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# Positive signs for rental

This year's Rental show - organised by the American Rental Association - was held in Orlando, Florida. Opening just a week before Conexpo in Las Vegas the mood was definitely upbeat with most exhibitors happy with the contacts made and deals done. The proximity of the two shows almost forced some small to medium sized exhibitors to choose which one of the two to attend. The verdict was almost unanimous - those attending one chose the Rental Show while larger players attended both.

The reason given for choosing the Rental show was past success with several spider lift manufacturers and dealers stating that the rental show always brought new business while Conexpo did not.

Among the larger companies the decision was which one to use for new product launches given the logistical challenge of moving equipment between the two locations. Skyjack was one of the few that decided to try and do just that - moving its new 85ft SJ85AJ boom lift from its launch in Orlando where it appeared alongside the new T12000 telehandler.

Haulotte on the other hand decided

to show its new 85ft HT28RTJ at Conexpo rather than the rental show based on the fact that most visitors to the ARA are more interested in smaller Equipment. It showed its new AC direct drive scissors and the new Star 6 and Star 6 Picking mast type lifts. The production version of its new 65ft 6543A trailer lift also made its debut.



The Haulotte stand



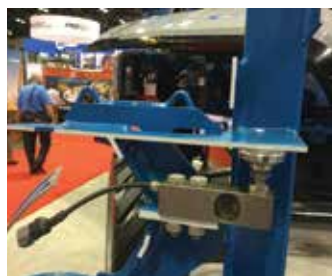
The Skyjack stand with new SJ85AJ boom lift - "just like the SJ63 but bigger"



The Genie stand



The JLG stand



A cutaway of Genie's new overload system has no moving parts.

This is also the reason that Genie decided to hold its new big booms for Conexpo, that and the lack of space available in the Orlando convention centre. The company focused its Orlando efforts on new innovations including its all-new secondary guarding system using a magnetically retained bright yellow cable that pulls out under pressure and is popped back to reset the machine. It also showed an ingenious new overload system for its big booms that has no moving parts, is highly accurate and easily recalibrated without weights.

JLG kept all nine new products for Las Vegas, focusing on its 19ft rental scissor lift and low level access range. At one point the company was the centre of attention from a large Herc Rentals delegation led by chief executive Larry Silber.

JCB - new to the aerial lift scene - showed its new scissor lift at the event and the British team spearheading the launch declared interest to be way beyond expectations. The company held the first appearance of its new boom lift to Conexpo.



JCB stand



JCB Access Team (L-R) Dave Hardwick, Richard Butler and Phil Graysmark





*The new 14 metre Niftylift TM40/140T - Nifty's first telescopic*

Niftylift - always a big exhibitor at the ARA - decided against attending Conexpo and used the Orlando event to show the production version its 14.1 metre TM40 - the 140-T in Europe? The company has made substantial changes after showing it as a concept at last year's Rental Show. It has already booked orders both in the US and Europe with strong interest from the Nordic region.

The company also unveiled an updated version of the popular HR21 4x4. More than just a simple upgrade the control system has been entirely updated with on-board diagnostics added following increased customer demand. The new machine is also visibly changed with new lower profile covers and a new all-green and black livery. The Hybrid version will follow shortly possibly with a Vertikal Days launch. The company is also planning to host a major customer and dealer launch event in the days before Vertikal Days thus the timing of Conexpo did not really suit.



*The revamped Nifty HR21 4x4*



*Snorkel's very first self-propelled boom lift*

Snorkel had major stands at both events and showed the production model of the TM12E and a new range of six material lifts made for it by LiftSmart. The highlight of the booth though was the very first self-propelled Snorkel boom lift ever built, lovingly restored with original parts and in the original Snorkel colours. Snorkel founder Art Moore, 92, was also on hand to sign copies of his book.

MEC attended both shows and had a very successful launch for its new slab electric scissor lifts, designed in-house but built in China by Dingli with exclusive MEC features. The company also unveiled a new secondary guarding system for its 60ft boom lifts which can



*The new MEC secondary guarding system*

also be used with its scissor lifts. The design uses two photoelectric conical beams to create a protective screen behind the operator with a car reverse alarm-type warning which then cut-outs without any input from the operator. An override switch allows the operator to move closer or between obstacles.

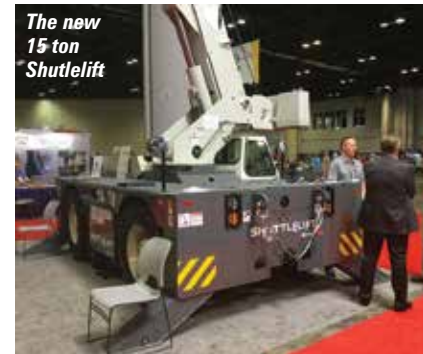
Looking at some of the other exhibits, one surprise was a new, heavy-duty industrial telehandler from Landoll. The 18 tonne capacity PT40 can take its full load to its full height of six metres, and 4.5 tonnes to three metres to the front. A crane jib extends the lift height to 8.3 metres with a capacity of 17.7 tonnes. With boom retracted it can handle 2.3 tonnes at an a maximum outreach of six metres.



*The new Landoll PT40 industrial telehandler*

With hydrostatic drive, counter rotating front wheels and 90 degree rear steer the machine can almost turn on the spot. The first machine is propane powered but a battery electric model is possible. The company is also currently testing for CE certification.

