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## Universal

### New Spider widens the fleet

The new Falcon Spider FS290 has arrived and is ready to hire. With 29 metres of working height and able to enter through a doorway of 0.8 by 2m, it allows internal applications rarely available. Not only will the spider FS290 set up on uneven ground conditions but can give outreach of 14m with one man operation.

Universal Aerial Platforms now runs the UK's widest range of narrow access equipment for hire or purchase. For more information on the spider and any of our machines call today or visit [www.universalplatforms.co.uk](http://www.universalplatforms.co.uk)

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# The Georgia doldrums

**This year's ARA convention and Rental Show was held in Atlanta, Georgia, a venue not popular it seems with many aerial lift buyers.**

The show was last in Atlanta just two years ago after it was switched from New Orleans. Other moans from exhibitors in the 'Heavy Construction' hall, included the fact that the hall was 'cut off' or separated, from the Light Construction exhibits by a bridge therefore limiting passing traffic. Some exhibitors estimated visitor numbers were down by as much as 50 percent.

In spite of this and the 'no show' from JLG, there was still quite a bit to see and most exhibitors relayed the classic fall-back regarding visitor quality being good. Many companies however - particularly the niche product manufacturers - reported some good leads and a number of decent orders. The following is a brief overview of the principle new products on show.

IPAF, in the form of AWPT, kicked off the show with the launch of its first study of the American rental market for aerial lifts. The study - carried out in conjunction with the American Rental Association and research consultants IHS Global Insight - estimates that aerial work platform related rental revenues in the USA reached \$8.8 billion in 2007 before dropping back three percent to US\$8.5 billion in 2008. The survey expects a further 10 percent drop in 2009 to \$7.7 billion, before picking up again, but warns that a full scale pick-up may be delayed until 2011, although it is highly likely that more contractors will shift from owning to renting their equipment in the interim.

The first stand in the Heavy Construction hall was Genie - attending what will possibly be its only trade show this year - it used the event for the US launch of products that were unveiled at Apex in September, including its new steel masted GRC12 Runabout Contractor lift.

## New from Nifty

Niftylift had one of the most successful shows of any major aerial lift exhibitor, with a fairly busy booth throughout the show, right upto the close on the final day. It launched two new products, a 12 metre lightweight SD self propelled boom lift, the SD34T (SD120T in Europe) and its revamped 21 metre 210 top of the line trailer lift.



*Nifty SD34T 4X4*

The compact SD34T measures just 3.9 metres long, 1.6 metres wide and two metres high. It weighs 1,850kg while its working width, with outriggers set is 3.2 metres. Add this to four wheel drive with 45 percent gradeability and a wide choice of power options including diesel, bi-energy, dual fuel and battery

electric and it is easy to see why it aroused a good deal of interest.

Nifty's 210 trailer lift has had a thorough engineering review and now shares more components with the company's highly popular SD210. The most visible change

has been the adoption of a far simpler and lighter weight outrigger configuration.

Although not on the stand, the company also confirmed that it has now started to produce a 15 metre Trax spider lift, to complement its 12 and 17 metre models.



*Nifty 210 trailer lift*



*The IPAF/AWPT stand*

## Most new products - Haulotte/Bil Jax

The company with most new products to talk about at the show was without question Haulotte/Bil Jax. With the two brands now coming together, the company announced that Brent Hagedorn would move up to the position of vice president of sales for powered access products in North America, while Chuck Hutchinson would carry out the same role for scaffold related products worldwide. Among the new products was the first locally built Haulotte machine, a North American version of its 19ft Optimum scissor lift. The Bil-Jax engineering team has done more than just adapt the design for local production, it has also tweaked the specifications to better suit the local market.

This includes improved guardrails and most dramatically of all a three inch wider platform, which takes it out to the edge of the chassis, for improved working alongside walls and more working space. Overall machine width remains at 30 inches.



*Haulotte 1930*



The company also unveiled a new higher Bil-Jax XA model - the 55ft 55XA articulated boom. The 55 takes the superstructure from the 5533A trailer lift and mounts it to an improved version of the 45XA self propelled chassis, with four wheel steering, including crab and a larger machinery chest to cope with the extra hydraulics and an on-board generator.

