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Crunch time for Intermat

There was a lot of talk between equipment manufacturers at the last Intermat in 2006 about whether the show was able to maintain its 'international' position given the meteoric rise of Bauma and the increasing importance of Bauma China. Many were saying the show had become more regionalised and less important even within Europe and that a move to one big show in Europe, on a cycle with a big Chinese and American exhibition is inevitable. The current economic climate is not helping the situation with several major manufacturers not attending this time because of financial cut-backs.

Intermat may well feel the effect of both of these factors but it will still be a huge show with plenty of equipment including many new crane, access and telehandler products to see. The following is merely a taste of what to expect.

In spite of an anticipated 10 percent fewer exhibitors, there will still be more than 1,100 companies at this year's show. Within the boundaries of our coverage, there are some notable absentees including Terex/Genie, Tadano, JLG, Bronto, Aichi, Niftylift and Alimak Hek. Perhaps most surprising is Manitou, not tuning out for its home show.

The largest remaining access manufacturer, Haulotte, will hope to drive home an advantage being able to show off its latest equipment without two of its main competitors in sight.

The following are just some of the many new products that will be on display. As usual with major shows, there are bound to be a few unexpected surprises. Check out Vertikal Intermat, the comprehensive guide to cranes, access and telehandlers at the show, both before and during the event.

Liebherr

Liebherr has two new crane launches, the 350 tonne LTM 1350-6.1 - a six axle All Terrain with a 70 metre telescopic boom 10 metres longer than the LTM 1300-6.1, which it replaces - and the MK88 mobile self erecting tower crane.

The 350 tonne AT has increased lifting capacities, particularly when fitted with the Y suspension system that doubles capacity in many areas which Liebherr says makes it the strongest six axle crane on the market and capable of performing work previously handled by seven and eight axle cranes.

When equipped with a 78 metre luffing fly jib, the crane has a maximum hook height of 132 metres, 16 metres more than the 1300. Other features include the ability to self-assemble the Y suspension system, a design that has already proven itself on the LTM 1400-7.1.

For easier transportation, the counterweight frame complete with baseplate, some counterweight blocks and the luffing winch for the fly jib can travel complete as a 60 tonne package. The maximum counterweight is 140 tonnes.

Power comes from an eight cylinder Liebherr diesel engine driving a 12-speed ZF TC-Tronic gearbox with torque converter for drive-off and sensitive manoeuvring. The 1350-6.1 is equipped also with air-operated disc brakes, first introduced by Liebherr at Intermat 2006. The four rear axles of the six-axle chassis are steered actively, dependent on road speed, 'improving manoeuvrability and greatly reduced tyre wear' says Liebherr. During crab steering, all six axles are steered, eliminating the need for axle lift.

The new crane features an improved, more powerful version of the Liebherr LICCON2 crane control system, with BTT Bluetooth mobile multi-functional control and display unit which can be used for easy set up, including attaching the counterweight and for self-assembly of the Y suspension system.

And the MK 88 mobile tower

The four axle MK88 mobile self erecting tower crane, replaces the MK80 of which almost 150 were sold. Transport dimensions are similar to the MK80 but the superstructure features a completely new, two-section lattice-construction telescopic tower design, which,

says Liebherr, is exceptionally rigid. Three steep-angle jib settings: 15, 30 and 45 degrees are standard, allowing a maximum hook height in the 45 degree 'super steep' angle position of 57 metres, while the maximum radius increases to more than 44 metres.

The MK88's four-axle chassis is new with variable-action steering concept, active rear-axle steering and air-operated disc brakes.

The electric power supply for crane erecting and operation can be taken either from the standard, on-board, super quiet 48-kVA generator or by connecting to an outside source. The MK 88 can also be equipped with radio remote control, complete with display of all critical load information, including actual working radius, hook height, lifting speeds and the load on the hook.

Manitowoc

Manitowoc will launch several new cranes, the most eye catching of which has to be the 55 tonne Grove GSK55, which is essentially a large trailer crane, merging the superstructure from Grove's GMK3055 All Terrain crane with a specially-designed trailer chassis allowing customers to use a tractor unit of their own choice.

