



A BAUMA WITH A DIFFERENCE

Bauma is by far and away the largest equipment show on earth, dwarfing the other big international exhibitions by any measure you choose - from the 600,000 visitors, more than 3,500 exhibitor stands and the 614,000 square metres or 152 acres surface area of booked exhibition space.

In fact, there are more exhibitor staff manning the stands at Bauma, than the total attendance at most shows, so it is something of a circus to behold. But Bauma also scores for the sheer variety and international nature of the exhibits.

However, due to the long build up time required by major exhibitors such as Liebherr, the event, originally scheduled to open on April 4th, was pushed back to late October. While the usual early spring slot was often unpredictable in terms of weather, many people we have spoken to think that late October is likely to be colder with shorter days. This is not entirely borne out by the statistics, October has about the same amount of rainfall, and similar temperatures. However, by the end of the month the hours of sunlight are shrinking rapidly, so expect darker mornings and evenings although not enough to make a significant impact.

More importantly is the changing attitude of many manufacturers towards the show, especially when it comes to aerial work platforms and telehandlers. If cranes are your main interest, then Bauma 2022 will not disappoint. Every crane manufacturer of note will attend but there might be fewer surprise new products as many have already announced or unveiled them at regional events such as Vertikal Days. Manufacturers typically schedule new product development to ensure that new models are ready for the big show in the spring.

Having said that, this will still be the first chance to see many new cranes. Only Bauma justifies transporting and erecting a 2,500 tonne crawler

or mega luffing jib tower crane with a six metre square tower. So, crane buyers and users can expect the show to 'wow' them as usual.

CRANES

Bauma 2022 will very much be 'business as normal' when it comes to cranes, all of the leading manufacturers - Liebherr, Manitowoc including Grove and Potain, Tadano now incorporating Demag, Link-Belt and the big Chinese manufacturers - Zoomlion, Sany, XCMG etc - will be exhibiting. Smaller products such as spider cranes also have a full compliment of exhibitors including Jekko, Maeda and Unic.

AERIAL WORK PLATFORMS

The same is not the case for aerial work platforms, while there will still be plenty of manufacturers at the show with a slew of new product launches, the big western companies - JLG, Snorkel, Genie, Skyjack, Niftylift, Haulotte and JCB - will not be present although Manitou will be out in force.

While the big western self-propelled manufacturers are giving the show a miss this year, many other companies will be present including the major Chinese producers such as Dingli, Sinoboom, Zoomlion, XCMG, and many smaller European manufacturers including Holland Lift, Dinolift and Leguan. If truck mounted lifts are more of an interest for you, then things look even brighter with major players such as Ruthmann, Bronto Skylift, Palfinger, Multitel Pagliero, GSR, CTE and Klubb will all be present. Spider lifts will also be well represented with new models from CMC, Hinowa, Platform Basket, CTE, Easy Lift and others.



Few shows justify the cost of showing the biggest cranes



Some of the majors might be missing, but there will still be plenty of new products to see



The show will also still be a good one for mastclimbers and hoists, although Alimak has pulled out this year.

TELEHANDLERS

In terms of product sectors represented telehandlers is the perhaps the most disappointing as two of the three global market leaders - JCB and JLG - are staying away. However, their absence will be more than compensated for by Manitou with a surfeit of new models along with Magni, Merlo and Bobcat, while smaller more specialist players such as Wacker Neuson/Kramer, Ausa and Sennebogen will all have new models on show.



PLENTY OF OTHER STUFF TO SEE

While most visitors in our sector are immediately drawn to the big stands in the outside area, Bauma is also a fantastic opportunity to pick up new ideas and products, especially in the halls where only a few crane or access visitors bother to visit and explore. This year, while there are still some stands available outside rather than the usual waiting list, the halls where most component manufacturers are based is oversubscribed. So, if you have not had a wander around the inside halls in the past this may well be the year to do so. But be warned, you need to reserve a whole day if you are to do it properly, and even then, unless you have a laser like focus on the sort of things you want to look at you will run out of time not matter how quick you are.



