

# Italian stalwarts out in force

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SAIE

Once again, the SAIE show in Bologna, Italy lived up to its reputation as one of the best equipment shows in Europe. Although total attendance numbers were down somewhat on last year - no surprise there - the sheer number of Italian equipment manufacturers eager to unveil new products for their home show meant there was an enormous amount of new equipment both expected and unexpected. The following is a brief round up of some of key introductions.....

With this not being a tower crane year you might think that there would be a lot less to see at this year's show. Yes, there were some rather large spaces normally occupied by the likes of Haulotte, Terex and Manitowoc, with the latter two having moved to smaller spaces, but the Italian stalwarts were out in force however and almost every one showing new products.

The flavour of the show is always tilted towards loader cranes, small truck mounted platforms, spider lifts and pick and carry cranes and all four areas were well represented this

year. When it comes to truck mounted lift there was a proliferation of units on 3.5 tonne chassis - with variations up to a maximum of 26 metres, some with and some without stabilisers, cheap and cheerful for the rental market or very sophisticated, jibs, articulated, double pantograph or straight boom - all were on show.

Larger truck mounts were also out in force with Palfinger Wumag's 103 metre WT1000 towering over everything else. Bronto claimed the largest platform based in Italy showing a 90 metre S90 HLA sold to Ital Noleggi and then a 73 metre Barin. CTE showed off its new 61.6 metre B-Lift 620 HR and the new owners of Cela and Socage unveiled a range of truck mounts and outlined its future plans which include a 105 metre model.

The resurgence of pick and carry cranes - particularly the smaller capacity machines was also evident, with Ormig, Valla, Galizia - and the lesser known Kegiom - all showing new products in the two to five tonne sector.

Loader cranes are almost as common as small Italian scooters (well almost) and again there were plenty of new products to see from PM, Cormach, Effer, Terex, Palfinger, Hiab as well as other Italian manufacturers that rarely stray too far from the homeland.



Two PB Lift Top 16 scissors with a Pop-Up push around on new dealer Aequimast Italia stand



## Aequimast Italia

Niftylift, PB Lift, Worldlift Industries (Denka/Falck Schmidt) and Pop-Up, all shared a stand with their new San Mauro-based Italian distributor Aequimast Italia. Niftylift which has taken more than three years to find a new distributor, showed its HR21 4x4 diesel and the HR17NDE Bi energy self propelled platforms. Aequimast's directors - Giangaetano Mastrota and Filippo Civran - have also firmed up representation with other complimentary products giving it a full range of products from specialist producers.

## Airo

Airo Tigieffe launched the A15 J RTD, a new compact 43ft/13 metre platform height four wheel drive, Rough Terrain boom. The dual riser,

The new A15J RTD compact rough terrain boom from Airo Tigieffe



telescopic boom lift has a 1.32 metre - 140 degree articulating jib and rotating platform which can also be ordered with a 180 degree rotating jib option. Overall width is 1.8 metres, total weight 6.7 tonnes and gradeability 40 percent.

## ATN

French-based ATN continues its strategy to expand its international coverage promoting its mast booms and new Zebra 12 RT long outreach boom lift.



## Bluelift

Bluelift had its upgraded 200kg capacity, 14 metre work height, 6.5 metre outreach, C14/6.5H. The jib can still be used for both one and two person platforms, however the outrigger set up must be increased from 2.5 metres square to three metres square for the two person



Gianpiero Marti shows off the new auto frequency remote control and Honda engine

version. Self levelling is standard on all models. Changes also include a new Honda GX440 engine and the auto frequency Autec radio remote control.

### Bravi

One of the most dramatic new product launches has to be the 5.35 metre working height, electric Bravi Caddy stock picker. Designed for a single operator up to 130kg, the machine has a 90kg capacity electrically powered material tray that can be level with the basket rails when 'picking' high-level products which can be lowered to ease loading or unloading. Entry is by a 350mm step through a double swing style gate. Two easy to use, proportional hand controls have thumb operated raise/lower button (taking 18 seconds and 14 seconds respectively) and left/right steering. The unit can also be used just to transport materials up to 113kg on the load deck. The mast the similar maintenance-free design used in other Bravi platforms.



