

Why SAIE?

Italy's big construction show, SAIE – the Bologna Fair – will be held this year from October 27th to 30th at its usual location in Bologna. With manufacturers looking ever harder at their exhibition spending, the annually held SAIE is coming under increasing scrutiny and pressure from some quarters to go bi-annual.

This already happens for several product sectors - including tower cranes which will not be in attendance this year and telehandlers – although this agreement does not seem to stop companies like Manitou, Merlo and Dieci from attending every year. The larger mobile crane manufacturers have also agreed not to attend this year, although Terex will be present due to its other product lines and CCER the Manitowoc/Grove dealer will have at least one Rough Terrain crane on its stand.

The aerial lift manufacturers are also talking about skipping SAIE on alternate years from next year. In the meantime SAIE 2010 looks like being almost as full a show as ever for those products in which it always excels – loaders cranes, truck mounted lifts, spider lifts and telehandlers.

So why schlep all the way to Bologna for SAIE? Well forgetting the fair itself we could think of a

dozen reasons starting with the food and the city itself. But getting back to business if you are interested in cranes, telehandlers or aerial lifts you will be hard pressed to find a better display of products than at SAIE. OK if big cranes or tower cranes are your sole interest then Bauma is the better place to go - SAIE 2010 will not come close to the Munich event. However if you are looking at loader cranes, truck mounted lifts, spider lifts or telehandlers you will be hard pressed to find a better selection anywhere in the world for the number of producers, models on display or new ideas and imaginative engineering.

Italian flair

Italian manufacturers have always been exceptionally innovative engineers – as well as rapid imitators – while most of them are also capable of superb manufacturing quality. Their biggest let-down in the past has

been product support and communication, however in recent years most mid to large Italian companies have worked hard on this area and now offer a first class parts and service support, making their products a very attractive proposition and highly competitive.

Another benefit of shopping Italian is the sheer range of products on offer in most of the sectors we have mentioned. Take truck mounted lifts, there are portably more Italian producers than all of the world's other manufacturers combined! The same applies to spider lifts or loader cranes. And when it comes to pick & carry industrial cranes there really is little alternative, certainly not in Europe.

SAIE is not just about Italian manufacturers, although it has to be the main reason for visiting. Most big international producers will also be present, such as JLG, Terex, Genie, Palfinger, Hiab and Manitou.

Make sure you allow enough time

SAIE is a big show, so do make sure you allow enough time to really get a good look around. We would recommend at least a full nine hour day, without taking an Italian lunch. If you are feeling really frugal you can accomplish this in a day trip from many parts of Europe - with an early morning flight and late return.

However the better plan is to take the best part of two days and enjoy a night in this historic city, the culinary capital of Italy.

Getting to Bologna

Most of our readers will naturally travel to SAIE by air and the best way is to fly directly into



Bologna. Guglielmo Marconi airport is six kilometres from the city so a taxi is not too prohibitive, especially if there are two or more of you. There are busses though which connect the airport with Bologna railway station and run every 15 minutes from 5.30 in the morning until 23.00 at night and cost just €5 – look for BLQ Aerobus.

If flying into Bologna is not possible or financially prohibitive, the city is within easy reach by road or train of both Milan airports. It is also practical to travel from Genoa, Forli, Florence, Rimini and Bergamo, among others.

The A13 autostrada links Bologna with Ferrara, Padua and Venice, while the A14 connects it with Rimini and Ravenna.



SAIE is still an excellent show for loader cranes, telehandlers, truck mounted and spider lifts

By train

Bologna station is served by high-speed trains from Milan (65 min), Milan Malpensa Airport, Florence (37 min), Rome (2 hrs), Naples (3 hrs and 45 min) and Turin (2 hrs). For train times go to the website www.trenitalia.it

**By Local travel to the show**

As the day moves on the lines for taxis get ever longer and getting out of the car park in the evening is horrible. So the best and most economic solution is a bus – it is usually a little crowded but costs €1 and does not take long. Bus number 35 and 39 as well as Shuttle F run from the station to the exhibition centre and back. Buy your ticket before getting on board. A day pass costs €3. Bus 28 runs to and from Place Maggiore and the exhibition centre.