Manitowoc says that the new crane will be both less expensive and have lower running costs than an

The MK88's new four-axle chassis has variable-action steering concept, active rear-axle steering and air-operated disc brakes.



Liebherr's new 350 tonne, six axle LTM 1350-6 All Terrain crane has a 70 metre telescopic boom, 10 metres longer than the LTM 1300-6.1 it replaces.

equivalent sized All Terrain, while boasting axles loads of just nine tonnes with full 11.6 tonnes of counterweight. It is being targeted at Europe - particularly emerging markets such as Russia.

The load chart of the GSK55 will match the GMK3055, and share the 43 metre main boom and swingaway extensions, giving a maximum tip height of 60 metres.



The Grove GSK55 merges the superstructure from the GMK3055 All Terrain crane with a specially-designed trailer chassis.

Manitowoc Crane Care centre worldwide, allowing fast and accurate diagnosis and rapid repairs.

Manitowoc claims its new CraneSTAR is the most extensive OEM-produced fleet management system in the crane industry, helping owners get better productivity and profitability from their cranes. Visitors to the company's stand will be able to see live demonstrations of the system in action.

The system provides customers with up-to-date information on their crane fleet, no matter where they or their cranes, are in the world. A Manitowoc engineered Telematics Control Unit monitors major crane functions and provides operational

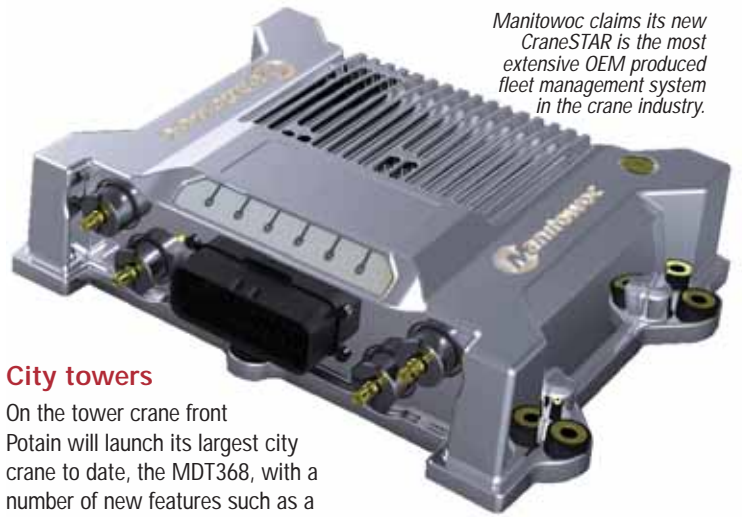
Other new products will include the GMK5110-1, and upgraded version of Groves best selling AT, the GMK5100. The new 110 tonne, five axle All Terrain, includes all of the updates from the most recent Grove AT's, including the company's new carrier cab, along with a stronger load chart and improved 50.6 metre main boom. An 18 metre swingaway extension has two additional eight metre sections, giving a maximum tip height of 87 metres, while maximum radius is 46 metres.



The new 110 tonne five axle All Terrain GMK5110-1 has a maximum tip height of 87 metres.

Also new on the crane is a two-speed transfer case for better manoeuvrability at slow speeds. All crane operations, including both superstructure and carrier functions, are controlled via Manitowoc's ECOS system. Working in tandem with the EKS 5 Light load monitoring system. EKS monitors the crane's lifting operations at all times, providing a warning alert for faults or errors while able to transmit data to any

data taken from the proprietary CANbus network or RS232. It is also able to provide information from the Load Moment Indicator which can be transmitted to a secure database linked to a web server, allowing the crane owner to access the information online, from any Web-connected computer or handheld device. Unlike many other systems, CraneSTAR can transmit data over both GSM and Satellite networks.



Manitowoc claims its new CraneSTAR is the most extensive OEM produced fleet management system in the crane industry.

