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BIL-JAX®

Raising Vegas

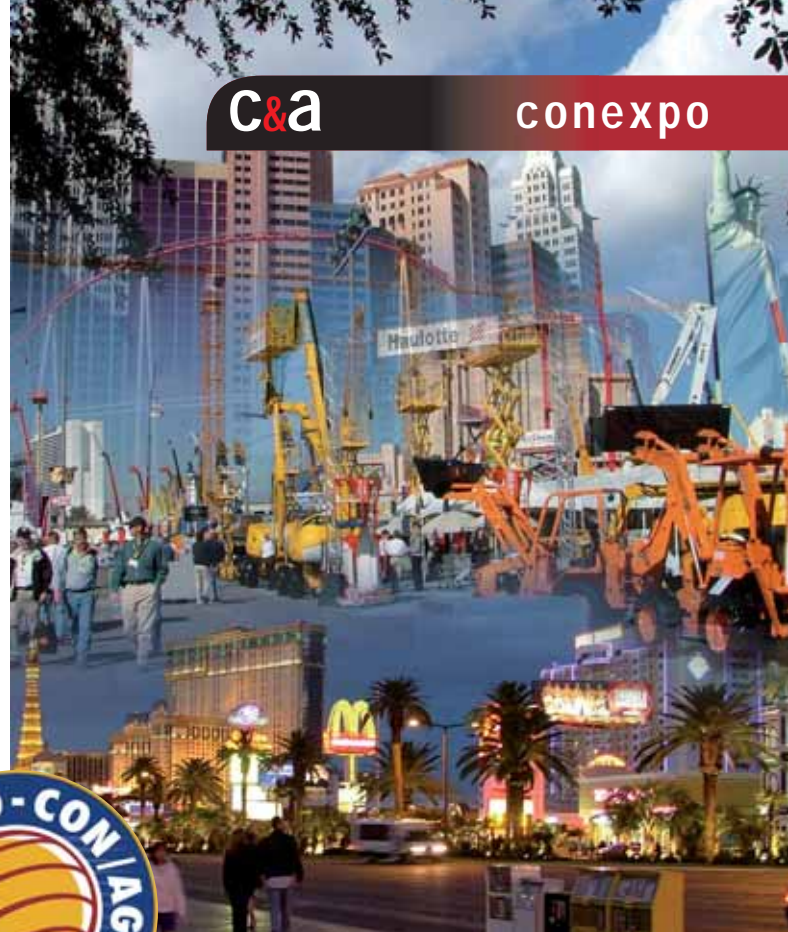
March will be here before we know it and once again its time for the big American construction equipment show. With more than 2,000 exhibitor stands and 125,000 visitors expected, Conexpo 2008 will, without question, be this year's big international event for those interested in construction related machinery. Lifting equipment will certainly be out in force and Cranes&Access will be among the exhibitors. Here is our guide to the show and some of the highlights to look out for. If you are planning a visit make sure you get your hands on a copy of Vertikal Conexpo the definitive guide to all of the lifting equipment at the big show.

While Conexpo now looks like a bit of a minnow alongside the ever expanding Bauma exhibition in Munich, it remains one of the world's great shows. For many of the largest equipment producers - Caterpillar, Terex, Manitowoc and JLG - this is their home show and therefore of special importance. Certainly all of the world's big crane makers will be out in force as well as all the big aerial lift manufacturers. There will also be plenty of telescopic handlers on display, although the majority will be very different from the products that we are used to in Europe. While the focus of many of these company's will be to launch new models on their home market, they will of course still use Conexpo to unveil new models for the world market. Manufacturers from Europe and Asia will be out to impress local buyers and dealers in what is still the biggest and most influential equipment market in the world. While new products, methods and ideas is the core aim of this show,

this is also an event to meet and spend time with manufacturers, rental companies and a wide variety of industry personalities.

Viva Las Vegas

Las Vegas in early March can be chilly, it has even been known to snow! But it is most likely to be nice and sunny with a dry desert climate - possibly even hot, just the ticket after a cold wet dank northern European winter. As if the people, equipment and the climate are not enough - this of course the entertainment capital of the world. Las Vegas is crass, brash, loud and crowded, but no-one can do a big extravaganza of a show like Las Vegas or attract so many of the world's biggest entertainers. It also boasts some fantastic restaurants to suit any taste from three star Michelin to 'pile it high' as much as you can eat buffets. Many of its hotels are tourist attractions in their own right. If you have not been before Las Vegas is true



stop-and-stare land and we have not even mentioned gambling - sorry gaming. No matter what game of chance you like to play you will find it in Vegas from slot machines to poker.