Opening hours

9:00 – 18:00 every day Wednesday 27th to Saturday 30th inclusive.

Entrance tickets

If you are not Italian you can rejoice as you qualify for a free entrance ticket which can be obtained at the International pavilion by the entrances. If you are Italian – you have to pay €10 online or €15 at the gate - good for the entire fair. If you are a cheapskate, ask an exhibitor for a free entrance pass/invitation which you can swap at the entrance for a badge.

What's new?

A full list of current cranes, access and telehandler exhibitors follows, this may well change at the last minute as we understand that there is plenty of space left for last minute additions. At the moment it looks as though notable absences will include, Haulotte, Skyjack, Faresin, Airo and Imai/Jekko among others. The following is a brief look at some of the exhibits to look out for.

Telehandlers

Merlo has not yet said what it will have new, but you can rest assured that there will be plenty of innovations to see alongside its recent aerial lift and telehandler introductions. The recently announced Multitool telehandler aimed at local authorities is likely to prove a popular exhibit.



The Merlo Multitool



The Isoli PT225

For many visitors it will be the first real opportunity to see Merlo's new MPR 15 or 18 – literally an All-Terrain scissor lift. The product will now be ready for shipment and should prove popular for specific jobs on an international basis.

Manitou will focus on its newly launched MT625 compact model unveiled at Bauma and the simplified 360 degree model range.

Dieci always keeps a surprise or two up its sleeve and has some new products in development, it also now supplies Bobcat/Doosan with a number of badged models.

Terex/Genie will show its recently launched 16 and 18 metre 360 degree GTH4018 and 4016 models, following their Bauma launch.

the user benefits it offers.

Italian truck mounted manufacturer Isoli has made substantial strides in the past year or so expanding the aerial lift side of its business through the establishment of an international distributor network. Part of the roll out programme has also involved expanding and improving the aerial lift product line. At SAIE the main focus is likely to be on the new PT 225 HE + HE telescopic boom lift mounted on a Nissan Cabstar 3.5 tonne chassis, with full hydraulic outriggers. The lift offers 22.5 metres working height, 14 metres of outreach and a 230kg platform capacity. The lift has a variable high speed outrigger set up, including one side only and auto levelling, making



Check out Hinowa's lithium powered spider lifts

Aerial lifts

If you have any interest in spider lifts then a stop at Hinowa, the world's market leader, is essential. The company will once again be focusing on its lithium power concept which it has rolled out across most of its range. Further improvements in design have enhanced what is an industry leading breakthrough in battery design. The company claims a less than five year pay back on the extra cost of lithium power, assuming that no premium is obtained for

it ideal for applications which require frequent repeated set ups. The new lift is also available on Mercedes Sprinter and VW Crafter chassis. Other models on display include the PNT210J, PNT 280 J and the articulated PNT 27.14.

CTE will be showing the radically new 20:13 MP in its final form. The highly innovative new model has been under test and evaluation since its dramatic unveiling in April and is shortly set to go into production. This is the first time it will have been seen at a show in Italy. Soca

The CTE 20:13 will make its SAIE debut



says that it will show a brand new spider lift model, the first new spider lift since the company was acquired from Fassi in 2009. The company has a long history of building spiders but never managed to carve out a decent market share. It will clearly be looking to change all that with its new models.

For many it will also be the first opportunity to see the 13.5 metre A314 mounted on the Isuzu D-Max turbo Diesel 4x4 pick up. With 6.5 metres outreach, 225kg platform capacity, 360 degrees slew and Easy Lift stabiliser system, the unit should prove attractive for many end users. Other products on their stand include the new 18 metre T318 and 28 metre DA328 which has been developed as a medium-light truck mounted for the rental industry. The unit on display will be on a six tonne Mitsubishi Canter with an overall length of 6.9 metres.

The Socage DA328



Iteco will have its latest RT Electric scissor lifts on display alongside the full line of IHLmer spider lifts which now has a full range that extends up to the 22 metre Lem 2200 launched earlier this year.

Cela – now under the same ownership as Socage - is expected to announce some new models, possibly including one or more new spider lift models.

