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# Bella

# Bologna

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SAIE 2006

As equipment exhibitions go, SAIE in Bologna rates amongst the best. Now in its 42nd year, SAIE is not the biggest or the most accessible, but it has a heart and soul often lacking with other major exhibitions. Italian engineering flair ensures interesting and unusual machines. Add to that the 'hustle and bustle' and culture of Bologna which spills over into the showground and you have a show with character and an unmistakably Italian flavour.

This year was a bumper year for tower cranes, loader cranes and truck mounted aerial lifts. The following is an overview of some of the new products and news.

## Access

### Radical new truck mount

Leader launched a totally new 20 metre telescopic on the new Nissan Cabstar. The JET200 claims an 8.5 metre outreach at a height of up to 16 metres, with 200kgs capacity. This is achieved with a patented articulating jib which stows inside



*Oxley launched a new air powered version of its OX906 self propelled vertical lift*

the main boom, when not in use, allowing the machine to be used as an 18 metre straight telescopic.

The compact unit is 6.7 metres long, 2.13 metres wide and 2.99 metres high. Its outrigger footprint is three metres wide. The outrigger design, which has also been patented, features an unusual out and down concept using a cam type mechanism. All cylinders, hoses and electrics are housed in a special track within the boom. The first 10 units will be built in December for a number of Italian rental companies. Series production is scheduled for March 2007.

### Quality pays at Bluelift

Bluelift, showed off its growing spider lift range. The well designed, high specification product range now extends from 12 to 21 metres. Its new 16 metre SA16 Compact features a single riser and three stage telescopic boom, providing almost eight metres of outreach. The company has already signed up a number of distributors, including Rothlehner in Germany, Cherry Picker in Ireland and is set to confirm an appointment for the UK.

*Bluelift's unusual single riser attracted a lot of interest*



*The innovative Leader Jet 200*

### Socage gets going

Celebrating its 25th anniversary, Socage had its own stand separate from parent Fassi. Valerio Rampini, previously with GSR, has joined as export manager with the brief to expand its network. Four new machines and a number of innovations should help.

The new 22.5 metre Apache T23 on a 3.5 tonne chassis offers 10 metres of outreach, has all of its hoses and cables routed internally and a transport height of less than three metres. The 26 metre articulated boom Cheyenne DA26 uses a sigma riser plus three section top boom giving over 13 metres of outreach (with 200kg capacity) when mounted on a

7.5 tonne chassis. The unit can also be mounted on a six tonne chassis, but outreach reduces to 11 metres.

The new 16.9 metre, Navaho DA17 offers 7.5 metres outreach, 790mm overall width and 1900kg GVW, it can also be converted into a mini crane lifting 300kgs to six metres radius with a 12 metre hook height.

The 50 metre TJ50 truck mount with its dual telescopic booms plus jib is designed for 26 or 32 tonne trucks. The larger chassis offers 30 metres of outreach with 300kg, while the smaller unit offers an overall length of less than 10 metres. One to look out for from Socage in the near future is a 42 metre platform on an 18 tonne chassis.

*Four new Socage machines included this Apache T23 with 10 metres of outreach*





Isoli said it is taking on the distribution of Versalift for Italy, possibly with some quid pro quo in other markets.

### Brands, spiders and new Z

It is now more than a year since CTE acquired Effer and Bizzocchi. After a full evaluation, it is expanding capacity rapidly. The new subsidiary, Sol.Ge will have revenues of around €55 million this year, while the CTE group as a whole is likely to achieve \$120 million. Bizzocchi introduced two new truck mounts - the Autel 150HP and KJF510 while CTE unveiled the Z19 on a 3.5 tonne chassis which will join the Z20 in the range. CTE also introduced a new spider lift, the 17 metre CS170 with an overall length of 4.2 metres.

### Back to basics

Truck and spider platform manufacturer Lionlift showed off its improved 'one hand' basket-mounted controls. Engineering improvements have increased the outreach on a number of machines - such as the GX23-11. The company continues to expand, selling 140 platforms this year and targeting 160 for 2007, with larger spider lifts such as the GT19-10 and GT21-10. In response to customer demand and, it says, to improve reliability it has moved from electric controls to fully hydraulic.

