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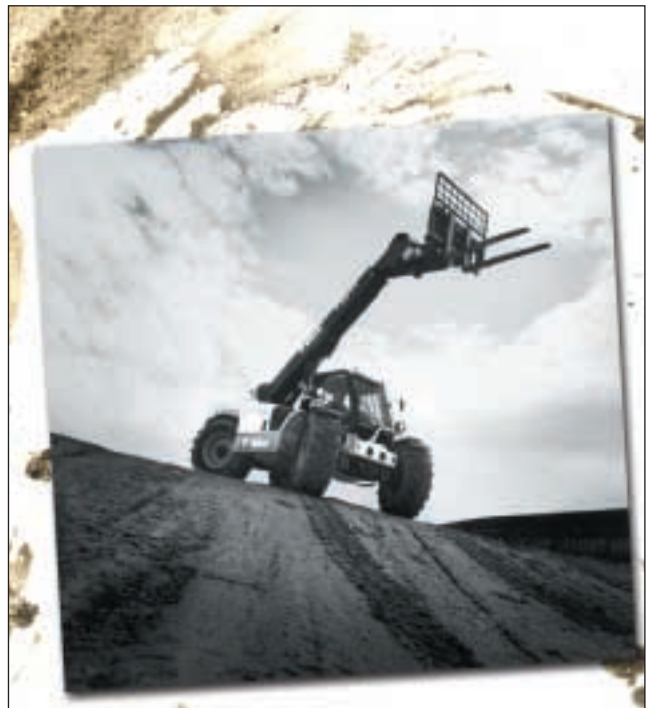
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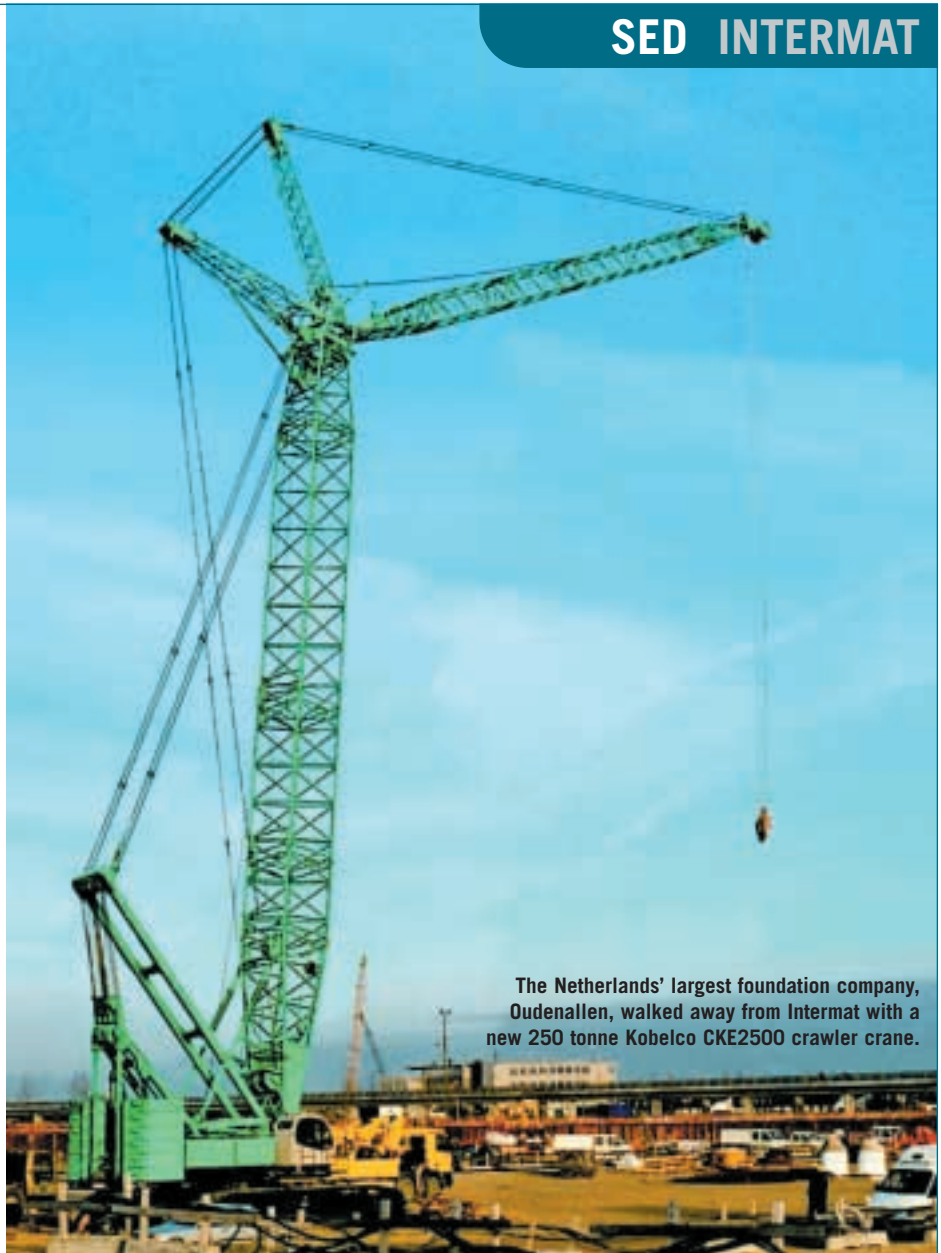
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It never rains, but it pours! The lifting and access industries were recently graced by two major construction exhibitions, and both SED and Intermat had their own stories to tell. C&A looks back and picks out the highlights.



