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# 'Much better than expected'

Most exhibitors in the run-up to Intermat 2012 were less than optimistic about the prospects for a good show. Several thought that the exhibition was past its prime, writing it off completely - in fact some did not show. True, its position as a major international show alongside Bauma and Conexpo has waned since 2006 and many were describing it as a regional event that need to be re-priced as such.

Yet in spite of dreadful weather and the absence of several major exhibitors in the cranes and access sector, Intermat 2012 staged something of a comeback, with most exhibitors we spoke to very pleasantly surprised having done some good business and met a large number of buyers from all around the world. It is true that the shift in buying and manufacturing power within the construction equipment market, coupled with the growth of Bauma China, will keep the pressure on Intermat to give way within the three year cycle to an Asian show to stand alongside Bauma and Conexpo. However as the 2012 show proved, it is still a major equipment event and will not go down without a fight.

The Vertikal Press team was out in force, braving the elements to report both during and after the show. Amazingly in this day and age internet connections on site, whether mobile, or Wi-Fi were diabolical! If the market shift does not kill Intermat communications from the Parc des Expositions might. As a result news from the show on Vertikal.net was slower than it even justified. In the following pages we take a look at the major new equipment launches at the show and finally, given that that this year's show was much better than most expected, it will be interesting to see exhibitors' attitudes to the next Intermat in 2015.

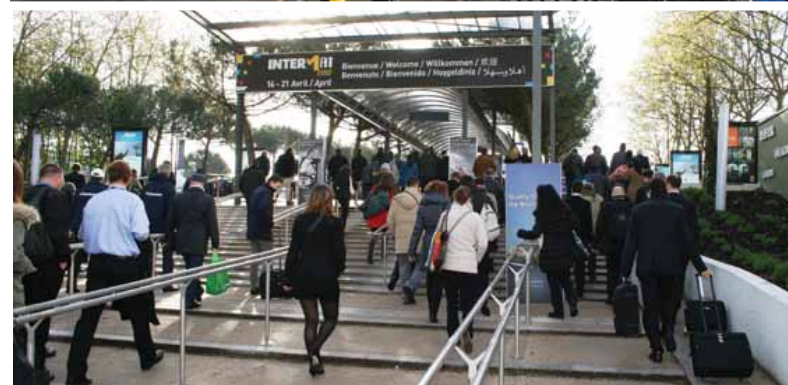
## Genie

Genie unveiled two new telehandlers - the fixed frame four tonne, 17.8 metre GTH 4018 and the 21 metre, five tonne rotating GTH 5021R - both of which have Stage IIIB Perkins engines (also added to the 14 metre GTH 4014).

The 4018 is said to have impressive hydraulic speeds, telescoping to maximum height in 13 seconds. Its 3.8 metre turning radius ("the tightest in its class"), low cab height and narrow width make it idea for cramped conditions. The GTH 5021 is also compact for its size. Both provide easy access to major components and include an upgraded cab. Production of the



*The new Genie GTH 5021R is the largest of three new telehandlers from Genie to be built fourth quarter 2012*



new models should begin towards the end of this year.

On the access side, Genie introduced its new Operator Protective Structure (OPS) - an optional device for its boom lifts, providing overhead protection against crushing (for more information on this and other systems see Overhead Protection article on page 24)

## Multitel

Multitel followed up on a spate of recent product launches with a further three new models - two truck mounted platforms and its largest spider lift to date. The 25 metre SMX 250 spider uses the superstructure from the truck mounted MX250 and the base of the smaller SMX 225. The company says its main feature is its light

weight which at 2,660kg is 600 to 700kg lighter than many other platforms in this size range allowing it to be transported on a trailer towed behind a regular 4x4 vehicle. With up to 11.65 metres of outreach, narrow and standard jacking footprints, the unit is extremely versatile. The narrow footprint is less than three metres wide, but still offers full 360 degree rotation.



