Choosing the Right Cherry Picker: A Technical Buying Guide

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In 1944, a young boy named Jay Eitel, picking cherries during his summer holiday, became exasperated at the time-consuming and exhausting practice of climbing up and down the ladder he was using to reposition it countless times during the day. Working on a solution in the evenings and during weekends, he set about creating the world’s very first “cherry picker” and laid the foundation for today’s multi-billion dollar mobile elevating work platform (MEWP) industry.

Twenty years later, in 1969, John L. Grove, founder of JLG Industries, Inc. stepped up the game by inventing the first self-propelled cherry picker.

Today, although still commonly referred to as cherry pickers, aerial or access work platforms (AWPs) or Mobile Elevating Work Platforms (MEWPs) encompass an astounding array of highly specialised equipment, with unique features that ensure you can find the ideal machine for any application.

While still also used to pick cherries, cherry pickers are now utilised to lift workers to height safely, efficiently and cost-effectively to perform a myriad of tasks, from inspections and routine maintenance to stock picking and construction jobs, across a range of industries, from mining, construction and aviation to facilities management and warehousing.

Driving the popularity of cherry pickers across industries and applications are the safety, efficiency and productivity benefits they deliver regardless of the specific use. As a result, cherry pickers are rapidly replacing traditional access systems such as ladders, scaffolding, bosun’s chairs and rope swings, which are time-consuming, expensive and often dangerous to use.

Within the generic category “cherry pickers”, there are an extensive range of specialised equipment categories, all designed for safe, efficient and cost-effective work at height applications, but each more appropriate for certain applications thanks to unique features and capabilities.

Below is a general overview of the equipment types often commonly referred to as cherry pickers.
General Types of Cherry Pickers

The range of cherry pickers includes boom lifts, compact crawlers (also known as spider lifts) and towable boom lifts; mast lifts, vertical personnel lifts and stock pickers; as well as scissor lifts. Within each of these categories of aerial or access work platforms, there is a range of models featuring different working heights and platform capacities, to ensure you can select the ideal cherry picker for your specific job requirements.

**Boom Lifts**

Available in engine-powered (diesel or petrol) models for rough terrain work, or electric-powered options for indoor applications or noise and air pollution sensitive work areas, **boom lifts** offer exceptional working heights of up to 47 m, extensive horizontal outreach of up to 24 m and platform capacities of up to 450 kg, allowing more workers, with more tools, to work at height safely and efficiently.

Choose from **telescopic (straight) booms**, ideal for reaching exceptional heights, or **articulating (jointed) booms**, ideal for reaching up and over machinery, equipment and other obstacles, and for reaching other elevated positions not easily approached by a straight (telescopic) boom lift.

**Compact Crawler boom lifts**, often referred to as spider lifts, range in working heights from 14 m to 23 m, and offer horizontal outreach extending to 11 m, to provide exceptional up-and-over reach in the most difficult-to-reach areas. Light weight for use in areas with low ground bearing pressures and compact to pass through narrow spaces, these cherry pickers feature a tracked wheel carriage that climbs steps, outriggers that automatically level on uneven surfaces and a choice of three power options to ensure suitability for indoor or rough terrain use.
**Towable booms**, requiring only a trailer hitch to be transported quickly and safely, allow you to take your cherry picker wherever you are working. JLG’s Tow-Pro™ Series also feature hydraulic auto-levelling outriggers for fast, safe and easy set up anywhere.

**Mast lifts, vertical personnel lifts and stock pickers** are vertical boom lifts that extend up and down along a straight, vertical mast boom. With lifting capacities up to 230 kg, working heights of up to 14 m, and a choice of models that also offers horizontal outreach, these cherry pickers allow workers to do more, faster and safely, with both hands free and plenty of space to work in. These cherry pickers also offer compact designs and outstanding maneuverability for close access to hard-to-reach areas. They are available in both electric self-propelled models, which can be safely driven at height, and extremely affordable push-around models.

**Scissor lifts** offer not only exceptional working heights of up to 26 m, but also impressive capacities up to 1 ton and large platforms, which allows more workers, more tools and more materials to be lifted to height safely, efficiently and cost-effectively. With exceptional rigidity and no sway for superior stability, scissor lifts are available with diesel-powered engines for tough applications and rough terrain use. Electric scissors lifts offer quiet, low emission operation in sensitive areas. Compact models offer easy access through narrow doorways and into confined workspaces. A range of exclusive application-specific accessory packages allows more work to be completed faster and safely over a range of applications.
Choosing the Right Cherry Picker – Why It Is So Crucial

Given the many different types of cherry pickers available, and the range of models and styles within each type, you can rest assured that you will be able to find the ideal machine for almost any application.

However, the sheer scope of choice demands that you take the time to carefully review your unique requirements and the job site parameters, to ensure you not only select the right type of cherry picker, but also the ideal model to suit your needs.

Selecting the right cherry picker involves far more than simply knowing how high you need to reach, because a whole range of issues will affect the working height the equipment can reach. In fact, there are a myriad of issues that need to be considered to ensure the correct selection.

Condensing a decade of experience and expertise in serving a wide range of industries across the African continent, the Eazi Sales & Service team has narrowed the very broad range of issues that need to be considered down to 25 crucial factors to help you consider some of the most important issues when selecting the ideal equipment for your requirements.

While this may sound time-consuming, the good news is that if you invest the time to consider carefully all your specific needs before you acquire a cherry picker, you can rest assured that you will make the right decision.

And the right decision is crucial, because selecting the right equipment will not only save a great deal of time and hassle on the job site, but will also ensure safety, productivity and cost-effective operation.

This Technical Buying Guide, brought to you courtesy of Eazi Sales & Service, will make it quick and easy for you to understand and consider comprehensively all the issues that need to be taken into account when selecting the right cherry picker. The Handy Checklist at the end of the document will enable you to run through each factor quickly for each purchase decision you make.

If time is of the essence, or you would prefer an expert opinion, simply contact us for a professional onsite inspection, or a comprehensive and professional telephonic or electronic needs analysis, which will allow you to harness our more than 10 years’ of experience and our impressive expertise across a range of industries throughout Africa.

