

# If its October this must be **Bologna**

If its October and the conkers are here, it must be SAIE. Yes, Italy's premier annual construction show is once again upon us and this year it will be bigger than ever. With Italian crane, access, lorry loader and telehandler manufacturers steadily increasing sales into the UK, now might be a good time to visit the show and also take-in a large helping of Bologna.

Italy is the home of the loader crane and also has a healthy number of access and mobile crane manufacturers, not to mention a few telehandler specialists. This year's show will cover a total of 260,000 square metres of space and like many major international shows, SAIE covers a wide range of building materials from baths to bricks (mainly in the 15 exhibition halls). Unless you are in the process of building a new home, make your way outside where most of the cranes and access exhibitors are located in the 80,000 sq metres of outdoor space.

Italian engineers are among the finest in the world and the manufacturers have the ability to convert the design concepts into the metal with the minimum of compromise. So if you are looking for the latest innovations, concepts and ideas you really should make the effort to visit SAIE.

The new Bologna-Fiera motorway is now in operation, hopefully reducing the length of the traffic jams. We are also told that major changes inside the exhibition area - including raised connecting walkways between halls and new service areas - have also made it easier to get around.



Three new cranes will be unveiled on the Effer stand



c&a

SAIE

In terms of new product launches many Italian producers prefer to keep this secret until the show opens, but you can expect a large number of innovations from the loader crane, truck mounted and spider lift manufacturers.

Here is a brief look at just a few of the new products that we know will be at the show.

## Loader cranes

If you are looking for lorry loader cranes, SAIE is the best show - there simply isn't a wider and more varied selection of machines anywhere. World leaders, Palfinger and Hiab may not be Italian but most of the rest of the sector is! Fassi, Effer, Amco Veba, PM, Ferrari, Cormagh and Pesci will all be there and most will unveil new machines and new technology. Non Italian manufacturer Palfinger is using the show to kick off its 80, new generation loader cranes that it plans to introduce over the next three years with the first models of its new 'High Performance' crane series on display.

Possibly trying to take on the Italian manufacturers on home soil, Palfinger is obviously pushing home its global advantage (and annoying the local manufacturers) by using the slogan 'we've made the best even better'.

At the heart of this €80 million investment is its new hexagonal tube production plant at the Lengau

plant in Austria. Over the next three years, existing crane models will be replaced and the product range will be extended. On display at SAIE will be the PK 8501K, PK 8502, PK 9001EH, PK 11001K, PK 11002, and PK 12001EH.



Palfinger will be showing its PK8501K as well as several new models.

Palfinger also builds Epsilon cranes for the handling of timber and scrap which are also suited to heavy grab and muck-away use. Look out for two E120Z models and the 'tripleZ' solution on the stand.

Its aerial platform division Bison-Palfinger will be showing its new TA25 Business, 3,5 tonne truck mounted machine first seen at Bauma earlier this year.

Effer's 400 square metre stand will have at least three new loader cranes on show including the world premier of the 100 tonne metre capacity 1355-8S - the only model on display that will be mounted on a truck - and the 470.



The 1355-8S features a decagonal boom profile and eight hydraulic extensions giving a maximum horizontal reach of more than 19 metres and a lifting height of 24 metres. The main new feature of the crane however are its X-shaped outriggers (the Effer CroSStab concept) which is claimed to give improved stability over the crane's full 360 degree working area without increasing the mounting space on the truck.

The 470, on display for the first time in Italy, is also worth a look - shown in the 6S version which has six hydraulic extensions and a four section fly-jib. Decagonal profile boom, continuous slewing and the latest 1300daN grade steel means that the new fly-jib - with an articulation angle of 200 degrees - has a lifting capacity claimed to be 70 percent higher than previous jibs of comparable size.

Ormig will have its 80 tonne, truck crane which has a maximum reach of 48 metres



### Pick and carry cranes

SAIE is also one of the best shows to look for industrial pick and carry cranes. The vast majority of these are now built in Italy and most manufacturers will be exhibiting. Market leaders such as Valla and Ormig always have impressive stands. Valla will almost certainly be showing something new in the electric pick and carry line or perhaps a new tracked machine?