*Multitel's largest spider, the 25 metre SMX 250*



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Mounted on a 26 tonne chassis is the 42 metre Multitel MJ420

The truck mounts included the 21 metre MX210 with 9.8 metres of outreach, and permanently inboard jacking at the front and H-frame outriggers at the rear. It also has all inboard jacking facility, with a useful outreach envelope for working in cities and other congested areas. The MX 210 has an all aluminium sub-frame to keep the weight down and when stowed is less than 2.6 metres high and six metres long. The 42 metre MJ 420 with double telescopic boom geometry can be mounted on either an 18 tonne or a 26 tonne GVM chassis. The unit on show was on the heavier of the two and had around 30 metres of outreach.

### Michelin

Michelin introduced its new X-Crane+ tyre in the 445/95 R25 TL 174F size which it says can handle the UK's higher axle loadings. The manufacturer says the tyre lasts 15 percent longer than its predecessor, is designed to wear evenly and is



The new X-Crane+ from Michelin



The Faresin FH10.50 has a maximum capacity of five tonnes and maximum lift of 9.5 metres

easier to mount. It can also be seen at Vertical Days in June.

### Faresin

Italian telehandler manufacturer Faresin showed a range of products including its new five tonne/10 metre FH10.50 Edile HS and four tonne/17 metre FH17.40 Edile. Both have a new engine cover design, while the FH17.40 features a new frame. The 10.50 can take 1.5 tonnes to its maximum lift height of 9.5 metres. Its sister machine - the seven tonne capacity FH10.70 - can take 2.4 tonnes to the same 9.5 metre height. Power is either 102hp Deutz or 130hp Iveco and both use single lever joystick controls.

### Sany

Sany was the most prominent of the many Chinese manufacturers, with a hugely impressive stand/building. As well as three crawler cranes - the 250 tonne SCC2500C, the 100 tonne American designed SCC8100 and the 150 tonne SCC1500D - all in Sarens colours, the main crane interest was the new, 220 tonne SAC2200F All Terrain crane.



Sany showed three crawler cranes up to 250 tonnes capacity in Sarens colours



The new 10 tonne capacity Unic URW-1006



Attracting a lot of interest were the two new wheeled Unic Radial models.

Designed in Germany to European standards, the new AT has a 60 metre U-shaped main boom and 43 metre, three position fly jib giving a maximum lift height of 102 metres. The five axle chassis offers 12 tonnes axle weights, 10x10x10 drive/steer and an 80 kph road speed. Overall length is just under 16 metres and width is 2.99 metres. Power comes from a Euro IIIB Mercedes diesel.

### Unic

Unic Cranes Europe surprised a few with the launch of three brand new spider cranes - the massive 10 tonne URW-1006 and the first ever spider crane on wheels, the Unic URW-295 Radial and the URW-095 Radial.

The URW-1006 has a 30.7 metre maximum lift height, with its 21 metre six section booms and hydraulic luffing jib. Maximum radius is 24.3 metres, yet is only two metres wide and 2.46 metres high. Overall weight is a significant 14 tonnes including the luffing jib. It sports a modest pick & carry capacity of up to 1.5 tonnes at a 2.5 metre radius. It is also one of the first cranes to be fitted with the Wylie i4500 safe load indicator with high-resolution colour LCD screen. The three position outriggers have a minimum spread of 5.49 metres by 5.45 metres and a maximum spread of 6.66 metres by 7.07 metres.

In spite of the impressive look of the 1006, the wheeled 'Radial' models



The 220 tonne SAC2200F All Terrain crane has a 60 metre U-shaped main boom and 102 metre maximum lift height



An aerial view of the demonstration area from the basket of the Ruthmann T460

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*The Dingli stand*

attracted more interest. With all the features of the tracked models the non-marking rubber tyres make them ideal for shopping centres or other indoor locations.

**Dingli**

A fair few buyers and dealers were beating a path to the modest stand of Chinese aerial lift manufacturer Dingli, with its 14 metre working height compact mini scissor on show, along with a compact JCPT Rough Terrain model. The company also announced the appointment of Leach Lewis Industrial as its exclusive distributor for the UK and Ireland. The first units have already been delivered and include electric slab scissors and personnel lifts, with the official launch at Vertical Days.

**MST**

Turkish manufacturer Sanko Makina showed its MST ST 9.40 telehandler - a mid sized model from a range of six. The 9.40 has an 8.7 metre lift height and four tonne capacity. Smallest in the range is the 2.1 metre high, 2.07 metre wide ST7.40 four tonne/6.35 metre model, while the 16.3 metre, three tonne ST 17.30 is the largest.