Add to all this some great golf courses and amazing tourist attractions such as the Grand Canyon and Hoover Dam and hopefully you are already packing your bags?

Down to business

So who and what will you see at this year's Conexpo? In the following pages we list all of the lifting and associated exhibitors and highlight some of the key new products to expect. At this stage many companies have yet to release information so look out for Vertikal Conexpo, which goes to press just before the show.

Some basic information

Dates:	March 11th to 15th
Show times:	9:00 till 17:00 (15:00 on 15th)
Venue:	Las Vegas Convention Centre

How to get there

There are some direct flights from Europe but most flights need a transfer through Chicago, Washington DC, Philadelphia, New York or Denver. Best winter connections are via Los Angeles, San Francisco or Dallas - avoid the snow belt if you can!) Save money and buy an all-in, short vacation package. Flights and hotels

can come out less than the regular cost of the flight alone and stay on over the Saturday night to get the best deal.

If you have a problem finding a vacation package from Europe use the Conexpo web site and official travel agents. www.conexpoconagg.com or go to the events guide on www.vertikal.net

Once in Las Vegas

Shuttle bus - free buses run regularly in the morning and evening to and from most big hotels.



The Monorail - now extended links from most big hotels to the show.

A regular bus runs down the strip stopping at most hotels and the convention centre.

Taxi - Expensive, rude - probably the least attractive option on offer - take the bus!

Restaurants: Pick up a copy of Vertikal Conexpo at stand S-555 and check out our guide to our favourite eating places.





Falck Schmidt at Caesars Palace

Access

Mobile powered access

Altec Industries	G-270	Gold
Böcker	S-614-4	Silver
Bil-Jax	S-8417	Silver
Bravi Platforms	B-933	Blue
Custom Equipment	B-955	Blue
Elliot Equipment	G248	Gold
Genie/terex	G-200	Gold
Haulotte	G-236	Gold
Hinowa	S-16200/B-962	Silver/Blue
Hydra	G-324	Gold
Italmecc Manlifts	C-7107	Central
JLG	G-170	Gold
LoeGERing	C-5796	Central
Manitou	G-195	Gold
MEC	B-959	Blue
PM/Oil & Steel	RL-43033	
ReachMaster	B-962	Blue
Skyjack	B-958	Blue
Snorkel	B-117	Gold
Time Condor Versalift	B-957	Blue
UpRight	G-117	Gold
Versalift	B-957	Blue
Worldlift	B-962	Blue

Access highlights

The most striking new access products at the show are likely to be boom lifts from Haulotte, Skyjack, MEC and Bil-Jax. Haulotte is looking to

impress with its radically new 80ft platform height H28TJ straight boom with five metre telescopic jib. The new model is relatively compact, has a big capacity, big outreach and big basket and must surely be a contender for best new access product of the show?

Haulotte H28TJ

Next stop has to be the Skyjack stand, the company will be unveiling its latest boom models, both straight booms in the 60ft class, the 66ft platform height SJ66T sports an articulating jib, while the 61ft SJ61T does not. Aside from the jib the two units are almost identical, and will build on the characteristic of rugged simplicity established with its SJ40T/45JT models.

Staying with straight booms the next stop has to be MEC, the California based producer of scissor lifts and telehandlers which is unveiling its first boom lift, the M40-T a 40/45ft platform height straight telescopic - jib/no jib range. The man behind the MEC Booms is 20 year Genie veteran Steve Citron, which probably explains why the artist's impressions bear a resemblance to the blue and grey machines from Redmond.



MEC boom

Bil-Jax is launching further models in its self propelled X-Boom range. For many this will be the first chance to see the 36ft platform height 36XT, while the 45ft 45XA is new for the show. The X booms feature straight telescopic booms, 4x4 drive, 45 percent gradeability and

extremely low gross weights - just over 2,000 kg for the 45ft. Bil-Jax says that outrigger set up takes just 30 seconds.

The new Bil-Jax 45XA



The new Skyjack booms will build on the SJ45T concept



Genie is not promising major new product launches for Conexpo but will show its S60/65 TraX crawler



Genie TraX

boom lifts developed with Loegering, now a part of the Terex family. It may well also surprise with a new Runabout mini lift?

JLG is also not promising any aerial lift revelations at Conexpo, but do look at the ES range, including the 1230ES which will sport a good number of enhancements and improvements.