City towers

On the tower crane front Potain will launch its largest city crane to date, the MDT368, with a number of new features such as a folding counter jib section to help make it easier to transport and erect. The MDT 368 is available in two versions, the MDT 368 L12, with a 12 tonnes maximum capacity, and the MDT 368 L16, with a 16 tonnes maximum capacity.

The new model has many similarities with the current HA12PX, but has a wider 1.5 metre platform with 230kg capacity, redesigned chassis, and improved multifunctional controls, allowing up to four simultaneous functions and reaching full height in just 30 seconds.



Potain's largest city crane to date - the MDT368.

Igo 30

The new Igo30 self erecting tower crane is available either with a 30 metre jib that has a tip capacity of 900 kg or a 28 metre version that lifts a tonne at its jib tip. Maximum capacity for both versions is 2.2 tonnes, which the crane can take out to 14.6 metres.

The Igo 30 has a total weight of less than 26 tonnes, meaning it can travel on a single truck in most markets. Deliveries are scheduled to start in April.

Haulotte

Haulotte is launching its new HA120PX a 10 metre (34ft) platform height compact boom lift, incorporating features from the popular HA16PX including four wheel drive and steer, 45 percent gradeability, zero tail-swing, pure parallel lift to almost eight metres and a jib with 140 degrees of articulation.

The company is also expected to unveil an upgraded 'green' version of its large scissor lift range, which will incorporate a number of environmentally friendly aspects, including recyclable components and a new cleaner engine.



Haulotte's new 10 metre HA120PX features four wheel drive and steer, 45 percent gradeability, zero tailswing, pure parallel lift to almost eight metres 140 degrees jib articulation.

Two new mini's from Maeda

They may have been announced almost two years ago, but the two new Maeda mini cranes - the MC174 and the LC1385 - WILL be on the company's stand at Intermat. Japanese manufacturers are known for not rushing products to market prematurely and these machines reinforce that view.

The 1,270kg spider MC174CRM replaces the MC104 and is just 590mm wide yet has a 1.72 tonne lift capacity and 5.6 metre maximum lift height. A major feature of the machine is the programmable moment limiter with optional equipment including searcher hook and remote control.

The larger LC1385M-8 'mini crane' has a six tonne maximum lift capacity with a two tonne 'pick and carry' capability. Lift height is up to 16.7 metres and standard equipment includes steel tracks, four fall and two tall hook blocks, dozer blade and rear view camera.

Multitel Pagliero

Italian truck manufacturer Multitel is taking a larger stand to show more of its range, along with a new product launch, the MX225 mounted on a 3.5 tonne Nissan Cabstar chassis. The new articulated lift has a 22.5 metre working height and 'straight Line' outriggers that remain within the vehicle width at all times. Multitel says: "The outreach is quite exceptional for a unit with straight down outriggers, due to a new technological approach for this type of machine and will even challenge straight boom models. More will be revealed at the launch."

Also on the stand will be its 65 metre, J2 365 platform destined for a Dutch customer, a 60 metre J360 mounted on a 32 tonne GVM Scania, several models from the company's MX articulated boom range, the 160 ALU, MT222 and the new SMX 170 spider lift.

Oil&Steel

Oil&Steel will use Intermat to unveil four new aerial lifts, including two Snake Compact models. The Snake 1770 Compact and the Snake 2512 Compact, join the recently launched 2010.



One of four new Oil&Steel launches - the Snake 1770 Compact.



The Multitel Pagliero MX range is expanding with the introduction of the MX225.

Both new models use the new sigma dual riser system from the 2010. The 1770 is mounted on a 3.5 tonne chassis with stabilisers that remain within the vehicle chassis width. It has a working height of 17 metres and an outreach of seven metres. The 25 metre Snake 2512 Compact is mounted on a six tonne Iveco Daily chassis and offers up to 12 metres outreach.

The company is also planning to show the Octopussy EVO series of spider lift including the 1500 EVO and the Octopussy 1800 EVO with an entirely new outrigger system.

Large truck platforms will be represented by the 62 metre Eagle S6232 owned by French rental company Revel SA.