Key Insight

Selecting the right cherry picker for your specific application will ensure safety, efficiency and cost-effective operation.
How to Choose the Right Type of Cherry Picker

There are many types of cherry pickers (work at height equipment) and each type is available in a range of different models that vary considerably, as each offers unique features and options that make them ideal for certain applications.

So how do you choose the right one for your specific requirements?

Suitability to Your Unique Job Requirements

The first step is to identify your unique job requirements, which will then allow you to determine the suitability of a specific type of cherry picker for the job at hand, as well as to select the right model within your chosen type of equipment.

Choosing the Right Brand

Once you have identified the right type of cherry picker most suitable for your unique requirements, you will need to make a choice between the many different brands of cherry pickers in the market.

This is as important as selecting the right type of equipment, because not all brands of cherry pickers are created equal. In fact, there are a myriad of considerations to take into account when selecting a brand or manufacturer to ensure you get all the safety, efficiency and cost benefits that quality machines can deliver.

Choosing the Right Supplier

Once you have identified the type of equipment best suited to your needs and the brand or manufacturer that will offer you the right quality and value, you need to select the right supplier of this specific brand of equipment.

This may well be the most important consideration of all, because a reliable and competent supplier will ensure that your choice of equipment and brand is the right one for your specific needs and will be the go-to party when you need assistance.
Suitability to Your Unique Job Requirements

The first step is to identify your unique job requirements, which will then allow you to determine the suitability of a specific type of cherry picker for the job at hand, as well as to select the right model within your chosen type of equipment.

In Practice
There is more to selecting the right type and model of cherry picker than simply knowing how high you need to reach! For example, while a cherry picker may be required to work at 18 m, a boom lift with a platform height of 18 m may not be the ideal solution, due to specific features of the job site, such as the need to reach over obstacles overhead. Furthermore, while an 18 m diesel boom may be the right solution in the construction industry, an electric mast lift may be more suited facilities management tasks in a shopping centre, while a diesel scissor lift may be more appropriate in a manufacturing plant or a mine. The specific requirements of each site are often very different.

There are eight crucial factors you need to consider in order to determine which type of cherry picker will be most suitable to your needs. In this section we will explain why these issues are so important and ask numerous questions to help you determine the answer.

- What Do You Need To Lift To Height? – Define Your Application
- What Platform Capacity Will You Require? - Determine Your Capacity Requirements
- What Height Do You Need to Reach? – Determine Your Working Height Requirements
- How Close Can You Position the Cherry Picker to the Work Site? – Determine Your Horizontal Outreach Requirements
- Are You Working Indoors Or On Rough Terrain? – Choose the Right Power Source
- What Factors Influence Work Area Access? – Calculate the Suitable Dimensions
- Is There Adequate Ground Support? – Determine the Maximum Weight
- What Terrain Exists on the Work Site? – Select the Right Capabilities
1. What Do You Need To Lift To Height?  
   – Define Your Application

Are you lifting only workers and tools to height? Mast lifts, vertical personnel lifts and stock pickers are designed specifically for lifting workers to moderate heights, safely and efficiently. If you need to lift workers to exceptional heights, a boom lift may be more suitable.

Are your lifting materials along with workers and tools? If you are lifting materials in addition to the workers and tools, you will need a larger platform, as well as more stability. In this case, a scissor lift may be more appropriate.

Handy Tip
If you are lifting bulk materials, moving materials around a site, or loading or offloading trucks, a telescopic material handler (telehandler), which offers capacities of up to 4 tons, a range of accessories for different jobs and exceptional reach, may be an option to consider. Contact Eazi Sales & Service for more information about its JLG range of telehandlers.

What tasks will the workers perform and what tools will be required to perform these tasks efficiently and safely? For example, will workers require electrical outlets and airlines on the platform to power their tools? Is there a need for lifting, welding, electrical and/or air-powered equipment to complete specific tasks?

Should workers require these accessories, consider equipment that is fitted with options such as built-in generators, power cables, air and water lines and lighting. Custom-made for these applications, or retro-fitted with these accessories, this equipment will eliminate the potential danger of entangled cords or hoses dangling from the platform, since the cables, hoses, wires and lines for these accessories run through the boom. Equipment already fitted with these accessories also eliminate the need for loading, securing and lifting ancillary equipment, improving safety, increasing efficiency and boosting productivity.

How often does the machine need to be moved or repositioned? How often will workers need to move or reposition the cherry picker while completing a job? If the cherry picker does not need to be moved often, a push-around mast lift may be suitable. However, if the cherry picker needs to be moved at regular intervals, you may need a self-propelled model that can be driven safely while the platform is positioned at height, by the worker in the platform.
2. What Platform Capacity Will You Require?  
- Determine Your Capacity Requirements

Once you have considered exactly what you will be lifting and what tasks will be performed, turn your attention to the size of the platform. The correct platform capacity is crucial to ensure efficiency.

Some of the questions you need to ask in this regard are:

→ How many people will need to be lifted at a time?

→ How much tools and equipment, such as tables, work benches, jib cranes, tool cribs, or boxes, will they need on the platform to perform the task?

→ How much material needs to be lifted?

This will determine the platform size and lifting capacity. Be sure to choose a platform that will provide ample working space for the number of people that need to be lifted and the tools they will need, in addition to accommodating the largest load of materials required.

Each cherry picker has a specifically designed carrying capacity or rated work load (RWL), which is specified by the manufacturer. This is a total load, including workers, tools and materials. In addition, each cherry picker has a specified capacity rating with the number of people allowed on the platform at a time. You cannot add more workers beyond the rated number of people, even if their combined weight is less than the RWL.

Choosing the right platform capacity will ensure the required number of workers can be lifted safely and will have ample work space to increase productivity. In addition, a large enough platform will ensure that the tools, equipment and materials required in addition to the allowable number personnel on the platform can be lifted safely inside the platform. Only properly secured tools and materials, which are evenly distributed and can be safely handled by workers from the platform, should be allowed.

Handy Tip
When considering the amount of material to be lifted, bear in mind that the total load should be evenly distributed on the platform floor. Putting the entire load on one side may create a stability hazard.

Some cherry pickers come with optional accessories, such as glaziers' packages and pipe racks that allow materials to be lifted outside the platform guardrails. Pipe holders secure the load without placing weight on the guardrails which could cause damage. These accessories could boost productivity significantly, by enhancing safety and allowing unobstructed access in the platform, even when large amounts of materials are also lifted.
3. What Height Do You Need to Reach?  
– Determine Your Working Height Requirements

How high do workers, tools or materials need to be lifted to ensure the work can be performed comfortably and safely?

