







Understanding new

Mindsets and Regulations

Worldwide, and in Europe in particular, the environment is at the centre of national, regional and urban political debate.

The result: Mindsets in terms of energy are evolving. Regulations regarding CO_2 emissions and noise are becoming much stricter. With this comes a change of outlook for car owners, as well as for transport companies and building contractors. In the short term, there are many cities where access for diesel vehicles will be simply be forbidden!

Responding to

Constraints and Obligations

To ensure their business success in the long-term, contractors are under pressure to adapt to these new constraints.

The same applies to rental companies who will need to offer their customers equipment that complies with this new legislation to maintain their business activity.





Combining

Solutions and Opportunities

Constantly aiming to support its rental and end-user customers' success, research carried out by Genie experts has led to the development of an expanding range of clean and quiet aerial access product solutions.

The objective: Enable customers to respond to new demands to open the door to new business opportunities, notably for the large development projects that are scheduled to take place in Europe within the next 10 years. With Genie® hybrid, bi-energy or new generation 100% electric mobile elevated work platforms, tomorrow is already today with a wide choice of green solutions designed to help contractors and rental companies rise to current and future challenges.

Changing

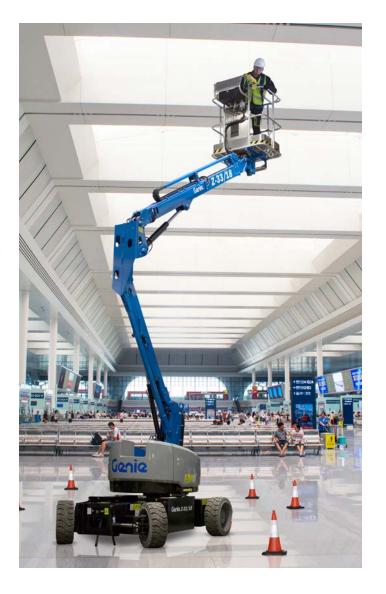
Fleet Management Strategy

Focusing on this new reality, more and more rental companies are changing the way they manage their fleets by investing in an increasing number of clean solutions to support their aerial offering. Some have even created a dedicated "green" product category that they expect will offer high business potential rapidly.

With our hybrid Genie® Z®-60 FE and electric Genie Z-33/18 boom lifts or Genie GS™-3369 scissor lift, all of which are ecofriendly, we are creating a new 'green' product group that we intend to market separately. Over the coming five years, we are expecting this new category to grow rapidly to represent a much larger proportion of our fleet."



Managing Director, WEMO-tec Gmbh., Eichenzell, Germany.



YOU TOLD US WHAT YOU THINK!*

Our customers declare the need for "green" MEWPs :