Dinolift

Finnish-based Dinolift, is largely using the show to find new distributors, particularly in France, following the ending of its trailer badging deal with Haulotte. It will unveil a number of new lifts, including battery powered versions of all of its trailer lifts, which until now were all AC powered. It will also show its highest lift to date, the self propelled, 80ft/26.5 metre working height 265RXT.

Weighing just 4.5 tonnes it is over 10 tonnes lighter than a traditional self propelled articulated boom and yet measures just 2.1 metres wide in travel mode and offers 35 percent gradeability with four wheel drive, four wheel steer and an oscillating axle. Once in position the outriggers can be set in 40 seconds and the machine is ready to work.

C&a

intermat



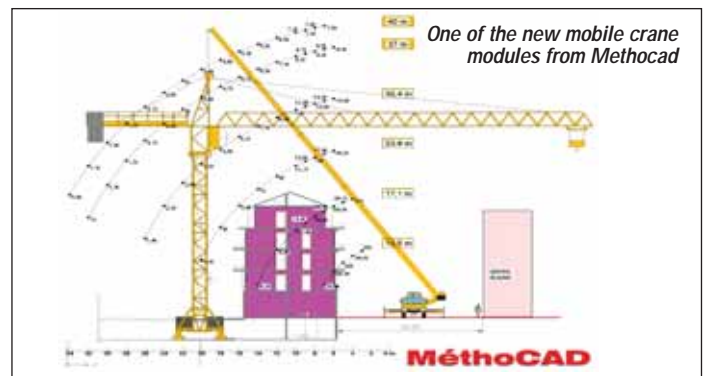
Dinolift will also be showing off its new narrow trailer.

MethoCAD

Creative Business Solutions - celebrating 20 years of MethoCAD software - will be showing version 9.0 which will include 20 modules offering customers solutions needed to prepare a site such as site layout with the new modules of mobile cranes and environmental standards in addition to 3D site modelling, tower cranes, walls and formwork planning, slab forming and shoring towers.

Hinowa

Hinowa's recently launched 23 metre Light Lift 23.12 spider lift will be on show along with the Light Tower Kit, which can be mounted in place of the basket on the whole range of Hinowa spider platforms. Also take a look at the new tracked fork carriers, one of which will include a four position jib attachment that fixes over the forks giving a lifting capability of 1.6 tonnes at 1.29 metres and 340kg at the end of the 3.69 metre jib.



One of the new mobile crane modules from MethoCAD

Made - Power line detection

French manufacturer Made will be showing its improved, high voltage power line detection system - Sky Radio 2.0. Features include failsafe check systems, new software, antenna removal and more sensors.

Up to 13 sensors are installed along the machine's boom or basket, and when any one approaches a high voltage line, it transmits an audio/visual warning to the operator's cab and can include a function lockout.

The previous version, launched seven years ago, is fitted to more than 1,500 machines but the company is looking for dealers to penetrate the aerial lift, crane and telehandler markets.

Iron Planet

The world's leading online auction company - Iron Planet will be showing off its unique 'inspected and guaranteed' equipment sales platform conducted solely online. Its first European sale took place at the end of January selling €3.22 million of equipment.

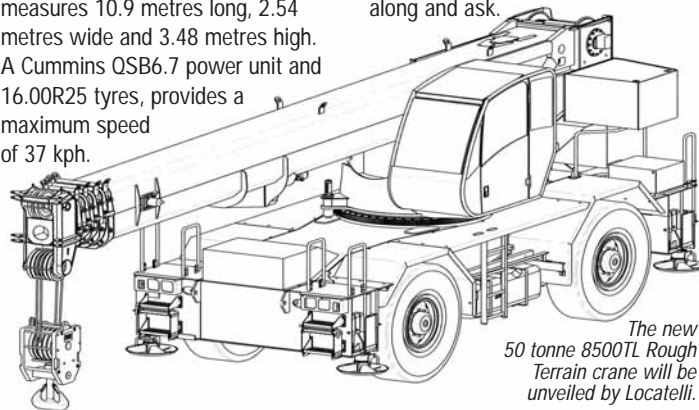
Ruthmann

The German truck mounted lift manufacturer Ruthmann will exhibit its 47 metre T470 in the metal for the first time. Mounted on a compact 18 tonne, 10.5 metre long chassis it offers 32 metres of outreach. The company says its performance is attributable to its new lightweight orbital boom system. The jib offers 90 degrees of articulation in each direction and hydraulically extends from 2.3 to 3.6 metres. The display unit has been sold to French rental company Joly Location near Dijon.