JLG 1230ES

Snorkel/UpRight Most products on the stand will be sporting Snorkel livery. This is one of the first chances to see the merged product line up. Look out for the UpRight Speed Level which has been updated with a number of detailed improvements. The group is also launching its Aerial based TL37 and TL49K trailer lifts in North America under the UpRight brand.



Snorkel Speed Level

Mast climbers and hoists

Alimak Hek	G-336	Gold
Avro Hoist Company	B-905A	Blue
Baoda Engineering	B-920	Blue
Machinery/SBU Hoist		
Böcker	S-614-4	Silver
Camac	G192	Gold
Columbus McKinnon	S-11155	Silver
Fraco	GP-50439	
Harrington Hoists	C-4255	Central
Hydro Mobile	RL-42001	
Scanclimber/Scaninter	B-977	Blue
Stros	B-974	Blue
Tractel	GP-50844	
Wuxi Shenxi	C-7269C	Central

Alimak-Hek is using Conexpo to launch its L-350 - Light and M450 Medium mast climbers from its new modular range on the North American market. Canadian producer Fraco is also likely to have something new while Spanish producer Camac is making its Conexpo debut with a broad range of product.



Finnish based Scanclimber has a strong following in North America

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The Tadano TM-35100 - Truck crane or boom truck?

Cranes

Mobile cranes

Böcker	S-614-4	Silver
Broderson	G-127	Gold
Fushun	G-156	Gold
Grove	G-353	Gold
Jekko	RL-41030	
Kobelco	G-320	Gold
Lampson International	B-952	Blue
Lewis Equipment	B-950	Blue
Liebherr	G-374	Gold
Link Belt	G-240	Gold
Maeda	RL-45023	
MAIT Spa	S-734	Silver
Manitowoc	G-353	Gold
Mantis Cranes	B-935	Blue
Sany Heavy Industries	S-634	Silver
Shuttlelift	G-363	Gold
Tadano-Faun	G-328	Gold
Terex	G-200	Gold
Tes Car	S-19135	Silver
XCMG	S-800	Silver
Xuzhou-Intensus	S-800	Silver
Zoomlion Heavy Industries	S-8239	Silver

Link Belt is promising to make a big splash with two exciting new mystery telescopic cranes. It will also show its new 220 tonne five axle ATC-350 All Terrain crane with its 68 metre main boom and the 70-tonne HTC-8675 series II truck crane with longer reach and improved lift capacities.

The Link Belt ATC-350



Tadano is also indicating some possible surprises on its stand and will show two new North American truck mounted cranes, the GS-300XL GT-900XL and a crane that it refers to as a boom truck, but which looks more like a truck crane, the TM-35100.

Liebherr is holding its cards close to its chest but is expected to show three mobile cranes including its 100 tonne LTR1100 crawler telescopic crane along with the LR1600.

Liebherr will show a 550 EC H20



Grove will have a lot to talk about with two new All Terrain cranes, the five axle 170 tonne GMK5170, which boasts a 64 metre boom and up to 100 metres tip height and the 95 tonne GMK5095 first seen at Bauma last year. Two new truck cranes for North America - the 35 tonne TM500E-2, replaces the TMS500E and is mounted on a three axle commercial chassis, offering a top speed of 65 mph and the 100 tonne TMS9000E, with 43 metre pinned boom.



Terex is keeping quiet about its display, but expect to see the recently launched 110 tonne RT1120 rough terrain crane which combines German - Demag upper structure technology with American RT chassis technology.

Terex RT1120



Tower cranes

Jaso	S-553	Silver
Lewis Equipment	B-950	Blue
Linden Comansa	G-380	Gold
Liebherr	G-374	Gold
RD Lift SRL	RL-44013	
Peiner Terex	G-200	Gold
Potain	G-353	Gold
Sun Crane	B-950	Blue
Terex	G-200	Gold
Wolffkran	C-4033-6	Central
Zoomlion	S-8239	Silver

While the range of tower cranes on offer at Conexpo cannot compare with that of Bauma as this year it probably had the greatest number of tower crane exhibitors it has ever seen. Potain will have two new models on display, a new IGO T85, a bigger brother to the T70 launched last year and the second unit with a telescopic lattice tower. The T85 has a maximum capacity of 6,000kg and a 45 metre jib which can handle up to 1,250kgs at its tip. The company will also show a new flat top crane the MDT 268 the largest crane in its redesigned MDT range. The various models offer 65 metre jibs with 2.5 tonne jib tip capacity. Wolffkran will use the show to launch its new 355B luffing jib crane, first seen at Bauma, while also hoping to gain a foothold in the US market where until now it has not had a strong presence.

