

Conexpo 2011 has positive vibe

C&a

conexpo 2011

Hardened international equipment show-goers would have been slightly disappointed with Conexpo 2011 held in Las Vegas last month. The show itself attracted almost 120,000 visitors down about 20 percent on 2008, but it still attracted the same number of overseas visitors (about 28,000) probably bolstered by those unable to visit Bauma, due to the ash-cloud flying restrictions.

Despite the on-going economic climate, the show had a positive vibe with a general feeling of optimism emanating from both exhibitors and visitors. However, those that had made the effort of visiting Bauma 2010 would not have seen too much in the way of new equipment with many manufacturers deciding to put on a show for the Americas and Asian visitors with 'new' exhibits seen at Bauma.

Having said that, Conexpo was very busy and there was still much to see, including some brand new products. Although better than 2008, the show layout is never very easy to navigate with several cranes and access related stands scattered well away from the main Gold and Silver Lots. In fact several of these ostracised exhibitors put forward a proposal to the show organiser to group similar products more appropriately for the next



exhibition in 2014.

All of the major global crane, access and telehandler manufacturers had a good presence and as expected on home soil, there was a particularly strong North American showing. Perhaps surprisingly, Chinese manufacturing giant Sany signalled its intentions in North America with one of the largest and most impressive stands at the show. As well as launching 16 new products including five new cranes, the company was clearly out to impress. If the stand was anything to go by, the development of the company in North America over the last three years has been phenomenal and this could plainly be seen by comparing it with the other Chinese stands such as XCMG and its neighbour at the show, Zoomlion. By employing experienced North American designers and management its new 'global' cranes must now be considered a viable threat to the established manufacturers such as Liebherr, Terex, Manitowoc, Link Belt, Kobelco and Tadano. Ultimately its success is dependent on extending its 'global' product ranges and getting its parts and service support right, but the company has certainly made huge

strides. If the other Chinese manufacturers need any advice on what needs to be done to crack western markets – they should take a look at Sany!



Sany's new 8200 crawler crane Porsche-designed cab



Liebherr showed its 285 EC-B 12 Litronic flat top crane which has a 246ft max jib length and 1,066ft max hook height (tied in)

It was also good to see many customers getting out their cheque books with a number of hefty deals from North American customers announced at the show including a \$20 million, 40 crane order for Terex by Empire Crane; a 14 crane order from ALL Erection & Crane Rental and a six crane order from Southway Crane & Rigging of Byron, Georgia for a variety of Link Belt cranes and a total of 14 Sany crawler cranes to Four Seasons/5J Trucking, Clark Crane, Deep South, Rocky Mountain Crane Services and Chicago-based Imperial Crane.

As well as being appointed distributor for Tadano RT and AT cranes for certain states in America, Coast Crane placed a \$10 million order for RTs for its rental fleet.

Manitowoc also had good orders at the show with All Erection & Crane Rental Corp taking a Manitowoc 16000 crawler crane with wind attachment and a Grove GMK6300L all-terrain crane; AmQuip adding a Grove GMK6400 AT; Essex Rental Corp taking 12 RTs including two new RT9150Es and Groves Equipment Rental Company purchasing one RT9150E.

Highlights of the show? From a cranes point of view there were several. Sany unveiled three new 'North American-designed' crawler cranes - the 300 tonne 8300, 200 tonne 8200 and the 100 tonne 8100. Its new range of Rough Terrain cranes continues to be improved and two were on show - the SRC840 and the SRC860.

Link Belt's impressive and growing range including the TCC1100 telescopic crawler which attracted much overseas interest, the ATC 3275 All Terrain and the all-new 150 US ton 238 HSL crawler crane, not to mention its new in cab information system.