Sky Radio utilises up to 13 sensors along a boom or basket to detect the proximity of high voltage power lines.

outrigger and load conditions that is said to eliminate errors from poor outrigger positioning, while incorporating a GPS system and a tilting cab for improved operator visibility and comfort. The crane measures 10.9 metres long, 2.54 metres wide and 3.48 metres high. A Cummins QSB6.7 power unit and 16.00R25 tyres, provides a maximum speed of 37 kph.



The new 50 tonne 8500TL Rough Terrain crane will be unveiled by Locatelli.

SMIE

French tower crane anti-collision specialist SMIE is launching two new products - the AC243 which claims to be the only anti-collision system able to manage 14 cranes by radio on the same network and the SGC240 data logging system for site supervisors.

AGS

Another French-based tower crane safety systems producer AGS will show off its AC3 ID, a full function security management system for tower cranes. The all-in-one colour graphic touch screen gives information on load control, anti-collision and zoning systems, wind speed, as well as logging data.

The new data logging software provides the user with continuous information on a crane for up to two years before overwriting. It has three main functions - the use of reply tools to review data, statistics on operation time and movement, accumulated load and number of lifts as well as load distribution, and tools to create a load chart and ability to manage them in a library by type.

Palfinger Wumag and Bison

Palfinger will combine its crane and access products on the single stand, displaying a PK 150002 Performance loader crane alongside the top of the line Wumag Palfinger WT1000, the

103 metre All Terrain carrier mounted lift, the 45 metre WT450 the 28 metre Bison Palfinger TKA28.

Ausa

Spanish producer Ausa will unveil its new Taurullift T276H telehandler, with 6.1 metres lift height and 2,700 kg capacity, permanent four wheel hydrostatic drive and Kubota power.

Kobelco

The world's leading crawler crane manufacturer will unveil its all new 400 tonne capacity SL4500 crane as well as the 60 tonne CKE600 and 250 tonne CKE2500-2.

Kobelco says that it developed the SL4500 in close co-operation with several key buyers around the world. Maximum configuration in SHL format is an 84 metre main boom with 54 metre luffing jib, or 78 metre main boom with 66 metre luffing jib, resulting in a 144 metre total boom/jib length.

UK-based crawler crane rental specialist, Weldex, ordered an SL4500 with full specification, while the crane was still on the drawing board. It is equipped with a 320kW engine which complies with Stage 3 (EUR 3) emission regulations. Engine speed, hydraulic flow and pressure demands are coordinated by the computer-controlled Engine Speed Sensing (ESS) system, reducing speed changes in simultaneous operations to provide a smoother, more efficient performance.

Large, extra-wide main and auxiliary winch drums enhance the ultra-smooth operation and improve component service life, especially of wire rope and drum. The multi-disc brakes are self-adjusting and self-equalizing. Making the winches almost maintenance free. Forced oil circulation keeps brake temperatures cooler during long, continuous operations and maximizes smooth brake operation.



The 47 metre Ruthmann T470 will be seen in the metal for the first time.

Locatelli

Italian crane maker Locatelli will show an all new 50 tonne Rough Terrain crane, the Gril 8500TL. The new crane features a five section 37.2 metre main boom, an innovative control system for

The SGC240, which can monitor up to 20 tower cranes at once, relays information in real time to the site supervisors PC, including position, system overrides, movement cuts due to interference, whether the crane is powered up or down and full reporting of any internal system faults of each crane. The system

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An optional full-sized third winch, located behind the auxiliary drum, enables the use of a wide range of attachments.

The new 400 tonne Kobelco SL4500 with SHL and luffing jib will be one of the largest exhibits at the show.