The Netherlands' largest foundation company, Oudenallen, walked away from Intermat with a new 250 tonne Kobelco CKE2500 crawler crane.

WITH TWO major exhibitions taking place just ten days apart, the question has to be asked; Was attending both really necessary?

The simple answer being, it depends on where your interests lie. SED's organisers reported an attendance of almost 18,000 visitors and said that this year's show "was officially the biggest show ever staged with 478 exhibitors", and "of those, 35 percent were brand new to the show". This said, however, if it was cranes that you were after, then Paris was the place to be, along with the other 183,000 visitors.

Condensed into Intermat's outdoor display area was a forest of booms planted by the world's crane manufacturers, many of which introduced brand new equipment to Europe for the first time. Fighting for air space on Manitowoc Crane Group's stand was the brand new 600 tonne Model 18000 lattice boom crawler crane. Emphasis has been placed on the utilisation of existing components from other Manitowoc cranes for various rigging configurations on the new crawler which has reach capabilities from 36.5 metres up to 185 metres.

Senior vice president worldwide marketing and product support at Manitowoc, Larry Weyers, also announced that a new 250 tonne capacity

Twin towns

crawler crane, dubbed model 15000, will be rolling off Grove's Wilhelmshaven production line in Germany by the end of 2003 (See news). Vice president sales EMEA Willem Hilderink, also confirmed the company's acquisition of the former Mammoet facility in Breda, The Netherlands, which will form the backbone of Manitowoc's European crane service operations.

Parked alongside the 18000 was Grove's new 450 tonne flagship all terrain crane, the GMK 7450. The seven-axle machine was welcomed by a European audience for the first time at the show, following its US launch, under the title GMK 7550, at last year's CONEXPO. Its 16 to 60 metre, 5-section Megaform U-shaped boom gives a maximum tip height of 63 metres, which can be extended to 128 metres with the full 73 metre luffing jib.

Completing the Group's crane portfolio was Potain, which was showing off the latest addition to its Igo line of light-duty, self-erecting tower cranes. The new model Igo 24 is the tenth member of the group and joins at the smaller end of the capacity scale at 2.4 tonnes and 20 metres under hook height.

Face to face

Intermat's organisers reported a 12 percent drop in visitor numbers to this year's event, largely attributable to the transport strikes across France during the show's duration. What the strikes didn't seem to affect, however, was the investment intentions of those that did turn up. Terex Demag reported sales of at least 50 cranes during the show, including 23 Demag units, 13 Comedil tower cranes, 12 PPM units and Two Bendini cranes. The UK's JD Cranes left Paris having



SED INTERMAT



purchased a Demag AC 700, four AC 50-1's, two AC 35 L's and an AC 35, while Havato Oy returned to its native Finland the proud owner of an AC 110, an AC 80-2, two AC 60's, an AC 40-1 and an AC 35. Spain's Grúas Parra also snapped up an AC 200-1, an AC 80-2, two AC 50-1's and a AC 40-1 and rental company Mediaco will now have to make space for two new AC 700s in its yard in France.

Taking centre stage on Terex Demag's stand was the new 200 tonne Demag AC 200-1 and the 160 tonne AC 160-1, both 5 axle units. Moving down the capacity chart, the new 35 tonne AC 35 L and 55 tonne AC 55, both engineered and manufactured at the PPM facility in France, both made their debuts.

