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# SAIE showcase

The SAIE 2004 exhibition in Bologna, Italy, presented an even more mind-boggling selection of lifting equipment than usual, thanks to the return of the tower crane fraternity to this year's show. **C&A** reports.

No matter what show you go to, you will be hard pressed to see a more diverse selection of mobile cranes, tower cranes, truck loader cranes, mini cranes and access equipment. And to see the selection properly, visitors need to spend at least two or three full days roaming the aisles.

The mood in Bologna this year was relatively upbeat with most companies reporting an improvement in trading conditions and increasing profits. Lead times with the majority of producers also continue to grow to the extent that most companies that we spoke to now have plans to increase

production capacity in preparation for 2005.

IPAF held a number of meetings at the show, including an Italian industry seminar to discuss a number of industry topics and issues. The meeting was, in one company's words, "very spikey". At present, local authority-employed inspectors in Italy are checking units under the annual inspection. This has led, in some cases, to equipment without overload devices not only being taken out of service, but its owners being fined for not meeting the machinery directive, even if the machine has a valid CE mark



Potain's new tower cab as fitted to the new MDT 98 unit.



Tower cranes dominate the Bologna skyline.

and EU certificate of conformity. In such a situation, not only does the company face a hefty fine, but it is also faced with the fact that it is a criminal offence.

A slow and tedious appeal process exasperates the problem, leaving rental companies feeling frustrated and powerless.

## Boom arrangements

So which products jumped out and grabbed the attention of C&A at SAIE? First of all, in terms of market segments, the number of Italian companies offering track-mounted mini booms has exploded. We counted nine companies in total, five of them new. This hot new sector has units

In this sector, the new Octopussy 1765 from Oil and Steel looked to be very well designed and used every inch of the compact stowed



Oil & Steel's new Octopussy 1765 crawler-mounted boom.

envelope. The Italmec Icaro 16 also looked good, if not quite as polished. The company said that it has been designed as a heavy-duty unit with a more substantial structure than usual to allow it to cope with tough outdoor applications such as forestry work.



Merlo's new tunneller project is a special extension that grips the tunnel-lining frame, while a boom platform places the operator right next to the job.

with working heights of up to 18 metres. And with the temporary work at height directive coming into law soon in the UK, these little platforms will be ideally suited to trades that work on single family homes.

From Iteco came a new 9.3-metre working height micro scissor lift with overall dimensions of just 1.6 x 0.8 metres and direct electric drive, the first company to follow JLG's lead in this area.





*JLG introduced two new telehandlers for the agricultural sector.*

Telehandler producer Merlo presented several innovations, the most radical being a tunnelling project machine that combines a boom lift with a Roto telehandler for installing reinforcement bars and other work during tunnel construction and refurbishment. JLG had a busy stand and showed its latest telehandlers, including two units aimed at the agricultural market.



*Stefan Salvia of Rovers demonstrates how with one hand and wearing a suit, he could install mast sections.*

Several new products were also presented by the mast climber sector, including a neat mast section installation device from Rovers that takes the strain out of lifting a mast section into place, literally making it a one-man job. A compact unit from Camac designed for residential lift shaft work, and which fits into shafts as small as 1.5 x 1.5 metres, should also delight customers in certain markets.

*Sandrino Ferrarini of Leader with the new UpRight Self Leveler boom – upgraded from the Speed Level.*



The Potain MDT98 topless tower cranes also looked the part with its new cab, slick overall design and strong performance, while in the mobile crane sector, the effort by Locatelli to give its, 20-tonne capacity ATC 20 city crane the same versatility as a telehandler looked handy with a 26-metre main boom tip height, six metre overall length, and 68 kilometres per hour road speed.

With such a diverse show to cover, we have barely scratched the surface here and the whole issue would be needed to do it any



*Camac's 90-degree pinion drive arrangement makes this lift compact enough for a 1.5- x 1.5- metre lift shaft.*

justice. But if your interest has been piqued, nonetheless, the full 'SAIE 2004 - an overview', report can be found on Vertikal.net.

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