The new 55ft. Bil-Jax 55XA



On the trailer lift front it rolled out a new Summit telescopic straight boomed model - the 4642T - which essentially adds a third, aluminium, telescopic boom section to the existing 3632T, offering additional outreach and a shorter overall length at less than six metres.

The company also launched a raft of radically new non-powered products, including its first alloy scaffold tower, a ladder frame design that is compatible with Youngman's Boss tower. The company plans to launch

the scaffold range internationally through its existing distribution outlets. The other major new product that caught the eye was the AS 2100 aluminium framed event staging system.

**Low level self propelled**

Custom Equipment, the manufacturer of low level light weight scissor lifts, showed off what it says is a concept machine, the Hy-Brid 5530. While no detailed specifications were available, it is clear that the unit has been through an extensive test and evaluation programme and is likely to make it to market relatively soon. It boasts a five foot platform height, overall width of 30 inches, roll-out deck extension and GVW in the region of 370 - 400kg. Unlike other ultra-compact self propelled lifts, the new Hy-Brid utilises a tiny scissor lift mechanism rather than a telescopic mast. The company says that it plans to add a higher version, possibly with a 10ft platform height and may reduce the width of the platform to 24 inches in order to pass through the tile width of a standard suspended ceiling. The guide price for the model on display was \$5,000.

**MECing it up**

The prize for the most provocative exhibit, has to go to Californian-based MEC, which showed two brand-new products, its largest scissor lift to date, the 5490RT with 7.3 metre 'Ultra deck' and its version of the Speed Level.

The big scissor lift is modelled closely on the big Genie Rough Terrain scissor lifts, but with more power. In fact the company claims that it is the first turbo-charged scissor lift.

Whereas the 5490 is just 'based' on a Genie concept, the Speed Level is a blatant copy of UpRight's unique Speed Level product, the patent of which has now expired. While the



Bil-Jax is entering the alloy tower market with a Youngman compatible ladder frame product



The new Hy-Brid 5530



With roll out deck, a higher version may follow

new MEC Speed Levels replicate the UpRight units in terms of overall width, platform heights and concept, almost everything else has been changed.

**Electric level**

The machine on display, the second unit to be built, was a 30ft electric model, a version never offered by UpRight. Going over the lift with MEC president David White - formerly of UpRight - it is clear that the company has done its very best to produce an improved and updated version of the

product. The changes include a greater degree of levelling - 14 degrees side to side and 10 degrees fore and aft - thanks to slimmer equipment chests - a tighter turning circle, a more rigid platform thanks to an extended platform support strut and on the 30ft model, a higher lift capacity thanks to a stronger set of gears in the arm articulation. The electric model, which retains the four wheel drive and top level gradeability, will take the concept into new areas, such as indoor arenas.



The new Bil-Jax 4642T



MEC Speed Level



*MEC's biggest scissor to date with 54 metres of platform height and a 7.3 metre Ultra Deck*



Aichi exhibited its latest products on the Toyota stand - its master distributor for North America - with most units painted in Toyota fork-truck orange. In addition to Aichi's latest 46ft wheeled and crawler mounted booms the latest 15ft and 19ft micro scissors, first seen as prototypes at Apex were on display. Judging by the fit and finish, the units have yet to reach final production.



*Aichi showed of a full range of its new products including the new 15 and 19ft micro scissors*

One of the largest and most impressive stands at the show was that of Snorkel, which was launching the full amalgamation of the UpRight and Snorkel product lines in North America under the Snorkel brand. The company had initially planned to

continue to sell the UpRight portable UL lifts and trailer lifts under the UpRight name though a separate sales team, but has subsequently decided to merge everything into Snorkel. The company reported a number of sales from the stand,

including a substantial order for its popular TM12 mast lift and AB38 boom lifts. The company has also resumed the distribution of UpRight-Instant scaffold towers in North America.