The new Caddy stockpicker from Bravi

Drive speed is 95 metres per minute, can turn within its own length, has 35 percent gradeability and has a total weight of 650kg. The 'price competitive' Caddy is available now.

Also on the Bravi stand was the upgraded 4.9 metre working height Leonardo with heavy duty frame, improved entry gate and easier to operate joystick. Bravi has just entered the US market with its new dealer and says that it is working on a new six metre working height machine.

### CMC

CMC showed two new 3.5 tonne truck mounts - one with stabilisers and one without. The KTX200 is a conventional 19.7 metre working height, nine metre outreach truck mounted platform with a 200kg capacity and using a conventional 'A' type outriggers at the front and vertical outriggers at the rear.

Aimed at the rental market, the platform is less expensive, more user friendly with reduced electronics. More unusual was the stabiliser-less TBJ130 designed for the street lighting sector. Working height is 13.5 metres and outreach 5.1 metres the basket has a 120kg capacity, enough for one man and tools.



The stabiliser-less TBJ130 from CMC is designed for the street lighting sector

### Cormach

Italian loader crane manufacturer Cormach once again had an impressive stand, showing several new, large loader cranes including the 80000E ASC Plus and 125000E ASC Plus (the number being the maximum static load moment). The 80000E ASC Plus has a maximum of eleven sections or nine plus six extension jib which is capable of -10 degree angle capable



The Cormach 80000E ASC Plus is capable of lifting 800kg to 30 metres

of lifting 800kg to 30 metres. Double lifting cylinders give an - 15 degree main boom angle, 4,000N winch and quick detachable jib are just a few of features of the new loader crane.

The larger 125000E ASC Plus has a similar jib configuration but can lift a maximum of 1,220kg to 31.15 metres.

a 62 metre truck mounted platform, featuring a new boom design and automatic outreach management system. Depending on the position of the outriggers, the system manages 50 different working envelopes but always with a maximum capacity of 450 kg. This machine is the largest of three in the range, which includes the 510 HR and 430 HR - all designed specifically for the European market.



The new CTE Zed 20C has 20 metres working height and 9.2 metres outreach.

### Easy Lift

Easy Lift had two new models on display, including its first truck mounted lift the EZ220, a simple concept 3.5 tonne articulated model with 21.50 metre working height and 11.5 metre outreach. The one man platform includes 180 degrees of rotation. The company's new R210 tracked spider now includes a jib and uses improved materials and a 3.5 metre by 3.5 metre outrigger base for increased stability. Maximum working height is 21.2 metres plus more than 11 metres of outreach with one person. Weight is 3,000kg and levelling capability is up to 30 degrees.

### CTE

CTE display included its new 20 metre working height ZED 20C, a compact, zero tailswing machine with stowed height of 2.5 metres and 6.66 metres long. With a 20 metre working height and 9.2 metre outreach the unit features a strong insulated basket. CTE says that it has already sold five units.

The company also showed off its new flagship - the B-LIFT 620 HR -



Easy Lift R210

### Ecoalpha

A new self propelled mast platform - the Ecoalfa - was spotted being introduced by Italian company Alpha. The 4.9 metre working height machine has a 190kg basket capacity, a speed of 0.21 metres per second and measures 1.64 metres high, 0.75 metres wide and 1.2 metres long. The company says the machine has particularly fast raise and lower times and claims that the unit's economical use of power results in double the number of lift cycles.



Ecoalpha

### Effer



Lorry loader manufacturer - and part of the CTE group - Effer had two new loader cranes on its own stand - the Effer 45 and the 60 tonne/metre, nine extension, 23.34 metre reach Effer 655.

### Fassi

Founded in 1965 by Franco Fassi, the company is celebrating 45 years. Having sold off Sogace it is now fully focussed on loader cranes. The star of the stand was its new FX500 electronic control and management system - derived from the FX800 Evolution system - for light to medium weight cranes. It has also added its Extra Power System (XP) to the F55AXP, F70AXP, F55AXP, F90AXP, F105AXP, F120AXP and F160AXP. The XP system activates a power surplus, reducing the speed of the crane's movements but increasing the lifting capacity. Activated by the operator on the remote control panel it allows tasks to be completed without compromising the performance and safety of the loader crane.