Bear in mind that the required height can vary both with worker’s height and the task to be performed. Certain tasks may require lifting relatively heavy objects or making fine adjustments to the equipment. These situations may limit the worker’s overhead reach and require a cherry picker with a higher maximum elevation.

For lower heights, mast lifts, vertical personnel lifts and stock pickers may be suitable, while a scissor lift would be the machine of choice if materials are being lifted too. If you need to lift workers to exceptional heights, a boom lift may be more suitable.

Handy Tip

The height a cherry picker can reach is expressed in two different ways.

- **Platform height** refers to the vertical distance from the surface on which the cherry picker stands to the floor of the platform.

- **Working height** is the height a worker standing on the elevated platform can reach comfortably and is generally the platform height plus 1.8 m.

The height a cherry picker can reach could be specified using either measurement, but be specific which one you are referring to, or you might end up a couple of metres short of the height you require.
4. How Close Can You Position the Cherry Picker to the Work Site?
   – Determine Your Horizontal Outreach Requirements

The height a cherry picker needs to reach to fulfill your specific requirements is influenced by the proximity of the base of the cherry picker to the job site.

**Will you be able to position the cherry picker right beneath the work area?** If so, a scissor lift, a mast lift or vertical lift may be suitable. Some scissor lifts, mast lifts and vertical lifts also offer some horizontal outreach for work areas where only limited outreach is required. This limited horizontal outreach is often provided by platform extensions, which may be permanent, fold down (hinged), or powered horizontal extensions.

**If the machine cannot be positioned directly under the work area, how much horizontal reach will be required to ensure the workers can reach the work area comfortably and safely, while their feet remain firmly on the platform?** Carefully consider all locations where the cherry picker might be set up. **Are there obstacles on the ground prevent the cherry picker base from being set up near the worksite?** In this case you will require a cherry picker that also offers horizontal reach. As a result, you will need to determine the combination of height and horizontal reach you will need to access the work area. The first step is to determine where you can position the machine, then you need to calculate the combination of height and horizontal outreach you need to access the work area. These two factors will help you determine which type of machine you will need.

If you need to position the cherry picker further away from the work area due to obstacles on ground level, or if you need to reach up and over elevated obstacles to access a work area, a boom lift may be required.

Consider whether a telescopic or articulating boom lift will provide better overall access. A telescopic (straight) boom lift could be sufficient where a “straight shot” reach can be achieved. However, some elevated obstacles may require the use of an articulating (jointed) boom to provide safe access, for example, when the work is above a lower roof or balcony.

**Handy Tip**

The horizontal outreach of a specific machine is measured from the centre of rotation of the machine, not the side of the machine. In addition, some manufacturers may add half a metre to the outreach specified to account for the worker’s reach.
5. Are You Working Indoors Or On Rough Terrain?

– Choose the Right Power Source

Will you be using the cherry picker indoors or outdoors? Some models of cherry pickers are more suited to indoor applications, while others are specifically designed for rough terrain.

Generally, diesel or petrol engine-powered cherry pickers are more suited for rough terrain work, while electric-powered cherry pickers are more suitable for sensitive work areas, where noise or emissions are a concern. However, even in outdoor areas, restrictions on emissions and noise pollution are becoming more prevalent.

If you are working indoors, an electric-powered cherry picker may be more suitable. Firstly, electric powered cherry pickers are quiet, ideal for noise-sensitive environments, such as office buildings or shopping centres. Secondly, the potential for the build up of carbon monoxide indoors may eliminate the possibility of using a cherry picker with an internal combustion engine, whereas an electric-powered machine will produce no emissions. Also consider ventilation when working indoors, which is required for safe battery charging.

When working indoors, consider the issues of adequate ground support (discussed in detail below) as well as possible damage to floors. For indoor work, lighter weight cherry pickers with non-marking tyres may be more appropriate to avoid damage.

Also consider the lighting when working indoors, as auxiliary lighting options may be needed to provide adequate illumination for work. Working indoors also present additional challenges with regard to limited working space. Compact machines will be required for access through narrow doorways and travelling in lifts, while a tight turning radius will ensure manoeuvrability in small spaces. Also be aware of the potential crushing hazards presented by ceilings and other overhead obstacles. This may require smaller platforms or cherry pickers equipped with anti-crushing safety devices.

When working on rough terrain, diesel or petrol combustion engines may be required. A number of models are specifically designed for rough terrain, offering exceptional gradeability and terrainability. However, be certain to consider hazardous conditions such as an explosive or flammable atmosphere, flammable materials in the work area, refuelling procedures and the storage of fuels.

All of these factors will affect the most suitable power source, such as petrol, diesel or dual fuel engines, or electric powered featuring AC or DC power. A number of cherry pickers also feature both engine-powered and electric-powered engines, allowing you to use the power source most suited to the environment, whether you are working indoors or on rough terrain.
6. **What Factors Influence Work Area Access?**

   – **Calculate the Suitable Dimensions**

While there are many compact and lightweight models of cherry pickers, remember that larger cherry pickers are heavy equipment and consideration must be given to logistical issues in terms of access to the work area.

**How will the machine be transported to the work site?** Depending on the size of the machine, you may require a low-bed truck. If you select a towable boom lift, you will need no more than a trailer hitch for moving your cherry picker around.

**Once on site, how will the cherry picker be moved from the point of delivery to the point of use and around the work area?** Will workers be able to offload the equipment at ground or dock level? What equipment may be needed to position the cherry picker? For example, will you require special access to the work area such as a crane loading it to the work area?

**What are the maximum height, width and weight restrictions to ensure the cherry picker can move through entrances, doorways and confined spaces?** Low clearance areas will make the stowed height of the machine a factor in your decision-making. Tight areas to pass through will influence the overall machine width that can be accommodated. **Are there space restrictions or narrow turning areas?** There are a range of compact models that offer a tight turning radius and no tail swing.

**Also consider if there is adequate space on the site to manoeuvre the cherry picker safely?** If space is tight, consider one of the compact models designed specifically for confined work areas. If you are operating the machine in a congested or tight space, you need a machine with a tight turning radius or one with less tail swing.