52% for reduced noise and emissions

52% for the advantages of their "2-In-1" indoor and outdoor operation

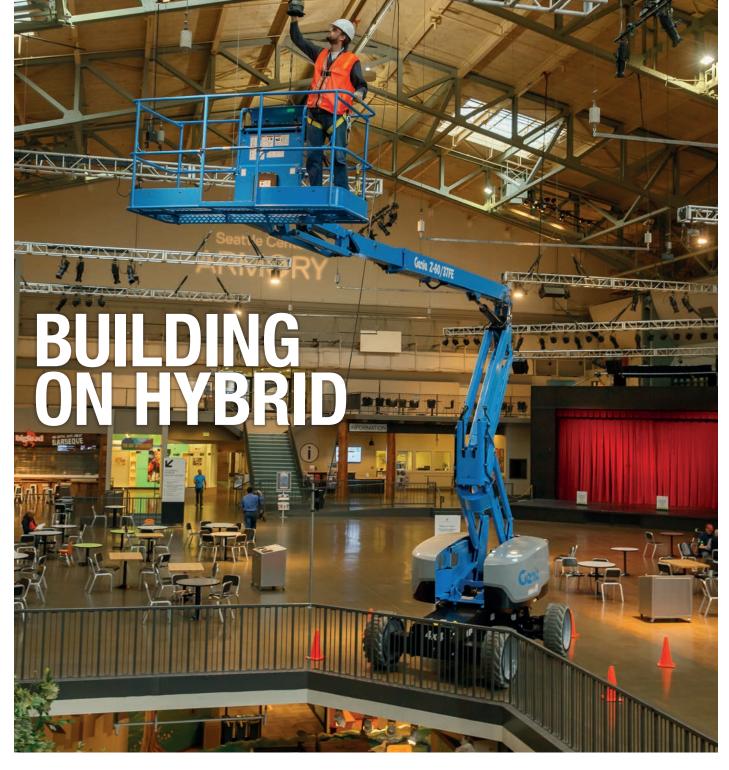
50% for a "green" company image

48% for the benefits they offer when working overnight and in urban areas

46% for hybrids with the ability to work on sites where electricity is not available

46% for the reduction of greenhouse gas emissions

^{*}Source: Genie customer survey 2017. Highest six scores out of several possible answers.



Eliminating Wasted Energy

Genie hybrid (FE) technology is a revolutionary new approach adapted to the latest emissions and noise legislation, as well as customers' demand for efficient, high-performance access solutions that meet today's environmental regulations.

By no longer allowing operators the choice of leaving the generator running continuously, which deteriorates the batteries, today it is the machine itself that decides when the generator is needed. With this innovative hybrid power technology, battery autonomy is extended at the same time as reducing wasted energy. As a result, operators are able to work in electric mode for more than two, full-day shifts without the need for a plug-in charge. In hybrid mode, this system ensures more than a week's run time on a single tank of diesel.

Neither purely electric nor fully diesel, Genie hybrid FE technology marks the introduction of a new family of 100% hybrid-powered boom lifts. Putting an end to batteries that run low, it offers a "2-ln-1" solution that is both environment-friendly and highly versatile to adapt to an extremely wide range of applications.





As applies to any electric-powered machine, the battery needs to be recharged, but much less often than with conventional electric machines. The reason for this is that, when the machine is operated in hybrid mode, the diesel engine automatically takes over from the battery when the level of charge declines, driving the hydraulic pump directly and recharging the batteries.

Always ready and charged, the Genie Z-60 FE boom is 100% on the job while offering our customers an unlimited field of applications."

Philippe Amboise,

Owner, AP Ingénierie, Villefranche-sur-Saône, France

ARTICULATED BOOM LIFTS GENIE® Z®-45 FE AND GENIE® Z®-60 FE

The benefits of a true 4x4 Hybrid

Thanks to their four independent AC drive motors, hybrid Genie® $Z^{\text{@}}$ -60 FE and Z-45 FE boom lifts are the first and only machines of their kind to combine the powerful 4WD all terrain abilities of diesel-powered solutions with the emissions-free benefits of electric powered machines.

While providing more traction than a traditional 4WD diesel machine, thanks to their two interchangeable modes of operation, these boom lifts only use the fuel and electric energy they need, which increases their cost-efficiency. Equipped with a new "Intelligent" AC charger that monitors the battery state of charge to provide exactly the right amount of power needed, the hybrid system utilized by these models also analyses the battery charge cycle, prolonging battery life.

Increasing productivity, the battery regenerates the energy produced when braking or descending inclines to maintain its level of charge, which maximises the time the machine spends working in full electric mode. Even the hydraulic system is specially designed and adapted to increase efficiency! Last but not least, the hybrid system continuously maintains the battery level of charge while the machine is in operation to offer an economy of up to 65 litres of diesel per week.

The machines' ability to manage and regenerate electric power makes them a true 100% hybrid solution that combines exceptional performance and battery autonomy with the same drive capabilities as conventional all terrain, diesel-powered work platforms.