THE VERTIKAL GUIDE

That brings us nicely to the Vertikal Guide to Bauma - or Vertikal Bauma as it has become known. Now in its 21st year the guide aims to list every crane and access related exhibitor attending the show - no easy task given that many manufacturers are represented by local companies and do not appear in the main guide, plus there are more than 3,000 exhibitors.

It also includes guided tours of the main product sectors, such as Tower cranes, Spider cranes, Scissor lifts, Boom lifts and Telehandlers etc... helping you plan your visit as efficiently as possible. It will go online a week prior to the opening, allowing you to download a copy and plan your visit. Printed copies will be available on the Vertikal stand at the entrance to the outside areas where the vast majority of crane and aerial lift exhibitors are located.



SO WHY HAVE SOME COMPANIES DECIDED TO PULL OUT?

In a single word, money! When you add up the cost of even a modest stand - the space, the booth, the furniture rental, flags/posters etc, together with the cost of delivering the equipment and it is already eye watering. Then factor in the travel costs and the fact that Munich hoteliers are the global masters, or meisters, at price gouging and you are talking about an investment equivalent to a decent factory upgrade, which might help to cope with current production challenges.



The price we pay for the tiny Vertikal Press booth for example has increased 265 percent since 2001, while German inflation in that time has been 38 percent! Add to that the fact that what is included in the price has been whittled away over the years - such as free passes to local public transport and free exhibitor badges/entrance tickets etc... So, it is hardly surprising that some companies have simply said "Enough!" especially when sitting on record order books they cannot deliver.

Are they right? Hard to say, only time will tell.



ESSENTIAL INFORMATION

Dates: October 24th - 30th

Opening times: 9:30-18:30, opening an hour earlier on Saturday and closing at 16:30 on Sunday.

Address: Am Messesee 2, 281829 Munich, Germany

Getting there: Take the U-Bahn - the Metro/ Underground - but be warned it will be crammed between 8:00 and 10:00. If you are going to the outside area stay onboard until the second Bauma station - Messestadt Ost - it will save you a long walk.

Tickets: You might try and 'cadge' some free passes from your friendly



manufacturer, if not a one day pass costs €29, while a three day pass is €59 and its €75 for the whole week. For the gullible you can spend just €5 more - and buy the Go Green ticket to offset your carbon footprint for the visit. What do you get for your extra €5? Well, the money goes to Bauma's partner Myclimate which will invest it in sustainable projects, helping offset your guilt at having to fly or drive, along with a bit of virtue signalling - your badge will be a special Go Green one, so everyone can see how good you are. You also get a little Go Green logo for your LinkedIn page to achieve the same aim and... that is about it.



NEW PRODUCTS YOU CAN EXPECT TO SEE

Over the next two issues we will report on some of the new product launches you can expect to see at the big show. This month we have included just a few of them and will cover many more in the next issue. A fair few companies are holding back information until the show opens, or just before. While many companies will unveil new models, the many companies want to talk about Corporate sustainability, Social responsibility and Digitisation. So, expect a lot of this in October. The other theme coming out strongly in our discussions with manufacturers is to make machines easier to operate - more idiot proof perhaps? In order to compensate for the slew of new operators required and the loss of older experienced operators from the workforce. More on this in the next issue.



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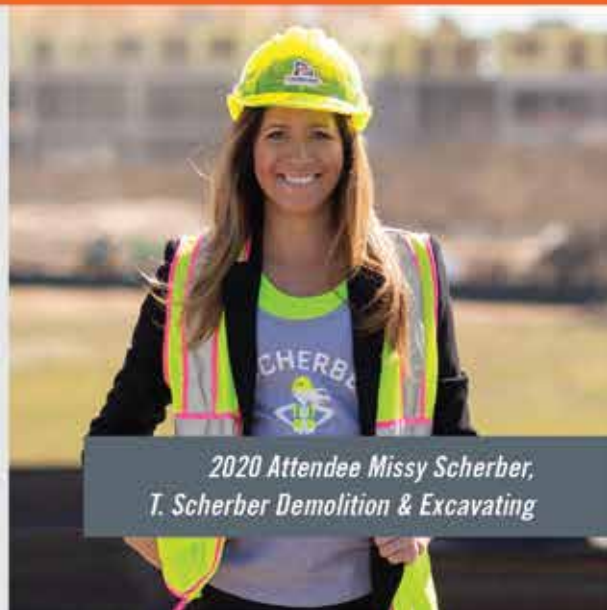
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2020 Attendee Missy Scherber,
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JEKKO

Jekko will have a busy stand with new model launches or updates in all three of its product ranges - the SPX telescopic, JF articulated spider cranes and the MPK Mini Picker line of small pick & carry cranes.

