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LINDIG RECEIVES FIRST NEW GENIE® S®-85 XC™ BOOM IN GERMANY

Genie® Xtra Capacity™ booms take rental yard to the next level

Delmenhorst, Germany (20th June 2018) – Taking pride in offering today's latest access solutions, Eisenach-based, LINDIG Fördertechnik GmbH was the first rental company in Germany to add the new Genie® Z®-60/37 FE hybrid articulating boom to its fleet two years ago. With evolving market needs in mind, the company next proceeded to renew its offering with the successive acquisition of ten Genie Xtra Capacity™ (XC) Z-45 XC™ articulating boom lifts. Today, the renewal process continues with the delivery of the first 27.91 m Genie S®-85 XC telescopic boom lift in Germany this May, followed by the reception of a 43.15 m Genie SX™-135 XC telescopic boom lift this June.

Offering an unrestricted lift capacity of 300 kg for two people and a restricted 454 kg capacity for three people while still leaving room for tools and materials, Genie Xtra Capacity boom lifts open the door to new application opportunities and provide the ability to do more with a single machine.

Christina Eckenfelder, Aerial Work Platform Manager, LINDIG, explains the company's approach: "We attach great importance to offering our customers a modern, state-of-the-art fleet and are particularly confident in the reliability and capabilities of Genie articulating and telescopic boom lifts. The overall economical situation in Germany is excellent and rental demand in our region is strong. However, these days 227 kg lift capacity is simply not enough for many applications, which is why we decided to update our fleet with the latest generation of Genie XC boom lifts. We have found that customer demand for higher load capacity is increasing, especially for 300 kg across the full working envelope. Offering a working height of 27.9 m, thanks to its increased lift capacity, our new Genie S-85 XC boom lift was rented out as soon as it was delivered, and we're expecting rates of utilization to be high."

LINDIG has been looking forward to the upcoming delivery of its new Genie SX-135 XC boom lift. In addition to its XC lift capacity, this model notably offers 3 m more outreach than any other comparable telescopic boom. It features the telescoping Genie Jib Extend™ boom. Providing additional reach and articulating benefits, enhanced by 125° of jib rotation, the Genie Jib Extend boom telescopes out from 5.48 m to more than 9 m to offer the precision needed to get to places that cannot be reached with

other telescopic boom jib designs. Jobsite manoeuvrability and transport are also made easier thanks to the reduced dimensions of this model's Mini Genie XChassis™ axle system.

“When it comes to such a large boom, we always involve our team in the purchase decision, and thoroughly analyse it.,” says Eckenfelder. “After the performance demonstration of the equivalent demo machine, our team was rapidly convinced and we have every confidence that our new Genie SX-135 XC booms lift will offer us a wider field of new rental opportunities, particularly in the construction and maintenance sectors, as well as for the installation and service of illuminated signage and advertising,” notes Eckenfelder

Focusing on the renewal of the company's fleet, as Eckenfelder explains: “The replacement of the popular 16 m Genie Z-45/25 RT by its successor, the Genie Z-45 XC that offers 300 kg unrestricted and 454 kg restricted lift capacity, has been very conclusive. It's a process that will take a few years, but eventually all our machines will be Genie XC models. With its 16 m working height, the Genie Z-45/25 RT boom lift remains a great standard machine, which is a must-have in any rental yard that provides excellent rental returns on invested capital. Thanks to their oscillating axle system, positive drive traction and tight turning radius, both these models are extremely versatile, terrainable and manoeuvrable.”

For LINDIG other advantages come with owning Genie machines that play a key role in the company's fleet management strategy.

According to Eckenfelder: “Genie work platforms are extremely reliable and durable and their residual value is high. Financially speaking this is a big advantage when it comes to reinvesting to renew a fleet with the latest generation machines. Furthermore, on the technical side, the engineering of different Genie product families is very similar, so by replacing our earlier models with their new Genie XC counterparts, our technicians do not need to acquire new skills as they are already familiar with the machines' designs and maintenance protocols. And since Genie boom lifts share common components, our spare parts stock is much simpler to handle.”

She concludes: “But above all, the primary reason for choosing Genie as our unique supplier is for our customers. When they need an articulating or telescopic boom lift, with LINDIG they know that in most cases they will be renting a Genie. This means that they are ready to set to work confidently and rapidly, which is a real advantage for end-users. I am fully convinced that the Genie XC concept is a wise choice that will contribute to taking our business to the next level.”

