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Paris here we come: Ready or Not!



This year's Intermat opens its doors on April 24th in Paris, there has been much debate among manufacturers regarding the status of this year's exhibition. Is it truly an international show warranting its place alongside Germany's Bauma and North America's Conexpo? Or has it become a national show for France and Francophone markets?

In spite of all the talk, this is going to be a big and very international show, with over 1,500 exhibitors of whom 75 percent are from outside of France. Almost 400,000 square metres of space is being used at the Paris Nord exhibition centre and over 200,000 visitors are expected from 160 different countries. The last Intermat

in 2003 attracted 180,000 visitors of whom 75,000 were international. This makes Intermat almost twice the size of Conexpo, and far more international. However many manufacturers believe that the three year cycle for major construction equipment exhibitions should be split between Bauma for Europe, Conexpo for the

Americas and a show, such as Bauma China for Asia.

As a result this year's Intermat could prove pivotal to its future status.

The last Intermat was dogged by transport strikes, covering the airport, rail and metro, to the point where the first day was the quietest first day of any show in memory, with few visitors managing to make it out to the show grounds.

As a result of the disruption, the organisers brought this year's exhibition forward, taking it out of the "French strike season" However some four weeks prior to the show and Paris is dogged by civil unrest and threats of strikes thanks to new labour laws. Hopefully it will have worked itself out well before Intermat opens later this month, leaving a peaceful period in its wake for the show.

So what does the show offer visitors interested in lifting equipment? The following pages highlight the Crane, access and telehandler exhibitors, along with the new products to look out for.

So who will be exhibiting and what's New?

One of the key reasons for going to a big show is that manufacturers tend to store up new products and other interesting developments to make a big splash at the year's big event. This year's Intermat is no exception, at least in the crane and telehandler world. When it comes to Access, Last September's APEX show tended to drag new product launches forward, so fewer access companies are exhibiting and not all of them have new or exciting products to talk about, but it is still well worth a visit as we will hopefully demonstrate.

Practical details

When: Monday 24th to Saturday 29th April

Hours: 9:00 to 18:00 each day

Where: Paris Nord, Parc des Expositions Villepinte, north east of Paris near Roissy-Charles de Gaulle Airport.

How to get there:

By Air: try and book a flight into Charles de Gaulle (CdG) airport and not Orly.

From CdG airport: Ignore the organiser's claims that it is a five minute taxi ride, perhaps by Ferrari at midnight, but not at any other time. Free shuttle buses will run every half hour, while it won't be any faster than a taxi, at least it won't cost you. Or take the train, the RER line from the airport to Paris is two stops and really does only take a few minutes, just check that the train you hop on stops at the Parc des expositions.

From Orly airport: Expect a long ride: Either take the Air France bus to Roissy-CdG airport and then follow the instructions above. Or take the Orly-Val train to Anthony station then get on the RER line B direction CdG/Roissy and go almost all the way, getting off at Parc des expositions.

By Train:

There is a TGV station at CdG airport, and some of the Eurostar trains from the UK stop off there. Alternatively take the RER from Gare du Nord.

By Car:

From the North: Villepinte is just off the A1 road from Brussels, Calais and Lille, after passing the airport watch out for the Parc des Expositions – Paris Nord signs and take the A104. Parking is €10 a day.

From Paris: Once on the Peripherique, follow the signs for Roissy-Charles de Gaulle Airport, and just prior to the airport look out for the Parc des Expositions signs.

Where to stay: The best bet, if you cannot get a room near the show, is to look for hotels near City centre stations on the RER line, such as Gare du Nord or Chatelet/Les Halles.

The official agency is ATI:

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Fax: +33 (0)1 44 05 01 48

E-mail: intermat@ati-abotel.com

Web: www.ati-abotel.com

Cranes

Intermat will be a big show for the crane fraternity, in spite of reservations which has resulted in Tadano-Faun deciding against attending. Most major producers will be exhibiting with more new products than we have seen for many years.

Bendini (See Terex)

Bencini

Böcker

Comedil (Terex)

Comedil will show two tower crane models, the CTT 121-5 representing its flat top range and the CBR 24-H self erecting model.

Demag (Terex-Demag see Terex)

Effer

Effer will have some of its new cranes on the CTE-Effer stand.

Grove

Look for several new All Terrains from Grove including the new 220 tonne, GMK5220, the 80 tonne GMK4080 and the new two axle GMK2035E (see All Terrains page 25). Since the last big European show, Bauma, Grove has been extremely busy and now boasts a modern range of long boomed cranes. (See Manitowoc)

Hiab

Among the range of Hiab products on display should be the new XS 377 which completes the company's 20-40 tonne line up. Hiab claim it is the most powerful crane with the longest outreach for fitting to 3-axle trucks. With optional jib, the XS 377 can take loads of 450kg out to 26 metres radius.