(see Giovanni Fassi mini interview in the loader crane feature on page 24)

### Galizia

Another new Galizia - this time the tracked GK20 - an all electric, two tonne capacity pick and carry crane. Extendable tracks from 820mm to 1220mm give narrow access and increased stability when working.

According to managing director Fabio Galizia-Vercelli the unit is completely electric, not electro hydraulic. The two compact independent brushless AC electric drive motors - one per track - are coupled in a way that makes it easier to operate and turn. Proportional control radio remote is standard and the huge 48 volt batteries form part of the counterweight.

Galizia is this year celebrating its 120 year anniversary - 20 years building cranes. Two cranes launched at last year's show - the two tonne capacity G20 launched and the 20 tonne capacity F200E are now its best sellers. This year



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SALE

Fassi F170T on a Scania P280 recovery unit: Fassi has spent a lot of time and effort on this vehicle recovery crane

the F200E - which uses a similar drive system as the GK20 - featured several improvements including rear safety camera for better visibility and easily removable four tonne counterweight reducing the overall weight of the machine for easier transportation.

### GSR

GSR continues to fill out its line of high volume truck mounted lifts showing the new 18 metre, double articulated E180PX mounted on a Nissan Cabstar of interest to the Euro B driving licence market. The platform has a 250kg capacity and the option of narrow jacking.

The E250PXJ is the first of a new series of double articulated platforms with fly jib. Features of the 7.5 tonne GVW platform include narrow jacking and 280kg in the basket and it will be followed by a 32 metre platform soon.

GSR's E180TJ has a redesigned 18 metre boom with fly jib. Mounted on a 7.5 tonne GVW chassis, the platform offers 280kg basket capacity and narrow jacking and is the forerunner of two new similar models with 20 metres and 22 metres working height.



The Galizia GK20 is an all electric, two tonne capacity pick and carry crane.



The huge 48 volt batteries form part of the counterweight.



One of three new truck mounted platforms on the GSR stand - the 18 metre E180PX



The Lithium Ion powered Hinowa Goldlift 14.70 spider platform

### Hinowa

Hinowa unveiled the world's first Lithium Ion battery powered spider lift, based on its popular Goldlift14.70. The unit uses a 2,000 watt, 48 volt AC motor to power the hydraulic pump, the rest of the machines remains as per the standard unit. The Lithium Ion battery pack fitted to the Goldlift is said to offer around three times the life of a regular aerial lift battery pack, while recharging time from empty to full is said to be almost half that of lead acid batteries, and requires virtually no maintenance. The advantages if the Lithium batteries are clear, the downside of course is the extra cost, however at less than 50p for a full recharge, the payback for an owner operator over an internal combustion model will occur well before the battery pack needs to be changed. This is surely a glimpse of the future for battery powered machines?

### Imer

The surprise on the Imer stand was the inclusion of Iteco scissors not in their usual fluorescent green but in the new parent company's colours. Nothing new on the product front, but there is a lot of work on cost reductions with possibly some new 4x4 scissors next year. A global distribution strategy is currently underway, which is likely to retain most of Iteco's distributors.

### Isoli

Isoli had its new PNT210J articulated truck mounted lift on display with a 20.6 metre working height, 9.75

metres of outreach with fully extended outriggers. The jib articulates from 18 to plus 80 degrees and 150 degree basket rotation is included. The 3.5 tonner, the first model since the company stepped up its aerial lift efforts, looks like it could be a winner. The unit is already proving a



A change of ownership and colour for Iteco - now part of Imer



The new Isoli PNT210J has 20.6 metres working height, 9.75 metres of outreach and articulating jib

success with about eight orders booked - the first going to an Italian customer. The company is also experiencing strong interest in its new Land Rover-based MPT 140 boom lift.

### JLG

As well as celebrating 10 years since it launched its own sales and service company JLG Italia, the company announced a new range of three compact telehandlers - the 5.8 metre/2.9 tonne L2906H and 2906H and the 6.9 metre, 3.5 tonne 3507H. The new models are equipped with Tier III Deutz engines, high-torque hydrostatic transmission and

limited-slip differential on the front axle.

