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Raising Arizona

In early November North American crane and access manufacturers descended on Scottsdale, Arizona for the first 'Lift and Access Showcase and Symposium'.

While its title is a bit of a mouthful, the event did encompass a number of different elements, including the long established product comparison/presentation event organised by Guy Ramsey - originally the 'Lift Equipment Rodeo' - and more recently dubbed the 'Lift and Access Showcase'.

looked good, but for an exhibition... Machine presentations were in general also very well attended with some very insightful questions posed by the audience. The quality of attendees was also extremely high with key staff from most of the USA's largest rental companies attending - the very ones that are currently refreshing their fleets. The organiser claims that the companies

C&a lift & access show



There was a good deal of interest in the showcases

comparable product range is that of JLG, with its 69LE line. MEC has also been a pioneer in the sector and has two strong products which offer the option of four wheel drive. While the platform heights are different at 30 and 37ft, they certainly offer a strong alternative. However the new Genie DC models will give JLG a good 'run for its money' and are likely to provide a strong boost to the sector. Apart from drive at full height, lower weight, lower stowed height and a longer extended deck the key feature on the Genie is its modern direct 48 volt AC electric wheel drive system. Driving the rear axle the motors are totally sealed, to the point that they do not require covers. The new scissors are very stable in terms of platform rigidity, exceptionally easy to service and boast far smoother controls than IC equivalents. The platform is a good size, especially when extended, but sadly the 1.5 metre deck extension of the ANSI models will be blocked at 1.17 metres on CE models. The single joystick operates the drive and steer only, a separate switch with two speed option controls the lift function.



The new Genie scissors use direct AC motor drive



Controls are clean and clear



The four seminars were extremely well attended

This year a conference was added, while the Showcase was expanded into more of a specialist exhibition. In the past only manufacturers entering equipment into the 'Rodeo' and a few component suppliers were invited, but this year the expanded event included rental companies and other interested parties. Held at West World on the north side of Scottsdale, Arizona the idea was to provide time for manufacturers to present their equipment to visitors and component suppliers, with plenty of space to demonstrate on both slab and rough terrain, attend the informative seminars and in between, be an exhibition. The first two elements worked really well, but the numbers attending - around 250 over the two days - made it a little lean as a trade show, even a specialised trade show.

This expanded event has to be seen as a 'work in progress'. If it had been a conference the numbers

attending the event represented around 60 percent of the aerial lift purchasing power in the USA.

The following is a roundup of the new products and show news at the event.

Electric RT scissor concept goes main stream

The most significant new product launch at the event was Genie's DC powered range of compact Rough Terrain scissor lifts. Based on the company's popular 69 IC powered scissor lifts and includes three models, the 26ft GS2669DC, 33ft GS3369DC and the 40ft GS4069DC. All three offer similar performance characteristics to the diesel powered versions, including drive at full height. Genie claims that the 14 metre working height GS4069DC is the world's first 40ft drive at full height compact electric RT scissor lift. The sector itself is interesting in that while it has been around for some time, it is only now beginning to take off. The only directly



Senior product manager Jeff Weido with the GS3369DC, the full 1.5 metre deck extension will be blocked at 1.17m on CE models



The 26 and 33ft models have an eight unit 350AH battery pack as standard, the 40 has 370AH batteries which are available as an option on the 26 and 33



Access to all components is a breeze

Oddly this is not a product sector that has attracted European producers such as Holland Lift or H.A.B, although Haulotte has had a good deal of success with its Compact RT models, though most have been diesel powered, its electric RT models appear closer to its slab scissor range. Holland Lift and H.A.B produce products that can perform outdoors, with high platform capacities, long deck extensions and good ground clearance, but they tend to be longer, heavier and have limited gradeability. The following charts show how the various models stack up.

How does it stack up? 40ft models

Make Model	Genie GS4069DC	JLG 4069LE
Platform height	12.2m	12.2m
Platform Capacity	363kg	360kg
Overall width	1.75m	1.75m
Overall length	3.12m	3.07m
Stowed height	1.65m	2.04m
Drive height	Full	9.14m
GVW	4,792kg	5,300kg
Platform Extended	4.3m*	3.83m
Gradeability	30%	35%
Battery	48v/350ah	24v 370AH
Drive	4x2	4x2
Oscillating axle	Yes	Yes

March. The first production models of the 62ft platform height A62JRT articulated boom and 66ft T66JRT straight telescopic boom with articulating jib were on display, as the company prepares to start shipping them. The T66JRT can also be ordered without the jib as the 60ft T60RT. The new lifts replace the rather dated Snorkel TB66JRT and TB60RT models.

The new Snorkel T66JRT replaces the TB66



The company says that at 1.37 metres, the T66JRT offers by far the best inside turning radius of any two-wheel steer boom in its class. The unit is also compact with an 8.5 metre overall length and 2.5 metres overall height.

Tail swing has also been reduced compared to the old models but is

How does it stack up? 33ft+ models

Make Model	Genie GS3369	JLG 3369LE	Haulotte Compact 12RTE	MEC 3772EHD
Platform height	9.96M	10.06m	10.15m	11.28m
Platform Capacity	454kg	450kg	450kg	454kg
Overall width	1.75m	1.75m	1.8m	1.83m
Overall length	3.12m	3.07m	2.65m	2.98m
Stowed height	1.47m	1.98m	1.6m	1.95m
Drive height	Full	Full	Full	Full
GVW	3,587kg	4,600kg	3,800kg	3,998kg
Platform extended	4.3m*	3.83m	3.70m	4.01m
Grade	30%	35%	25%	40%
Battery	48v/225ah	24v 370AH	48v/255ah	24v/350ah
Drive	4x2	4x2	4x2	4x4 opt
Oscillating axle	Yes	Yes	No	No

* CE models will be limited to 3.96m

New Snorkel booms ready

The other big launch at the show came from Snorkel with its three new 60 to 66ft booms lifts, first seen as prototypes at Conexpo in

still greater than its competitors. The new boom lift uses the same Polaris chassis as the 62ft A62JRT and is also common to the company's 40/46ft booms.