Small scissor lifts, vertical lifts and mast lifts can often fit through standard doors and fit into elevators. There are also a range of compact boom lifts and scissor lift models, ideal for tight spaces.
7. Is There Adequate Ground Support?  

Determine the Maximum Weight

Adequate ground support is a crucial safety factor when using a cherry picker. Before selecting a cherry picker, you need to consider the surface the cherry picker will be operated on, the weight of the equipment, the maximum floor loading pressure of the equipment and the acceptable floor load.

Some areas such as parking structures, bridges and sidewalks may have load limits, which will require using a lighter-weight machine. Where floor load limits affect the positioning of the cherry picker, you may need to factor in horizontal reach to access the work area.

Can all areas on which the machine will travel and work on support the maximum floor loading or ground-bearing pressure of the specific cherry picker, including the load on the platform, as defined by the equipment manufacturer? Consider the ground surface in all the areas in which the cherry picker may be used, including the maximum ground-bearing capacity along the route the cherry picker will travel to and from the work site.

Consider specifically if there are underground utilities, vaults, trenches, drains, manholes or inspection covers on the work site that must be avoided. Excavations, basements or cellars may affect the stability of the cherry pickers. Also consider what other types of equipment will be working in the same area at the same time.

Also consider whether the weight of the cherry picker, plus the RWL, will impose any potential damage to the floor/ground surface? For example, for wood flooring or tiles and marble surfaces, you will want to select a light weight machine with non-marking tyres. In construction areas, light weight Compact Crawlers are often the solution of choice.

If the ground surface is not able to support substantial weight, you may also consider a cherry picker that requires outriggers to be deployed before the platform is raised, as these machines generally impose a lower loading on the supporting surface than cherry pickers that can be driven with the platform elevated. Tracked cherry pickers also offer reduced point loadings.

**HandyTip**

Never simply assume that the ground surface will support the load. Always check the manufacturer’s operator’s manual to identify the maximum ground pressure imposed by the specific cherry picker, as well as the point loadings. Bear in mind that these figures vary depending on the configuration of use - the weight of the cherry picker is displaced differently over the tyres and outriggers differently as the boom extends, as the platform elevates, and as the turret rotates.
8. What Terrain Exists on the Work Site?  
– Select the Right Capabilities

In addition to adequate ground support, suitability of the terrain for driving your cherry picker must be factored in. **What kind of terrain will the cherry picker travel and work on, and what are the ground conditions at the work site?**

For example, will the cherry picker travel and be operated on a finished surface, on a prepared, paved or poured slab? Or will it be operated on rough terrain, with obstacles, debris, drop-offs, holes or depressions? Will the cherry picker require the ability to navigate over or around slopes, stairs, ramps and unsuitable ground surfaces?

**Is the terrain level or is it sloped, irregular or uneven?** Will the cherry picker have to cross obstacles or climb or descend a gradient to get to the work position? Each cherry picker has manufacturer-specified limits for slope and gradient. Sloped or unfirm surfaces may require a machine with outriggers or other levelling devices, anti-roll back brakes or additional horizontal outreach. If the terrain is sloped, you may need a machine with more gradeability. If there is debris scattered around, you may need a higher ground clearance.

Loose fill, soft or slippery surfaces and muddy or frozen terrain may require features such as two-wheel drive, four-wheel drive, oscillating axles, outriggers or stabilisers and crab steering for safe operation. Many cherry pickers are specifically designed to traverse rough terrain and certain model feature a crawler undercarriage.

The ground surface will also determine the type of tyres required: for example, foam filled, pneumatic, high floatation turf tyres or solid non-marking tyres.

Also consider the overhead working conditions. **Are there overhead obstructions such as steel trusses, piping, etc, or electrically energised conductors (power and bus lines) that must to be avoided?** If so, you may need an articulated boom lift or a boom lift with an articulated jib to manoeuvre around these obstacles. If the overhead obstacles create a potential crushing hazard, a small basket or specialty machine may be required.

Also consider the weather conditions, especially the possibility of high winds. What does the manufacturer specify as a maximum wind speed rating for that specific unit? Furthermore, consider which factors may affect visibility. Is there adequate lighting on the work site? Are there high-traffic areas that have the potential to interface with other vehicles (cranes, forklifts, etc.), pedestrians and/or unusual events (rail traffic, etc.)?

The answers to all these questions will highlight the specific features you need to look for when you select the right type and model of cherry picker.
Choosing the right brand

Once you have identified the right type of cherry picker most suitable for your unique requirements, you will need to make a choice between the many different brands of AWPs that are available in the market.

This is as important as selecting the right type of equipment, because not all brands of cherry pickers are created equal.

In fact, there are a myriad of considerations to take into account when selecting a brand or manufacturer to ensure you get all the safety, efficiency and cost benefits that quality machines can deliver.

There are seven factors which are the most important for you to consider in order to determine which brand or manufacturer will offer you the best equipment. In this section we will explain why these issues are so important and ask numerous questions to help you select the right brand.

→ Quality equipment

→ Safety

→ Ease of use

→ Warranties and guarantees

→ How environmentally friendly is the equipment?

→ Cost of ownership

→ Resale value
9. Quality equipment

The first consideration is the quality of the equipment supplied by a certain manufacturer.

There are many benefits to selecting quality equipment: good quality equipment will last longer, increasing your return on investment; will provide reliability and reduced maintenance and repairs, which equates to reduced downtime; and will come standard with the minimum safety features required by legislation. All of this, as well as a higher resale value at the end of the ownership cycle, will translate into a higher return on investment and a lower overall cost of ownership.

Remember, as with all things in life, you get what you pay for. Buying AWP equipment based only on the cost of the equipment is often the most expensive option in the long run. Paying a little more for quality equipment at the outset will save a great deal of time and money over the long term, making it the more cost-effective option.

Below are some of the questions you should ask in evaluating the quality of the equipment.

- Is the equipment offered by a specific manufacturer or brand certified quality assured?
- Does it carry global certification such as the ISO 9000 quality certification from the International Organization for Standardization, responsible for international management standards?
- Does the equipment meet all international safety standards and is the brand registered with local certification bodies, for example, the SABS in South Africa?
- Is the equipment compliant with local health and safety regulations, and industry-specific legislation pertaining to, for example, the mining and construction industries?

