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# Bauma China 2012

C&a

Bauma China

With interest growing in the Chinese market for construction equipment and more buyers in the west at least showing an interest in Chinese-built products, Cranes & Access visited the 6th Bauma China trade show held in Shanghai at the end of November to check out the latest developments.

What was abundantly clear at the show is that the tendency to copy western products is still very strong. However the larger and more sophisticated crane producers generally adopted a concept then introduced alternative solutions. One massive exception to this was a copy of Liebherr's 750 tonne LG 1750 lattice truck crane by XCMG - the 800 tonne XCL800.

Many of the aerial lift manufacturers are still up for some copying with a number of the smaller producers even using photographs of JLG, Genie and Snorkel machines in their literature! However the quality and engineering skills of these manufacturers leaves a lot to be desired. The better Chinese producers - notably Dingli, Mantall and Sinoboam - are introducing their own innovations, while producing some products to quality levels that meet Western standards. It was therefore sad to see new products on show that were pure copies of niche products such as the Mec Titan boom, Genie scissor lifts and a

Teupen spider lift. However it is easy to forget that these manufacturers have progressed at a blistering pace and they are learning fast. Hopefully such practices will soon be a thing of the past. After all it was not that long ago that Japanese manufacturers were seen as the reverse engineering kings, while in recent years they have become innovators in their own right.

Chinese crane and lift producers are not being left alone in their domestic markets. Manitowoc and Terex build cranes locally but have struggled to overcome hurdles that help protect local companies. Comansa has its joint venture which seems successful, while the company with the most local experience - Liebherr - is adamant that it will not build cranes in China for the foreseeable future. The aerial lift market is different with JLG, Genie, Haulotte and Snorkel all owning local production facilities, which now manufacture products for export but still struggle to gain serious volumes locally. A meeting on the second day of the show between regulators,



On the Dingli stand a machine that looks like the MEC Titan

industry associations - including IPAF - and manufacturers was told that China will clamp down on unsafe access equipment, including shoddy scaffolding which may help the local market to grow more quickly.

## So what was new? Cranes

The most impressive new machine was Sany's 3,600 tonne crawler crane that incorporates a quad track undercarriage design (similar to Manitowoc's 31000) with Terex-type Twin boom base and back masts and a Liebherr-looking P-boom top. The new 500 tonne SCC8500 crawler behind looked positively toy like in comparison.

Other new models from Sany included a telescopic mobile tower crane that has echoes of Grove's GTK1100, but uses a traditional slewing superstructure, halving the number of tower support pendants required from four to two. Like the GTK this unit is aimed at wind turbine work and offers a 100 metre maximum hook height, with 55 tonnes capacity at 10 metre radius. Alternatively it can lift 100 tonnes to



Manitowoc's Danyue GT40 truck mounted crane



Liebherr announced the delivery of its 43rd 500 tonne LTM 1500-8.1 All Terrain crane in China



An XCMG version of the Liebherr LG 1750

a height of 96 metres and a radius of 13 metres. The unit travels with its telescopic tower in place and needs a support crane to lift and attach the top boom and install the outriggers which are transported separately.

The more traditional 600 tonne Sany SAC6000 All Terrain features a 90 metre main boom, luffing jib and Y-Guy type boom suspension system.



The massive 3,600 tonne Sany SCC36000A incorporates a Manitowoc 13000 type undercarriage and a boom that blends the Terex Twin concept with Liebherr 'P' boom.



Sany's SCC1020 takes a different route to Grove's GTK concept



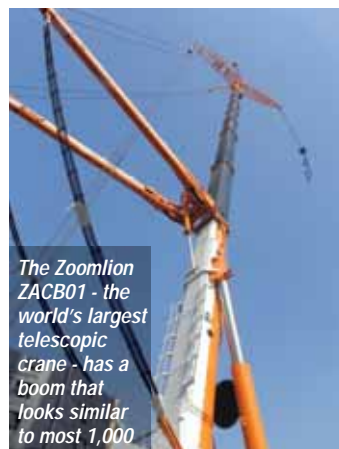
Sany's SCC1020 mobile tower crane alongside the more traditional SAC600 (foreground).