Kobelco kept very quiet before the show surprising us all with the new G (Green) series crawlers. Although

only two were on show - the 110 US ton CK1100G and the 275 US ton CK2750G - the whole crawler model line-up will be upgraded. Improvements which result in almost a new machine include new Tier IV engines, up to 30 percent improvement in fuel consumption, increased transportability, new cab and information centre, improved counterweight installation mechanism and new hydraulic circuits.

Two new Grove RTs were seen for the first time at a show, including the largest RT currently in production, the 150 US ton RT9150E. Staying with RTs, Tadano also unveiled two new American-style cranes, the 90 tonne GR1000XL-2 and the 68 tonne GR750XL-2.

Other highlights included JCB's largest telehandler to date the High boom 512-56, Jekko's extendible undercarriage SPX1040 mini crane, the board handling attachment from Bravi, JLG's 150ft 1500SJ Ultra boom and new spider or compact crawler range, an XCMG loader crane, three new Snorkel platforms - the 66ft straight boom T60JRT, the 62ft articulated boom A62JRT and the 60ft S6090RT scissor lift and Terex with its new Roadmaster 9000 and Crossover 6000 boom-truck/truck cranes.

As well as new machines on show, Manitowoc showed off its first fully remanufactured crane - a 1996, 20,000 hour Model 888 - under its Encore Partners programme. The impressive like-new rebuild was handed over to its owners Turner Industries Group by Manitowoc Crane Care and dealer partner H&Equipment Services, said to cost 50 percent of the price of a new crane.

Given that one picture is worth a thousand words, we will now shut up and let you see the show for yourself.....



(L-R) Carlo Molesini, Carmelo Scillia and Jeffrey Burrano



A JLG T350 trailer platform



Elliot H110 HiReach platform



Altec's track mounted AC38-127S



An IMT four extension 17-117DL loader crane



Bill Stramer of Link Belt introduces new products at the show



A few UK visitors made it to Conexpo including Ian Gordon (R) md of Kier Plant seen here in front of Tadano RT with Satoru Oyashiki and Thomas Schramm of Tadano



A Dingli made Orange Machine push around with the rodeo sponsor banner



Andrea Certo of Oil&Steel showing a spider platform and PIM loader



A Zoom Boom 20044 telehandler on the Skyjack stand



Bravi's innovative board handler



Genie's new addition - the GR26J mast boom built by Manitou



Hinowa's Dante Fracca with JLG's global director of product development Jeff Ford with the new JLG spider lift



A very busy Grove stand included its latest GMK6300L AT and with a Potain MCT 88 tower crane and an Ultra View cab



GKS wireless lift pads



Hydro Mobile were one of the few exhibiting mastclimbers and hoists



Haulotte Compact 2668RT - 4WD, 40% gradeability and 47 inch platform extension



IPAF demonstrated the relative weight distribution in an excellent demonstration highlighting the dangers of inadequate assessment of ground conditions



Broderson's new export sales manager, Nelson Morris



Gehl's 150th anniversary skid steer's paint job attracted much attention



Haulotte HA46JRT



Debra Barrow of Certified Equipment with Robert M Parker following a 100 Dingli scissor lift deal from Orange machines



Fassi showed several cranes on its stand including this F330



Genie S3800 shipyard boom



Hectronic's remote controlled Genie GS1930



How not to lift a loader crane - this was on the XCMG stand during set up the day before the show opened



First showing in North America for the JLG X700AJ spider platform



Crawler crane designer John Lanning featured prominently in Sany's promotional campaign



Haulotte N American management including Michael Kuharik, Bernie Duque, Steve Gooding, chairman Alexander Saubot and Thibault Mouillefarine



Kobelco kept quiet about its new G (Green) series of crawler cranes. The 275 US ton CK2750G is the largest in the range



Kobelco G series crawler new touch screen



Mighty Crane md Masatake Sakamoto with Vertical Press publisher Leigh Sparrow. Two spider cranes are now CE marked and ready for sale in Europe



