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Conexpo bigger and better than ever



c&a

conexpo



Opening day crowds



The sun certainly shone for Conexpo 2008 with new records for attendance, exhibit space and exhibitors accompanied by blue skies and temperatures in the upper 70's. And to top off the best Conexpo ever, even the North American construction industry was in a positive mood - despite months of negative media reports predicting economic doom and gloom.

More than 144,000 industry professionals from around the world attended the five day show at the Las Vegas Convention Centre. Overseas visitors totalled more than 28,000, an increase of almost 30 percent on Conexpo 2005.

In a reflection of the emerging shift in global equipment manufacturing and usage, attendance from China and India doubled and there were also significant increases from Russia and the Middle East.

At 212,000 square metres it was also 21 percent larger than in 2005. Whilst still considerably smaller than Bauma (500,000 visitors and 540,000 square metres) Conexpo is an impressive exhibition allowing North American manufacturers, in particular, to show off new products with all the glitz and razzmatazz that befits the entertainment capital of the world. Many American products will never see the 'European light of day' so while they may be interesting, we will concentrate on equipment that is either already destined for these shores or may be seen here in the future.

The Ad-Hoc growth of the show over the years means that its layout is now quite disjointed with some sections - including the Green pavilion and safety zone (where IPAF was situated) being a real trek. Fortunately, most cranes and access manufacturers were located in the Gold or Blue Lots.

We start our round-up with **Manitowoc** which had plenty to talk about. As well as announcing that it had purchased a 50 percent holding in TaiAn Dongyue Heavy Machinery in TaiAn City, Shandong Province, China, to produce truck-mounted hydraulic cranes, Manitowoc also surprised some by unveiling plans the new, 2,000+ tonne capacity Model 31000 crawler crane.

Manitowoc's designers have obviously been working overtime with the innovative new crane featuring a hydraulically moveable 'Variable Position Counterweight' that helps maintain the centre of gravity within the crane's four track undercarriage. Manitowoc says that the crane will offer a lift and carry capability through its entire load chart, the unit has a maximum combination of a 90 metre main boom and 102 metres of luffing jib. The crane is also offers a relatively small footprint of 17 by 20 metres and can be transported on 85 truck loads, taking just 10 days to assemble.

The first unit has been ordered by North American steel erector Bulldog Erectors and is scheduled to be delivered in 2010. Manitowoc also announced a record order worth \$90 million (£45 million) from Dutch based Mammoet for 60, Grove All Terrains and seven Manitowoc crawler machines - two, Model 21000 and five Model 16000. Other Manitowoc launches included the Potain Igo 85 self erecting tower crane based on the Igo 70 concept, with tower heights of between 20 and 35 metres achieved through telescoping and adding auxiliary sections, maximum tip height of the crane is almost 48 metres, and the new Grove GMK5170 a five axle All Terrain unit with 170 tonne capacity and a 64 metre boom.

The new Grove GMK 5170



Link Belt also had lots to talk about, including its largest ever crawler crane - the 500 tonne capacity HC548 - aimed at petrochemical and wind energy work. Designed with the latest CE regulations in mind, the HC548 has a 42 to 108 metre main boom plus 84 metre heavy duty jib. A luffing jib option is due to begin testing along with a heavy-lift attachment with 'supermast'.

LinkBelt's 500 tonne HC548



Manitowoc's Model 31000



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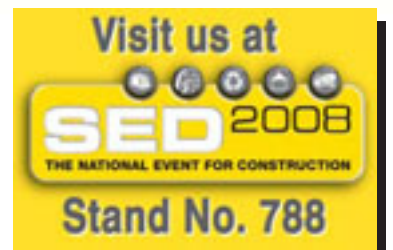
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Other new Link Belt crawlers on show included the 208 tonne 298HSL and the 73 tonne 138HSL. The company also added a new Rough Terrain and Truck crane to its product line-up. The 120 tonne, three axle, Rough Terrain RTC-80130 Series II is its biggest RT to date while the new 120 tonne HTC-3140LB is a simple truck crane. Both feature a three metre heavy-lift swingaway that offers more than 18 tonnes capacity. The HTC-3140LB also features a two to 45 degree hydraulic offsettable swingaway.

The company also introduced a new range of online customer programmes under its Preferred banner aimed at enhancing its after sales support. The main application is its web-based 3D Lift Plan which allows a company to programme in its entire fleet including cranes from other manufacturers. The lift planner will select the best crane for the job once the site and lift parameters have been input. Being web-based it requires no CAD programs and is accessible from any computer.

Liebherr had an impressive stand which included two sizeable crawler cranes, the LR1300 and the new 600 tonne LR 1600/2. With a maximum 192 metre tip height, variable derrick systems and easily transportation, the LR1600/2 has been designed with wind turbine installation in mind.

Liebherr's new truck crane - the LTF 1045.4.1 - received the 'American' treatment, being mounted on a Kenworth chassis and built in Liebherr's Houston, Texas facility.