*Snorkel is also now badging the PLE 24ft trailer mounted scissor lift*



**FALCON SPIDER**

FALCK SCHMIDT SERIES - FALCON SERIES - DENKA SERIES  
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**Spiders spiders everywhere**

Worldlift Industries, which produces the Denka and Falck Schmidt trailer and large spider lifts, exhibited under the banner of its US subsidiary Reachmaster which now also distributes Hinowa spider lifts in North America and it showed the recently introduced 23:12 Light Lift for the first time. It says the 23 metre working height lift is showing great promise in the North American market.

Other spider lifts at the ARA included: - the latest Octopussy on the Oil&Steel stand, where the company was launching its new 17 metre model for North America slightly tweaked to suit ANSI and local market preferences.



*Teupen is opening company store in the USA*

Teupen, exhibited for the first time in North America under the factory banner, following the decision to establish a master distribution affiliate in Charlotte, North Carolina. The operation will be led by Roderik Wiedemeier, who becomes president and chief executive of Teupen USA...

...And on the Omme lift stand, where the Danish company was showing one of its big 2900 trailer lifts alongside a Platform Basket Spider 18:75. Omme is still a relatively recent arrival in North America but says that it is beginning to carve out a space for itself and has been surprised at the levels of interest in its larger trailer lifts.



*Omme and Paltform Basket have teamed up for the US market*

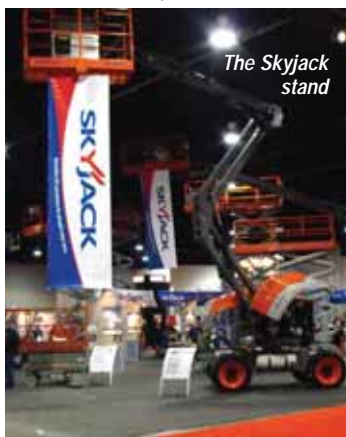
Finally a product not yet adapted for the European market or CE'd is the 70ft MLE A70TD spider lift. The company best known for its custom solutions to difficult powered access applications, says that it is increasingly building fully insulated boom lifts, and has a design for a fully insulated spider lift.



*The MLE - A70TD*

**Skyjack**

Skyjack was out in force with its new 46ft articulated boom lift in pride of place on the stand. The new unit was first seen at APEX and is now starting to ship. The company said that it felt the show was important because it



*The Skyjack stand*

gave it the opportunity to meet with existing and potential customers while obtaining some first hand feedback from a wide variety of buyers and users. The company also confirmed

**Worldlift**



that its self propelled 12ft and 16ft mast type lifts shown at APEX as concept units, are progressing well, so expect to see them some time later in the year or early next year.

**Spider crane with a platform**

Unic spider cranes was one of the few crane stands at the show, with a 376 and a 295 on display. The most notable part of the exhibit was a boom-nose mounted work platform on the 295, which is gravity suspended with a hydraulic brake to provide rigidity and stability while working. The platform is produced by Unic's US distributor - Spidercrane, in response to requests from its customers.

The company was lamenting the fact that the Spiderlift and Spider crane names were now in danger of becoming generic terms rather than a trademark which it has registered.



*The Unic stand, note the boom nose mounted work platform.*

**Glaslifter**

While not quite a crane or a platform, Valla UK and USA owner Peter Hird had a stand at the show to launch the Glaslift 250, a Danish-built, self propelled glass handling machine. The three wheeled - four actually, but the steering wheels are close coupled - can lift, manipulate and travel with

glass or cladding panels weighing up to 250kg. Battery power runs all of the lifting and drive mechanism as well as the vacuum pump that powers the suction pads.



*The Glaslift250*

**Telehandlers**

There were a good number of telehandler companies exhibiting, including Skyjack/Carelift, Manitou, Extreme, Genie, Haulotte and others, but Spanish company Ausa used the show to launch its second machine as it returns to the telehandler market with its own products. The unit on display was the new compact T204. Ed Uglioni, who previously headed Manitou North America, is leading the company's American operations.



*The Ausa T204H*



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