Versatility

Indoors, Outdoors and in Urban Areas

In response to current environmental demands, with their ability to work non-stop indoors and out, hybrid Genie FE boom lifts set the pace as choice solutions for applications from 16 m (52 ft) up to 20 m (66 ft) working height. Weighing no more than 8 t (17,100 lb), their reduced floor load is also a big advantage compared to other machines in this size category.

For work in city and town centres, these machines are capable of performing a multitude of tasks without CO_2 emissions or noise, making them an ideal solution for work at night. Indoors they are particularly well suited for work on upstair floors such as in departmental stores for example. For applications outside city centres they provide the ability to work non-stop indoors and out on jobsites where electric power is not available. And since there always comes the time when electric or bi-energy machines need recharging, Genie hybrid technology is by definition a must-have.

As part of their «go-anywhere» capabilities, these robust four-wheel drive machines travel faster than typical diesel-powered units. Operators will also appreciate their full-time active oscillating front axle system that increases wheel contact on rough terrain, as well as their fully protected AC motors that offer the ability to work under water up to 1 m (3 ft 3 in).





Cost-efficient Training and Maintenance

Using a control system that is very similar to all Genie® booms, hybrid Genie boom lifts are easy and intuitive to operate, which reduces the amount of time dedicated to training. The simplicity of their design also minimises maintenance time and costs.

With ease of service in mind, the Genie CAN-based on-board diagnostics and troubleshooting system is there to help technicians solve eventual issues rapidly to reduce service time. To make the process even simpler, Genie has also equipped these machines with a fault code reader that pinpoints technical issues via a text message that indicates how to fix them. Finally, these models are intelligent, guiding service technicians to make their job faster and easier to optimise uptime as well as machine lifetime.

Standard Features Genie® Z®-45 FE

Working height: 15.92 m (51 ft 8 in) Horizontal reach: 6.94 m (22 ft 9 in) Up and over clearance: 7.50 m (24 ft 7 in)

Jib: 135° (+70°/-65°)
Platform rotation: 160°
Lift Capacity: 300 kg (660 lb)
Weight: 6,577 kg (14,500 lb)

Floor loading (tires pressure): 8.07 kg/cm² / 791 kPa

Standard Features Genie® Z®-60 FE

Working height: 20.16 m (65 ft 7 in) Horizontal reach: 11.15 m (36 ft 7 in) Up and over clearance: 7.39 m (24 ft 3 in)

Jib: 135° (+70°/-65°) Platform rotation: 160° Lift Capacity: 227 kg (500 lb) Weight: 7,756 kg (17100 lb)

Floor Load (pressure/surface): 9.14 kg/cm² / 896 kPa

GENIE® Z®-60/37 FE AWARDED RENTAL PRODUCT OF THE YEAR 2017 BY ERA

Focusing on sustainability, this is a true four-by-four hybrid machine designed for indoor and outdoor use and with low fuel consumption."

The judges,

European Rental Association (ERA)

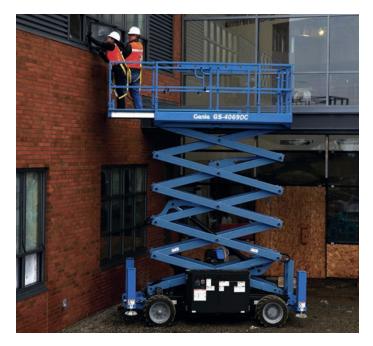




A revolutionnary New Electric Power Concept

Featuring a powerful AC drive system, Genie® 100% electric articulating boom lifts and scissor lifts are quiet, clean and economical to own and operate. Particularly well suited to environment-sensitive jobsites, they allow end-users to adapt to today's noise and emissions regulations, but this is not all! They are true "2-In-1" indoor and outdoor workhorses capable of operating for a full work shift without stopping to recharge.

Better still, in addition to being ideally suited for urban applications during the day or at night, thanks to their reduced floor load, that is lower than their electric-powered predecessors, these units are also the answer to tasks on fragile or sensitive surfaces and flooring.