Hitachi-Summitomo

Two new crawlers will be on display, the latest incarnation of the SCX800HD, the 80 tonne SCX800HD -2, designed for duty cycle work and the new 280 tonne SCX2800 which replaces the SCX 2500.



Liebherr will show off its new 50EC-B6

Kobelco

Kobelco claim market leadership of the European crawler crane market, a position it intends to consolidate. The key products on show will be a new 60 tonne multi purpose crane, the CKE600. The fully assembled crane has been designed to ship on a single truck with all but one 6.2 tonne counterweight segment. In this configuration it can operate as a good 45 to 50 tonner. The show unit is sold to Scotland's Weldex. Other models on display include the 250 tonne CKE2500-2, which succeeds the CKE2500 of which more than 220 have been delivered over the past five years, the 135 tonne CKE1350 sold to EH Johnson in the UK and a BM800HD foundation crane. All cranes feature new Hino stage three engines and more powerful hoists.

Liebherr

New All Terrains feature on the Liebherr stand, including the new LTM1160-5.1

c&a

Intermat

The new CKE2500-2 offers improvements all round



with its 62 metre boom and the new two axle LTM1040-2.1. (See All Terrains page 25) Also being launched at the show will be Liebherr's new EC-B flat top tower cranes, the new series comprises 13 models from the 50EC-B5 with up to 5,000kgs lift capacity and 40 metres radius to the 130 EC-B6 with up to 6,000 kgs and 60 metres radius. All models include a newly developed compact head and offer fast erection times and a modular construction with high degrees of compatibility within the series.

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Finally A new duty cycle crawler crane the 50 tonne HS 835 HD which will replace the HS 833 HD. The new crane will be rigged with 17 metre boom and 2.75 cubic yard dragline bucket. Liebherr says that the 835 will outperform the 833 by between 25 and 30% on average.

Locatelli

Locatelli will show a new Rough Terrain crane and its compact 20 tonne city crane.

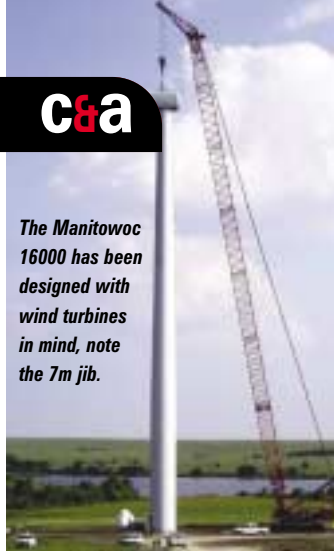
Manitowoc

Manitowoc will use Intermat for the European launch of its 400 tonne, model 16000 crawler crane. The 16000 combines heavy lifting with long reach and boasts a maximum heavy-lift main boom of 96 metres, designed with wind turbine erection in mind. It features a special seven metre boom point, which can handle up to 90 tonnes.

Manitowoc Crane Care will have a number of displays covering its product support programmes which cover Manitowoc, Grove and Potain products as well as the Grove Manlift and National Crane parts and technical support.

Crane Credit staff will also be on hand, the finance arm now covers most European countries.

The Manitowoc 16000 has been designed with wind turbines in mind, note the 7m jib.



PPM (See Terex)

Raimondi

Raimondi, now Raimo-S.T.I.M.E group, will launch the MRT 243 and show the MRT 213 and MRT 84 tower cranes.

Sennebogen

Sennebogen, has much to talk about, it will though be highlighting its new Multi-Crane, half compact crane, half telehandler in addition it will have examples from its crawler and truck mounted cranes.

Shuttlelift

Terex

Terex is highlighting its new PPM AC 55-1 this new edition of the AC 55, which has been going strong since 2003, a new full power telescoping system, has reduced the weight allowing over five tonnes of counterweight, jib, big tyres and hook blocks within the 12 tonne axle weights. As well as the AC35L, which features the longest main boom on a two axle AT (See All Terrains page 25). The Terex-Demag Models will include the AC160-2, and the company's highly successful City crane range, represented by the 70 tonne AC70 City. The Terex Bendini RT range will include the RC 45. Word is that the company will surprise us with a 55 tonne truck mounted crane, so be prepared for the surprise.

Unic

Unic cranes Europe will be showing its highly successful range of mini cranes. The company will also be launching its new distribution agreement with CTE France.

