

Rental shows reflect the mood

February was a month for rental shows with the UK's Executive Hire show in Coventry and the ARA's Rental show in Orlando, Florida. The UK show was surprisingly upbeat, at least for most of the numerous low-level access exhibitors present. At least a couple of stands reported some strong orders while others were happy with the level of enquiries. In the US feelings were more mixed, although most companies acknowledged that the event was busier than last year with a generally more upbeat attitude among visitors.

In the UK there were a number of new products on display, some of which we have already covered in the electric scissor lift feature and the news. They include a new Pop-Up range of push around scissor lifts the Push 200, 250 and 300. The new products are a substantial step-up from the current two model range, in terms of quality and design, not to mention platform heights, being two, 2.5 and three metres. They build on the company's experience and put them back in contention in terms of specification, following an increasing array of competitors with new products.

The new Pop-Ups will be available from mid this year. A few days later on the other side of the Atlantic surprise surprise the company

announces a tie up with Upright/ Snorkel which features the existing Pop Up products on its stand at the ARA, while announcing that it will use the Pop-Up brand for all of its low level access products - both self propelled and push around.



Snorkel's new logo and 46ft boom

In addition to the Pop-Up news the Snorkel stand, the largest at this year's Rental Show, boasted a new logo and large number of previously announced new products, including the S1930/32 which replace the Snorkel SL1930 and the Upright MX19 together with the X series replacements - the S2632, S2646 and S3246 compact electric scissors. Both the MX19 and X series date back to 1994 and were probably well overdue for replacement. Also on the stand was the TB46JRT 46ft straight telescopic boom lift with articulated jib. The chassis on the 46 is a new design that will be common to several new boom lift models including a 60ft articulated.



New Pop Ups



Pop-up teams up with Upright



The Skyjack stand

Genie was out in force at the ARA and unveiled a new high capacity system for its 60 and 80ft straight booms. The device requires the operator to select regular unrestricted capacity or the high capacity with limited outreach. If high is selected then as soon as the platform reaches the limit it will cut out forcing him to either click over to unrestricted or reduce the radius.



The Genie X system of platform capacity selection.

Skyjack took a much smaller stand than usual at this year's show, and was very happy that it did. The company showed off its new SJ12 self propelled mast lift and its 46ft articulated boom. The stand was manned throughout by new resident Steve Shaughnessy and an ultra svelte version of Dave Stuart, its VP sales and marketing.

Haulotte and Bil-Jax had a substantial display, the main new product being a self propelled version of the PT10, the push around sigma lift that it builds under licence from Power Tower of the UK. The company says that it is looking to CE mark the new product although it has not worked with Power Tower on the project.

JLG was back at the US show after a year away. While it did not show off any new products, it was promoting its Clear Sky asset management and tracking system which was attracting a great deal of interest.



Haulotte/Bil-Jax had a full display



Custom's first push around lift the HB-P830 costs \$3,000

The second product is a Power Step, which allows the platform height to be set using the gas struts and can be lowered to a number of pre-set heights from the platform. With a working height of up to 2.9 metres and a total weight of just 120 kg this is a very neat piece of low level access equipment.



The Power Step has a variable platform height of up to 1.9 metres and is raised and lowered without manual effort

Custom Equipment had a stand in both the UK and the USA with president Steve Kissinger manning both stands to talk about the company's new 8ft micro scissor lift, the HB-S830 (see more details in our electric scissor lift feature.) The company also showed off a very handy push around version, the HB-P830 which it was offering for \$3,000. The unit features an 8ft platform height and auto locking brakes.

Back in the UK, Russon Access launched two non powered access platforms, both of which use gas cylinders to assist with platform lift. The first, dubbed the Power Scissor, is an indoor/outdoor rated scissor lift that uses two sets of gas cylinders to provide around 65kg of lift effort, the rest has to be applied by the operator using a hand crank, which effectively controls the platform position up to its full height of three metres. The lift works very well and required little effort to lift, however coming down is a little tedious. The company is working with a power drill attachment to speed up both lift and descent. The lift is just 740mm wide and 1,580mm long and has short stubby outriggers for levelling up on uneven ground.



Spotted touring the show in an AEUP shirt, ex-Genie alumni Malcolm Cardy

Bravi exhibited in Orlando with its recently appointed distributor AEUP which is owned by long-time Genie team member Mike Buley. The company which was established



Telehandler attachment company Cornerstone showed off its new 180 degree fork rotator.

last summer has already notched up some significant sales, including an order from NES for 100 Leonardo lifts. The company was also instrumental in the design of the new Lui 460 (See electric scissors). One noticeable change was that there seemed to be fewer trailer lifts on display this year, although Nifty, Snorkel - with its new New Zealand-built 12 metre unit that combines a short heavy-duty chassis with the AB38 top - Biljax and Genie all showed product. Visitors seemed more interested in the few spider lifts on display. During the Show, IPAF launched its latest North American training effort which included an off the shelf, do it yourself kit for those not interested in going for the full IPAF/AWPT accredited training courses. IPAF was also involved with a major new training clarification document along with the ARA, AEM and Scaffold Association, that clearly states what training is required in the USA.



JLG promoted its Clear Sky asset management system



Maeda USA exhibited both spider and mini cranes



IPAF launched its new training package several of which were sold off the stand



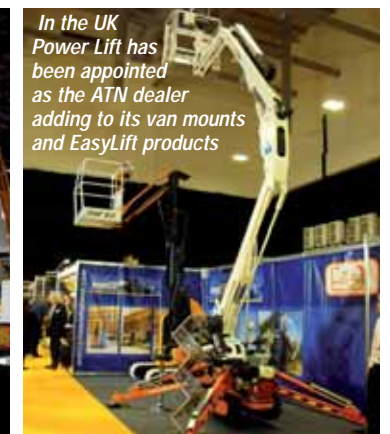
UK-based Youngman introduced several new products including a new advanced guardrail system and its updated XBoss push arrounds



The Power Scissor will cost around £3,000



Niftylift was out in force with its USA yellow livery



In the UK Power Lift has been appointed as the ATN dealer adding to its van mounts and EasyLift products