The alternative Power-Efficient Solution

Designed to eliminate waste of energy, electric-powered Genie boom lifts only utilise the power they really need. Their hydraulic pressure and pump outputs have also been specially adapted to minimise energy consumption.

Combining the benefits of optimised pressure and pump outputs, maximised charge cycle speed, powerful new generation AC drive systems, excellent gradeability and low weight, Genie electric-powered booms and scissor lifts offer the benefits of prolonged battery life, saving battery power to perform longer shifts. And when time is up, a single overnight charge avoids repeated incomplete charge cycles that could damage batteries, reducing their autonomy.

This new generation of 100% electric Genie technology is simpler and more economical than ever before, both in terms of machine operation as well as maintenance. The battery powers the AC drive motors that regenerate energy produced during braking or descending inclines, while a motor pump powers the machine's lifting movements. Fully recharged through the AC power cord, the battery offers the ability to perform a full emissions-free, lownoise work day shift, which is ideal for urban jobsites.



Versatility Indoors, Outdoors and in Urban Areas

With their 100% electric, zero-emissions concept that is far superior to earlier designs, Genie® Z®-33/18, Z-40/23, Z-45 DC and Z-60 DC articulating boom lifts, as well as Genie GS™ scissor lifts, are the perfect match for multiple applications that demand complying with the latest environmental regulations.

Thanks to their reliable performance adapted to indoor, outdoor and urban construction sites, they are an ideal solution when clean, quiet operation really counts. As such, they offer rental companies a new fleet profit centre and end-users the versatility and productivity they need at the same time as improving the quality of the jobsite environment.



At a time when views on emissions and noise levels are evolving rapidly and jobsite standards are getting stricter, versatility, productivity and reduced operating costs are also key factors. As far as we are concerned, our new Genie Z-60 booms and electric Genie Z-33/18 booms tick all the right boxes."

Philippe Merdrignac,

Managing Director MLD, Le Mans, France

ARTICULATED BOOM LIFTS 100% ELECTRIC

Stepping ahead Being Competitive

Whether the job is indoor or outdoor and demands driving through standard doorways, working close up on verticals, around obstacles or reaching high areas in confined spaces, the new generation of 100% electric-powered Genie® articulating booms lifts offers operators new possibilities.

Virtually anything is accessible to Genie® Z®-33/18, Z-40/23, Z-45 DC and Z-60 DC articulating booms lifts thanks to their tight turning radius, low weight and powerful AC drive motors.

Key Applications

- Work in warehouses, airports, shopping malls and leisure centres:
 - Routine indoor/outdoor industrial maintenance
 - Window cleaning
 - Lighting installation and replacement
 - Overhead electrical work, plumbing and air conditioning
 - Installation and maintenance of signage, sprinklers and security systems
 - Indoor and outdoor painting





GENIE® Z®-33/18

Designed and manufactured in Europe to respond to the needs of the European market, the Genie Z-33/18 articulating boom lift is becoming an increasingly popular environment-friendly alternative to other machines in its category worldwide. Opening the door to a new rental customer profile, this model offers rental businesses new opportunities in a high-potential market sector.

Described by rental owners as the "access equivalent of the Swiss pocket knife", the Genie Z-33/18 boom lift is a simple, productive and accessibly-priced "2-In-1" solution that offers excellent rental returns of invested capital (rROIC).

Versatile, simple, lightweight and robust, this model is powered by an efficient AC drive system providing the ability to perform a full day's work — both indoors and out — on a single battery charge. Thanks to its light machine weight and low total occupied floor pressure, the Genie Z-33/18 articulating boom is an ideal solution for applications on fragile indoor surfaces where reduced floor load is paramount, as well as outside duties — even on wet grass or freshly stabilized ground.