JLG equipment, for example, boasts ISO 9001 certification both in Europe and in the US, which encompasses various aspects of quality management and contains some of ISO’s best-known standards. Locally, JLG equipment carries the SABS (South African Bureau of Standards) approval. JLG’s range of equipment is also compliant with local health and safety regulations such as those enforced by the Department of Labour, as well as with regulations specific to industries, such as the mining and construction industries.
10. Safety

The very reason for the use of cherry pickers is to improve safety and productivity. While selecting quality equipment will ensure compliance with minimum safety standards, selecting a manufacturer that puts safety first, builds safety features into each machine as standard and continuously innovates new safety technologies, will help you to maintain the highest safety standards onsite.

Does the equipment feature practical and relevant safety features that will ensure the work can be completed safely and quickly? For example, cherry pickers should feature stable platforms with audible all-motion alarms, enclosed railings and gates that retract into the platform. The platform floor should feature safety tread, smooth steel with silica sand for slip resistance or open grating for durable, non-slip footing.

Other must-have safety features include two-handed operation and guarding on the controls to prevent accidents, safety switches or constant pressure push buttons and controller detents to prevent unintended movement, emergency stop switches, and ground controls that override the platform controls for lowering the platform in case of a power outage or an accident.

The safe operation of cherry pickers also requires training. In fact, accredited training is a legislated requirement for the operation of AWPs. Does the manufacturer place as much emphasis on quality training as it does on the quality of its machines? This could be a good indicator of a company committed to the long-term success of its clients.
11. **Ease of use**

Despite featuring advanced safety technology, safe equipment should also be user-friendly and simple to operate.

**How user-friendly is the equipment? How easy is it to use the equipment?** Given the low skills levels in many industries, it is crucial that the equipment can be operated safely and easily, even by lower-skilled workers.

Look for a manufacturer that ensures consistency of easy-to-use controls across the range of equipment, to reduce the time required to train operators, especially in cases where multiple workers are operating the machines or if the workforce is subject to a high turnover.

Look for equipment with consoles that feature easy to understand function symbols to guide operators; easy to read and understand icons on a clear LCD display; simple, intuitive controls such joysticks with integrated thumb steer; multiple use controls that allow lift and swing to be controlled simultaneously; and customisable function speeds and options to match specific working conditions.

As just one example, the **JLG** Point & Go single joystick control operates drive and steer, as well as elevation and descent with variable up and down speeds, for superb, intuitive one-handed control.
12. Warranties and guarantees

Ensure the equipment is provided with warranties and guarantees, which will provide an avenue for recourse should the equipment you acquired be faulty in any way. Read through the warranties and guarantees before you purchase to ensure these documents do provide your company with an acceptable level of protection against potential problems.

Give preference to manufacturers who provide guarantees and warranties backed up by a global manufacturer or brand, which can be expected to fulfil their promises now and well into the future.

Contact Eazi Sales & Service for a copy of JLG’s International Warranty, which will provide an idea of what a comprehensive warranty includes.
13. How environmentally friendly is the equipment?

How environmentally friendly is the brand of equipment? With an ever-growing focus on more environmentally-friendly practices across all industries, this is an increasing important factor to consider.

In engine-powered cherry pickers, is the equipment fuel efficient and does it offer reduced emissions? For example, give preference to manufacturers who employ weight-saving designs such as aluminum platforms and consolidated components that reduce the power needed to operate the machine, and that uses precision bearings and more accurately machined scissor pins to reduce frictional drag.

Electric-powered booms and lifts produce zero emissions and are ideal for sensitive environments. Nevertheless, look for the most environmentally-friendly models that feature AMG batteries, longer duty cycles and super-efficient electric drive and brushless AC motors. Modern absorbed glass mat (AMG) batteries require no maintenance and therefore last longer and require fewer replacements over the life cycle of the cherry picker. Furthermore, the longer the duty cycle, the fewer times the batteries need recharging. When the batteries aren’t recharged as frequently, they last longer and don’t have to be replaced as often, which makes them kinder to the environment. Electric drive motors power the wheels more efficiently than hydraulic motors, while brushless AC motors allows you to get the maximum out of each duty cycle. In fact, cherry pickers with electric drive motors operate at twice the efficiency of machines that use hydraulic motors for their drive function.

As an example, all JLG equipment features light weight designs, and is optimised for fuel efficiency and reduced emissions. The electric powered models feature AMG batteries, industry-leading duty cycles and super-efficient electric drive systems, zero emissions and low noise, to help you manage your impact on the environment.
14. Cost of ownership

When evaluating the initial cost of acquiring the equipment, carefully factor in the long-term cost of ownership of each brand.

Some of the questions you need to ask include:

► How long can the equipment be expected to last?
► How much will it cost your company to operate the equipment on an average work day?
► Is the equipment energy efficient?
► How often does the equipment need to be serviced and maintained?
► What are the costs of spares and parts and the cost of ordering and shipping such parts?
► How often will the tyres need to be replaced and what is the cost associated with this?

For example, JLG equipment is rugged and built for reliability, offering hassle-free operation year after year, even when used on rough terrain in tough African conditions. This is because the equipment includes standard features such as all-steel components and heavy duty hinges.

A substantial number of features on JLG cherry pickers are designed specifically to control operating costs, including highly efficient engines - whether diesel, petrol or electric powered - for exceptional energy efficiency as well as reduced emissions.

A massive investment in cutting-edge technology also reduces maintenance requirements on JLG equipment, including low maintenance masts, smoother machine functions with fewer moving parts, a significantly reduced number of wires and connections, fewer hoses and couplings, easier access to all key components for routine maintenance, swing-out engine trays, as well as self-test capabilities that reduce troubleshooting time and identifies potential problems.

Thanks to JLG’s global presence, access to genuine spares and parts is fast, hassle-free and reasonably priced. Rugged foam-filled tyres on JLG equipment ensure exceptional longevity on even the roughest terrain.
15. Resale value

How long will the machine last and what potential resale value could it achieve at the end of its work life within your capital equipment replacement cycle?