The innovative 4.32 metre working height LiftPod was also on the stand but is still waiting for CE approval so was not for sale in the EU.

One of three new compact telehandlers from JLG - the L2906H.



### Kegiom

Italian mini crane manufacturer Kegiom Lifting showed off its diminutive new 200 Panda pick and carry crane. Measuring 1.7 metres high, 850mm wide and just over two metres long, the ride-on, two speed hydrostatic drive, 24 volt electric crane has a maximum lift capacity of 1,200kg and can lift 200kg to a maximum height of 6.5 metres. Unusual is the 25 degree main boom rotation and this increases to 120 degrees when the 2200mm wide outriggers are used. Options include a winch, manual jib extensions, radio remote control and a man basket.



The diminutive new Kegiom 200 Panda, a 1,200kg pick and carry crane.

### Leader

As well as showing a wide range of UpRight and Meada products, Leader showed three new truck mounted lifts - two versions of the straight boomed 21.5 metre working height, nine metre outreach Giraffa 210. Mounted on Nissan Cabstar and rough terrain, Mithos 4x4 chassis, the Giraffa has a hatful of features including the new 'all motion system' - electro-hydraulic proportional controls from the basket - auto levelling with electronic tilt sensor control, variable position outriggers, 180 degree platform rotation, GPS and radio remote control.



One of three new platforms from Leader, the 20 metre Cicogna 200 AJTT

The Cicogna 20 metre 200 AJTT also features the auto levelling and GPS of the Giraffa, but also has a double telescopic articulated boom and jib and 360 degree slew. Its new 26.6 metre working height Cicogna 270 has already achieved success - a 25 unit order to the Middle East. The unit is capable of reaching seven metres below ground level which should prove useful for inspection work.

#### Liebherr



One of the most impressive stands at this year's show Liebherr showed off a wide selection from its crane range.

#### Lionlift



Lionlift showed off its new orange colour scheme with its 18.5 metre working height, 10.5 metre outreach GS 18-11 tracked spider platform.

#### Locatelli

Rough Terrain specialist Locatelli continues to expand its Rough Terrain crane range and had its new 50 tonne, Gril 8500TL on display. The crane features several improvements over the machine that was first seen at Internat earlier in the year including a new stability load control system. The company has orders for three in Europe and production will start in January 2010. Locatelli is working on a new ATC40 which will be seen at Bauma and also says that it is

continuing with its expansion and will introduce new Rough Terrain cranes up to 70 tonnes.

*Improvements to the Locatelli Gril 8500TL will be followed by a new 40 tonne All Terrain and RT cranes up to 70 tonnes*



#### Manitou

Manitou was out in force, although without any major new products on display. The company's senior management was well represented though and available to discuss the changes that it has implemented. Export director Francois Piffard, said that it was now seeing some stability come back into the market and that it anticipated a slow pick up during 2010.

#### Maeda

Exhibiting with dealer Leader, the company had a larger display than in previous years with most models represented. Leader says that the spider crane concept is finally beginning to take off in Italy.

#### Merlo

Merlo - as usual - launched something completely new. Celebrating its 45th anniversary, it unveiled its first aerial lift, a nine metre tracked spider.



*Merlo again surprised with the launch of its nine metre spider lift the Cingo PL9.4 which features an unusual hydraulic platform lift which raises the platform by a further 800mm.*

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Merlo's unusual 800mm platform lift

The company also announced that it is seriously considering entering the mainstream aerial lift market either through organic growth or via an acquisition. The lift itself, the Cingo PL9.4 - features a single short riser, telescopic boom, articulating jib and unusual hydraulic platform lift which raises the platform vertically by a further 800mm.

The new unit - which is still a prototype and subject to change - features a platform height of just over seven metres. Overall length is a compact 3.3 metres but overall width when stowed is a metre, too wide for most single doors, however the outrigger spread is just 1.89 metres and overall height is under 1.7 metres.