Standard Features Genie® Z®-33/18

Working height: 12 m (45 ft)
Horizontal reach: 5.57 m (37 ft)
Up and over clearance: 4.28 m (24 ft)
Weight: 3640 kg (8,080 lb)
Platform rotation: 160°
Ground clearance 15 cm (5.2 in)

Low tailswing: 0.58 m (1 ft 9 in)

Ground pressure/surface: 4.93 kg/cm² / 483 kPa





GENIE® Z®-40/23 N (RJ)

The Genie Z-40/23 N boom lift marked the introduction of the first industrial Genie unit to use an electric drive system. Since, this model has been equipped with the new-generation, fully sealed, electric AC drive motors that are common to all the latest 100% electric Genie machines.

Thanks to its extremely low tailswing, compact dimensions and tight turning radius, the articulating Genie Z-40/23 N boom is perfect for tasks in areas where space is limited. Focusing on environment-friendly operation, both in terms of exhaust emissions and noise levels, this model is particularly well-suited to indoor access applications.

When space is limited, this model's optional rotating jib that offers a horizontal outreach of 1.22 m (4 ft) is a real benefit for work that demands high-precision positioning, without needing to move the machine.

And this is not all! In addition to being environment-friendly, this machine's battery autonomy provides the ability to perform multiple outdoor jobs over a full workday shift while optimising power efficiency to prolong battery life. Its DC-DC converter equalizes the balance of power drawn from its battery packs.

Standard Features Genie® Z®-40/23 N

Working height: 14.32 m (46 ft)
Horizontal reach: 6.91 m (37 ft)
Up and over clearance: 6.48 m (24 ft)
Weight: 6,908 kg (15,230 lb)
Platform rotation: 180°
Ground clearance 24 cm (9.5 in)
Low tailswing: 0.13 m (5 in)

Ground pressure/surface: 14 kg/cm²/ 1,379 kPa

GENIE® Z®-45 DC & Z-60 DC

Clean, quiet and versatile, 100% electric Genie Z-45 DC and Z-60 DC boom lifts combine the ability to perform a zero-emission, full workday shift on a single battery charge with the benefits of the 4WD performance of a diesel machine, making these models adapted to a wide range of indoor and outdoor applications. A full 14-hour plug-in charge is all these units need to be ready the next morning for another full day of intensive work.

And when it comes to saving time, in addition to their full height drive abilities, these models also feature the Genie Fast Mast $^{\text{TM}}$ system that enables operators to move the boom from full height to below grade and back to shorten ground-to-top lifting time.

Thanks to their dual parallelogram linkage design, these machines also offer operators the advantage of simply raising or lowering the secondary boom to track walls vertically without re-positioning the machine.

Standard Features Genie® Z®-45 DC & Z-60 DC

Working height: from 15.92 m (51 ft 8 in) to 20.16 m (65 ft 7 in) Horizontal reach: from 6.94 m (22 ft 9 in) to 11.15 (36 ft 7 in) Up and over clearance: from 7.39 m (24 ft 3 in) to 7.50 m (24 ft 7 in) Weight: up to 7,530 kg

Lift Capacity: from 227 kg (500 lb) to 300 kg (660 lb)

Ground clearance: 33 cm (1ft 1 in)

Low tailswing: from 0.40 m (1 ft 3 in) to 0.58 m (1 ft 11 in) Floor loading (tires pressure): From 8.07 kg/cm² to 9.14 kg/cm²

100% ELECTRIC SCISSOR LIFTS

Multi-tasking on Multiple Applications

With their 100% electric performance, Genie® GS™-69 DC, GS-4655 and Genie GS-1330m scissor lifts are as efficient and environment-friendly as they are cost-efficient to operate.

Thanks to their new-generation electric technology, these scissor lift models use less energy and offer an extended battery life, making them more ecological than traditional designs. Their hydraulics have also been reduced to a minimum and are equipped with e-drive systems for cleaner operation without oil leakage.