If you acquire quality equipment from a reputable manufacturer, and maintain the equipment properly throughout its working life with the assistance of a reputable supplier, who can provide genuine spares and parts, as well as quality workmanship on maintenance, service and repairs, you can rest assured that you can expect a good resale value at the end of your ownership life cycle.

Give preference to brands, manufacturers and suppliers who can assist you to maximise the resale value of your used equipment. For example, Eazi Sales & Service have a state-of-the-art machine rebuild centre as well as a vibrant used equipment sales department, which will help you maximise the resale value of your used cherry pickers.
Choosing the right supplier

Once you have identified the type of equipment best suited to your needs and the brand or manufacturer that will offer you the right quality and value, you need to select the right supplier of this specific brand of equipment.

This may well be the most important consideration of all, because a reliable and competent supplier will ensure that your choice of equipment and brand is the right one for your specific needs and will be the go-to party when you need help.

In this section we consider the ten most important factors to consider when selecting a supplier, and expand on the reasons why these issues are so critically important.

- Reputable and well-established supplier
- Industry memberships
- Training
- Technical support
- Availability of parts
- Onsite repairs
- Maintenance and service
- Replacement equipment available during repairs and services
- Finance solutions
- Delivery
16. Reputable and well-established supplier

Choosing a reputable and well-established supplier with a proven track record will ensure you acquire equipment that is most suitable to your needs, for which you can access spares and parts quickly and easily, and which you can service and repair with minimal disruption. Such a supplier will also provide access to 24/7 technical support.

When selecting a supplier, look at their track record. Is the supplier reputable and well-established? How long has the company been in existence? Research the supplier online, look at whether full contact details are listed on their website, phone the offices to verify the level of service, ask for testimonials if these are not available on the company’s website, read through the company profile and ask for contactable references.

Eazi Sales & Service, for example, offers more than a decade of experience in the industry, servicing a range of high profile companies across a range of industries, including Sasol, Marray & Roberts, Stefanutti Stocks, Grinaker LTA and BHP Billiton.

The company has also been appointed the sole distributor of JLG powered access and telehandler equipment in Southern Africa by JLG – one of the world’s leading manufacturers of quality powered access equipment - a testament to their reputation and standing in the global access community.

17. Industry memberships

Look for a supplier that is recognised by global industry bodies and that holds memberships of organisations that promote safety and good business practice.

For example, Eazi Sales & Service is the first African member of the International Powered Access Federation (IPAF), which promotes the safe and effective use of powered access equipment worldwide. It is also a member of The Institute for Work at Height, which creates safety awareness and promotes professionalism in the work at height industry.
Operator training is a legal requirement that must be complied with before an operator can use a cherry picker. Make sure that the supplier can provide this training to your operators, by asking the questions below.

Can the supplier offer machine-specific training to your operators? How many trainers/demonstrators does the supplier employ?

Is the training accredited by the relevant regulatory bodies? Are the trainers experienced and suitably qualified?

Does the training upskill the operators within your workforce?

Does the training comply with local and international safety standards?

Can the training be offered onsite, at the supplier’s premises or at other premises of your choice?

The right supplier will offer you a turnkey solution that eliminates the logistical and administrative hassles of training your operators to use the new equipment and can significantly reduce the incidence of costly accidents on your site.

For example, Eazi Sales & Service will deliver your new cherry picker with machine-specific training, which is included in your package. The company employs 25 licensed demonstrators that will offer training courses on a range of equipment, including JLG, Genie, UpRight, Snorkel, Haulotte and Nifty at Eazi Sales & Service’s premises, at your own premises, or at any suitable site of your choice.

Eazi Sales & Service is a Seta Accredited Training Provider for the training of demonstrators for MEWP operators and is certified to conduct training and assessment to the SAQA Unit Standards for Mobile Elevated Work Platforms. Competent operators who have successfully completed the training and assessments are registered on the National Qualifications Framework, boosting the skills levels on your work site. The training also complies with the OHS (Occupational Health and Safety) Act Regulations.

Training is crucial to ensure that the highest safety standards are maintained on your work site and when operating your cherry picker, and it also delivers exceptional operational efficiencies. In addition, technical troubleshooting training will reduce downtime and minimise costly call outs.
19. Technical support

What level of technical support can the supplier offer your company? Every hour of downtime costs money, so you need to be sure you select a reliable supplier who can offer you the backup you need to increase your uptime, extend your equipment lifespan and reduce your operating costs.

Is the supplier willing to conduct a professional site inspection to provide you with an expert analysis of your specific requirements?

Is the supplier able and willing to provide a comprehensive and professional needs analysis, whether telephonic or electronic, depending on your requirements?

Will the supplier deliver your cherry picker with a qualified technician to provide onsite setup support?

If you encounter challenges onsite while operating the machine, do you have access to 24/7 technical support?

Is the supplier able to provide access to genuine spares and parts, offer emergency repairs and professional services and maintenance? Are the technicians highly trained and equipped with the right tools, parts and consumables?

What resources does the supplier place at your disposal to ensure long-term safety and profitability?

Finding a supplier that can offer you exceptional technical support will ensure you can keep your cherry pickers running, productively and profitably, so you get the maximum return on your investment.

Eazi Sales & Service offers a range of technical support services to deliver these benefits to you, including an expert onsite inspection or a professional telephonic or electronic needs analysis; delivering your equipment with a technician to provide set up support; 24/7 technical support (depending on which country you are operating in); as well as highly trained and well-equipped technicians with access to all the tools, equipment, parts and spares to offer emergency repairs and professional services and maintenance. In addition, Eazi Sales & Service has made available a comprehensive toolkit of resources to ensure maximum return on your investment. You can access these resources, with compliments of Eazi Sales & Service, on the website www.eazisales.co.za.
20. Availability of parts

If you have selected a brand that is well-established and recognised globally, you should always be able to find spares and parts for your cherry picker. However, you need to ensure that genuine spares and parts are available locally, quickly and easily, to reduce downtime and maintain costs.

► Does the supplier stock genuine parts locally?

► Where is the stock held and how is it shipped/delivered to your site?

► What level of stockholding does the supplier maintain?

► Can the supplier assist you to access parts and spares from overseas?

For example, Eazi Sales & Service maintains a large and extensive stock of genuine parts and spares for all JLG machines – as well as for Nifty, Genie and Snorkel equipment – at its state-of-the-art facilities in Midrand, Gauteng. In fact, the company prides itself on maintaining a 95% parts and spares availability.

