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It's October and time once again for Italy's major construction equipment show, SAIE, held every year in Bologna. Many tower crane and telehandler producers only attend bi-annually - but this year they are all out in force.

While Italian-built equipment might not be first on your shopping list, you will find more innovations at this show than at any other. There are also more manufacturers than you will find in the rest of the world combined.

It was not so many years ago that people in the crane business used to say 'There are 145 mobile crane makers in the world - 130 of them in Italy!' and it was just about true. Today that is still very true when it comes to loader cranes, but there are now fewer active mobile crane builders than in the past.

Italian engineers are among the best in the world

Italian engineers are some of the best in the world when it comes to "thinking out of the box" in fact many haven't got a clue what a box is. Converting the design concept into metal is also an area where many Italian producers lead the world; they regularly adopt new thinking into their products where others would ere in the side of caution. The craftsmanship and build quality of the best Italian manufacturers is also on a par with the world's best.

If the engineering does not convince you ...

All this makes for a great show to browse, and a great place to pick up new concepts and ideas. As if this was not a good enough reason to arrange a visit, Bologna is not



a bad place to be holed-up for a couple of days. The restaurants the bars and the atmosphere certainly beats a rainy day in Corby.

So what is there to see?

Loader cranes galore

In general terms if you are looking at lorry loader cranes, this show is a must - you simply will not see a wider and more varied selection of loader cranes anywhere. Exhibitors include, Effer, Fassi, Cormagh, Pesci, Ferrari, Amco Veba and PM not to mention Palfinger, Hiab and Atlas. A number of the companies have already said that they will be launching specific new products, however, you can be certain that most stands will feature both new products and new technology. The competition for this type of crane is so extreme in Italy that few disclose their innovations prior to the show.

Mobile cranes

While this is also a great show for mast climbers, telehandlers and tower cranes - not to mention all manner of access platforms - it is not the greatest show for mobile cranes. However you will see Terex, Manitowoc, Tadano-Faun and Liebherr with good solid displays of their latest models along with local producers such as Locatelli, Rigo and Mr Gru. If you are looking at industrial pick and

carry cranes there are few better places to window shop, this being the home of market leaders such as Valla and Ormigh among others.



The Terex TCC40 will join the 45 launched last year

Tower cranes should be well represented with most Italian and international producers present, including Liebherr, Comedil, Raymond, Comansa and Potain, but the major point of interest will be a good number of the dozen or more Italian producers of self erecting tower cranes will be exhibiting.

Mini cranes

With the number of local companies producing track mounted mini cranes, this is the place to see alternatives to the two big Japanese producers. Imai leads the charge, but you will also see numerous local producers that match up loader crane tops with track mounted chassis.

Telehandlers

This is a great show to see the latest idea in telehandlers, particularly the 360 degree models, most of which are built here. The Merlo stand is a must see as it always uses SAIE to show off its very latest ideas and developments. Other telehandler companies that will be out in force are Manitou, Dieci, Genie, JLG, Bobcat, Faresin - now free of its venture with Haulotte - JCB and Cat with its first JLG built product.

You will also see telescopic fork attachments fitted on a number of cranes, which offer the combination of fork or hook on the same machine allowing you to switch between the two depending on the load to be lifted.

Powered access is always very well represented these days, particularly with truck mounted lifts, with Italian producers now dominating Europe's smaller truck mount market. This is also true when it comes to crawler mounted spider type lifts - Pagliero, CTE, Oil&Steel, Hinowa, Italmec, Lionlift, Palazzani, Socage, Imai and many others will be exhibiting. Self propelled booms and scissors are also well represented by international companies - JLG, Genie, Haulotte, Manitou, UpRight, Nifty, and Snorkel all being present. Local companies exhibiting include Basket, Iteco and Airo. This is also a good show to see specialist lifts such as those made by Oxley, Bravi and Faraone.



