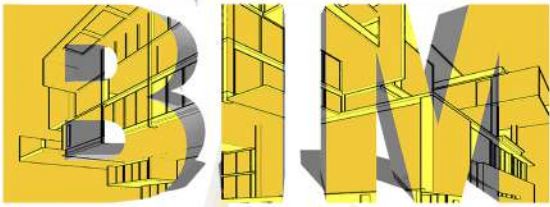
Manlift to continue promoting Service Excellence at User Level ensuring no compromise of Safety of machine, Operator & Third party.

*The team at Manlift would like to sincerely thank Biman Saha and the team at GE T&D India for this interview and also for trusting in Manlift to consistently provide "the best customer*





MANLIFT



# How Manlift helps you build better with BIM?

Our BIM professionals can help you to plan and manage your projects more efficiently, and anticipate problems before they emerge, resulting in **lower failure costs** and **increased productivity** ultimately reducing time waste.

DO YOU HAVE PROJECT?

Reach out to us at:

[bim@manliftgroup.com](mailto:bim@manliftgroup.com)

or call

+971 50 550 8382



[www.manliftgroup.com](http://www.manliftgroup.com)



## Interview: We had a brief chat with *Peeyush Aggarwal* from **Phoenix Infracon Solutions India**

We had a quick chat with *Peeyush Aggarwal* from Phoenix Infracon Solutions India, he shared his experience about working with Manlift.



**Peeyush Aggarwal**  
(Phoenix Infracon Solutions India)



### **What is your name and which company do you work for?**

My name is Peeyush Aggarwal and I am working for M/s PHOENIX INFRACON SOLUTIONS. It's a very young partnership firm in the construction equipment industry. Within just four years of our establishment in 2017, we have spread our operations across the geography of India.

### **What is your position and what are the key projects you are currently working on?**

I am the Owner and Lead Partner in the company. We are working primarily with well-established MNC companies like HPCL-Mittal Energy Ltd, LINDE INDIA LTD., ACC Cements Ltd, AMBUJA Cements Ltd, ULTRATECH Cement Ltd, HINDALCO, GRASIM INDUSTRIES, L&T, IOCL, BPCL, UPL etc.

### **How do you know about Manlift India and its sales division?**

We came across various Manlift machines while executing critical projects at HP-CL-Mittal Energy Ltd over the past one year. Through our discussions with officials at HMEL, we have learnt about the recognition and presence established by Manlift India across the country.

### **Why did you decide to choose Manlift over an alternative option?**

Through our due diligence, we have found the Manlift India team to be thorough professionals. Moreover, the Pan India presence of Manlift as an equipment rental company gives us the confidence that the people at your company understand the client's needs well. Your established network will provide necessary back up support, which is a must for us to fulfil our client's expectations.

### **What are the key things as a customer you are looking for? Did you find these at Manlift?**

The key factors that we look for are: **Product Quality, Market Appeal, Back Up Support & Network, Leadership and Support Team.** We are glad to have mostly ticked all the boxes when considering Manlift India.

**What are the main challenges you face when renting machines? Safety, Price etc** India is a price driven market. The primary challenge in this market is the very stiff competition in the equipment rental business leading to lower rental values.

### **How does your experience with Manlift differ from any previous machine purchase experiences?**

In this regard I would like to acknowledge the on time delivery by Manlift India makes the difference.

### **Would you recommend Manlift?**

Most definitely.

### **You are our first to introduce the World's tallest Manlift in India. What made you consider this particular equipment?**

We understood that the manlift segment was pretty crowded among the smaller varieties. Being a young enterprising company, we decided to seek an opportunity to venture for a totally different first-of-its-kind machine in India. This led us to the World's Tallest self-propelled Manlift.

*The team at Manlift would like to sincerely thank Peeyush Aggarwal and the team at Phoenix Infracon Solutions India for this interview and also for trusting in Manlift to consistently provide*





## Safety Days with Manlift India

At Manlift one of our main core values is Safety. Being a work at height solution provider we always ensure to provide the best and safe solution to get the job done.

We provide you with the highest level of safety with each rental or sale. Our approach to safety is proactive: we work relentlessly to improve safety and to eradicate potentially unsafe conduct. Being proactive, we create the safest possible environment for you.

As a key leader for safety in the market we have provided our Safety Seminars In Various Key Projects including:

### HRRL Refinery Balotra

For our client, Tata Projects, we were able to arrange a Safety Seminar with Presentation and Practical Demo to all the contractors working in the Project.



Manlift was Invited by EIL, (Government of India Undertaking) who is the consultant for the project to do the presentation and safety seminar to provide awareness and setting the safety standard for MEWPs to all the contractors. This includes the safety features in machines, safely working, Do's and Don'ts, Selection of the right machine as per application, Emergency rescue and IPAF training importance for operators.

### Delhi International Airport

For another important client GMR, who is responsible for operating and managing the development of Delhi Airport in all terminals. Manlift was invited to provide awareness to all of their subcontractors working at all terminals in their safety campaign – "Safety at Height".

We were delighted to be involved as there is a clear alignment with our core Manlift values of working at height safely and efficiently. The Safety Day included awareness on safely working on height on MEWPs, correct use of MEWPs, Emergency rescue, Safety features on MEWPS, Why Mewps are important while working on height, IPAF training and importance of trained operators in safety.

Training sessions provided by Manlift included both Theory and Hands-on experience with the machines over a 3 day period at Delhi Airport. On completion, Manlift are delighted to be recognized by the Safety Department, Delhi International Airport Limited as a Safety Partner.





## Manlift: Sale Spotlight!

A wide range of new and well maintained used aerial work platforms are available for sale. Our fleet leads the way to the best customer experience, as we offer custom solutions to fulfil your specific requirements.

### Holland Lift HL 220-E12

#### Scissor Lift

Working height: 21.70m

Lift capacity: 500kg

Machine weight: 9120kg



### LEO18GT

#### Spider Lift

Working height: 18.83m

Lift capacity: 200kg

Machine weight: 2450kg



## Used Platforms for Sale

### JLG 660SJ

#### Telescopic Boom Lift

Working height: 22.31m

Lift capacity: 230kg

Machine weight: 12720kg

Model: 2018



### Genie Z60

#### Articulated Boom Lift

Working height: 20.39m

Lift capacity: 227kg

Machine weight: 10215kg

Model: 2014



## Our Commitments:



**Safety:** Manlift offers well maintained used machines to ensure safety while working at height.



**After Sale Support:** We offer excellent after sale support to assist our customers.



**Custom Solutions:** Manlift offers custom solutions to get the job done at height safely and efficiently.



**OEM Spare Parts:** Shortest lead time for a wide range of more than 10,000 OEM spare parts.



**AMC:** We provide Annual Maintenance Contracts to ensure maximum machine uptime.

### Contact us:

[sales@manliftgroup.com](mailto:sales@manliftgroup.com) | [www.manliftgroup.com](http://www.manliftgroup.com)





# ALWAYS PROVIDE **IPAF** **INSTRUCTOR** TRAINED AND COMPETENT OPERATORS!



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