### More from Cela

Cela says that it has improved outreach on its new models through the use of ultra-high strength steels. It unveiled the 22 metre, TP220 with sigma riser and an outreach of 12 metres with 200kg capacity. The new 35 metre TJ350, on an 18 tonne chassis boasts an impressive 14 metres, compared to nine metres on its 33 metre predecessor which will remain in production. The company is working on a 60 metre machine with new boom shape, twin lifting cylinders and fully electronic operation.

### Palazzani crawlers

Palazzani unveiled the tracked versions of its new TSJ and XTJ spider platforms including the new 48 metre XTJ48C and the 42 metre XTJ42C. The new machines are more compact, passing through a 1.5 metre wide, 2.5 metre high opening. The narrower, lighter weight 'R' wheeled versions were launched earlier this year, although 99 of the 100 machines sold in Italy each year are track mounted. Total production is about 800 units per year with a new 19 metre XTJ19 on the cards for the beginning of 2007.



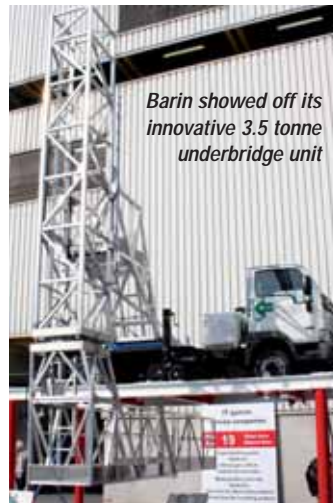
Contractor Renzo Tagliavini (R) now has a fleet of 13 machines including the recently purchased XTJ48 and TSJ39, seen here with Palazzani's Severino Zatti



Multitel celebrated selling its 300th MX200 at the show

### Pagliari on a roll

Multitel Pagliero displayed its 20 metre MX200, on the new Nissan Cabstar and Iveco chassis. The 300th MX200 was sold at the show, just a year after its launch. The company is expanding fast and is forecasting a 30 percent increase in shipments for 2006, to more than 650 units - 85 percent of them on 3.5 tonne trucks. The company also expects to build its 7,500th truck mounted lift early next year.



Barin showed off its innovative 3.5 tonne underbridge unit

connections are located inside the boom and the machines can be equipped with the new audio/visual Live Work System which allows communication between the operator and the ground. It also offers the ability to transmit real-time images to any location such as the office or customer.

### New RAM just makes it

RAM had a 20 metre Gemini 205TJ with 8.5metre outreach and 200kg platform capacity on the stand in bare prototype format. The company also displayed the 180T, telescopic truck mount and a new 18.5 metre Spillift 185TJ, spider lift with unusual three stage sigma riser telescopic boom and jib.

### 13 metres outreach

GSR had all of its recently launched truck mounts on new Euro IV rated vehicles including a new 20 metre E200T straight telescopic which offers up to 12.9 metres outreach, mounted to a new MB Sprinter chassis and the E140T a two section variant.

### Tractors from Tecchio

Tecchio displayed a number of unusual models. Catering for those needing to cross difficult terrain such as power supply or forestry contractors, the K330J Traktor is a 30 metre platform on a Lamborghini farm tractor offering 19 metres outreach. A smaller 25 metre unit is also available with 15 metres outreach. A 3.5 tonne truck mounted 22 metre sigma, boom and jib platform offers 12 metres of outreach.

The Maxlift Ant 50 weighs just 60kg yet can lift 500kg - seen here mounted on a 1967, 175cc Lambro 500L three wheeler.



### Eagles and Octopussies

Oil & Steel showed its revamped Octopussy range. The Octopussy 10, 12, 14 and 17 are designed for one person operation, whereas the Octopussy Twin - 108, 1210, 1412 and 1715 have larger cages, a load limiter and digital display that can be set for one or two operators prior to starting work. The heavier Twin machines also have increased undercarriage protection and 220V electric power source. 60 percent of Octopussy production is sold in Italy, 10 percent in the UK and Ireland followed by Spain and France.

