

# Rental Shows

February as usual is the time for general rental shows, the Executive Hire Show in the UK and the ARA's Rental Show in the USA. Cranes & Access attended both, in order to check out new models, news and to gauge the mood of the industry.

The two shows were upbeat and exhibitors at both were on the whole, delighted with the results, all of which indicates an improving equipment market.

## Executive Hire Show

In the UK, most of the stands and exhibits at the Executive Hire Show were dedicated to products and services that we do not cover. There were however a few access stands, including alloy towers and non-powered access and a handful of powered access manufacturers though mostly low-level. Two of these included some interesting new products, the three metre working height APS X-Step and 3.5 metre new Power Towers Pecolift (see C&A February). Both new lifts target buyers currently using podium steps, mobile steps and stepladders and neither use hydraulics.

The X-Step uses a small sealed battery clipped into the frame that



The APS stand with the new X-Step

powers an electric lift cylinder more commonly used for hospital beds and dentist chairs. As a result it is amazingly quiet and smooth and being fully enclosed, clean. The company says that the battery is good for around 80 lift cycles depending on the weight being lifted. However a spare battery is carried in a storage point on board and can be changed in around 30 seconds – yes we watched it being done! The unit has an all up weight of 85kg but this can be reduced to 75kg by the quick removal of the guardrails, which also allows it to be carried in the back of a car or van. The X-Step is likely to sell for around £1,400 in the UK depending on quantity.

We covered the Peco lift in detail last month. It uses no power at all and costs a little more than the X-Step but it has a better platform



The Pecolift was clearly the star of the Power Towers stand

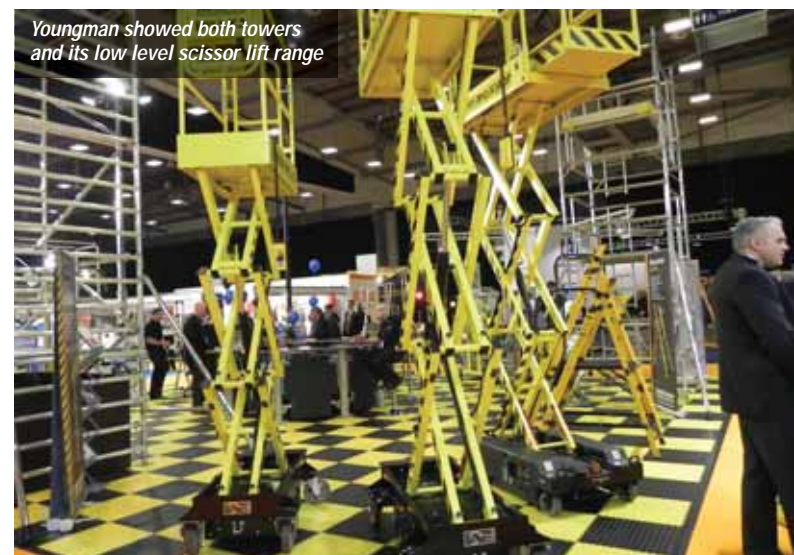
UK distributor for the American-built PowerLift, the electric drill powered push-around mast lift for which he is expecting a 200 unit order from one of the major general rental companies. Manitou with a telehandler and aerial lift on display said that it booked a 12 unit order on the stand from access rental company AFI. Youngman had its usual large stand showing its range of towers, push around and self-propelled Boss scissor lifts, podiums and steps. Mobile tower manufacturers Euro Towers and Lyte had a substantial presence while Imer UK had a mixed display of aerial lifts and its general construction products. AFI Resale took a stand for the first time and focused on used equipment and



Youngman showed both towers and its low level scissor lift range



The Access Company is now the UK dealer for the PowerLift





*KFS showed its van based low bed equipment transporter*

services. Another new exhibitor was rental company Peter Hird with its Valla pick & carry cranes, spider lifts and platforms. It says that while visitor numbers were low, it had some excellent rental contract discussions.



*Carl Cooper of Peter Hird and the only crane on display at the Executive Hire show – the 2.5 tonne Valla 25EL*

**Rental Show**

Over in Las Vegas a few days later the Rental Show was a total sell-out with around 30 exhibitors disappointed. The show was held at the new Sands Convention centre, an excellent venue but, clearly not quite large enough. On the opening day the lines of visitors waiting to register or enter the show were at levels not seen for many years. And most exhibitors were kept busy all day with deals done in a very positive atmosphere. However in terms of new products and news this was one of the duller shows for a long time. Genie showed off a new heavy-duty telehandler built in Italy and initially for the North American market. There were three Hy-brid scissor lift prototypes on the Custom Equipment stand which looked very interesting and MEC showed its new large scissor lifts and ... actually that is about it! For most visitors though many of the exhibits were new. Niftylift was out in force as usual with a huge stand and unveiled the US version

of its new 45ft boom - the HR15 in Europe - but the HR45 in the US. The unit on display boasted the company's hybrid power pack and attracted a good deal of interest. It said that this year most of the visitor interest centred around its self-propelled boom lift range, whereas traditionally the rental show has been stronger for trailer lifts.