Key Applications

- Work in warehouses, airports, shopping malls and leisure centres:
 - Routine indoor/outdoor industrial maintenance
 - Window cleaning
 - Lighting installation and replacement
 - Overhead electrical work, plumbing and air conditioning
 - Installation and maintenance of signage, sprinklers and security systems
 - Indoor and outdoor painting

Optimum Green Performance

Specifically tailored for work on construction sites or any industries requiring particular machine treatment, this **lithium battery option** is suitable for cold weather performance and charging, maintaining the runtime per charge that operators rely on to get the job done.



Saving time and costs, this extended battery lifecycle also reduces waste while offering enhanced emissions-free performance. Charging time to its maximum capacity is also reduced by 33%.

On the jobsite, operators will find that our scissors equipped with our lithium battery packs are better suited to tougher applications where increased performance zero-emissions and low noise operation are paramount.



GENIE® GS™-1330m

With the need to replace ladders by safe, productive and environment-friendly alternatives, low-level access is an activity sector that is growing in general, as well as in industrial and institutional jobsite applications. Furthermore, rising demand for productive solutions adapted to the constraints of low floor load and zero emissions due to the presence of people implies the need for equipment that is sufficiently lightweight and respectful of the environment.

Responding to the needs of customers working in today's increasingly "green" aerial access market, the Genie® GS-1330m scissor lift combines an efficient 100% electric DC drive system with the benefits of quiet, emissions-free operation and industry-leading runtime in a micro-sized package for productive all day long performance.

Drive-enabled at full height as well as in stowed position, this new Genie low-level access solution also features a gradeability of 25% with reduced machine dimensions for exceptional jobsite accessibility and transportability.

Standard Features Genie® GS™-1330m

Working height: 5.9 m (18 ft 10 in) Platform extension: 0.46 m (1.5 ft)

Gradeability: 25%

Lift capacity: 227 kg (500 lb)
Platform length: 1.41 m (4 ft 6 in)
Platform width: 0.78 m (2 ft 5 in)

Up to 2 operators in the platform (indoor)

Weight: 885 kg (1,950 lb)

Genie Smart Link™ on-board diagnostics





GENIE® GS™-4655

This robust, eco-friendly electric scissor lift is engineered for high indoor and outdoor access in restricted spaces. Combining maximized productivity with increased battery runtime and reduced service costs, it features maximum platform height in a compact, lightweight package. Equipped with the latest generation of fully sealed AC electric drive motors for excellent 'green' efficiency, uniquely well suited to work in tight spaces, even in harsh outdoor jobsite conditions.

Further increasing efficiency, this model's regenerative braking system also offers the benefit of industry-leading battery runtime per charge. And replacing traditional hydraulic drive motors, with its new generation AC system this model relies on less hydraulic service points, reducing service time and costs.

Its key fields of application range from narrow aisle warehouses, electrical installation and facilities maintenance tasks, as well as demanding tilt-up and heavy-duty construction jobsites.

GENIE® GS™-69 DC SERIES

With the GS-69 DC scissor lift family, zero-emissions, all terrain vertical access attains a level never reached before.

Thanks to their DC batteries and three-phase AC drive system, these models are ideal for tasks where quiet, $\rm CO_2$ -free operation is paramount.

Thanks to this system that recuperates energy during braking and descending inclines, these models combine the benefits of optimised performance and increased battery life with a gradeability of 35%.

With their independent drive motors that ensure constant contact with the ground, terrainability is also enhanced, making them well suited to a broad field of heavy-lifting indoor and outdoor access tasks that demand several workers on the platform.

Standard Features Genie® GS™-4655

Working height in/out: 16 m (52 ft) / 10.70 m (34 ft 6 in)

Platform extension: 1.22 m (4 ft)

Gradeability: 25%

Lift capacity: 350 kg (770 lb)

Platform length: 3.14 m (10 ft 3 in)

Platform width: 1.40 m (4 ft 7 in)

Up to 3 operators in the platform (indoor/outdoor)

Weight: 3,700 kg (8,160 lb)

Ground Pressure (tyres): 1535 kPi / 223 psi Genie Smart Link™ on-board diagnostics