**Giraf Track**

Testcentrum De Lille - manufacturer of the Giraf Track tracked access/telehandler machines - unveiled the crane version its GT580 - the Compact Crane Concept. The GT580-3C - which is still to be certified - has a new three section boom and hydraulic winch, 7.8 tonnes maximum capacity and 15 metre lift height. The capacity can be increased to 10 tonnes with an optional reinforced boom and it will also be available with a fixed or hydraulic luffing jib, with a maximum capacity of 3.4 tonnes to a height of around 21metres. It will



*Hugh Foden with the Cummins QSF2.8*



*The 30 tonne XCT30E truck crane with 41 metre main boom*



*(L-R) Nick Leach of Leach Lewis, Harry Chen of Dingli with Peter Whittall and Gary Blake of Leach Lewis*

also be possible to install a platform with jib in order to reach working heights of 21 metres giving the machine increased versatility.

**Cummins**

Engine manufacturer Cummins launched its smallest engine yet, for the off-highway industry - the four cylinder, 2.8 litre QSF2.8 with an output of between 49-74hp (37-55kW). The unit displayed was fitted with the fully passive Cummins Compact Catalyst after-treatment system, designed to meet US EPA Tier 4 and EU Stage IIIB regulations.

"This engine will benefit equipment manufacturers with the ability to have a single engine installation worldwide as it meets Tier 4 Final regulations by simply adding a fully passive, service-free catalyst after-treatment system," said Hugh Foden, executive director of Cummins Off-Highway business.

**XCMG**

Chinese manufacturer XCMG displayed its new 70 tonne RT70E Rough Terrain crane jointly developed with an R&D company in Germany.



*XCMG displayed its new 70 tonne RT70E Rough Terrain crane*

The RT70E already has third party CE and TUV certification. XCMG says that customer feedback at the show was very positive. The unit has a 43.2 metre main boom plus 10 to 18.5 metre bi-fold extension with 0, 20 and 40 degree offsets. Also launched at the show was the 30 tonne XCT30E truck crane with 41 metre main boom and over 50 metres on board tip height.

**Workzone**

One of several anti-crush safety systems for boom lifts was shown by Workzone - part of UK rental



*The Skysiren from Nationwide Platforms*



*The four tonne capacity 8.7 metre lift height MST ST9.40*



*Giraf Track unveiled the Compact Crane Concept GT580-3C*

company AFI-Uplift. SanctuaryZone is a simple, cheap, retrofittable structure that protects from crushing against overhead obstructions. More details on page 24.

**Tenstar Simulation**

Swedish company Tenstar Simulation showed off its impressive range of operator simulator products for construction machines including loader cranes and tower cranes. The units can be used with either a projector and



*JLG was showing off its new anti-crush system*



*John Robertson with the SanctuaryZone*

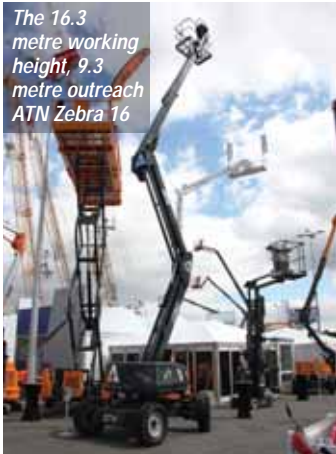


The Tenstar tower crane simulator

screen or LCD display and professional seat with controls.

**ATN**

French-based aerial lift manufacturer ATN introduced a new articulated boom, the Zebra 16 as well as launching a new mast boom, the Piaf 1100R. The 46ft Zebra 16 offers a 16.3 metre working height and 9.3 metres of outreach with 133 degree articulated jib and 230kg platform capacity. The new Piaf 1100R mast boom has a working height of 10.98 metres and working outreach of 3.7 metres. A Zebra 18 and its CX18 Rough Terrain scissor are also under development and may be seen later in the year.