The new Snorkel A62JRT

Self-propelled trailer scissors

Another totally new launch at the show was the latest version of what was originally the 24ft PLE trailer scissor lift. The company, now known as Innovative Equipment, has continued to refine its products which now have excellent build quality and a far more rugged design. New for the show was the TPX 9000 IC, a 23ft (7m) platform



The TPX9000 battery powered friction drive model

height, direct drive self-propelled version of its TPX9000 trailer scissor. Until now the TPX has been battery powered and more recently self-propelled via a friction drive. The new IC unit uses a Subaru petrol engine - although a diesel will also be offered, hopefully one that is quieter than the Subaru - and drives the wheels through the trailer axle. The unit is very solid and is



The new TPX9000IC has direct drive and freewheeling hubs for high speed towing

converted from trailer mode to a self-propelled unit in around 60 seconds. The lift can then drive under its own power across rough ground, easily coping with the slopes at the showground. Once in position the outriggers are

completely self-levelling and fast. The company has CE approval for the new machine and is looking for European dealers.



The new model easily coped with slopes



Auto level from the platform was fast - founder Marc Bogue at the controls

Skyjack was out in force demonstrating its 66ft straight boom - the SJ66T - spec for spec one of the best products in its class, particularly in terms of gradeability and turning circle.



The Skyjack SJ66T is put through its paces on the RT track

When Niftylift presented its Hybrid HR21- or SP64 as its known in North America - in the showcase there was a great deal of interest from buyers, particularly in the Hybrid power system.



SJ 12 Vertical Mast Lift



Skyjack's new SJ12 self propelled vertical mast lift provides a compact footprint and superior maneuverability. When operating in tight workspaces, a high degree steer angle allows for maximum functionality and flexibility by offering zero inside turning radius. The SJ 12 also features a 20" traversing platform, providing increased access and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position.

Skyjack's standard color coded and numbered wiring system with hard-wired relay based controls help to ensure the new SJ 12 lives up to Skyjack's reputation for quality and serviceability.

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SKYJACK

lift & access show C&a

JLG put its M600JP electric/bi-energy powered 60ft boom lift into the showcase in order to show off something a little different. It also showed its full size and compact telehandlers in the showcase walk arounds as well as bringing along one of its Hinowa-badged spider lifts.



Haulotte showed its Bil-Jax 45XA All Terrain boom, a Star mast boom and compact scissor lift.

A young – possibly future buyer – tries out JLG's compact telehandler



Custom Equipment with its 8 and 10ft low level self-propelled scissor lifts.



There was much interest when Niftylift presented its HR21/SP64 at the Showcase

Spider cranes were well represented with Maeda, Unic and Jekko all out in force. It seems that more access rental companies are

now looking to add cranes to their fleets. We also heard that United Rentals had ordered a number of Valla pick & carry cranes. Fassi loader cranes master dealer Fascal showed off an interesting trailer mounted crane and announced the acquisition of the C4 crane sales business, which includes the Jekko distribution.

Denka/Falcon dealer Reachmaster - still owned by Skako, at least for now - displayed two Bluelift spider lifts, which it distributes in North America. The company faced several challenges trucking them from the North East to Arizona in time for the show opening but made it in time for day two.

Reachmaster presented two Bluelift spider lifts on day two



Reachmaster's big Peterbilt drove direct from a show in the North East



Manitou/Gehl had a selection of telehandlers on show - the Manitou MT625T winning a LEAP award at the show.

Manitou and Gehl



Winner of a LEAP award Xtreme showed a single telehandler

Kevin Parr of United Rentals checks out the Jekko cranes



The 18 metre Platform Basket spider lift makes a late entry



The crane Rodeo area including models from Shuttlelift (Manitowoc), Manitex and Elliot.



Fascal now represents Jekko as well as Fassi, it has had some success with this trailer mounted crane

MEC showed its Crossover compact Rough Terrain scissor lift with offset deck and sheet handling rack along with a Speed Level. It has confirmed that a larger model of its Titan boom scissor lift - a 60ft model - will be

out around the middle of next year with the first six months production already sold. Jim Tolle of Mec also said it was considering an 80ft model.

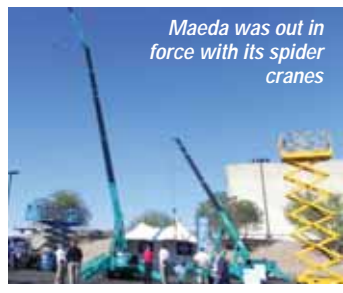
C&a lift & access show



The MEC Crossover offers an easy load sheet rack on one side while the platform extends full width on the other side for getting in close.



Demonstrating a Teupen Leo GT23



Maeda was out in force with its spider cranes



Valerio Rampini of Oil & Steel with an Octopussy - in search of North American dealers

In addition to the outside stands, a central marquee housed a wide collection of component and service suppliers including IPAF which had a strong presence along with hydraulics, electrics, tyre, tyre

socks and battery companies. From Europe Gantic Battery chargers was testing the North American market potential for its unique product offering.

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