Photo captions:



Markus Happ, Strategic Accounts Manager Terex AWP, hands over the first Genie® S@-85 XC™ to Christina Eckenfelder, Aerial Work Platform Manager, Lindig in Germany.



The official hand-over of the Genie SX-135 XC on 20th June 2018.

About Genie S-85 XC, SX-135 XC and Z-45 XC boom lifts

Offering maximum working heights of 27.91 m (**S-85 XC**), 43,15 m (**SX-135 XC**) and 15.86 m (**Z-45 XC**) like all models of the Genie XC boom lift family both these units offer a load capacity from 300 kg unrestricted and 454 kg restricted, which is 32 percent more than the industry standard. To make it easy to get people, tools and jobsite materials in and out of the basket, they also share the either a 6 ft (1.83 m) dual entry (standard on Z-45 XC articulating boom and optional for all other Genie XC S-booms) or an 8 ft (2.44 m) tri-entry platform standard on all other Genie XC S- and SX-boom lifts.

For **SX XC** and **S XC** telescopic boom lifts, key features include:

- New Automatic Envelope Control Technology providing the ability of retracting the boom automatically when it reaches its operating envelope. Allowing for simple platform positioning and an enhanced operator experience, the system's low maintenance load-sensor cell continuously checks the weight in the platform in real-time to limit the operating envelope to match the load chart.
- Zero-Load Calibration increases productivity and reliability by means of the load sensor cell that continuously weighs the load in the platform. As a result, calibration in the field no longer requires burdensome test weights. Full-factory calibration only needs to be performed during annual inspections. Operators will find the control layouts to be consistent and intuitive, making machine operation straightforward and easy. Designed to meet the overload restriction guidelines in the current European EN280 standard, this new system monitors the weight in the platform and disables drive, steer and certain boom functions if the load exceeds the platform load limit.
- For **Genie SX XC** models, a new mini Genie XChassis™ axle design combines excellent stability, a compact 3.94 m (12 ft 11 in) x 4.11 m (13 ft 6 in) footprint, with axles that extend and retract to and from the stowed position 2.49 m (8 ft 2 in) retracted or 3.94 m (12 ft 11 in) extended and a narrow profile for transport on a standard low-bed trailer.
- For **Genie S-XC** models productivity features that enhance customers' ability to get work done quickly, include:
 - Ramped boom control system providing smooth boom functions and control
 - Virtual pivot primary boom that aligns the machine's centre of gravity for machine weight
 - efficiency
 - 4WD and positive traction drive that maintains equal power to all drive wheels

- Fixed-width axles for faster setup
- Active oscillating axle for enhanced traction on rough terrain
- 360° continuous turntable rotation for quick positioning

The **Genie Z-45 XC model** offers a maximum working height of 15.86 m, a maximum horizontal reach of 7.55 m and a maximum up-an-over clearance of 7.44 m.

Key features of this articulating model include:

- A simple calibration process to improve productivity by providing the ability to set up the primary boom, secondary boom and jib bell crank faster.
- Larger reinforced rotator support, a wider jib and re-designed cylinders to adapt to its increased lift capacity.
- A new improved load sense system to increase performance, decrease calibration time and improve overall productivity. Drive-enabled at full height under maximum load, these models also features the brand's unique full-time, positive drive traction and active oscillating axle system.

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About LINDIG Fördertechnik GmbH

Founded 1899 by Albert Lindig as a steel smith business LINDIG Fördertechnik GmbH is one of the eldest companies in the region. LINDIG is the competent dealer for forklifts and warehouse equipment from Linde, as well as rental partner of aerial work platforms in the SystemLift network. The extensive rental fleet includes around 50% Genie boom and scissor lifts. The integral view of the customer's needs enables the 300 employees to develop tailor-made solutions for specific customer requirements. At six locations, the employees work according to the motto "If you have a problem, LINDIG can solve it." More information about LINDIG Fördertechnik GmbH can be found at www.lindig.com/

About Terex

Terex Corporation is a global manufacturer of lifting and material processing products and services delivering lifecycle solutions that maximize customer return on investment. Major Terex brands include Terex, Genie, Powerscreen and Demag. Terex solutions serve a broad range of industries, including construction, infrastructure, manufacturing, shipping, transportation, refining, energy, utilities, quarrying and mining. Terex offers financial products and services to assist in the acquisition of Terex equipment through Terex Financial Services. More information about Terex is available on its website: www.Terex.com, and on its LinkedIn page — www.linkedin.com/company/terex and Facebook page — www.facebook.com/TerexCorporation