Zoomlion

The new Igo 11, is ideal for the smaller builder.



Potain

Potain will show two new models of self erecting tower cranes, the Igo 11 and Igo 22. The new 22 offers a full 1,000kgs of lift capacity on its 28 metre jib, at maximum radius. The top of the range Igo 50, will also be on display. Also look out for Potain's new Dialog Wind Igo and Top Zone operating technologies. The company's top slewing range will be represented by the MD 238A from the Topkit range and the MDT 98 from the City range.

The AC35L boasts the longest boom on a two axle AT.



Access

Beijing Kangde

Beijing Kangde, Chinese alloy scaffold tower producer, is hoping to find European distributors.

Bison-Palfinger

more than 18 months on from Palfinger's acquisition of Bison, and the company is changing up a gear in its quest to become the world wide market leader in truck mounted aerial lifts. On the stand will be the PA20T which offers a working height of 20 metres on a 3.5 tonne chassis with, the company claims, up to 15 metres of working outreach at a very competitive price.

Bison's unique TK range will be represented by the 47metre, TKA 47 KS, which offers up to 35 metres of outreach and up to 500 kgs lift capacity on a truck with an overall length of just 8.8 metres.

Bizzocchi (CTE)

This will be the first show since Bizzocchi became part of the CTE group, the company will feature a new 23 metre truck mounted lift.

Böcker (Robert)

The Hoist and trailer crane manufacturer.

Bronto.

The Finnish based producer of large truck mounted and fire fighting lifts and ladders was hoping to have its largest lift to date on the stand, but given the tight deadline, it has decided to save the first glimpse at its 101 metre machine for its customer, Maes's open day. The machine that will take its place, the S62MDT is no baby, at 62 metres, but the main focus will be on the new S 46 XDT, which represents the company's new XDT product range with its higher lift capacities, front mounted cages and high specification. If you get the chance, do take a look at the control station in this new model.

Camac

Will show products from its rack and pinion Mastclimber and hoist range, including its compact models for refurbishment tasks.

CTE

CTE will share a stand with its newly acquired partners, Bizzocchi and Effer, with all manner of restructuring going on the final list of exhibits will be highlighted in Vertikal Intermat, we do know though that a CTE Z-32 will be on display, along with a 23 metre truck mount form Bizzocchi. This will be a good chance to meet the senior managers and learn more of the changes that they are implementing.

Bison Palfinger's TKA47 KS will represent the unique TK series.



Fraco

Look out for the new Fraco 1500 fast set up towable mast climber.

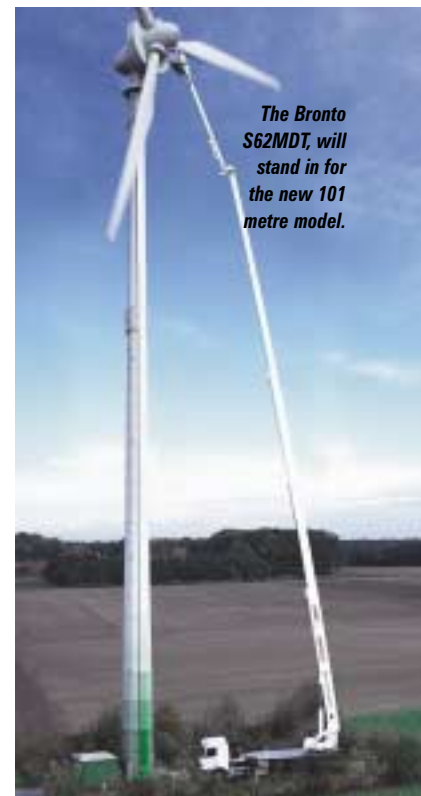
Genie

Genie will be on the massive Terex stand, and will have a vast representation of its full line on display, including the recently introduced Z51/25JRT articulated boom and 41 metre Z135/70 boom. Models from its micro Electric, compact RT and heavy duty RT ranges will all be on display, along with the Runabout and push around AWP ranges.

Haulotte

The big news on the Haulotte stand is the first chance to view its new 41 metre platform height H43TPX straight boom which joins the 41 metre JLG 1350SJP as the highest self propelled straight boom on the market. Its recently launched HA41PX, 39 metre

The Bronto S62MDT, will stand in for the new 101 metre model.



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LIEBHERR

The Group



The unusual low profile MX200 was launched at SAIIE in October, now is the chance for others to see it.

platform height articulated boom will also be on display, the two big booms share many features with each other, including 4x4 drive, four wheel steer, oscillating axles and 140 degree jibs. Its revamped SXL scissor range with dual, unrestricted capacity deck extensions will be on display along with further models in its new HTB truck mount line, including the 20 metre working height model, the HTB200.