The new SPX328 joins the existing class 3 line of single door machines which already includes the 1.2 tonne SPX312. It features an all-new electrically actuated jib with its own remote controller, saving weight and hydraulic oil while making it easier to install. Designed to be transported on a two axle trailer, the new crane features a new 20 inch tablet type lower controller, with self-setup guide, live load charts, video tutorials and a radio remote controller. A range of glass handling attachments will be available at launch, while all accessories stow on board.

The new JF235 adds to the lower end of the range. The 6.1 tonne bi-energy model has a maximum lift height of 15 metres and is just 4.74 long with an overall width of 1.6 metres and an overall height of 2.6 metres. It also incorporates all the new technology and controls from the SPX328.



The Jekko JF235

The company will also launch a new two tonne mini picker, the MPK 20R and the 990kg MPK 10 which features the same basic design as its smaller sibling - the 600kg MPK06 - with a 3.5 metre three section boom with a maximum tip height of almost 4.5 metres at which point it can lift 430kg at a maximum radius of 1.75 metres. The crane has nine degrees of slew either side of centre - 18 degrees in total.



The MPK 20R

PAUS

German trailer crane and aerial lift manufacturer Paus will unveil the prototype of a new inclined hoist as well as a new crane which it is keeping tight lipped about. The PTK XX - a bigger brother to its two existing trailer cranes - will most likely be a 2.5 tonne telescopic with compact dimensions, and a 34 metre boom, yet still falling within the permitted towing weight for a regular car licence. A fully integrated platform will also be available.



Paus TK31-19



Tadano stand

TADANO - THE JOURNEY SO FAR

Tadano highlights what it calls the 'Tadano Journey' the first three years of its acquisition of Demag, discussing the recent integration and longer term plans. As to more tangible exhibits on its largest stand ever, the star of the show will be the new GTC-2000 telescopic crawler crane that was recently upgraded to 200 tonnes from its original 180 tonne rating. Although the biggest exhibit will be an updated 650 tonne CC 38.650-1 lattice crawler - previously the Demag CC 3800-1. The company also says that it will likely have a surprise new product, but other than that the most recent new crane is the two axle two axle 40 tonne AC 2.040-1. The company will be one of many promoting environmental issues, although the all-new electric Rough Terrain it is currently working on will not be on the stand.

LIEBHERR LAST MIGHT BE BEST?

The biggest stand on the show will be packed full of innovations, prototypes and new concepts. The stand out new product will be the 2,500 tonne crawler crane - the first in a new breed of big cranes. It will also have further Unplugged electric crawler cranes, and an all-new hydraulic luffing jib tower crane. While it is one of the last manufacturers to enter this market, it promises to be a head turner, given that it has absorbed all the efforts that others have made over the past 20 years. Liebherr is not providing photos or sketches of the new crane until the show opens, or just before. Perhaps we will have more to report on in the next issue?



The new Liebherr 370EC Fibre

ALL ELECTRIC SINOBOOM

Chinese manufacturer Sinoboom will be focused on its programme to build CE aerial lift models in Europe. The company began assembling scissor lifts in Poland this year and plans to both extend the range of units and to move into full production. It will also have its new all-electric models on display, including two all-electric articulated boom lifts - the 59ft AB18 with a 20 metre working height and the 72ft AB 22RT with a 24 metres working height. Both feature dual - 230kg/450kg - platform capacities with 4x4 drive and 360 degrees continuous slew. The AB22RT also features a big basket and outperforms the diesel models. All units in the range have standard AGM battery packs with a new lithium ion option due for launch.