Terex put on a corporate show with all its brands on one stand. From its crane range the AC100/4 All Terrain crane had its US unveiling and it displayed its 230 tonne HC230 crawler with a 119 metre boom, load sensing hydraulics and fully hydraulic counterweight. The new 11 to 13 maximum capacity Comedil CTT231 flat top tower crane, with 2.3 tonnes jib tip capacity also made its debut.

Star crane exhibit was the 110 tonne RT1120 - with its Demag boom and Terex Waverly RT base. The main boom, bi-fold swingaway extension and two 7.9 metre inserts provide a maximum tip height of 83 metres.



Genie
S-65 Trax

Sharing the same stand, Genie showed its new, low ground pressure, four crawler S-65 Trax

boom lift shown last month at the ARA, and the compact GTH 5519 telehandler capable of lifting 840kg at a 3.35 metre out-reach.

Although not showing any completely new machines

Kobelco North America had an impressive stand that included three crawler cranes, the 550 tonne SL6000, the 90 tonne CK1000-III and 227 tonne CK2500-II. Highlight of the show was the full ceremonial presentation to Doug Williams, president of Buckner Heavy Lift Cranes, which has bought the first four SL6000s in the USA.

In total 50, SL6000s have been ordered with 24 already delivered.

Availability now stretches into 2010. Total crawler crane production for Kobelco is said to be between 700-750 machines.

Rounding off the major crane producers **Tadano** displayed a raft of models including two Rough Terrain cranes - the compact 13.6 tonne GR 150XL and the 72 tonne GR800XL.

The GR 150XL will be of interest to UK and Ireland buyers with its six section 23.8 metre boom plus 5.5 metre jib. The compact carrier has a travel speed of 30 mph with an overall width of just two metres and overall length of 7.43 metres. Two North American truck cranes were displayed, the GS300XL and the GS900XL along with the new TM35100 mounted on a Kenworth chassis.

If the production numbers it quotes are to be believed, **Sany** produces as many crawler cranes as market leading Kobelco. And as a wake-up call to other crawler manufacturers announced a 36 unit crawler crane deal with Dutch company P van Adrighem, worth 200 million RMB (£13.2 million). The order includes 10 each of its 50, 80 and 100 tonne cranes as well as five, 320 tonne and one 400 tonne unit. The cranes will be delivered over the next 18 months.

The company also said that Sarens has placed a 20 unit order for delivery over the next 15 months.

European sales manager Zhang Gan said that total crawler crane production is between 720 and



Doug Williams, president Buckner Heavy Lift Cranes and Jack Fendrick, vice president Kobelco North America.

750 units per year with about 350-400 to be exported this year. In 2007 it exported just 120 units. Sany launched a 900 tonne crawler crane at the end of January the first of which was sold in China for work on power station construction. In total, two 900 tonners will be built this year and two in 2009. The company is also developing a 1,600 tonne crawler crane which is planned for launch next year and then aims to move on to a 3,200 tonne capacity unit.

Chairman and majority shareholder of **Fushun Yongmao Construction Machinery**, Sun Zhao Lin, was on its American distributor Lewis Equipment's stand with its largest luffing tower crane to date, the STL 420-24.



Sany was
out in force



Biggest at
the show?
Liebherr's
600 tonne
LR1600/2



Sun Zhao Lin
chairman
of Fushun
Yongmao

The unit has a maximum lift capacity of 24 tonnes, a 60 metre maximum jib length, 4.9 tonnes tip capacity and a 60 metre free standing hook height. Sun Zhao Lin said that Europe was an important market with big potential for Yongmao cranes and was very happy with its dealer Jin Long. The company is also working on a larger flat top tower crane - the STT753 - which has a 32 tonne maximum capacity and 80 metre jib length and a 55 tonne crawler crane which should be available towards the end of this year. Lewis Equipment also displayed a 260 tonne Zoomlion crawler and new Fushun 120 tonne crawler crane.

Spanish tower crane producer **Saez** had several new products to talk about, including two flat top cranes for the American market - the 20 tonne TLS80 available in the summer, and the TLS75-16.

Saez also launched its three model telehandler range which comprises of a 3 tonne 6 metre SZ306, the quite dissimilar looking 2.7 tonne 5.5 metre SZ255 with a 4 tonne, 17 metre machine to be announced at a later date.



The first Saez telehandler

JCB proclaimed market leadership of the telehandler (and backhoe loader) market by placing huge advertising banners over the nearby Marriot Hotel façade. For the show it launched its new 506-36, 507-42, 510-56 and 509-42 high boom Loadalls, designed specifically for the North American market as well as the first of its new Hi-Viz models.



JLG definitely had the largest range of telehandlers at the show with SkyTrack, Lull, Gradall and JLG brands. Star of the show was its new super compact, 2.5 tonne capacity G5-18A (2505 in Europe) and one of its nine new PS (powershift) machines, the 3.5 tonne, 13 metre Model 3513PS.