Four new Eagle S machines, the 6232, 5031, 3824 and 3224 join the two models shown at Internat earlier this year bringing the full range to six machines with working heights up to 62 metres and outreach of up to 32 metres. All hoses and electrical



Rovers has designed a simple system for self unloading a mast climber base unit

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Only the second boom of the massive Effer 2750 was on display

## Loader cranes

### Fassi

Fassi Gru - claiming to be the world's third largest producer behind Palfinger and Hiab with sales this year of about 8,000 units - outlined its expansion plans for the next two years. "If growth continues at this pace," said Giovanni Fassi "we will be world leader."

There is a general perception that Italian equipment is 'fragile'. However Fassi makes the point that 70 percent of the 80,000 cranes it has produced over the last 42 years are still working. New models in the 'medium-light' and 'heavy' ranges included the F155A and F455AXP. Available with between two and eight hydraulic extensions and a maximum lifting moment of 41 tonnes/metre, the F455AXP is crammed

full of mechanical, hydraulic and electronic devices such as the FX load control system, double-linkage Prolink and the D900 hydraulic distributor with flow sharing (anti-saturation) system.

The smaller F155A, along with the F135A and F165AXP, shares many of the features of its larger brothers including the Prolink and can also be equipped with the optional Evolution specification including radio control, graphic display, digital hydraulic distributor, IMC system including Automatic Dynamic Control and flow sharing system.

Fassi also launched a new 'T' crane range comprising of four models, each in two variations, aimed at specific situations such as breakdown and towing services.

### Effer on steroids

New Effer cranes on display included the monster 2750 heralded as the world's most powerful loader type crane. With a 45 tonne lift capacity at 3.2 metres radius and 13.8 tonnes at 16 metres the 2750 is a beast. The first unit has been sold in Denmark and will be mounted on a five axle, 40 tonne truck. Other new products included the 155-165 and beefed up

535-585, both with dual link positive angle second booms.

### Ferrari speeds ahead

After a couple of flat years following its takeover by Abco Vebe, Ferrari has seen a 20 to 30 percent increase in business this year, producing, it says, a total of 3,000 units. Third in Italian sales behind Fassi and PM, Ferrari sells only a handful of machines in the UK or Ireland. Several new models were on display, 723, 732 and 736 - as well as the largest in the range, the 990, announced at last years show, it has up to 10 extensions and lifts 770kg to 31.2 metres.

### Palfinger

The Palfinger exhibits included the PK5001 and PK6001 and the PK60002 with High Power Lifting System (HPLS) which offers 12 percent more lifting capacity than its predecessor yet weighs the same. The 80 tonne/ metre PK85002, fitted with Powerlink Plus and electronic HPLS. Up to nine hydraulic extensions provide a maximum radius of 22.5 metres, which can be increased to 32 metres with a fly jib. Italy has, until now, not been a strong market for the Bison range of truck mounts, due to Italian buyers preference for lower priced less complex equipment.

### PM pushes the envelope

10 new PM models included three 'top of the range' Platinum machines - the 33, 65 and 85. PM. The new 33 features a 12 degree above horizontal angle on its second boom, while the 65 and 85 offer six degrees.

Fourth in global sales behind Palfinger, Hiab and Fassi, PM is keen to close the gap and plans to install a new, compact and simpler version of its Powertronic electronic management system in its 2 to 10 tonne/metre range. It also plans to use funds from its IPO, due later this month, to increase production and improve its international distribution.



Terex showed its new 4013SX telehandler, a stripped down, lower cost unit with a mechanical gearbox, aimed at the rental market.

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The new Roto 38:16 from Merlo

## Telehandlers

### Faresin goes it alone

Telehandler manufacturer Faresin - whose agreement with Haulotte ended earlier this year - launched two new fixed frame telehandlers the 7-30 compact and the 10-70 both aimed at agriculture and light industry. The 3,000 kg compact has an overall height of 2.2 metres and seven metre lift height and the larger 10-70 is a more normally proportioned 10 metre, 7,000kg unit. Faresin is looking to increase sales of its 20 model, range and is currently seeking European dealers. At this moment there are no plans to launch any 360 degree models.

### High capacity 360

Telehandler manufacturer Dieci continues to add models to its range. With the move into its new factory now planned over Christmas, it will be able to expand production from 1,450 units this year to a planned 2,400 units. Total capacity of 5,000 machines means that there is plenty in hand for new models, which Dieci says, might include a city crane.

