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why bother with Bologna?

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SAIE

SAIE 2005
 SALONE INTERNAZIONALE
 MULTIMEDIALE DELLA
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Innovation is everywhere, Telehandler producer Merlo is always good for radical ideas at the show.

SAIE, the Italian construction and equipment show, held every year in Bologna, is the largest in Europe this year and promises the usual range of new ideas from the world's most innovative engineers.

SAIE covers an extensive space with over 1,800 exhibitors, more than 220,000 square metres of exhibit space, spread over 18 halls and six outside areas.

If you are visiting then be warned! Getting lost in the showground is almost a given, and that also makes it one of the most difficult shows in which to find the stand you are looking for. This is particularly true of the outside areas, which are divided up by the large halls where numbers bear no relationship to anything or any order. There are 18 halls and yet the numbers range from 16 to 49. You work it out!

Add to this the fact that the cranes, access and telehandler stands are spread over all six of the outside areas and finding your way around can be a nightmare.

In order to help you we are printing a slightly larger map this year. A good tip is to look at the hall numbers adjacent to the outside area you are looking for and follow signs for that. Hopefully it will help. More than any other show this is one for comfortable shoes.

So why go to SAIE?

Apart from the wonderful Italian food, wine and the historic city of Bologna,



you will see an amazing variety of innovative ideas. SAIE is also the main mobile crane event in this non-Bauma non-Intermat year. On the Access equipment front, APEX might have been a more dedicated event, but in Italy you will see dozens of small suppliers, lots of new ideas and if you are looking for a low-weight, crawler-mounted boom in the 10 to 20-metre range, or small to mid-range truck mount, this is the place to come!

Telehandlers are also well represented, particularly when it comes to 360 degree models, most of which come from Italy; but the one sector for which SAIE is the holy grail is that of lorry loader cranes. There is no better show for sheer range and variety. All of the main suppliers will be there along with dozens of others. The manufacturers go "hog wild" with their stands, exhibiting just about every product in their range and then some. The majority use SAIE to launch new products and ideas.

A few highlights from each sector.

Mobile cranes

If mobile cranes are your main interest, this is as Europe's main crane event in



Italy is becoming an alternative to Japan in for the production of mini cranes.

2005 and offers the best opportunity to meet up with the manufacturers. Key talking points will be Grove's new Italian plant for rough terrain

The new Ormig 25tmE 25 tonne electric crane with forks.



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SAIE is the place to see narrow, low weight crawler mounted booms, no fewer than ten producers will be at the show.

cranes. And if you haven't already seen it, you might catch the 130 tonne GMK-5130 that was due in Bologna last year but never made it.

Tadano-Faun's new G (for global) range of All-Terrain cranes – including the first public showing of the ATF65G, launched this summer – will be displayed in the colours of a local hire company.

Liebherr's entry into the telescopic crawler crane market and its new 72-metre main boomed 200-tonner is still hot news but sadly will not be on display. However the LTM1095-5.1, launched at Conexpo earlier this year will be there, along with the hydrostatic drive, LTC 1055-3.1. Meanwhile Terex has not been sleeping: its improved 160-tonne AC160-2 on five axles, an ideal machine for tower crane erection will not be on show but the AC500-2 will be.

Apart from the main producers, don't miss the smaller companies. This is the best show by far to see pick-and-carry industrial cranes. Ormig, Valla and several other suppliers will be there with a wide range of products. Ormig is launching a new 25 tonne electric crane the 25tmE. Italy is also becoming an alternative to Japan for mini cranes.

Access

If powered access is your 'bag', SAIE is a great show for truck-mounted platforms, with a vast number of local

producers, most of whom are highly innovative. Companies like Pagliero, which has announced a new 80-metre plus model; Sogace, Oil & Steel, GSR, Cela and many more.

A sector that is becoming increasingly popular in light of the new work at height rules is the lightweight narrow aisle crawler mounted boom lift. You will see a wider selection of these lifts at SAIE than anywhere else in the world.

When it comes to regular self-propelled booms, Italian producers are not the strongest; however, in addition to the market leaders such as JLG, Genie and Haulotte you will see local producers such as Airo and Iteco with new products, along with companies such as Basket, which produce highly specialised and unique models.

Lorry Loaders

There are more Italian producers of lorry loader cranes than the rest of the world put together. In addition to the big Italian manufacturers, such as Fassi, PM and Effer you will see the international leaders, including Palfinger, Atlas and Hiab along with numerous smaller Italian producers.

Telehandlers

This is a big show for the likes of Merlo and Dieci the local heavy-weights. Merlo always uses SAIE as a testing ground for its latest ideas. Last year, for example, it showed a unique tunnelling attachment that combined a separate work platform boom with material handling device on the main boom.



The new Effer 275 features a telescopic hydraulically luffing jib

Other big producers such as Manitou will also be out in force, although this year JCB, Caterpillar and some of the other general construction equipment producers are giving the show a miss or exhibiting through local dealers.

around 10 minutes. Don't expect any room to move on the bus, as passengers are jammed in like the Tokyo metro. Still there's no need to hold on!

SAIE is the first public showing of the new Tadano-Faun ATF65G.



Other things

Italy is a hot bed for electronics producers and this is a good place to look at remote controllers and overload devices from Italy and elsewhere.. Autec, 3B6, Hetric, HBC and others will all be looking to catch your attention. If you are a manufacturer then the fantastic range of component producers exhibiting, many of them with highly original and cost effective concepts, will be of great interest to you.

And at the end of the day?

After the show, you first have to get away from the show ground. To do this quickly will be the biggest challenge of your visit. From mid afternoon the queue for taxis is as long as the walk back to town and that is no short stroll! If you are slightly adventurous you might try a bus; lines 26 and 30 go to the city centre, while 10, 35 and 38 go to the main train station. Both cost a Euro and take

In Bologna there's a wide range of superb bars and restaurants to provide refreshment after the ordeal of exiting from the fair and to recover from the miles upon miles you will have walked during the day. Do save some shoe leather though for a leisurely stroll through Bologna's colonnaded streets and picturesque squares after your dinner. It is a beautiful and civilised city at night.

When:
October 12-16th 2005

Hours:
Wednesday - Saturday: 9:00 - 18:00, Sunday: 9:00 - 17:30

Where:
Bologna Exhibition centre

Admission:
Free for overseas visitors on registration

Getting there:
Be warned taxis after the show are a nightmare with lines that don't bear thinking about. The bus is worth the adventure. Cost €1.

SAIE is also an excellent place to see a vast selection of mast climbers and hoists.



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