If you show your entrance badge, you will also receive a surprise gift, and for those who cannot stick the pace, the company is organising a quiet ZEN lounge, with calming music and special cocktails, if it is half as good as the publicity, you will probably find us there rather than on our booth!

The new Haulotte H43TPX is as high as straight telescopes go.



Hinowa

Hinowa specialise in light weight compact crawler mounted aerial lifts, spider lifts without the spider type outriggers. The company will use Intermat to extend its range up to 17.6 metres platform height, the company has two stands one in hall 5 and one in hall 6.

Iteco will launch its new 51ft Bi-Energy boom



IPAF

The International Powered Access Federation has a 1,000 sqm demonstration area at the show, where dramatic demonstrations will take place including Oliver Favre the world high diving record holder. "The live shows will be a crowd stopper, but will make people really think about working at height safely" says Tim Whiteman managing director of IPAF.

Iteco

Be prepared for a surprise, Iteco will show it's first new boom in years, the IT50DE, its first serious entry into the 13-15 metre market. Its new 51ft dual riser articulated boom joins the recent trend from Manitou, JLG and Genie to offer 51ft (15.4m) platform heights in place of the traditional 45ft. The new model looks like a good hybrid, fitting between the pure electric models and the serious RT's. If the engineering is anything like we have seen on recent scissor lift launches, it will be worth some scrutiny. Another all new product on the stand, the IT815, is what is essentially known as an Off-slab machine, a slightly wider electric scissor lift with good ground clearance, like they used to make them, ideal for jobs that involve both indoor and outdoor work.



JLG

JLG will show some 20 different models, from the 3 metre SSV10 stock picker right up to its 41 metre 1350SJP straight boom, and 32 metre JLG-Liftlux 320-30 monster scissor lift. The company will also have what it says is "A state-of the art interactive display of how its worldwide customer support programme integrates with the dealer network to provide after-sales care". Also given the recent interest in refurbished and rebuilt machines, JLG will show an older unit that has gone through its rebuild programme, you will be impressed!

The Scanlift Mastclimbers have heavier duty masts, ideal for high capacity and cantilever work



Leguan (Avant Techno)

Leguan will show its new heavy duty 12 metre crawler mounted lift first seen at APEX along with its famous skid steer narrow aisle self propelled lifts.

Lionlift

The producer of compact Crawler mounted lifts and small truck mounts.

Maber

Mast climbers and hoists.

Manitou

Manitou will show the final versions of its new electric articulated booms, the prototype units were displayed at APEX, but we understand that the 15 m unit on display was intended to garner information and was purposely different from the final versions that will be shown at Intermat. With such a lead up to the final product, anticipation will be high. New models will include 33ft (10m) and 42ft (13m) models with "C" compact or "L" wide versions and a new 51ft (15m) platform height electric model the A170AETJ-L.

Multitel-Pagliero (see Pagliero)

Oil&Steel

Oil&Steel, the producer of the Octopussy range of spider lifts and truck mounts.

Pagliero

Pagliero will show its recently launched MX200 among other models, the low profile 3.5 tonne truck mount offers 20 metres of working height, nine metres of up and over outreach and zero tailswing.

Paus trailer mounts and hoists

Safi Mastclimbers

Sequani

Scaninter

Finnish based Scaninter will show its Heavy duty Mastclimbers, which not only offer higher capacities, but also allow a wide range of cantilevers and special configurations.

Socage

The aerial lift sister to Fassi cranes will have models form its truck and track mounted range on display.

Steinweg

The hoist company will be exhibiting with its new owner Böcker

Teupen

The fast growing producer of track mounted Spider lifts, truck mounts and trailer lifts will display a mix of models from its growing product range.

UpRight

The company will be showing its alloy tower systems along with small electric scissors, small booms, trailer lifts and the unique Speed Level.

Wumag

Wumag will show its new 22 metre working height ATB220, first seen on day two of Platformer days last August.

Manitou is finally launching its new electric models, they might not look like this prototype?





There's **news** in the load handling **business**



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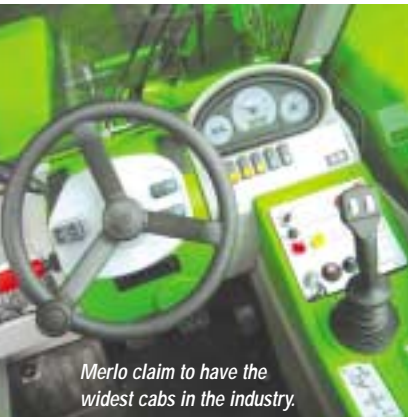
Manitou

No question about it, Manitou will steal the show as far as telehandlers are concerned, with its new 30 metre 360 degree, MRT3050. The new model features a new five section patented pentagonal boom and offers up to 5,000kgs of lifting capacity. The full range of Manitou platform and lifting attachments are available providing working heights of up to 40 metres.