This is not a show for trailer lifts, however you will have a chance to look at the Platform Basket introduced earlier this year. The company is also planning to announce a larger model and might just do so at SAIE? The company is of course best known for its spider lift range.



The IHLmer Lem 2200



PICK and CARRY



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Platform Basket is unveiling the new 13.4 metre working height 13.65 and 13.80 tracked spider with maximum outreach of 6.5 and 8.0 metres respectively with 200kg in the basket.

SAIE is also a good show for mast climbers and hoists and this year is no exception. All of the main European producers will be showing and you can be sure that a number of them will have some new ideas to look at.

Loader cranes

The European loader crane fraternity will be out in force, for SAIE. Of particular interest this year is how each manufacturer has met the requirements of the new EU machinery directive MR2006/42 and the new crane standard EN12999:2009, particularly when it comes to outrigger and load sensing. Most manufacturers will have new or modified products and innovations to cope with the new standards. Most prefer to keep such information secret until the show however we do know that Palfinger will launch the latest model in its 40 model Hi – Performance range, the PK 62002 EH, along with two new models from the company's SH range, the PK 34002 SH and a PK 42002 SH. The new models include the hi-Performance features such as maintenance-free boom extension system and Power Link Plus and

Single Link Plus reverse linkages which maximise boom articulation without a drop-off in capacity.

Mobile Cranes

P.C. Produzioni will be making its SAIE debut this year showing off its Rough Terrain cranes and aerial lifts of Lionlift pedigree

Valla will have its new remote controlled 20SD TRX tracked mini crane on display along with its new lightweight two and 2.5 tonne wheeled pick & carry crane.

Pick & carry crane maker Galizia is also worth a stop, to see what new additions it has brought to the show.

Ormig will show of a selection of cranes, the one to look at is its 5.5tmE five and a half tonne electric pick & carry crane. Shown as a prototype last year it has been in full production since January and incorporates some advanced drive features.

Locatelli is showing its ATC20 city type All Terrain crane, which really deserves to do better than it has so far. It is highly compact, quick and versatile and definitely worth a look. It will also show off its 40 tonne Gril 8400T Rough Terrain crane.



Locatelli ATC20

Palfinger
PK42002SH



Valla
20SDTRX



Ormig
5.5tmE

Exhibitors SAIE 2010

Alimak Hek	Fuort	Ormig
AS Climber	Galizia	Pagliero
Autec Remote Control	Geda	Palazzani
Avant Tecno Italia	Genie	Palfinger
Barin	GRC Work Platform	Platform Basket
Benelligru	GSR	Power Tower
Bluelift	H.A.B.	P.C. Produzioni
Böcker Italia	HBC Radiomatic	Piat
Braviisol	Hetric	Pris-Mag
Cargotec	Hiab/Cargotec	Ravioli
Ceer	Hinowa	Riwega Edil
Cela	Idrogru	Rovers
Cem Centro Elevatori	Imer Group	Safi
Milanese	Ihimer	Savis
Climber International	Imet	Socage
CMC	IPAF	Spohn & Burkhardt
Comer	Isoli	Stp
Colombo Giuseppe	Iteco	Sup
Cormach	JLG	Tea International
CTE	Kiepe Electric	T.C.M.
Dieci	Locatelli	Tecno-Gru
Dr Italia	Maber	Tecchio
Ece Elevatori	Manitou	Tecnodraulic
Electroelsa	Merlo	Terex Italia
Eurogru Amici	Minelli	Teupen
Faber Com.	Multitel Pagliero	Tizmar
Faraone - Ima	Officine Iori	Trexsa
Fassi Gru	Officine Piccini	Valla
Ferrari International	Oil & Steel	Wemo-Tec

- Max working height (☺☺) **13,4 m**
- Max cage capacity **200 Kg**
- Max side outreach **from 6 to 8 m**
- Stabilization footprint **2,7 x 2,7 m**
- Total weight **1400 Kg**
- Drive double speed **High drive speed**
- Cable remote control



Leading Innovation



NEW

13.65

AVAILABLE:

- DIESEL +220 V AC
- BATTERY +220 V AC