On the crane side Manitowoc launched a new 15 ton Shuttlelift carry deck crane, while its more construction orientated product launches were held for Conexpo. The following photo tour will give you an idea of the some of the other products on show and a further selection can be viewed on Vertikal.net. Put Rental Show in the news search box.



*The new 15 ton Shuttlelift*



*The new 45ft MEC 4555 slab electric scissor*



*IPAF on the Reachmaster stand*



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*JMG/Jekko with Fascan*



*Custom Equipment sales are up 50 percent on the year with the 1230E particularly hot*



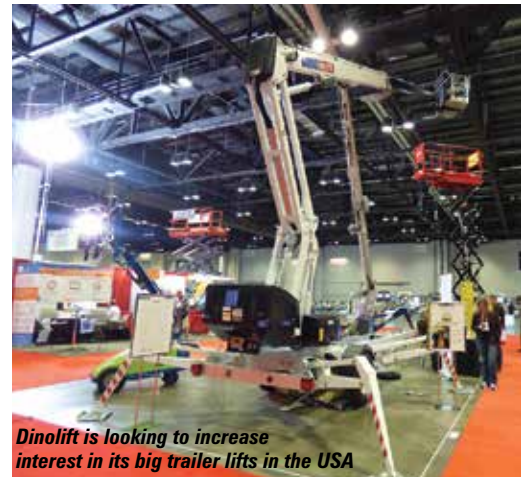
*ReachMaster attended both shows but had to split equipment. The Almac attracted constant attention*



*CMC dealer All Access Equipment is going from strength to strength with lithium battery uptake high*



*Tracked Lifts celebrated 10 years as Omme and Platform Basket dealer*



*Dinolift is looking to increase interest in its big trailer lifts in the USA*



*Fabrication company Forever ODM showed a 32ft scissor lift with a five metre cantilever deck, with plans for a 45ft with 6.6 metres outreach. Overall weight is 3,500kg*



*InspHire operates from the UK but is finding increased interest for its more European/international dedicated rental software*



*The Rental show is always good for software companies with 50 now registered. Point of Rental with its Syrinx system attracted the most interest*



*Merlo is making solid progress in North America now with both straight frames and Rotos*



*LiftSmart launched a new lightweight steel frame material lift with up to 2.4 metres lifts height and 750lbs capacity*

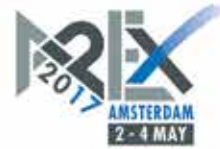


*Teupen is gaining strength and had hoped to have the Puma at Conexpo but it is sold out*





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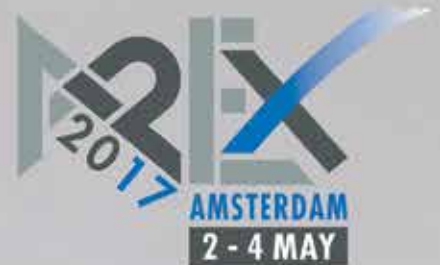




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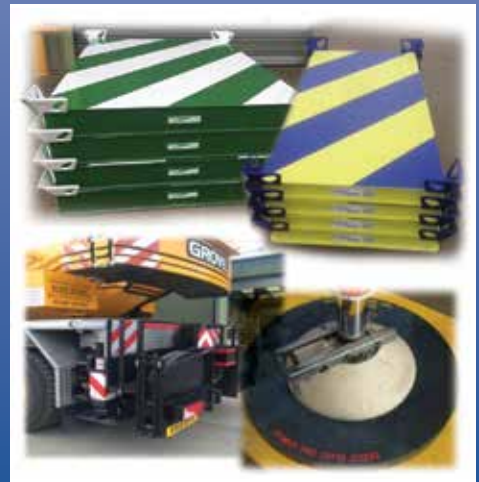
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# New launches at Executive Hire Show

Last month the Ricoh Arena in Coventry, UK took a break from hosting sport and music events to accommodate the Executive Hire Show, with 190 exhibitors and almost 2,000 visitors from the UK rental industry. The following are highlights of some of the new products and services in the lifting equipment sector.

Manitou launched its 4.3 metre/ two tonne MT 420 super compact telehandler in the UK. Also on show was the 12 metre working height Man'Go 12 articulated boom lift shown at Vertikal Days last year.

Hird launched Wienold's new 750kg capacity MFC 750/K 650mm wide mini floor crane which has an overall length of 1.8 metres and a

maximum hook height of just over three metres.

Coming right after the launch of its new Access business JCB showed two of its new scissor lifts, the 19ft S1930E and 20ft S2030E rated for indoor use only.

The dates for the next Executive Hire Show are February 7th and 8th 2018.



Manitou's new compact telehandler - the MT 420



Sumner Manufacturing is under new ownership



Manitou's Steve Smith with the 33ft Man'Go 12 articulated boom lift



Werner/BoSS unveiled two new mobile scaffold towers, one with a 1.8 metre cantilever and a bridge scaffold, both with platform heights of 2.2 to 6.2 metres



Snorkel highlighted its 10ft S3010E micro self-propelled scissor lift



Phil Graysmark of JCB with the 19ft S1930E and 20ft S2030E scissor lifts



Hird's new sales executive is British world champion bodybuilder Becky Maughan



The Wienold MFC 750/K



Syrinx Point of Rental showed its new operator app