The company also premiered its 80 tonne capacity CC 280-1 crawler crane, built at IHI's production plant in Japan. The crane has been designed and produced specifically for European consumption and is the first model in a new range of crawlers in the 60 to 200 tonnes class. The cranes will be added to Terex Demag's range under the agreement reached between Terex and IHI, with the first three models being 60, 80 and 100 tonne units. Next up will be 150 and 200 tonne models.

Several crane sales were also reported by Kobelco, including one of its 250 tonne, CKE2500 crawler cranes to The Netherlands' largest foundation company Oudenallen. The crane's first job will be to assist foundation work for a new shopping centre in Almere, The Netherlands, scheduled to begin in October this year.

Kobelco now offers a 12-strong European crawler crane line, ranging from 55 to 400 tonnes, thanks to the launch of two new

New from Oil & Steel at InterMat was its huge 76 metre Stargate 7638, now the flagship model in the company's platform portfolio.



Haulotte presented the SED crowds with a snapshot of its new six-strong telehandler line ranging from 7 to 17 metres.

additions at InterMat, the 135 tonne, CKE1350 and the 400 tonne, CKE400.

From Liebherr came the unveiling of two brand new mobile cranes with the 400 tonne, seven-axle LTM 1400/1 and the 90 tonne LTM 1090/3. The new 400 tonner has been designed with one less axle than its longstanding 400 tonne predecessor, yet features an extra 10 metres of boom length, 20 percent more height under hook and a 12 tonne reduction in transport weight. The compact LTM 1090/3, which takes the reigns from the earlier LTM90/2, gives up to 15 percent higher load capacity on the telescopic boom and up to 30 percent more lifting power on the swing-away jib. Also on show from the company's range of smaller, hydraulic crawler cranes was

This new 400 tonne, seven-axle LTM 1400/1 from Liebherr features a five-section 60 metre long boom and weighs 84 tonnes in travel configuration.



the new 130 tonne, LR 1130, which rounds off Liebherr's crawler crane programme ranging from 100 to 1,200 tonnes.

From the access community came more new product launches than you could shake a stick at with product diversification seemingly the order of the day. Both Haulotte and Manitou took their first subtle steps into the truck mounted platform sectors, each uncovering brand new contributions. Haulotte's effort came in the form of the 19 metre working height TH19 mounted on a 3.5 tonne chassis. The unit has been developed in partnership with "another European company", which has also resulted in the production of a new spyder-type platform, which was also on display.

The company also showcased its new 28 and 32 metre HA28PX and HA32PX articulated booms, the 10 metre working height Compact 10N electric scissor lift, and a sample from its new six-strong, Top Lift line of telehandlers with lift heights ranging from 7 to 17 metres.

Manitou announced that it, too, will soon be introducing its own truck mount versions in the 13 metre working height, MOB 130 and the 17 metre MOB 171. The company says that the unit's lifting system is now available for fitting onto Iveco and Nissan lorries, while certification is currently being obtained for other brands. Much emphasis was also placed on the company's telehandler portfolio and more information, along with coverage of the many telehandler launches at InterMat from the likes of JLG, Caterpillar, Faresin-Haulotte, Genie, Merlo and JCB, can be found in our telehandler feature on page 27.

Terex Demag's Steve Filipov hands over the keys to an AC60 to Havator Oy of Finland, one of six Terex Demag cranes purchased by the company at InterMat.



Home turf

In contrast to InterMat, visitors to SED witnessed the absence of many of the world's crane manufacturers this year, while they themselves prepare for what is expected to be an impressive display at SED 2004 when they make their return. All was not lost at this year's show, however, which still managed to produce its own little gems.

The mood was certainly upbeat at the SkyKing camp, which reported the sale of two 35.5 metre working height, Wumag WT 355 telescopic work platforms to EPL Access, which puts the tally up to five Wumag truck mount sales by SkyKing in almost as many months. SkyKing, part of the King Trailer group, entered into an agreement with Germany-based Wumag



The Vertikal Press stand at InterMat.

at the end of 2002 to become the sole UK and Ireland distributor for Wumag's aerial platforms over 30 metres height.

Tadano Faun's Superdeck platform made its UK debut appearance with the help of Tadano's UK distributor, Promax Access. SED was also the first outing for Promax Access with its most recently signed partner, Cela, made apparent by the showcasing of the UK's first 30 metre, Cela Spyder 300. Other models in the range include a 22, 26 and 38 metre version. Promax has also just taken delivery of the UK's first Basket 14 AJX RR rail/roader. The machine features a 200 millimetre tilting chassis, which enables full working capabilities on slopes of up to 8 degrees.