### Multitel

Multitel Pagliero had two new 3.5 tonne truck mounts on show, the MT 202DS is a 20.2 metre working height, straight telescopic boom model. The second platform is the new version of the highly successful MX200. Both machines have the vertical, in-line outrigger system and a new platform rotation system which provides a full 180 degrees of rotation. The MT 202 DS slots between the 18.2 metre MT 182 and the 22.2 metre MT 222 which also feature the new cage rotation system.

### Oil&Steel

Oil&Steel continues to launch more new models - this time showing the new Octopussy 1402 Classic, the rental version (RE) of the Snake 2010 Compact, a Unimog-based Scorpion 15E and two larger truck mounted platforms - the 50 metre Eagle S5031 and the 38 metre Eagle S3824.

The main focus was the Snake 2010 Compact 'Rent Edition'. As the name suggests, the machine is aimed at the self drive rental market. Developed with Cofiloc SpA, the platform takes the Snake 2010 Compact's superstructure and mounts it on a 500 mm longer - 3,400mm wheelbase truck, uses an 'A' type outrigger configuration and an all hydraulic control system. The result is a simpler, less expensive machine.



Oil&Steel Evo series tracked spiders will start to ship in February/March 2010 and now feature a rotating jib and radio remote with a new patented 'Safety Ring' option

A new feature of all the Compact machines - 2010, 1770 and 2512 - is a 20kg capacity increase to 220kg.

The Evo series of tracked spiders launched at Intermat will start to ship in February/March 2010 and now feature a rotating jib and radio remote with a new patented 'Safety Ring' option developed in collaboration with IMET. The feature which fits onto the radio remote control cuts out if the operator is too close or too far from the machine, or if the line of sight is broken by the operator turning away due to a distraction. The addition of the Safety Ring adds around 80 percent to the cost of the radio controller.

The Scorpion 15E is a 17 metre working height, straight boomed platform mounted on an extended wheelbase Mercedes Unimog U20, developed for utility company Enel,



Two new truck mounts from Multitel included the MT 202DS and an upgraded MX200.

from whom it is hoping for an initial order of between 20-30 units.

### Ormig

Celebrating its 60th anniversary, Ormig unveiled a new 5.5 tonne capacity electric AC powered pick and carry crane - the 5.5tE - the smallest in its range so far. The company says that it is responding to customer demand to extend its range to smaller units and further develop its technology. Powered by a 10kW motor, the unit has a total weight of six tonnes and can lift 1.6 tonnes to a maximum height of about 8.5 metres and 5.5 tonnes at one metre. At full 5.5 metre outreach, it has a lift capacity of 0.9



As well as expanding its High Performance range, Palfinger had the world premier of three compact loaders



The 5.5tE is the smallest in the Ormig range

tonnes. Height is just 2.0 metres and length is 3.28 metres.

### Palfinger

As well as expanding its High Performance range with the launch of five new, 20 to 30 metre/tonne class double knuckle loader cranes, Palfinger also had the world premier of three brand-new compact models. Slotting into the 'up to four metre/tonne class' the PC1500, PC2700 and PC3800 the loader cranes are designed to fit on chassis up to 3.5 tonnes and feature new



As well as the TZX170 spider launched last year (a joint venture with Multitel), Palazzani launched its new 32 metre XTJ32/C.



The Scorpion 15E is a 17 metre working height, straight boomed platform mounted on an extended wheelbase Mercedes Unimog U20.

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HAPPY  
*Christmas*

This is the last issue of *Cranes & Access* for 2009, the team at the Vertikal Press would like to take the opportunity to thank all of you who have supported us this year, whether it be with your subscriptions to the magazine, editorial input and contributions, or constructive comments that continue to help us improve our publications and on-line news service. We would particularly like to thank those who advertised or exhibited with us, you make everything we do possible. So from all of us we wish you a very happy and safe Christmas and holiday period and an exceptionally prosperous year in 2010.

Many thanks and best wishes from all of us at **Vertikal**



The impressive Socage/Cela stand

slewing gear and pumps. As with all Palfinger loader cranes, weight has been reduced (by up to 10 percent in the Compact models) at the same time as lifting capacity has improved (up 14 percent).