Access to the spares and parts you require is as simple as phoning through or emailing the part numbers required, and these are couriered to your site immediately.

Cherry picker owners can also order convenient machine-specific part packs which contain the most critical spares for each machine.

Should you require spares and parts to be ordered from overseas, Eazi Sales & Service can facilitate emergency parts order dispatch within 24 hours from Europe or the USA, or arrange for conventional orders shipped within three days or economy orders shipped on completion of a bulk order.

21. Onsite repairs
Downtime is costly and disruptive, and you need to check that the supplier you select can deliver the service you expect at the time when you need it most.

→ Can the supplier offer you emergency call out services if a machine has broken down onsite?

→ What is the expected response time for an emergency call out?

→ Are the call out technicians trained, qualified and experienced?

→ Are the call out technicians equipped with the tools, parts, spares and consumables required for the job?

Access to a competent, professional and swift emergency repair team can save hours in lost production and thousands of rands in lost profit if you need emergency repairs on a cherry picker that is working onsite.

Check what level of service and what turnaround time you will be able to expect from your supplier at those times when you need it most.

For example, Eazi Sales & Service has a team of highly trained, experienced technicians, who are equipped with cellular communication and vehicle tracking to enable rapid response to a call out.

They are experts in on-site repairs and servicing for a wide range of models, including JLG, Genie, UpRight, Snorkel, Haulotte and Nifty.

This national mobile service fleet is equipped with genuine spare parts, on-board welding facilities, a technical library, as well as a full range of oils and consumables to deliver swift emergency repairs that save you time and money.
To ensure your cherry picker is delivering peak performance at all times, and retains its resale value, the machine needs to be maintained and serviced professionally at regular intervals.

Regular services and scheduled maintenance will not only maximise performance and uptime, but will ensure continued safe operation, compliance with legal requirements and protection of the resale value of the equipment.

Does the supplier offer you a choice between full service plans or tailored maintenance and support plans to suit your specific company, site or project requirements?

Does the supplier offer you cost-effective and professional workshop servicing and the capability to effect major repairs?

Does the supplier have a team of qualified, trained and experienced technicians?

Does the supplier’s team of technicians have access to genuine parts, state-of-the-art diagnostic tools, as well as the right equipment and consumables?

Does the supplier offer a machine rebuild facility in case the cherry picker is substantially damaged?

Make sure the supplier can offer you these crucial services at a reasonable cost.

For example, Eazi Sales & Service will tailor you service plan in line with your specific service requirements, as well as manufacturers’ specifications and warranty conditions.

Eazi Sales & Service has more than a decade of experience in maintaining the largest fleet of telehandlers and work at height equipment in Africa. Its qualified, highly-trained and experienced team of service engineers can repair and service JLG, Genie, UpRight, Snorkel, Haulotte and Nifty machines in a state-of-the-art workshop in Midrand, Gauteng, where they have 24/7 access to genuine parts, advanced diagnostic tools, as well as the right equipment and consumables to work quickly but thoroughly and professionally. The team also conduct professional machine rebuilds at Eazi Sales & Service’s high-tech machine rebuild facility in Midrand.
While regular maintenance and services are crucial to ensure the optimal performance, reliability and longevity of your cherry picker, and repairs may become necessary from time to time, given the tough conditions under which most machines operate, the downtime associated with maintenance and services can be costly if the job relies on using your cherry picker every day.

**Can the supplier arrange for replacement equipment on your site while your machine is being repaired or serviced?**

If you select a supplier who can deliver this value-added option, you will be able to enjoy the best of both worlds: uninterrupted productivity and ownership of a well-maintained and reliable machine.

Make sure that the supplier can offer you a replacement machine that is as safe, efficient and cost-effective to operate as your own cherry picker. Also ensure that the rental or replacement machine also comes with training, if necessary, as well as technical support and emergency onsite repairs.

A supplier who can offer you this service will also be able to assist you should you need an additional rental machine for critical periods.

For example, **Eazi Sales & Service** maintains the largest fleet of telehandlers and access equipment in Africa, which ensures you will always have access to rental or replacement machines when you need them.
24. Finance solutions

Acquiring the quality right cherry picker involves an upfront investment, which may impact your cash flow.

Can your supplier offer you a suitable finance solution to minimise the immediate impact on your cash flow?

A supplier who is willing to go the extra mile with you by entering into the long-term relationship implied by a finance arrangement demonstrates a long-term commitment to building relationships with its clients.

For example, Eazi Sales & Service offers you solid finance options that will enable you to enjoy the safety, efficiency and cost benefits of using a cherry picker immediately, while eliminating the need for an immediate cash investment.
25. Delivery

Tip-overs on a low bed truck are among the most common accidents that occur during the loading and unloading of cherry pickers.

Does the supplier have the capabilities to deliver your cherry picker safely to your work site?

Will the supplier upskill operators and transporters on how to load, transport and offload the equipment safely?

For example, Eazi Sales & Service provides its clients with safe and professional machine transport using the Eazi transport fleet of low beds and rollbacks.

During the machine-specific training which is included in the package, operators will also be upskilled to understand and implement the safety issues and procedures required for the safe loading, transport and offloading of your cherry pickers.
Conclusion

If careful consideration is given to all 25 factors listed in this Technical Buyer’s Guide, you can rest assured that you would have addressed the most important issues that could affect the quality of your decision-making when selecting the right cherry picker.

The first challenge is to identify the type of cherry picker that will provide you with the ideal solution in terms of your unique job requirements. Once you have identified the right type and model of cherry picker, you will need to select a brand that can offer you a quality machine that is reliable and will provide a solid return on investment. Lastly, but most importantly, you need to select a supplier who can deliver excellent service and the technical support that will ensure hassle-free and cost-effective ownership.

On the next page you will find a handy checklist that will guide you in asking the right questions when considering which of the various types of cherry pickers are most suited to your particular requirements, to compare different brands and the offerings from different manufacturers, and to select the right supplier, who should become a trusted business partner on whom you can rely over the long-term to help you maximise your return on investment in a cherry picker.

Choosing the right cherry picker will not only unlock exceptional safety and efficiency benefits but will also ensure a superior return on investment.