Visitors to UpRight's stand were treated to a sneak preview of the company's new bi-energy version of its 13.5 metre AB38 articulated boom ahead of its official European launch which took place at InterMat. The bi-energy



Effer says that its 100 tonne metre class model 950 is the biggest ever knuckle boom to be sold into the UK.

version joins an electric narrow version and a sub 3 tonnes electric Lite version in UpRight's now 3-strong AB38 range. The boom was joined, along with a selection from the company's existing scissor lift, trailer mount and self propelled boom lines, by the new Snappy Junior light weight, mini work platform for the tool hire and DIY markets.

SED visitors also beat the Internat crowds to see Manitou's new 3.96 metre lift height SLT415 Maniscopic telehandler. The three-wheeled rough terrain machine was officially launched at Internat under the new name 'twisco'. Also on show was the new Maniaccess 120AETJ electric articulating boom with a 12 metre working height and 7 metre outreach.

Genie's TZ-34/20 trailer mount made a guest appearance whilst in transit between its origin



Richard Weiss produced the fastest time of 2 minutes 44 seconds on day two of the Hiab/Vertikal challenge.

in Seattle, US and Internat. The latest offering from Oil & Steel was its trailered Octopussy 1250 'spider' type platform now available through the company's recently appointed UK distributor, The Platform Company, which now also provides, rental, training and technical service and backup for the full range of

Oil & Steel products.

Another SED debut came from Mercedes-Benz with the first Unimog U300 with a Niftylift V130 powered access platform. The all terrain unit, one of seven units recently ordered by Western Power, features a 13 metre boom, supplied and installed by PJ Allan.

Among an army of machines on display from Versalift, and for the first time in the UK at SED, were its latest van mounted platform offerings. The 9.2 metre, ET26NE XS can be installed on a vehicle of 2.9 tonnes GVW and a 3 metre wheelbase, while at 10.5 metres working height, the larger ET30NE XS is available with stabilisers and a two person capacity, and/or installation onto 3.5 tonne vans giving a spare payload in excess of 500 kilograms.

At the top end of Versalift's range comes the company's tallest ever platform, the 23 metre LT69NF. An 11 metre outreach is achievable on a 7.5 tonne chassis with narrow outriggers, while other features include a standard 180 degree flyboom, continuous rotation and dual joystick control which allows the simultaneous operation of up to three boom functions.

Minority report

A spare £16,500 in your back pocket would have got you a new 9.5 tonne capacity, PM 21S (not fitted) from one of PM Crane's Series range of knuckle boom models, recently re-designed to include a new double linkage system. The unit sat beside the UK's first single linkage 4.5 tonne capacity PM 11022, and a representation of the 12 Series, sister to the 11 Series but available as a two linkage option. Other cranes now available with this option include Series 21, 25, 34, 39, 68 and 75.

Moving up the capacity chart, Effer UK, represented by Charlton Bodies, displayed what it believes to be the UK's largest knuckle boom ever to be sold into the UK. But not for long, Effer says that the 100 tonne metre class 950 will be joined by a massive 145 tonne metre model later in the year.

The latest addition to Hiab's XS HiDuo range of knuckle booms gave visitors a chance to test out the company's new Valve 80 control valve, which replaces the Valve 50 and is available as a hand operated or remote control version. The system is an open centre valve, developed especially for Hiab knuckle booms.

Nearly 200 participants braved the Vertikal Press' Hiab/Vertikal Challenge at the show, but it was just three contenders that



Grove used the Internat stage to re-launch its 450 tonne flagship mobile crane onto the European market.

proved unbeatable on each day of the three-day knuckle boom challenge.

Both Hiab and the Vertikal Press would like to congratulate Paul Maddison, Kevin Findley and Richard Weiss, who each earned themselves an engraved trophy, presented by SED organiser, Jackie Hanford, a £100 cheque, presented by Tim Whiteman, Publisher of *Cranes & Access* and managing director of the Vertikal Press and Ismo Leppanen, of Partek Cargotec.



The Vertikal Press' publisher, Tim Whiteman, presents Paul Maddison with a cheque for £100. Hiab's Ismo Leppanen (left) and SED's Jackie Hanford join in the presentation.

Next year sees Internat pass the exhibition buck over to Bauma 2004 in Munich, which takes place from 29 March to 4 April. But if a trip over to Germany seems that bit unlikely, then SED returns, as ever, at the later dates of the 18, 19 and 20 May at its usual Fen Farm, Milton Keynes location, complete with cranes! See you there!



Winner on day three of the Hiab/Vertikal challenge, Kevin Findley of Gatwick Plant.