New for Conexpo, the 150ft JLG 1500SJ



JLG Lull and Skytrak telehandlers



Link Belt TCC1100



Mobile advertising from Zoomlion



Largest High Boom JCB telehandler - the 512-56



Many tried the crane simulator challenge



Largest in the YardBoss range of industrial cranes - the 25 ton Grove YB7725 which was co-branded as a Shuttlelift CD7725 for the show



Manitowoc Cranes president Eric Etchart



The Broderson range of pick and carry cranes



Liebherr's popular K81 tower crane



Manitou and Gehl shared a stand in one of the halls



Maeda showed five ANSI compliant mini cranes



Largest RT - the 150 ton Grove RT9150E



Link Belt boom mounted basket



Kevin Bradley the new vice president Terex Cranes



Largest of the new 69 inch wide rough terrain series - the 40ft Genie GS4069



Liebherr press conference started the show bright and early on the first day



The new MEC 2659RT crossover



Kobelco G series crawler features a new cab and opening screen

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Not new but certainly impressive - the Teupen Leo 50GTX



Now part of Manitex, Badger was showing its tidy cab down 30 ton CD4430 RT crane



Niftylift's static base Deck Rider is designed to improve productivity in the steel erection sector



The 'like-new' refurbished Manitowoc 888



Skako Lift and Blue Lift stand personnel with some essential reading



Laurent Guillaux (L) and Simon Cracknell JLG's senior European sales directors



Rod Abbot and Dick Wheeler from NRC Plant were very impressed with the new TCC1100 telescopic crawler crane



A Screw sucker platform mounted pump



Not many Bobcat telehandlers on show - here is a V619



Brad Boehler and Dave Stewart of Skyjack



Ron Defeo chairman of Terex in full flow at the press conference



Reach Master/Skako Lift has taken on the distribution of Bluellift in North America and showed the 21m B72



Skyjack was showing a lot of equipment



One of the younger show visitors on the Rayco Wylie stand



Sany 8300 boom mounted winches reduce transportation weights



Part of Dieci telehandlers busy stand



Snorkel sneaked this push around mast type platform onto the stand to gauge customer reaction



One of two Sany RTs - the larger 60 ton long boom SRC860XL



Mark Thurston relaxing on the Snorkel stand



Snorkel MB26J



Riggers stand



Palfinger PK 150002



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Zoomlion QUY 260 crawler



Terex showed its new Crossover 6000 boom truck, the new Roadmaster 9000 and a long boom (53m) RT100



Trail King was just one of a few trailer manufacturers at the show



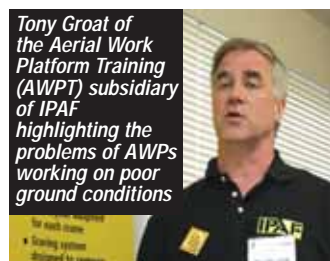
The Xtreme stand was probably the most packed and certainly the most colourful



XCMG's 40 tonne metre SQ16ZK4Q loader crane



The 65 ton Grove RT765E-2 is an upgrade to the RT700E series



Tony Groat of the Aerial Work Platform Training (AWPT) subsidiary of IPAF highlighting the problems of AWP's working on poor ground conditions



The Genie 2646 Aviation Slab Scissor with distinctive yellow aircraft protection padding



Zoomlion Rough Terrain cranes



XCMG QY130Y



The latest Mobilift pick and carry crane has a new cab and controls



Custom Equipment was out in force



Tadano's new GR750XL and GR1000XL RTs



The new Jekko SPX1040 with extendible undercarriage



Terex Hydra HPT 11-38 underbridge unit



Spydercrane showed a range of Unic mini cranes and attachments



The new Manitowoc 31000 model will be available with a full boom and luffing jib at a 1:50 scale. Only 500 are available at \$1,800 each



The impressive Link Belt Pulse information system



XCMG sword dancers



The new Snorkel S6090RT



Socage DA65 pickup truck mounted boom has a 31ft outreach and 550lbs basket capacity