Other new models include the mid range MT14 series which replaces the popular MT13, A new higher capacity Twisco mini handler with up to 2,000kgs, while the Buggiscopic receives a revamp in terms of drive train and controls.

Merlo

Merlo will show its new mid range Panoramic models with lift heights of 12 to 14 metres. Check the new wider cabs which have been substantially improved with multi outlet air conditioning and it says the most generous dimensions in the industry. The booms are also lighter and more compact with faster extension and lift speeds. Providing more space and better visibility for the driver. All units offer boom side shifting.



Merlo claim to have the widest cabs in the industry.

Bobcat

Bobcat will display models from its fixed frame range of telescopic handlers.

Case

Case will show its 17 metre TX170

Caterpillar

CAT will have much to talk about with most customers wishing to hear first hand more about the tie up with JLG. CAT will have two telehandlers on display one on its outside stand and one inside.

dDieci

Gehl

Manitou will steal the show with the launch of the 30 metre MRT3050



Genie

Genie has much to talk about and is almost certain to use Intermat to outline its plans for the Terex European telehandler line, in terms of future branding and distribution. The company will launch the three new models, first glimpsed as Prototypes at SAIE, Bologna in October. There is a fixed frame model, the GTH-4013 with 13 metres lift height and 4,000kg lift capacity and standard hydrostatic drive with a towing capability of over eight tonnes. The other two models are 360 degree models or in Terex speak Gyro's. They are the 17.4 metre GTH-4518R and 19.6 metre GTH-4020R. The former has up to 4,500kgs of lift capacity while the 4020R has 4,000 kgs.



The new GTH3014 telehandler will be on show in Genie livery.

Haulotte/Faresin

Haulotte will showcase its Faresin telehandler range

JCB

Joint market leader, JCB will show a selection from its popular Loadall range.

JLG

JLG is set to take a significant share of the European telehandler market.

At Intermat it will show its nine metre 3509 with a truss boom attachment, alongside a 13 metre 4013 fitted with the JLG SmartBasket which can be fully operated from the platform. JLG claim that this platform is the only one that is totally compliant with the EN280 standard for aerial work platforms. Topping out the display will be the 16.7 metre 4017, with independently controlled outriggers, a four-section boom and 4,000kg lift capacity.

All JLG European telehandlers feature low boom pivot heights, side-mounted engines, high-visibility cabs with multi-function single joystick controls. An easy view load indicator completes the comprehensive instrumentation.

Kramer

Kramer promises two new models it has developed with Claas

JLG will show its 3514 with a roof truss jib.



New Holland

New Holland will show two models the 13 metre LM1333 on its main stand and the 17 metre top of the range LM1745 in the demo area.

Sennebogen

Sennebogen will show its new Multi crane (see Cranes)

Terex (See Genie)

Trailers

Nicolas

Nooteboom

Nooteboom will show several standard and specialised low loaders and transport trailers.

Components & electronics

The show will be packed with a large number of component and ancillary equipment producers too numerous to mention here. But here are a few of those most relevant to the lifting world. See Vertikal Intermat at the show, for a full listing.

3B6

Producer of load weighing and indication systems for cranes and aerial lifts.

AGS

AGS is a young company specialising in electronics for lifting equipment, including tower crane anti collision devices. It has a new wireless warning light kit for tower cranes.

Ascotel

Ascotel will show a wide range of products from rated load indicators to remote controllers from Hetronic.

Autec

Bonfiglioli

Bridgestone

Cummins

Dana

Datek

Dinamic oil

Deutz

Hatz

HBC Radiomatic

Hetronic

Intercontrol

Imet

Michelin

Orlaco

Perkins

Pfeiffer

Poclain

Radio remote control

Smie

France is the home of tower crane anti collision devices and Smie is the leader in this field. It will be highlighting its latest 3D systems. It also has a data recording device that logs the movements of all the tower cranes on a crowded site.

ZF



www.Vertikal.Net

Europe's specialist publisher for the lifting industry will be distributing Vertikal Intermat, the definitive guide to cranes, access and telehandlers as well as the city of Paris. Together with Kran&Bühne, Cranes&Access and the popular web news service. Vertikal will be reporting daily from the show.