Under Doosan ownership, **Bobcat** showed its compact V417 VersaHandler, it also had machines from its past including its first ever machine the M60 mini-loader first seen in 1958/9.

Haulotte launched its 'European' style HTL telehandler on the North American market. The four tonne, 17 metre machine - launched at Bauma - was again seen in its black show livery. Other news included the opening of new service outlets and the surprise departure of its sales and marketing head, Pierrick Lourdain.

Pettibone's new Traverse series T1157 has a 4.5 tonne maximum capacity and a 17.5 metre lift height and a 1.8 metre horizontal boom travel. More European in look than any Pettibone to date it will be interesting to see if this machine makes it across the Atlantic. Carelift - now part of Skyjack - launched its new 5.4 tonne, 10 metre ZB12032. Lets hope sales reflect the very busy stand. **New Holland** unveiled its European-built new M Series machines - the M427, M428 and M459 - with single joystick control and side mounted engine for easy serviceability.

Another compact telehandler was shown by **Ausa**, the Taurulift



First ever Bobcat?
The M60 is almost 50 years old

T204H, a two tonne capacity, 4.2 metre lift height machine that is 1.6 metres wide and less than two metres high. A tilting cab gives excellent access for servicing.



Ausa Taurulift

Manitou unveiled its monster MHT 10210 telehandler, the world's largest, capable of lifting 21 tonnes. An unusual machine was the TMT 55-4 Way, a three wheel drive truck mounted forklift with rotating front drive wheels allowing both front and sideways travel.



MHT 10210

At the smaller end of the crane scale was newly formed **Maeda USA**. From its base in Houston, Texas it will work as the Maeda master dealer for the USA, Canada and South America. According to president Tony Inman there has been a tremendous interest in the

product. New models are in the pipeline such as the 2.78 tonne LC383M-3 and the 4.9 tonne LC1385M-2 mini cranes, but at present the spider cranes are the same as those available in Europe except for the MC104.

Staying with the small theme **JLG** gave the LiftPod - a portable, personal lift developed in Australia, (not yet available in Europe) - a big USA launch. The LiftPod is targeted to fit between ladder and work platform giving a 4.26 metre working height. Carried and moved by one person, the unit's three modules - base, mast and basket - each weighs less than 23kg. Elevation is controlled by a battery operated drill or optional battery pack.



Skyjack showed off its new 61/66ft boom lift range at Conexpo, with the SJ66T. Commonality of components with the 40/45ft boom range aims to make the new booms more attractive to small to medium sized rental companies. The **MEC** stand also had its M40T straight boom on display with full production planned for later in the year.

The big news, as far as readers in the UK and Ireland are concerned, was the appearance of Martin Davies on the stand, the ex - Skyjack Europe head, is setting up a new direct sales operation for MEC in the UK

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New MEC boom

and Ireland. The star of the **Haulotte** stand was its new 26 metre HA28TJ telescopic boom lift, featuring compact dimensions, five metre telescopic jib, big platform and a tight tailswing.

Although tucked away in the South Hall both **Aichi** and **Bil-Jax** had a very busy Conexpo. Aichi announced a US distribution agreement with Toyota Material Handling USA, making use of its 100 dealers/150 outlets across North America. Toyota owns 51 percent of the company. With major orders from European rental companies under its belt, additional production is essential. Watch out

for Aichi to start building in North America in spite of recent denials. Bil-Jax had its 45XA on display, with a 13.7 metre platform height the unit has 45 percent gradeability, a good travel speed, fast set-up and incredibly low GVW. The unit is self propelled in the stowed position and uses its outriggers when the boom is raised.

Snorkel's good-looking and popular stand included the re-launched (UpRight) AB46 with improvements to the electrics, re-designed jib and new Snorkel-type basket. We also thought that the colour scheme works very well on these models and on some of the other UpRight products.

Watch out for **Custom Equipment** machines which should finally arrive in Europe this year, after an extended CE compliance process. The company's two lightweight scissor lifts, 10ft HB-1030 weighing 550kg and the 14ft HB-1430 at 760kg, feature roll out deck extensions, a low stowed platform height and electric steering. They are particularly popular

working on suspended and other low pressure bearing floors.

The big launch on the **JLG** stand was its **ClearSky** telematics programme, which it says is the first connected asset system customised for aerial lifts. The system remotely communicates with equipment to gather vital information allowing owners to make better decisions. Features include on-demand remote diagnostics and troubleshooting, preventative maintenance alerts based on real-world operating conditions, machine maintenance history, operating system integration, geographic fencing and GPS location and mapping on various levels.

The system will be available as an option on most boom lifts this summer and will eventually be extended to other products. Conexpo was also the big launch for the company's new integrated pre and after sales support branding **Ground Support** which ties together everything from financial packages to rebuilds.

The proliferation of international



Haulotte flying the flag

shows means that only a few are used by the major manufacturers as a focus for product launches. Bauma has clearly established itself as THE global show. Conexpo however has cemented its position as the number one heavy equipment show for the Americas. Put it in your diary for 2011.



The Snorkel Stand



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