Liebherr will have at least two towers on show, the 355 HC-L 16/32 Litronic luffing jib crane along with the larger 550 EC H20 Litronic.



A larger version of the Potain T70 - the T85 will be unveiled

The USA is still the land of the boom truck, rather than the articulated loader crane, and this will be more than evident with the cranes on display. You can expect National Crane, Manitex, Altec and others will be focusing on their larger models including the new 50 ton Manitex 50110S with almost 50 metres of reach on board.



National crane will have its new 25 tonne 900H with 48 metres of boom and jib.



The Palfinger PK150002

There will be a good number of articulated boom producers out in force, including Palfinger which

will stress its larger models such as the PK 85002 and PK 150002 and PM which will have two cranes dedicated to the North America market, the 35LC-USA and will unveil its largest model the PM 85027SP+J1204.20 which offers a hook height of up to 33 metres at which it can handle a load of over 900kg.

Loader cranes/ Boom trucks

Atlas -Terex	G-200	Gold
Altec Industries	G-270	Gold
Auto Crane	C-4233	Central
Elliot Equipment	G248	Gold
Heila Truck Loaders	C-7107	Central
Hiab	RL-45013	
Iowa mold Tooling	N-2141	North
Manitex	G-330	Gold
Palfinger	S-610	Silver
PM	RL-43033	
Stellar Industries	G-230	Gold
Summit Truck Equipment	N-2859	North
Terex	G-200	Gold

The super compact 2505



Telehandlers

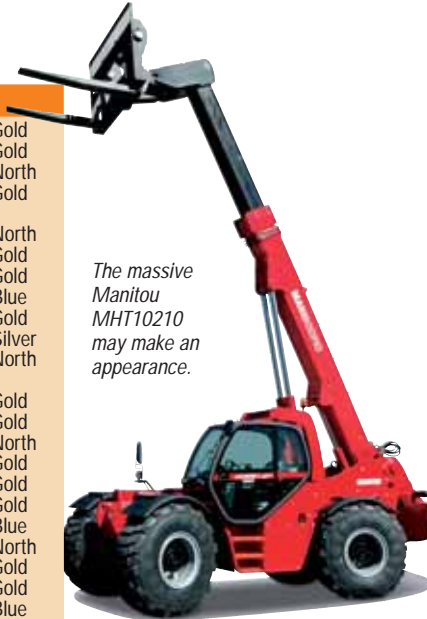
Telehandlers

Bobcat	G-100	Gold
Carelift	G-300	Gold
Case Construction Equipment	N-1609	North
Caterpillar	G-140	Gold
Faresin Handlers	RP-34005	
Gehl	N-2601	North
Genie/Terex	G-200	Gold
Gradall Industries	G-137	Gold
Harlo Products Corp	B-922	Blue
Haulotte Group	G-236	Gold
Hinowa	S-16200	Silver
Hunan Sunward	N-1041	North
Intelligent Machinery		
JCB	G-160	Gold
JLG	G-170	Gold
Komatsu America Corp	N-1009	North
Liebherr	G-374	Gold
Lull	G-170	Gold
Manitou	G-195	Gold
MEC	B-959	Blue
Mustang	N-2741	North
New Holland Construction	G-120	Gold
Pettibone	G-259	Gold
Sellick Equipment	B-924	Blue
Skyjack	B-958	Blue
Skytrak	G-170	Gold
Taylor Machine Works	C-6513	Central
Terex	G-200	Gold
Xtreme	G-147	Gold
Zoom Boom -Carelift	G-300	Gold

North American telehandlers are quite different from those sold in Europe, with buyers largely preferring the high mounted boom configurations, tough rugged construction and open cabs. The argument goes that the high boom provides visibility to the side at any boom angle. However there is a clear trend towards European style machines, particularly at each end of the size range. Key new products to look out for include JLG's new super compact model 2505 which is one of the increasing number of 'world' telehandlers. With the same machine built and sold on both sides of the Atlantic, it offers a lift height of five metres and maximum capacity of 2,500kg. It weighs just 5,000kg and is under two metres high.

Manitou will have an impressive display and is concentrating its new product introductions at the higher end with the 16,000 kg, 10 metre lift height MHT10160 another 'world' telehandler. There is a possibility that a new, even higher capacity model the MHT10210 will make its worldwide debut.