As anticipated Zoomlion showed its 2,000 tonne All Terrain crane - the ZACB01 - that uses a carrier design similar to Liebherr's LG1750, and travels on the road with just its massive outriggers. The Zoomlion carrier is a curious 11 axle concept

with eight axles on the main chassis and a three axle independently powered pinned chassis extension/tag axle, which one assumes could be removed to create a shorter carrier on site? The superstructure is transported separately and features an eight section boom which has similar dimensions to most 1,000/1,200 tonne booms, and superlift suspension system. The company says that this is the only telescopic crane capable of lifting a 3MW turbine housing to full height, although it was not the only company at the show to claim this. Few details were available on the stand - this looked very much like an 'ego trip' work-in-progress project rushed out for the big show although the boom and jib were fully extended.



The Zoomlion ZACB01 carrier, massive outriggers with stiffening strop and three axle extension



The Zoomlion ZACB01 - the world's largest telescopic crane - has a boom that looks similar to most 1,000 tonners



Zoomlion also showed an exceptionally curious crane designed for wind work that combines a regular looking eight axle All Terrain crane carrier with a large lattice telescopic luffing tower crane with wind tip. The net visual effect of the ZAL16020B43W is of an over-inflated 1960s/70's tower crane on a relatively modern AT



The curious Zoomlion ZAL16020B43W designed for wind work

chassis. It looks like it would be challenging to rig and it is hard to see how it might move between turbines without de-rigging.

Sinomach showed two truck cranes - the Changjiang 100 tonne TTC100G1-III and the 70 tonne TTC070G1 - that looked like Terex copies. The result of the joint venture, they no longer carry any Terex identification. Terex itself took the opportunity to launch its new 1,000 tonne AC1000 and announced its first sale in China. Other products included a new locally built 36 tonne truck crane, the Toplift 036G with 38 metre boom and 14 metre swingaway.



Terex Cranes senior managers celebrate the sale of the first AC1000 in China

As mentioned in our last issue Fuwa showed off its new crawler crane range which has been designed with the help of Hitachi veteran Hemmo Luijterink. The company has also modified its 25 tonne Rough Terrain crane - the FRC25-2 - into a city-type All Terrain crane following very disappointing sales. Fuwa is hoping that it will do better locally with a proper road going machine.



XCMG's XCA5000 with its 105 metre main boom



Zoomlion's 100 tonne RT



The new Fuwa range of crawler cranes



XCMG's new 200 tonne Rough Terrain crane



XCMG topped the platform height stakes with the DG100



The Shantui underbridge inspection unit



Sinoboom's new spider lift - look familiar?

The Chinese market for Rough Terrain cranes is virtually non-existent and yet Zoomlion, Sany, XCMG and others all showed new models. XCMG claimed the world's first 200 tonne RT with a 62 metre main boom and yet it looks no bigger or stronger than a typical 90 tonne unit. XCMG also showed a 100 and 160 tonne RT as well as unveiling a 5,000 tonne metre All Terrain the XCA 5000 with 105 metre main boom, said to be capable of placing 3.6MW nacelles. The company also showed a 500 tonne crawler crane that features a variable counterweight system similar to the Manitowoc 13000. Zoomlion showed a 100 tonne Rough Terrain, a very competent looking machine that should do well in developing markets and perhaps North America. Adding to the Rough Terrain break out, Sunward showed an extensive range of Rough Terrain cranes as well as a telescopic boomed crawler crane, one of several such machines on display at the show.



Sunward had a wide range of RTs and crawler cranes

### Access

XCMG topped the platform introductions with a 100 metre truck mounted lift on a six axle Mercedes Actros chassis. The unit has been built specifically for fire fighting duties and features 27 metres of outreach and platform mounted monitor.