The 16.3 metre working height, 9.3 metre outreach ATN Zebra 16



The new Piaf 1100R mast boom has a working height of 10.98 metres

**Opsyselec**

French company Opsyselec showed another variation on platform safety using ultrasonic sensors mounted on the platform. The system automatically detects objects at distances from 300mm to three metres with an accuracy of up to 10mm. In theory the system could be mounted under, to the sides or on top of the cage automatically stopping all machine functions if an object is detected within the predetermined range.



Opsyselec ultrasonic sensors



Herman Smit, COO of Mammoet with Isao Aida, president of Kobelco Cranes during the handover presentation of the 250 tonne CKE2500G crawler crane.

**Socage**

Socage unveiled its new 32 metre DAJ332 mounted on a 7.5 tonne Mitsubishi Canter truck. Derived from the DA328, the new truck mount offers a maximum outreach of 20 metres with 80kg or 17.8 metres with 225kg platform capacity. As well as its automatic hydraulic outrigger set up, the



The 32 metre Socage DAJ332

DAJ332 is compact, at just 7.2 metres long and 3.15 metres high. Other models on show included the A314 UP mounted on Piaggio Porter, the DA324 mounted on Renault Maxity, the T320 also mounted on Renault Maxity and the new TJ35 mounted on Mercedes Axor 1829.

**Cela**

The main attractions on the Cela stand were two new spider lifts - the 15 metre DT15 Spyder and the 24 metre DT24 Spyder. With its two stage outrigger system, the DT15 is compact, lightweight - at 1,550kg - and with a 2.3 metre by 2.75 metre outrigger footprint offers five metres of outreach. With the outriggers fully extended, even just one of them - this increases to 7.5 metres over the extended leg with 200kg platform capacity. Up and over height is eight metres and the unit is capable of reaching 1.5 metres below ground level.

Largest in the three model range is the DT24 with 12 metres outreach and 14 metres up and over reach. Weighing 2.8 tonnes, the unit has a 4.8 metre by 3.55 metre outrigger spread and can reach 4.5 metres



The DT15 is compact, lightweight - at 1,550kg - and with a 2.3 metre by 2.75 metre outrigger footprint offers five metres of outreach

below ground level.

**Liebherr**

Although Liebherr had another very impressive stand, there were few new product launches at the show, with new models being held back for its Customer Days in June. However it did unveil its new 380 EC-B 16 Litronic flat top tower crane - at 380 tonne/metres it is the largest in the 15 model range. The flagship crane - also available in 12 tonne format - has a maximum radius of 75 metres and can lift 3,400kg at the jib tip. Liebherr says that it can also be fitted with an IC or HC tower system - the 256 IC and 365 IC towers having cross-sections of 1.9 by 1.9 metres making them



The new 380 EC-B 16 Litronic flat top crane rated at 380 tonne metres its Liebherr's largest in the 15 model range.



After taking a 500 tonner a few months ago, Baldwins Cranes is taking a 350 tonne, six axle LTM 1350-6.1 with 70 metre boom and Y telescopic guying system

suitable for erection in lift shafts. With the IC tower system, a free standing under hook height of almost 70 metres is possible. The 380 EC-B 16 can be transported on five trucks with the heaviest component - the slewing ring and platform - weighing 7.4 tonnes.

Other cranes on show included the 300 tonne capacity LR 1160 crawler now powered by a IIB/Tier 4 interim 270kW Liebherr diesel engine. In fact all equipment on the stand was powered by the latest IIB/Tier 4 interim compliant Liebherr engines.

### Ruthmann

Since the appointment of Rolf Kulawik and Uwe Strotmann in June 2010, German truck mounted platform manufacturer Ruthmann has gone from strength to strength. The new designs under the new leadership include the 27 metre TB270 on a 3.5 tonne chassis - the 33 metre T330 on a 7.5 tonne chassis - and the launch at Intermat of its 46 metre T460 on an 18 tonne two axle truck. Ruthmann also says that a 53 to 55 metre model will follow in the autumn, with a 70 metre truck mount planned for Bauma 2013.

The T460 has a maximum outreach of 31 metres but at this radius the platform capacity drops from the maximum of 600kg to 100kg. Most of the working envelope can be achieved with 320kg. The 460 features a two section telescopic upper boom/jib giving an additional three metres of reach and a good sized platform that can extend hydraulically from 2.42 to 3.82

metres. The unit can be mounted to any two axle 18 tonne chassis.