#### Socage/Cela

The new owners and management of the as yet un-named holding company (which is using the name First Step as a temporary measure) that purchased Socage and Cela had an impressive stand near the entrance, displaying its new brands and products for all to see. An informal press conference with all the management including its three main owners - Paolo Troni, Fiorenzo Flisi and Maurizio Piantoni (each with 30 percent of the company and the other managers making up the final 10 percent) - confirmed that the running of the two companies would be kept separate including branding and sales and distribution although it said it was aiming for better coverage and there would be component synergies and savings between the two. Existing production facilities will be kept and rather than making staff redundant, the company is looking to hire.

The company is currently reviewing the current product ranges and it promises new machines for Bauma. Troni said that the 105 metre truck mounted platform that Socage was looking at is 'more than a project' but did not specify when it might appear.

#### SUP Elefant

SUP Elefant showed a new 19.7 metre working height KTX200 truck mounted lift in SUP colours, built by sister company CMC the products will now be sold under one or both brands depending on the territory. Sup is known for its spider platforms



PM unveiled its new increased capacity 2-14 tonne metre range of loader cranes as well as the new Scanreco remote control

and launched a new 24 metre working height S24 platform specifically aimed at the Northern European market. The unit is long at 6.7 metres with a large basket but is just 877mm wide and under two metres high in transport mode. It uses a double telescopic riser giving 10 metre up and over reach and a maximum one person outreach of 14 metres. Weight is 3,100kg. The S24 uses a new mechanical outreach limiter system which it says substantially reduces the amount of electrical components on the machine. The company is planning a new 30 metre model which should be launched later next year, although not at Bauma and possibly a 35 metre platform. Currently its largest model is an older design 41 metre wheeled spider which still is in demand, but limited by its 12.5 tonne weight.



A new 24 metre working height S24 spider from SUP Elefant featured a new mechanical outreach limiter system. Its KTX200 truck mount is built by sister company CMC.



The full Socage/Cela team



## Tadano Faun



Tadano Faun exhibited with its new distributor for Italy - Pordenone-based ORA - Officiana

Riparazione Autogru - previously its service provider. On the stand was five axle, 130 tonne ATF 130G-5 All Terrain crane shown as a prototype at Intermat. Satoru Oyashiki, president of Tadano Faun who was on the stand said that a lot of investment has gone into the after service support with replacement parts availability now running at 94 percent. He also said that it is Tadano Faun's long-term goal to be the leading crane manufacturer in terms of sales.



The Terex RT100 features a 53.1 metre, six section boom with a maximum tip height of 55.8 metres.



New loader crane from Terex Atlas is the TLC 380 which has a reach of 21 metres.



The new 130 tonne ATF 130G-5



TCM unveiled a new truck crane

## Terex

Terex Cranes used its three Italian dealers Co.ma.co, Tecnogru and GTS + CGT to display a total of eight cranes including the new 90 tonne capacity RT 100 rough terrain crane, two new loader cranes. The RT 100 features a 53.1 metre, six section boom with a maximum tip height of 55.8 metres.

The new loader cranes, the TLC 116.3 is designed for use with attachments including grapple, winch and hook and has five extensions and a reach of 14.4 metres. The unit has optional swing-up stabilisers.

With a stabiliser width of 7.4 metres and a continuous slew, the eight extension, heavy duty TLC 380 has a reach of 21 metres. Special features include a load sensing drive for energy efficient operation, and radio remote control system as standard.

## Valla

Pick & Carry crane specialist Valla had its new 2.55 tonne prototype on display - the Valla 25E. Powered by a 3kW, 48 volt AC electric motor with disc brake on the rear drive wheel. Giuseppe Guglielmetti of Valla said that the 25E is not a direct replacement for the existing two tonne capacity 20E, but is a machine that many dealers and customers have been waiting for and could be the smallest of a new range. Weighing 2,300kg, the 25E - will also be available in a Light version. It can take one tonne to about four metres. The rear wheel steering turns through 180 degrees for a 2,050mm turning radius. An electronic LMI, remote control, standard or high performance, double speed winch with 68 metres of rope, carry deck, battery charger and non-marking tyres are all options.

Valla was showing its new 2.55 tonne prototype pick and carry crane, the Valla 25E





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