Ormig will be showing several cranes including its 10 tonne capacity, 70 degree angle rear steer 10tmE and a 60 tonne, diesel powered unit.

The company will also exhibit its 80 tonne capacity 804AC commercially mounted truck crane, with a six section boom giving a maximum reach of 48 metres. With an overall weight of 32 tonnes and a 2.5 metre width and 3.4 metre height, the unit makes for a good assist crane.

### Other cranes

The major mobile crane producers will all be there along with a number of local producers, but this year don't expect to see too many tower cranes as they are only in attendance every other year.

### Access

All of the Italian truck mounted and spider lift producers will be out in force, so expect some new developments from Pagliero, Oil&Steel, GSR, Socage and CTE all of whom are local. Italy is also becoming a major centre for mast climbers and SAIE is usually a great opportunity to see the latest developments from companies like Maber, Rovers, Electroelsa and Safi.

One thing is for sure - you are likely to see powered access products here that you will not see elsewhere. On the non-powered side this is a scaffold and ladder year. The Italians produce some of the most competitively priced alloy towers and ladders in the world, their only problem is finding dealers. So if you are looking for a new product line then this is the year to go.

### Telehandlers

While Italy is not home to one of the top three worldwide manufacturers, it can boast more producers than any other country and it can also lay claim to many, if not most of the innovations introduced over the years, such as side mounted engines and 360 degree models. In fact virtually all of the world's 360 degree telehandlers are produced in Italy! If you have any interest in telehandlers the Merlo stand is a must. The company always shows off its latest ideas and developments here. It will be a rare SAIE that Mr Merlo does not launch some radical new idea. The company is also likely to use the show to gather more reaction and feedback on its telehandler-based, self propelled articulated boom (See page 31).

Other Italian telehandler companies that are committed to grabbing a larger share of the world market are Dieci, which has consistently launched new products at the major shows, and Farasin, now free from Haulotte and showing its 360 degree machine first seen as a prototype at Bauma. Bobcat might also show something new as well as its T2250 which was unveiled at Bauma.

The general demand for all things connected with lifting - from compact telescopic crawler cranes and self erecting tower cranes to spider and truck mounted platforms - means that there are guaranteed to be surprise launches. A trip to Bologna is certainly worthwhile, but if you can't make it this year, look out for updates during and after the show on [www.vertikal.net](http://www.vertikal.net). Ciao.

**SAIE 07** International  
Bologna, 24 - 28 October

### SAIE Show facts

Where: *Bologna Fair Centre*

When: *24-28th October 2007*

Opening times: *9.00 to 18.00 (9.00 to 17.30 Sunday)*

Entrance fee: *Free to overseas visitors after registration*

Where to stay: *Plenty of choices to stay in and around Bologna. If you are really having difficulty finding a place try Bologna Congress Convention & Travel*

Email: *info@conventionandtravel.it*

Web: *www.conventionandtravel.it*

There is also a direct train connection from the showground to the seaside town of Rimini (Easy Jet flies direct to Rimini).

### How to get there

Aer Lingus and British Airways fly direct to Bologna, Alitalia stops in Milan or Rome, while Easy Jet flies to Rimini from where there is a direct train connection to the showground.

If flying with Ryanair be warned the Bologna it flies to is in fact Forli, 84 km and a €100 taxi ride from Bologna. There is a bus/rail connection from Forli but the journey to Bologna takes at least an hour.

### Getting around

Once in Bologna, take the short taxi ride to the showground, or if you are a cheapskate, several bus routes stop at the showground. They can be very crowded but it is cheap and they run frequently and you will feel like a local.

For more information contact the organisers:

Email: [saie@bolognafiere.it](mailto:saie@bolognafiere.it)

Web: <http://www.saie.bolognafiere.it>



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