New machines on show included the compact Apollo 25-6 with upgraded 85hp turbo engine. The 7,000kg, 11 metre Pegasus 70-11, its highest capacity 360 machine will start production next year for delivery in the spring.

Atlante is a new range of telehandlers featuring a four forward and three reverse gear Powershift transmission. First in the range is the 30-16 with an agricultural version, the 30-9 to

follow, while the new Zeus 38-10 will be the largest in the five model range.

### Enhanced Rotos

Merlo launched a number of new products, including two new 16 metre Roto's, the 38.16 and 38.16 S with dimensions 150mm shorter and 50mm narrower than the unit they replace. Merlo believes that enhancing its Roto range in this manner is a more attractive proposition for buyers than building a machine of over 25 metres. A new heavy duty fixed frame, the new 6,500kg-14 metre Panoramic P 65.14 HM was also introduced.

## Cranes

### Faster Mister Gru

Mister Gru, the Tadano-Faun distributor has improved its compact Bi -Energy city crane, upgrading it to 25 tonnes and installing a high speed drive train, with larger engine and Kessler axles. The new model, features an improved seven section full power main boom, but retains the same telescopic luffing jib, forks and aerial work platform as the original 20 tonne model. The machine on the stand was sold to Peinemann, the Rotterdam based crane and access rental company. Production of the first 10 units begins in the new year.

Valla launched a brand new compact 40 tonne electric powered industrial pick and carry crane.



### Potain compact flat top

Potain used the show to unveil its latest compact flat top tower crane the 85 tonne/metre MCT88, which is primarily targeted at the Italian and Spanish markets, although it says that a number of units have already been ordered for the UK.

The 'Clever Crane' from Gelco offers an 'off the shelf' engineered solution for erecting self erecting cranes 2.75m above rights of way that cannot be closed. 12 models are available, all of which can travel with the tower erected and can climb steep slopes and set up on uneven ground.



Mr Crew's Bi Energy crane has been re-engineered as a high-speed 25 tonner.

### Saez on expansion trail

Although not showing any new models the Spanish tower crane company says that production increased by 15 percent this year to 1,600 units. It claimed to have shipped two cranes a week to the UK, its third most important market after Spain and Italy. A new factory in Spain will be operational by year end and six new models are planned for 2007.

### Three new FB Gru's

Three new models included the compact, 12.2 tonne tow weight self erector GA136, now with twin cylinders for faster erection times and the GHS160 and GHS513 flat-top cranes with a up to 60 metre radius and six tonnes lift capacity. 30 cranes have shipped to the UK this year - look out for a new 41 metre model to be launched next year.

### Hydraulic legs

San Marco launched two new self erectors, The SMH244NH previously built as a special for customers in Holland, features hydraulic outriggers for fast set up - designed for shorter jobs with more frequent moves.



The Benazzato 'Serie 3005 Flat', features a solid galvanized steel octagonal tower, which says the company saves transport space and 'makes a fashion statement'.

It offers 500kg at 24 metres radius. The larger SMH 341 lifts one tonne to 34 metres radius at a height of 22 metres.

### Dealers wanted for Jekko

Developed to work on upper floors of tower blocks, Imai has expanded its Jekko range of mini cranes with the SPD360C which offers almost two metres more reach than the SPD265C with a capacity of 400kg. Although slightly longer at 3.1 metres, it has the same width (800mm) and height (1.75 metres). Imai says that the SPD 160 and SPD 265 are now 'mass produced' to meet demand. The company has sold 15 to 20 machines in the UK and Ireland but is now looking for a local dealer.

### Gru Dalbe

Not yet available in the UK, Gru Dalbe launched its new HS380 self erector which has a 800kg capacity at 38 metres. Maximum height under the hook is 21.8 metres.

### Cattaneo adds three

Cattaneo - available in the UK through Weaving Machinery - introduced three new self erectors, the CM73A, the CM76B and the largest the CM90S4 which has a one tonne capacity at 41 metres radius and 25 metres under hook height.



San Marco's new crane is designed for a faster set up.