Standard Features Genie® GS™-69 DC series

Working height: 9.7 (31 ft 9 in) to 14.12 m (46 ft 3 in)

Platform extension: 1.52 m (5 ft)

Gradeability: 35%

Lift capacity: 680 (1,500)/454 (1,000)/363 kg (800 lb) Platform dimensions (WxL): 1.6 m (5 ft 3 in) x 3.12 m

(10 ft 3 in) to 4.50 m (14 ft 9 in)

Up to 4 operators in the platform

Active oscillating front axles/ full time, positive traction

(2WD) - Non-marking all terrain tyres

Genie Smart Link™ on-board diagnostics system



Urban policies

At the Heart of City Centres

From Athens, Berlin and London to Madrid, Paris and Rome, capital cities and large provincial towns are going greener Europe-wide. Whether it's a question of using number plates to regulate traffic on alternate days, creating large pedestrian areas or restricting and banning high polluting vehicles, urban policies in general are seeking to find ways of improving the quality of the environment. Some municipalities are taking the issue further by imposing local emissions and noise regulations that are even stricter than those generally applied in their country.

Within this context, the winners of public works tenders will be equipped with hybrid, bi-energy or electric machines... starting with Genie® mobile elevated work platforms.

Responding to Multiple Opportunities

Combining power, autonomy, reliability and productivity with technologies that respect the environment, clean Genie boom lifts are the first step to gaining business in urban areas. For example, one of the key conferences of the "2017 Mayors and Municipalities Annual Meeting" held in Paris with the participation of Genie, focused on "Energy and Municipalities: How to Reduce the Energy Footprint in Towns and Cities."



Typical Urban Applications

- Building restoration and painting
- Park maintenance and tree-cutting
- Seasonal decorations
- Window cleaning of public facilities
- Installation of lighting and air conditioning
- Night time applications/pedestrian precincts
- Overhead work on tunnels
- Overhead electric tasks
- Access on sports stadiums
- Steel and wood erection





Providing Solutions to Win

Providing the ability to work indoors and out, day and night, even on sites where electricity is not available, with their 4WD performance, Genie® hybrid FE and 100% electric-powered DC boom lifts and scissor lifts are the best on the market for big construction projects where the respect of the environment will undoubtedly be a decisive factor.

Paris underground systems, the high-speed France-Italy rail connection, the river Seine/Northern Europe Canal development and the Stockholm Bypass Project are but some of the large projects that will mark the European construction sector, and consequently the demand for access equipment, this coming decade. To benefit from this dynamic jump forward, now is the time for rental companies to anticipate future market growth with the acquisition of environment-friendly Genie machines that will tick all the right boxes in the most demanding calls for tender.

> NOW IS THE TIME TO PREPARE FOR THE **PROJECTS** THAT WILL DEMAND RESPECTING THE **ENVIRONMENT**



Which Genie® technology for which job?

	HYBRID FE	BI-ENERGY	100% ELECTRIC	DIESEL
Can be operated indoors and out during the day. Ideal for night-time applications as well as in town and city centres.	1	1	1	
Can be operated even on sites where electric power is not available.	1	1		Need Generator Option
AC drive motors that deliver rough terrain capabilities while improving the quality of the working environment.	1		1	
Intelligent AC charger monitors and analyses battery state of charge, providing electric current only when needed. Less wasted energy.	1		1	
Recycles energy produced when breaking or descending slopes to recharge the battery.				
The diesel generator kicks in as soon as the battery reaches it minimum level of charge and stops automatically when charged. Less wasted energy.	On Hybrid mode			
Available power to platform for plug-in tools.	Need Plug Option	1	Need Plug Option	Need Generator Option
Excellent full workday shift autonomy without the need for a top-up charge or fuel.	1		1	
No flat batteries				
Key focus: significantly reduced carbon footprint and energy consumption.	/	/	1	
Key focus: Increased autonomy compared to electric machines.	1	1	1	
Key focus: Indoor and outdoor tasks on uneven terrain.	1		1	1



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