JCB says that it will unveil four high boom Loadalls built specifically for the North American market, the



The massive Manitou MHT10210 may make an appearance.

506-36, 507-42, 509-42 and a completely new 10,000lb - 56ft model.

CAT is also launching a worldwide machine, the super compact TH255, essentially the Caterpillar version of the JLG 2505 produced by the Cat JLG Alliance.



The new CAT TH255

Local company Xtreme is owned by rental man Don Ahern. These ultra heavy duty machines are well worth a look, although they are clearly not designed for Europe, look out for the massive XRM1267. At the other end of the scale the Xtreme compact machines are supplied by Dieci.

Case will show three new models. The TX742, TX842 and TX945 are designed for visibility, operator comfort, machine balance and ease of maintenance and serviceability.



Case

Others

Remote Controls • Control Remoto

Autec	S-10711	Silver
Cavotec	C-7590	Central
HBC Radiomatic	G-122	Gold
Hetronic	G-338	Gold
Ikusi	C-4369	Central
Omnex	C-4259	Central
Tele Radio	RP-37032	

Electronics

Ascotel	S-12321	Silver
Brigade Electronics	S-17801	Silver
Crane Dispatch Software	N-1300	North
3B6	S-18127	Silver
Cranesmart Systems	G-193	Gold
H J Hirtzer & Associates	S-847	Silver
Hirschmann	G-335	Gold
Ikusi -	C-4369	Central
Itowa	S-18004	Silver
Kruger -Hirschmann	G-335	Gold
Laser Technology	C-6286	Central
Load Systems International	G-196	Gold
Loadwise	C-4867	Central
Moba	S-16530	Silver
McKee Communications	C-4029	Central
Omnex Control Systems ULC	C-4259	Central
Orlaco	B-953	Blue
PAT - Hirschmann	G-335	Gold
Rayco-Wylie Systems	B-944	Blue
Robinson Engineering Corp	GP-51242	
SMIE	B-901	Blue
Trimble	S-17411	Silver

Components • Componentes

American Crane & Tractor Parts	H-24017	
Atlanta Trading Company	GP-50607	
Berco	N-2902	North
Cavotec	C-7590	Central
Centranz	GP-51329	
Conveyor Components	C-6338	Central
Brevini	S-15327	Silver
Bosch Rexroth	S-13013	Silver
Dana Corporation	S-16313	Silver
Dica	S-9821	Silver
Double Coin/CMA	S-12621	Silver
EBC Industries	S-17827	Silver
Friction Marketing	C-4759	Central
Getz Enterprises	S-12431	Silver
Gosan Crane Components	C-4743	Central
IMO USA	C-4033-8	Central
Lube-A-Boom	S-550	Silver
Mailhot Industries	GP-50829	
North American Hydraulics	S-13819	Silver
Optima Batteries	S-17330	Silver
Opus Electronics Inc	C-4033-11	Central
Oriental Engineering Works	S-17713	Silver
Partsmaster	C-4947	Central
Pirtek	S-17819	Silver
Power-Packer	S-17911	Silver
Samek Corporation	GP-50245	
Simplex	S-17231	Silver
Solideal	G-366	Gold
SSAB Hardox	C-4168	Central
Tifco Industries	S-17408	Silver
Timco	B-951	Blue
Track One	S-12807	Silver
Tulsa Winch	C-6313	Central
Wachendorff Elektronik	C-4033-11	Central
ZF Industries	S-16039	Silver

Tyres

Amerityre	RP-31001	
Balkrishna Tyres	S-12019	Silver
Bridgestone Firestone	N-2301	North
Carpenter Company	GP-50919	
Double Coin/CMA	S-12621	Silver
Gaither Tool Company	GP-50703	
Goodyear	C-6769	Central
Michelin	N-2763	North
Solideal	G-366	Gold
Titan/General OTR	S-12101	Silver
Yokohama Tire	S-8729	Silver

Others continued

Engines

Cummins	S-16013	Silver
Deutz	S-16538	Silver
Hatz Diesel	S-16405	Silver
Kubota Engine	S-16049	Silver
Mitsubishi Engine	S-17627	Silver
MTU Detroit Diesel	S-16127	Silver
Perkins Engines	S-15927	Silver
Southwest Products Corp	S-8551	Silver
Volvo	G-134	Gold