Sinoboom's new electric boom lifts

SANY EUROPEAN CRANE AND TELEHANDLER PRODUCTION

Chinese construction equipment manufacturer Sany has been dabbling in the European crane market for years, and while it has had some progress with its lattice crawlers, it has failed to make an impact on the market. It is hoping to change that and achieve a similar level of success



WOLFFKRAN NEW MODELS AND NEW TECHNOLOGY

When it comes to tower cranes on show, Wolffkran is almost certain to have the most to talk about with new models and new technology. The new models include the Wolff FX 7021, the largest model in the new three model FX 21 Clear family. But the stand out model on display will be the 800 tonne/metre Wolf 8076 Compact, a saddle jib crane with a reduced height top, which offers a maximum capacity of 40 tonnes, and an 80 metre jib with up to 8.4 tonnes jib tip capacity. Also on the stand will be the new small 235B luffer with an eight tonne capacity on single fall or 16 tonnes on two. The hoist is mounted directly on the 60 metre jib, or it can also be mounted on the A-frame. Also on show will be a six metre square modular tower section used on the company's larger crane models.

that it has achieved in the excavator market by adopting the electric power options "perfected" on its latest excavators.

On the stand will be a new electric/hybrid powered 80 tonne telescopic crawler, the SCE 800 TD/EV and a new 60 tonne electric All Terrain crane, the SAC 600E. Unlike previous Bauma stands, it will only show equipment that is ready to be sold. A surprising launch will be two new European telehandlers, with 14 and 18 metre lift heights. The company showed an American market telehandler at the ARA in Anaheim in 2019, but sales have been halted due to the tariffs implemented following a complaint from JLG and Genie. In response the company is moving production from China to Germany, where it will also build the European models. Sany says it is also hoping to start building cranes in Germany and is currently looking at sites to build a new facility capable of manufacturing up to 200 units a year.

HINOWA NEW MODELS, UPGRADES AND RESTYLING

The market leading spider lift manufacturer will focus on three new models along with upgraded and restyled versions of its Lightlift models which includes new outrigger footprint configurations, made possible by the installation of new sensors, plus a new improved basket, and new control features such as automatic 'Go Home' etc. There will also be an all-new Lightlift, the 18.80 Performance, which fits between its existing 17 and 20 metre models, with a working height of

18.5 metres and an outreach of 7.8 metres with the 230kg unrestricted platform capacity. It uses a sigma riser, two section boom and articulated jib. Four power options include Honda petrol, Kubota diesel, lithium all-electric or hybrid. The all-up weight varies between 2.77 and 2.97 tonnes depending on power.

The star of the stand will undoubtedly be the new twin boom 40 metre model, the LL40.18 with an outreach of 17.5 metres at an up & over height of 10 metres, or 17 metres at an up & over height of 23 metres. It can also reach four metres below ground level. It is similar in concept to the 33 metre model with a four section lower boom/riser and three section upper boom but with longer sections. The maximum capacity is 300kg/three people good throughout most of the working envelope, reducing to 230kg for the last metre of outreach and when the upper boom is fully raised while the lower boom remains stowed. The overall stowed length with basket removed is 6.82 metres while the overall width can be varied from 1.2 to 1.69 metres, and the all-up weight is between 8,700 and 8,900kg. The machine can jack itself to a clear height under the tracks of 1.12 metres, allowing levelling on steep slopes and self-loading onto trailers.

The recently launched 22 metre TC 22N and TC22S telescopics will also be on display which offer up to 12.5 metres of outreach, on the N - normal - version with an overall width of 880mm and a total weight of 3.0 to 3.1 tonnes depending on power - a choice of diesel, lithium or hybrid.



The new Wolffkran 8076 Compact

Perhaps of most interest to crane professionals is the new technology Wolff is developing, including the new High Speed Positioning system which aims to enable less experienced operators to perform cycle functions as well as highly experienced operators. It uses sensors on the jib trolley and the hook, which detect undesirable movements and automatically adjusts the controls to prevent excessive load sway, allowing less skilled operators to achieve the highest productivity levels in a safe manner. ■



The new Hinowa LL18.80



The Hinowa LL40.18

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