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ARA rental show C&a

more stars in Control of the Control

Registration for this year's rental exhibition - the second of three shows in Las Vegas this quarter - was according to the organisers, the highest it has been for several years. Whilst this was almost certainly tilted towards the party and tent visitors, the number interested in heavier equipment such as telehandlers and aerial lifts was generally on the slower side according to most exhibitors.

A significant majority of exhibitors however reported strong activity and some good orders. Products targeted more towards house building were slow while those aimed at commercial construction and infrastructure development were more buoyant.

Overseas attendance was definitely down, with those that travel from further away clearly choosing to make it Conexpo this year rather than the ARA. In spite of this, the first two days saw good volumes of traffic and a large number of deals done. In terms of news the absence of Haulotte from this year's show was notable as the manufacturer decided to concentrate its North American efforts on Conexpo. New product launches revolved largely around boom lifts and telescopic handlers, although the appearance of the Airtrax Cobra scissor lifts was significant.

Skyjack presses on

The new Skyjack SJ66T was arguably the star of the show and introduces a number of new ideas to the sector. The key feature of the new model was its commonality of componentry with the company's

40ft and 45ft models. This is part of a determined effort by Skyjack to make its new boom range particularly attractive for small to medium sized rental companies. Improvements over the 45 include new, more stylish and easier to operate fibreglass covers. The unit uses the same slewing gear axles although the hydraulic drive uses two motors rather than one in order to cope with the extra weight.

The boom also incorporates some new ideas in order to provide good outreach while keeping the machines weight down without increasing tailswing. To achieve this



Staying with booms, MEC showed off a prototype of a 45ft - or in MEC's case a 46ft - telescopic boom lift and the company's first effort is exceptional. It has chosen to adopt the same proven technology



Skyjack has built a counterweight into the base of the base boom section in order to provide maximum counterweighting effect when the boom is horizontal and reduce rearward stability issues when the boom is elevated. A link from a horizontal bar at the rear of the superstructure is attached to the telescope cylinder this allows a shorter cylinder to be used. It also extends the boom by up to a metre at full elevation without extending the telescope cylinder which also has a positive impact on rearward stability while the shorter cylinder limits outreach mechanically. In a way it invisibly achieves the same effect as the parallelogram superstructure frame on the Genie S65.

as Genie - it is in fact designed by ex-Genie veteran Steve Citron - while incorporating some tangible improvements such as reduced tailswing, tighter turning circle and a higher lift capacity. Full production of the new model is due later in the year and the company says it is already gearing up output.

Genie launched a new version of the Trax with permanently fixed crawler units with reduced width and easier transportation than the convertible version.





The new Airtrax are amazing, but expensive.

MEC also unveiled a new battery powered version of its 3072 and 3772, 4x4 rough terrain scissor lifts with outriggers. The company says that the new models are designed for work off slab close into buildings and where noise and fumes are frowned upon.

Snorkel also introduced, or rather re-introduced a new articulated boom lift, the (UpRight) AB46JE and ABF6JRT. Changes over the UpRight AB46 include solid non-marking tyres on the Electric and low profiles on the RT. The electrics have been completely updated, the jib design upgraded and a new three point entry, Snorkel-type basket compete with helix style platform rotator. In Snorkel colours the updated booms looked fresh and attractive.

Moving on to scissors, Airtrax appeared at the show for the first time unveiling its long trailed range of Cobra scissor lifts with omni directional wheels. The concept first appeared in its latest guise on the MEC stand some four years ago when Airtrax and MEC were



partners on the project. That machine, the Phoenix utilised second generation omni directional drive system. The new units are fitted with a fifth generation system that uses AC drive motors for very smooth control and incredible manoeuvrability. The snag is that they cost more than 3 times that of a regular scissor lift of the same

size. The products are however well finished and for certain niche applications could do well.

JLG launched its new G5-18A -2,500kg, 5.5 metre super compact telehandler with the universal skid steer attachment coupler option. On the lift side there was nothing new at the show although the ES scissor range showed off its numerous updates and improvements. The company is also preparing a major new branding to help pull together its growing after sales services called Ground Support - which encompases everything from finance packages through parts and service support to rebuild and refurbishment.

Bil-Jax hosted one of the busiest stands at the show as it launched its latest X series boom lifts that are self propelled in the stowed position and deploy outriggers when the boom is raised. The articulated 45XA follows on from the telescopic 35XT. The new model not only offers more height but at about 2,000kg, is also lighter. Both models use standard trailer lift superstructures and according to Bil-Jax offer a lower price and lighter weight than the European products available. In the spirit of its strategy to offer

C&a ARA rental show

niche powered products Bil-Jax launched its version of the Power Tower, the three metre platform height push around sigma lift introduced last year by CTE-UK.



Known as the PT10 it is made under licence by Bil-Jax and the company has converted the design to use standard local steel profiles, added

It was clearly the time for Britishdesigned push around lifts with Pop-Up products launching in the USA. Interest in the concept was strong and if the company can get



its distribution and pricing right it should do well. Another powered access concept coming in from overseas is the spider lift whose



a Bil-Jax-style platform and longer machinery chests. The lift has gained a few pounds along the way rising from around 340kg to 400kg. Interest at the show was brisk. With the PT10 priced at \$4,500 it falls nicely between a small scaffold and the smallest self propelled lifts priced at around \$8,500.

time may have now come.
Reachmaster, a division of Worldlift, showed a 28 metre Falcon along with two Hinowa light lifts. Hinowa, says that it will be introducing a new 22 metre model later in the year.
Other spider lifts included Teupen America with a 15 metre Leo 15 and Platform Basket testing the market with its 12 metre model RQG12.