*The 60ft MEC Titan 60 and the substantial 5492 scissor lift were both new*



*The new Niftylift HR45 Hybrid (HR15) was star of the stand*



*Niftylift had one of the larger stands at the show*

Skyjack had a good deal to talk about and showed the first production unit of its 63ft articulated boom, the SJ63B which was shown as a prototype last year. It also announced that it will shortly produce its 250,000th scissor lift and in order to celebrate launched Quest 2013 to find the oldest Skyjack machine still in regular use. The prize for the owner/finder? A brand new scissor lift. The new products on the Custom stand including a revised version of its popular HB-1030 and the more recently introduced 14ft platform height HB1430 self-propelled scissors. However of most interest was the new



*Lyte Ladders & Towers and Euro Tower waved the flag for ally scaffold towers*

HB-1230 which it claims is lighter in weight yet just as compact as the 12ft mast lifts currently on the market while offering a full length platform with slide out deck. The other novelty was the HB-P527 a special compact push around lift designed for a major UK general

Genie surprised a few with the launch of a new online operator training programme that it is rolling out in the USA and Canada. The programme - which it will sell to rental companies and dealers includes an interactive online theory session with an exam which demands 100 percent accuracy for a pass. This must then be followed up with a half day practical training session with a Genie certified trainer in order to gain a trained operators card. Genie's new heavy-duty telehandler, the 15,000lbs/6.8 tonne GTH 1544 which has a maximum lift height of 44ft/13.4 metres seemed to attract a good deal of attention.



*The Custom Equipment HB-P527 offers 2.5 metre working height in an ultra-compact package*

rental company with a 27 inch (685mm) overall width and 5ft platform height for a 2.5 metre working height.



*Skyjack launched its Quest 2013 to find the oldest Skyjack scissor lift still working- presented by its longest serving employee Sid DeWay who was the company at the start in 1985*



*Custom Equipment's new HB-1230 will be a very interesting addition to its product line*



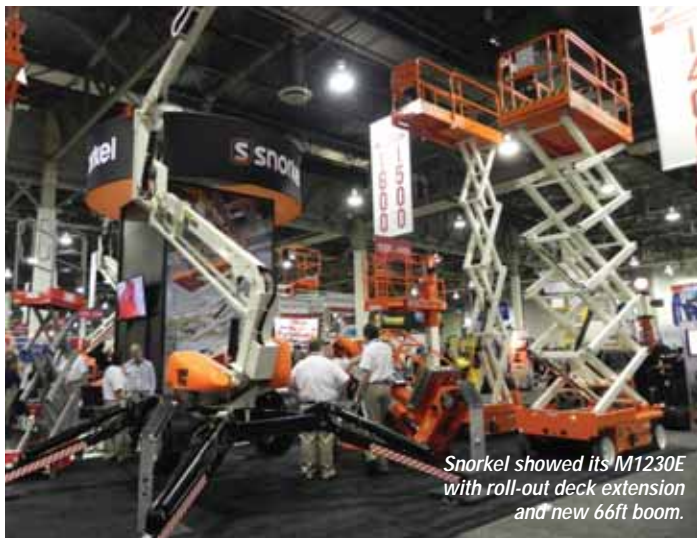
*Genie unveiled the new GTH 1544 heavy duty telehandler*



JLG focused on its RS scissor lift range, small booms and spider lifts

JLG did not specifically highlight any new products, but focused its efforts on the RS no-frills scissor lifts that are now said to be selling for as much as 25 percent below its top of the line ES range – although

which is all steel is solid and gives confidence. The company also showed the production version of its T66JRT telescopic boom lift. The Haulotte stand was stacked out with product and was busy most of



Snorkel showed its M1230E with roll-out deck extension and new 66ft boom.

the company would not comment on that claim – and its Hinowa-built spider lifts that are now beginning to take off in the North American market.

Snorkel had a substantial stand with its upgraded 12ft M1230E which now features a roll-out deck extension. Extensions on this size of machine tend to be a little on the 'rickety' side with plenty of side to side movement. However this one,



The Bravi Leonardo equipped with its powered plasterboard handler

at the time, but had little new to talk about. One surprise was the North American launch of the Cormidi spider crane/platform which attracted a great deal of interest. Bravi had a good show and highlighted its plaster board/Sheet Rok installer attachment of which it has now delivered more than 100 units.



The launch of the Cormidi spider lift/crane in the USA was a surprise



## C&a rental shows

There were few crane buyers at the show to see Badgers new 15 ton cab down RT crane

Another surprise was the appearance of a Rough Terrain crane at the show in the form of Badger/Manitex. The company launched its new 13.6 tonne cab down Rough Terrain crane – the CD4415. The unit features a 19 metre main boom and 21.6 metre maximum tip height with swing-away extension fitted. Not surprisingly the interest was low with few crane buyers attending.

Moving away from the hardware IPAF, the ARA, AEM and SAIE launched another Best Practice guide, this one for Workplace Risk Assessment and Aerial Work Platform Equipment Selection. Full details of the new guide can be found on the web sites of the four associations. Finally SmartEquip the web portal for spare parts and parts manuals etc had a busy show and announced both its re-launch in Europe and the fact that it had signed Ramirent up for its parts selection and ordering programme, starting out in Sweden. The company was also in deep talks with Germany's Zeppelin/Cat Rental store.



An 18m Platform Basket spider lift soars into the ceiling



The new Best Practice guide to risk assessments and aerial lift selection.



The Sumner stand



The happy inspHire team



SmartEquip is re-launching in Europe