TXMec showed a 34 metre wheel mounted spider lift that looked very Palazzani-like - a tracked version is also available. Sinoboom also introduced a new tracked spider lift, the 30 metre GTSZ30 which features a five section straight boom with articulated jib. This was one of several new models, the rest being booms and scissors with a mix of designs, each one appearing to have been inspired by a different manufacturer. In a similar vein Shantui displayed a four axle underbridge inspection machine with 20 metre platform that looked as though it might have been inspired by a southern German producer.

Genie made a splash with the launch of two new locally designed and built products - the first units in its new Skysafe range. The V1200 is a simple push-around scissor type lift with five metres working height and is joined by a 40ft non-slewing battery powered boom lift. The V1200 - which will sell for around \$33,000 - is quite a bit less than the more conventional locally-built boom lifts. The company also said that confidence in boom type lifts is poor and that its aim was to offer something that is both much simpler operate and maintain, but also offers a very solid 'feel' in the platform. It expects most buyers will be those who have yet to use powered access.

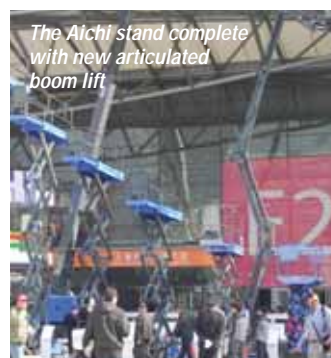


Genie's Skysafe V1200, a simple, less expensive 40ft boom lift



Genie celebrated the launch of its two new Skysafe units in the traditional manner

Aichi, recently absent from Europe, was out in force its most notable model on display being a 40ft battery powered articulated boom lift. Nearby the largest dedicated access stand was that of Dingli. Packed full of equipment it was also the most dynamic with constant demonstrations and busy with



The Aichi stand complete with new articulated boom lift

visitors the whole time. The locally based manufacturer is obviously in a confident mood and claims clear leadership in China. In addition to the two models already mentioned the real star of the show was a 16 metre working height compact scissor lift that incorporates an innovative scissor arm construction to keep weight down, without sacrificing rigidity or strength. With an all up weight of 2,700kg it uses standard mini slab scissor components which will give it a significant cost advantage at this height. The downside is that platform capacity is reduced to 200kg and the platform is only 810 mm wide, so it will not suit all applications. The company also showed a one armed sigma type lift, the GTAX06S which has a six metre working height, 4x4 and a scissor equipped with multi-directional wheels - a concept that has been around for more than 20 years and has still to find a market.



Dingli's new compact - 1.2 metre wide, 16 metre working height slab scissor lift



Dingli demonstrated a slab scissor lift equipped with multi-directional wheels.



Mantall showed two new scissors, a compact Rough Terrain and a heavy duty push-around model with eight metre working height



JLG introduced two new locally built booms with a simpler, more basic design and build concept



Finally one company that was new to us that had name that will not travel everywhere was Noblift - producing a range of boom lifts and scissors

JLG also introduced new locally built lifts, but took a more traditional approach with its 60ft and 80ft RS18 and RS24 boom lifts. The units are simpler more basic versions of the company's mainstream boom lifts, with a single riser and telescopic boom. They are

significantly lighter than the company's western-built products and join JLG's RS slab scissor range that is now being exported to customers in the west which prefer a more basic product. Both Snorkel and Haulotte also showed locally produced versions of its regular

products which both companies are now exporting to other markets in the region. Finally local company Mantall introduced a heavy duty, eight metre push around scissor lift, the XEM-80S and a classic compact 40ft Rough Terrain scissor lift, the XD140RT.

and local equipment company Xiamen Qiaoxiang Machinery company also showed some similarly sized units.

Two telehandlers were displayed by Xiamen Qiaoxiang Machinery company.

### Telehandlers

China is not a telehandler market, at least not yet and probably not likely to be in the near future. As a result JCB did not bother to show even a token telehandler. JLG had a unit on display though as did Manitou, which brought along a fixed frame and a 360 degree unit - wisely as there were a number of visitors from outside China, including Singapore, India and Australia. Other telehandler exhibits included a 3.5 tonne, 14 metre Sunward unit hidden in the corner



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