Lifting Equipment

Actek Mfg & Eng	GP-50509	
Alturamats	S-11407	Silver
ARI-HETRA	GP-50629/RL-44030	
Arrow Material Handling Products	B-903	Blue
Auto Crane	C-4233	Central
Böcker	S-614-4	Silver
BVA Hydraulics	S-17431	Silver
Caldwell Group	S-9145	Silver
Crosby Group	C-4455	Central
Enerpac	S-17005	Silver
Extreme Outback Products	S-12310	Silver
F & M Mafco	S-18027	Silver
Feterl Manufacturing Corp	G-387	Gold
Gunnebo Johnson	G-307	Gold
Hyda-Tech International	S-16253	Silver
Hydraulic Power Systems	S-884	Silver
iHC Fundex Equipment	S-19100	Silver
Independent Parts & Service (IPS)	C-4345	Central
Kinshofer Liftall	S-19101	Silver
Kundel	C-4432	Central
Lift Equipment	GP-51011	
Lift Systems Inc	B-971	Blue
Lift-All Co	GP-50739	
Lifting Technologies	G-325	Gold
Lug-All	S-9928	Silver
Miller Products	C-7589	Central
Noblelift Equipment	C-7269B	Central
Palfinger	S-610	Silver
Ramsey Winch	RP-36017	
RGC/Reimann & Georger	S-8833	Silver
Rope Block	RL-45023	
Rotzler Inc	C-6282	Central
Sellstrom Manufacturing Co	H-23026	
Sicoma North America	S-8852	Silver
Signature Fencing & Flooring	GP-50809	
Spanco	S-9928	Silver
Stertil-Koni	B-956	Blue
SwapLoader	G-301	Gold
Thern	S-9145	Silver
Wimag	S-614-3	Silver

Wire Rope

Bethlehem -Wirerope Works	C-4913	Central
Bridon American	C-4027	Central
Casar -WireCo	C-4459	Central
Extreme Outback Products	S-12310	Silver
Lift-All Co Inc	GP-50739	
Twin City Wire	C-7573	Central
WireCo	C-4459	Central
WRCA -WireCo	C-4459	Central
Wirerope Works	C-4913	Central

Associations/Services

ARA American Rental Association	L3216	
ANMOPyC - Spanish Manu. Ass	L-3527	
AWPT	SZ-1000	
IPAF	SZ-1000	
Material Handling Ind. of America	L-3511	
NCCCO	L-3102	
Ritchie Bros	N-2041	North
Vertikal Conexpo	S-555	Silver
Vertikal Press	S-555	Silver
Wynne Systems	S-10917	Silver

IPAF or AWPT as it is known in North America has a large stand or 'Safety Area' promoting, among other things it's 'Click It' campaign (Clunk Click) and will be providing live 15 minute demonstrations of what happens when you don't wear a harness and short lanyard in a boom lift. IPAF training is just beginning the gather momentum in the USA and the federation hopes to make some significant progress. No matter if you are a member or not, stop by and see the IPAF team.



NCCCO The National Commission for the Certification of Crane Operators is led by British born Graham Brent, (a company a not a government department) is at the forefront of crane operator certification which is slowly sweeping across the United States.

If this subject has any interest it will be well worth stopping for a chat.

Vertikal Conexpo

The Vertikal Press will once again produce Vertikal Conexpo in both Spanish and English. The guide to all the lifting equipment on display will include large plans of the areas where most lifting exhibitors are located along with guided tours for each product type, highlighting new products and services. Vertikal Conexpo also includes a detailed guide to Las Vegas, with restaurants shows, transport details and lots more. Take a look on line before you go then stop at stand S555 in the silver lot to get your personal copy.



Tower crane safety@work conference

Tower crane safety equipment manufacturer SMIE is organising a short tower crane safety conference in partnership with crane operator certification company NCCCO, tower crane distributor and rental company Morrow Equipment and the Vertikal Press. Speakers will include Paul Phillips, Graham Brent, Tim Rowley and Leigh Sparrow. Entry is free and the conference will last around two hours.

Tower crane safety@work conference

Thursday March 13, 2008 09.30 ~ 11.30 - Las Vegas Convention Center

<http://www.vpreg.com/forms/smie/smie.php>



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Helping you to cut installation times down dramatically

Valla 20E



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Weight
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The 20E from Valla is a safe and economical replacement for single beam counter weight scaffolding using electric hoists.

The 20E, pictured above, will be used to hoist all kinds of panelling for building exterior cladding systems, its extendable boom allowing manoeuvrability around columns and other obstacles.

If you require any information about Valla Cranes' product range or would like a demonstration call on +44 (0) 1482 351 546 or visit www.valla.com.

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