Cab Glazing Services

The UK's market leader for the supply of curved and flat safety glass for specialist vehicles is gearing up to offer a serious alternative to OEM supplied glass in Europe. Cab Glazing Services has been supplying high quality replacement glass to equipment owners in the UK for over 30 years. It is now looking for new dealers and distributors in the rest of Europe.

Loadwise

UK-based Hawkey Group is introducing a new range of Crane Safety products under its Loadwise brand. Three new product lines will be unveiled including a re-engineered version of its flagship 5000 series Load Moment Indicators, a new range of wireless products and a new, on board detection and alarm system for overhead high voltage cables.

Dana

The Dana Off-Highway Products Group which produces Spicer axles, transmissions, torque converters, electronic controls, and brakes will be showing a new driveline system for telehandlers. The new system is designed to provide increased productivity and enable manufacturers to achieve higher reach and lift capacities, and greater versatility. With up to a four-tonne lift capacity, the system is composed of two Spicer Model 212 (23S027) axles, a Spicer HSY08 powersynchro

transmission, and two Spicer 1410 Series driveshafts.

Michelin

Michelin will feature the new Michelin X-Crane AT All Terrain crane tyre, which it claims provides a superior performance on both road and job site, with greater wear characteristics and smoother, more economical road performance.



Dana's new four tonne axle, synchro transmission and driveshafts.

Practical information

- **When?:** Monday 20 to Saturday 25 April 2009
- **Where?:** Nord Villepinte Exhibition Centre, Paris, France
- **Opening hours:** 9 am to 6 pm every day
- **Entry cost:** €50

Getting to the Exhibition Centre

By Air,

Fly to Roissy Charles de Gaulle airport, it is around 15 minutes away by road, traffic willing, best bet is to take RER train Line B one stop north and get out at the Parc des Expositions station.

By Rail/Eurostar

The TGV (high-speed train) station at Roissy-Charles de Gaulle airport is located 15 minutes from the Parc des Expositions accessible via RER train.

By Road

Located north of Paris on the A1 - the road to Lille and the channel ports, the Parc des Expositions - Visitors exit, is just north of the Airport.

From the city

Best bet is the RER Train, fast, predictable and inexpensive: take RER Line B towards Roissy-Charles de Gaulle, make sure that the one you get on stops at the Parc des Expositions station. It will be listed on the platform display.

Alphabetical listing of Crane, Access and telehandler related exhibitors

Aerial Parts Europe	Falck Schmidt	Iteco	Minet	Secatol
Altec	Faresin	Jaso	Moba	Sennebogen
ATN	Fraco	Jay Electronique	Multitel -Pagliero	Skyjack
Ausa	Furukawa Unic	JCB	New Holland	Smie
Autec	Gelco Gru - Clever crane	Kinshoffer	Nicolas	Socage
Avant Techno	Gemmo	Kobelco	Nooteboom	Soosan
Bauer	GGR - Unic	Komatsu	Oil&Steel	Teupen
Bison	Giraf Track	Kosran	Orlaco	Thomas
Bizzocchi	Goian	Kranlyft	Pagliero - Multitel	Time
Bobcat	GP Mat	Leguan	Palfinger	TT Control
Böcker	Haulotte	Liebherr	Palazzani	UpRight
Camac	HBC	Lionlift	Pichon	Unic
Case	Helac	Loadrite	Platform Basket	Versalift
Caterpillar	Hetronic	Luna	PM loader cranes	Worldlift
Chastagener Levage	Hinowa	Maber	Probst	Wumag
Cobo	Hirschman	MADE	PVE Cranes and Services	Wynne Systems
Comansa	Hydraforce	Maeda	Remorques Louault	XCMG
Comilev	Ikusi	Manitowoc	Ruthmann	Yongzhou Yixiang
CTE	Iron Planet	Marchetti	Saez	Machinery
Denka lift	Imet	Materbat	Safi	Zoomlion
Dieci	Imer	Merlo	Sany	
Dino Lift	IPAF	Method Cac	Scanclimber	
Effer		Minelli		

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