### Terex Cranes

Although Terex had a good display including the Challenger 3160 and Roadmaster 5300, the only new crane for the show was the range topping Eazy 90 self-erecting tower crane, which will be built at its facility in Montceau-Les-Mines France, rather than Italy.

The Eazy 90 goes head to head with the Liebherr 81 K and Potain Igo 85A and HDT 80 with a 45 metre jib, six tonne maximum capacity and a choice of 15 hook heights, ranging from 14.5 to 46 metres. The Eazy 90 can lift its maximum capacity at up to 13.45 metres using the standard 45-metre jib and up to 15.26 metres in folded jib configuration. Maximum jib tip capacity is 1.4 tonnes.

Ease of transportation was a prime factor in the development of the Eazy 90 with three different axle



Largest Terex self erecting crane - the Eazy 90



The Ruthmann T460 has a 46 metre working height, 7.5 metres below ground level and 31 metres of outreach on a 18 tonne, two axle chassis



Locatelli Gril 8700T

options available to save time on the road and around the jobsite.

### Palfinger

Palfinger showed units with numerous upgrades and improvements, rather than totally new products with the 'next generation' 25.6 metre working P260B, the P210 BK and the P300 KS with counter slewing system all achieving excellent sales to date.

### Locatelli

Italian crane manufacturer Locatelli - back from the dead - showed a new 65 tonne Gril 8700T Rough Terrain crane, with a larger 75 tonne capacity 8800T model promised for later this year. The 8700T has a 32.3 metre main boom and with 17.5 metre jib has a maximum height of almost 53 metres. The 8800T will have a 40.5 metre boom.

### Imer Access

Imer Access launched its new IM R line of spider lifts with two new models - the 19 metre IM R19 and the 15 metre IM R15. The range will be extended to four models - probably with the addition of a 23 metre at the top end - at Bauma next year. These new spider lifts should not be confused with the LEM series - the LEM 1200 to LEM 2200 - produced by Platform Basket for sister company IHLmer which will continue as a separate range.



The larger of two new spider platforms from Imer Access - the 19 metre IM R19

The HT23RTJ claims a class beating 18.1 metres of outreach and a very fast 53 seconds lift speed to full height



Numerous improvements for the Palfinger P260B

The new IM R 15 weighs 1,980kg and has an overall outrigger footprint of 3.2 x 3.3 metres.

Features include adjustable width tracks and a maximum outreach of eight metres with 120kg platform capacity. The larger IM R19 has a nine metre outreach with 120kg, or seven metres with 200kg. Wireless remote control is available as well as auto-level outriggers and adjustable tracks. The unit weighs 2,300kg.

### Haulotte

Haulotte was on home soil to launch several new products including two completely revamped compact Rough Terrain scissor lift - the C10DX and C12DX - as well as showing a prototype of a new 67ft rough terrain telescopic boom - the HT23RTJ. Haulotte claims a class beating 18.1 metres of outreach and a very fast 53 seconds lift speed to full height, which we tested and confirmed - well we hesitated a little and took 57 seconds! The 2.2 metre articulated jib and 450kg platform capacity will also appeal to many users. Other features include four wheel steer and drive, standard oscillating axle and differential lock. The HT23RTJ is also the first machine to be fitted with a new fully modular basket which is easier and cheaper to repair, it will be available from October.

Haulotte's compact scissors - the C10DX and C12DX - have been upgraded with a new Kubota engine complying with the Tier IV standard and a more rugged auto level one switch outrigger design.





Caterpillar TH470C



Comet X platform



Easylift ETJ190



Effer 525



Teupen 15GT



Zoomlion 80 tonne crawler



JCB show



Atlas UK military order



New Holland LM 625



PM loader crane



Merlo stabilisation system



Maeda stand



Zoomlion Jost



Scanclimber



PC produzione RT



Zoomlion QY30 V Truck



Potain MDT248



The new JCB 540-200 in the background with a 515-40



IPAF painting



JLG stand

# Haulotte



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