Tower cranes are back this year, self-erectors will be in abundance

The new Effer 850, launched last years has sold well and will be on display this year



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Mast climbers

Italy may not be a huge Mastclimber market, but is home to a large number of producers. Expect to see Maber, Rovers, Euroscalf, Electroelsa and Safi along with some of the international producers.

Here are a few of specific exhibits not to miss.

Effer will launch the new 55 tonne/metre 585 which features a full 180 degree articulation in the second boom/ jib giving a 10 degree angle above horizontal. The decagonal main boom has up to nine hydraulic sections for a horizontal reach of 23.1 metres. It is now a year since CTE took over the company and much has changed since then.

The new model is based on the existing six metre platform height Toucan Junior 8, but features a 120kg lift capacity and a wider 1.1 metre chassis. The benefit is a market-leading overall weight of only 770kg.



SAIE is a show where you will always find something unusual

JLG will launch the new Junior Lite, offering 8 metres working height, but weighing only 750kgs



JLG will show a new lightweight Toucan Junior 8. The new Toucan Junior 8 Lite has been designed specifically for demands from the 'entertainment and events' industry which, the company says 'requires a light, compact, self-propelled work-platform for operation in confined spaces, where speed of operation and reduced floor-loading are essential requirements'.

JLG will also be highlighting the most compact models of its line up, including the 266 Lo-Pro see at Intermat and SED earlier this year.

Terex Cranes has a line up of its most compact All Terrain cranes, but also a new 40 tonne telescopic crawler crane from the Bendini stable. The TCC40 which is essentially a TCC45 with a shorter, 27.5 metre boom, the final section of which is mechanically extended, this unit is intended for heavy duty construction work including pick and carry duties, where a long boom is not required. The other new tele-crawler, the TCC 60 might just make a surprise appearance?

Leader, the Italian distributor for Maeda, Nifty, UpRight and others which also produces its own range of truck mounted and spider type lifts, says that it has some exceptional new products that it is launching. It has adamantly refused to even give us a hint of what the new product might be. Hopefully a visit to its stand will not disappoint.

CTE is likely to show its latest spider lift and will be celebrating the first anniversary of its take-over



Bobcat will have the production version ready of its new 10 metre telehandler



This is the worlds best show for spider lifts and small truck mounts

of Effer and Bizzocchi. The company will also have a full display of Genie booms and scissors.

Manitowoc has aims to have its latest All Terrain on display the recently unveiled GMK4100 and will be talking about the new RT535E rough terrain product that will join the cranes it already builds in Italy. This will also be the first opportunity for most to discuss its new GTK1100 concept.

Manitou will be in a position to update its customers on the massive 30 metre telehandler, the MRT3050. First seen at Intermat this new model is likely to be built in Italy and the company has promised to have prices and delivery dates by the end of the year.

Palazzani will be exhibiting its recently introduced TXJ and TSJ Ragno - Spider lift range, with the

first glimpse of the new 'C' crawler mounted models.

When it comes to industrial cranes, **Ormig** will have its new 16 tonne 16TM on display, while Valla will exhibit its latest electric powered pick and carry cranes.

Bobcat will display its new 10 metre T35100 telehandler which fills the gap between the existing Bobcat seven and 12 metre T3571 and T35120 models The new model is available with three alternative specifications - simple no frills with no self-levelling or stabilisers; with the self-levelling system only and with both stabilisers and levelling.

The T35100 incorporates many enhancements that Bobcat incorporated into its telehandlers in order to improve the poor reputation it has suffered from in the past.

Facts about the show

Dates: 25th to 29th October

Hours: 9:00 till 18:00 (17:30 on Sunday)

Getting there: British Airways flies direct from Gatwick and Aer Lingus direct from Dublin. If flying Ryan Air watch out. While it says it flies to Bologna it is in fact Flori airport which is as close to Bologna as Bristol is to Oxford!

Where to stay: Choices too numerous to mention, mostly very good. If you are stuck, there is a direct train connection from the show ground to the seaside town of Rimini, and Easy Jet flies direct to Rimini.

Further details can be accessed from the Events guide on www.vertikal.net



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