This Technical Buyer’s Guide condenses the impressive expertise and more than a decade of experience that has made Eazi Sales & Service the preferred supplier of cherry pickers in Africa, into 25 factors that are most crucial to consider when selecting your cherry picker.

While you will certainly make a good decision if you carefully consider all these factors, you are also invited to simply contact Eazi Sales & Service for an expert onsite assessment or a professional telephonic or electronic needs analysis, which will allow you to harness this expertise and experience as well as expedite the safety, efficiency and cost benefits that you will benefit from when you have selected the right cherry picker for your needs.
Handy Checklist

Suitability to Your Unique Job Requirements

I. What Do You Need To Lift To Height? – Define Your Application
   • Are you lifting only workers and tools to height?
   • Are your lifting materials along with workers and tools?
   • What tasks will the workers perform and what tools will be required to perform these tasks?
   • How often does the machine need to be moved or repositioned?

II. What Platform Capacity Will You Require? - Determine Your Capacity Requirements
   • How many people will need to be lifted at a time?
   • How much tools and equipment will they need on the platform to perform the task?
   • How much material needs to be lifted?

III. What Height Do You Need to Reach? – Determine Your Working Height Requirements
   • How high do workers, tools or materials need to be lifted?
   • Are you calculating the platform height or the working height?

IV. How Close Can You Position the Cherry Picker to the Work Site? – Determine Horizontal Outreach
   • Will you be able to position the cherry picker right beneath the work area?
   • If not, how much horizontal reach is required?
   • Are there obstacles on the ground prevent the cherry picker base from being set up near the worksite?

V. Are You Working Indoors Or On Rough Terrain? – Choose the Right Power Source
   • Do you need a quiet, low emission electric-powered cherry picker for sensitive areas?
   • Do you need a powerful diesel or petrol engine-powered cherry picker for rough terrain work?
   • Do you need a cherry picker that features both engine-powered and electric-powered engines?

VI. What Factors Influence Work Area Access? – Calculate the Suitable Dimensions
   • How will the machine be transported to the work site?
   • Once on site, how will the cherry picker be moved around the work area?
   • What are the maximum height, width and weight restrictions?
   • Are there space restrictions or narrow turning areas?
   • Is there adequate space on the site to manoeuvre the cherry picker safely?

VII. Is There Adequate Ground Support? – Determine the Maximum Weight
   • Can all areas on which the machine will travel and work on support the maximum floor loading?
   • Could the weight of the cherry picker impose any potential damage to the floor/ground surface?

VIII. What Terrain Exists on the Work Site? – Select the Right Capabilities
   • What kind of terrain will the cherry picker travel and work on?
   • Is the terrain level or is it sloped, irregular or uneven?
   • Are there overhead obstructions that must to be avoided?

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IX. Quality equipment
- Does the equipment carry global quality certification?
- Does the equipment meet all international safety standards?
- Is the brand certified by local certification bodies?
- Is the equipment compliant with local health and safety regulations, and industry-specific legislation?

X. Safety
- Does the equipment feature practical and relevant safety features?
- Does the manufacturer place as much emphasis on quality training as it does on the quality machines?

XI. Ease of use
- How user-friendly is the equipment?
- How easy is it to use the equipment?

XII. Warranties and guarantees
- Is the equipment provided with warranties and guarantees, backed up by a global brand?

XIII. How environmentally friendly is the equipment?
- How environmentally friendly is the brand of equipment?
- In engine-powered cherry pickers, is the equipment fuel efficient and does it offer reduced emissions?
- In engine-powered cherry pickers, does the equipment feature AMG batteries, longer duty cycles and super-efficient electric drive and brushless AC motors?

XIV. Cost of ownership
- How long can the equipment be expected to last?
- How much will it cost your company to operate the equipment on an average work day?
- Is the equipment energy efficient?
- How often does the equipment need to be serviced and maintained?
- What are the costs of spares and parts and the cost of ordering and shipping such parts?
- How often will the tyres need to be replaced and what is the cost associated with this?

XV. Resale value
- How long will the machine last?
- What potential resale value could it achieve?

XVI. Reputable and well-established supplier
- Is the supplier reputable and well-established? How long has the company been in existence?
XVII. Industry memberships
- Is the supplier a member of relevant and reputable industry bodies?

XVIII. Training
- Can the supplier offer machine-specific training to your operators?
- Is the training accredited by the relevant regulatory bodies?
- Does the training comply with local and international safety standards?
- Can the training be offered onsite, at the supplier’s premises or at other premises of your choice?

XIX. Technical support
- Is the supplier willing to conduct a professional site inspection?
- Can the supplier provide a comprehensive and professional telephonic or electronic needs analysis?
- Will the supplier deliver your cherry picker with a qualified technician to provide onsite set up support?
- Do you have access to 24/7 technical support?
- Is the supplier able to provide access to spares and parts, emergency repairs, services and maintenance?
- Are the technicians highly trained and equipped with the right tools, parts and consumables?
- What resources does the supplier place at your disposal to ensure long-term safety and profitability?

XX. Availability of parts
- Does the supplier stock genuine parts locally?
- Where is the stock held and how is it shipped/delivered to your site?
- What level of stockholding does the supplier maintain?
- Can the supplier assist you to access parts and spares from overseas?

XXI. Onsite repairs
- Can the supplier offer you emergency call out services if a machine has broken down onsite?
- What is the expected response time for an emergency call out?
- Are the call out technicians trained, qualified and experienced?
- Are the call out technicians equipped with tools, parts, spares and consumables?

XXII. Maintenance and service
- Does the supplier offer full service plans or tailored maintenance and support plans?
- Does the supplier offer workshop servicing and the capability to effect major repairs?
- Does the supplier have a team of qualified, experienced and equipped technicians?
- Does the supplier’s technicians have access to parts, diagnostic tools, equipment and consumables?
- Does the supplier offer a machine rebuild facility in case the cherry picker is substantially damaged?

XXIII. Replacement equipment available during repairs and services
- Can the supplier provide replacement equipment during repairs or services?

XXIV. Finance solutions
- Can the supplier offer suitable finance solutions to minimise the immediate impact on your cash flow?

XXV. Delivery
- Does the supplier have the capabilities to deliver your cherry picker safely to your work site?