

Innovation

Pack your bags and take a trip to Bologna in Italy to search out new ideas and equipment at the SAIE exhibition says

Tim Whiteman

SAIE is one of the best places in the world to look for new lifting technology. Every year Italy's innovative engineers come up with new ideas, solutions and products. Every year there are new companies. This year will be no exception and, as you can see from our list of relevant exhibitors, there are a large number of interesting companies among the 1900 exhibitors.

Most of them will be in the external areas, but the halls are full of companies offering components and lifting gear. The halls are also the temporary home of companies supplying material to the building industry – everything from beautiful Italian ceramics and luxurious bathroom fittings to nails, drills and fences.

Most of the major international manufacturers are present. The Italian crane industry has



been a good market for German manufacturers in the last few years so, for example, Demag, Liebherr, Tadano-Faun and Deutsche Grove all have large stands as does crawler crane manufac-

turer Sennebogen. Terex is present through its Italian subsidiary, formerly Bendini. On the access side many, but not all, of the major international players are present. Genie, JLG, Haulotte and UpRight are exhibiting. Tower cranes will not be on show this year as they only exhibit in even-numbered years.

It is, however, in the loader crane and access platform sectors that SAIE excels and makes a trip really worthwhile. There will be more than 15 manufacturers of articulating cranes present and at least 20 Italian manufacturers of powered access equipment. Many of them are launching new prod-

ucts at the show, some of which are unlikely to be seen at exhibitions outside Italy.

SAIE is not a truly international show. It is an Italian show with an international flavour and you may find that on some stands it's a case of "only Italian spoken here". But, it is exactly for this reason that it is worth a visit. By attending, you will see companies using your equipment in different ways, and you will discover new products that may not be on offer to you from the suppliers that you normally use. On top of that there is, of course the attraction of Italian food, wine, cars, architecture and... need we say more?

● The Vertikal Press is exhibiting at SAIE along with its representative in Italy, Mediapoint & Exhibitions. We can be found in Area 42 stand 20. This is the Media Pavilion on the left of the main entrance. Free copies of *Cranes & Access* and *Kran & Bühne* will be available from the stand.

SAIE 2002

Where: Bologna, Italy.

When: Wednesday 17th October – Sunday 21st October. 09.00-18.00 daily except Sunday when the show closes at 17.30.

What: Italy's premier construction equipment show.

Cost: Free to professional visitors. Look for the "International Visitors" registration desk and take your business cards.

Travel: Fly to Bologna Airport and take the shuttle bus. Book your hotel in advance as Bologna gets very full. Alternatively fly to Rimini, stay there and take the "Exhibition Trains" directly into the show ground. Do not drive as you will sit on the "Tangenziale" ring road for several hours before you reach the show.

Web Site: www.vertikal.net/en/events

Products to look out for

Saie is full of new products. Following is a list of new products that exhibitors registered with us before the show. It is, of course, just a sample of what is on offer.

Airo is showing the "building line" range of diesel powered scissor lifts on its new, larger, Saie stand.

Barin is showing its AP range of aerial platforms mounted on trucks with gross vehicle weights of between 14 and 40 tonnes. Working heights of up to 68 metres.

Bobcat is showing a new telescopic handler.

Cormach is showing the new 43000 Tech loader crane and the 156000 E4 mounted on a truck.

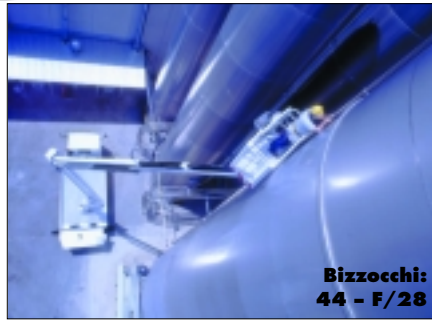
Faber Com is showing the new Desa outrigger monitoring unit. This prevents use of the crane or platform if the outriggers are incorrectly set up.

The system can be configured for use with partially extended outriggers.

Ferrari International 2 is showing stabiliser blocks for use under outriggers and a new personnel basket, "Fab 1",



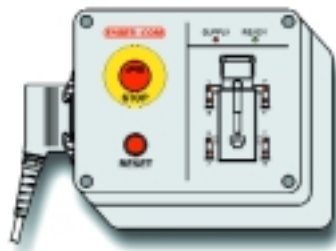
GSR: 44 - B/16



Bizzocchi: 44 - F/28



Climatic



Faber Com: 44 - A/48



UpRight: 44 - B/19



Pagliero: 44 - E/40

suitable for use on small cranes. **GSR** is launching a 22 metre platform height unit on a 7.5 tonne truck. This is the 3000th machine to have been built by GSR and it will be handed over to Gordon Leicester of Facelift during the show. Also on show is a prototype 28 metre platform on a 7.5 tonnes truck. ▶

AIRO TIGIEFFE

Area 43 stand A/10

ALIMAK

Area 48 stand B/39 - C/38

AMCO VEBA

Area 44 stand C/34

ATLAS WEYHAUSEN

Area 44 stand A/64

AUTEC

Area 48 stand C/10

AUTOGRU P.M.

Area 44 stand G/16 - H/11

AUTOGRU RIGO

Area 44 stand A/56 - B/23

BARIN

Area 43 stand D/9 - E/10

BASKET

Area 44 stand C/27

BENELLIGRU

Area 44 stand C/42

BIANCHIN PONTEGGI

Area 44 stand D/35

BIZZOCCHI

Area 44 stand F/28 - G/23

BOBCAT

Area 36 stand D/11

CELA

Area 44 stand F/11

COPMA 2000

Area 44 stand D/11

COMETTO

Area 48 stand E/103 - F/102

COMPAGNIA GENERALE TRATTORI (CGT)

Pad. 30 stand A/22 - D/26

CORMACH

Area 44 stand A/32 - B/11

CRANES & ACCESS

Area 42 stand 20

CTE

Area 44 stand H/16 - I/11

DINAMIC OIL

Area 44 stand E/51

DEMAG MOBILE CRANES

Area 43 stand F/15 - G/16

EFFER

Area 44 stand F/28 - G/23

EUROGRU AMICI

Area 44 stand D/23

F.LLI FERRARI

Area 44 stand E/24

FABER COM

Area 44 stand A/48

FASSI GRU IDRAULICHE

Area 44 stand D/22 - E/11

FERRARI INTERNATIONAL 2

Area 44 stand C/19

GENIE INDUSTRIES

Area 44 stand H/16 - I/11

GROVE EUROPE

Area 43 stand D/21 - E/22

GSR

Area 44 stand B/16

HAULOTTE ITALIA

Area 43 stand F/1 - G/2

HBC

Area 48 stand D/22

HEILA GRU

Area 44 stand D/42 - E/31

HETRONIC

Area 48 stand I/89

HMF ITALIA

Area 48 stand I/41

IDROGRU

Area 44 stand C/11

IMA

Area 32 stand B/91

IMET

Area 48 stand B/31

ING. BONFIGLIOLI

Area 44 stand F/16 - G/11

ISOLI

Area 44 stand C/18

The Rental Map of Italy



Mario Dus

Renting construction equipment is an increasingly popular option in Italy. **Daniela Grancini**, Editor in Chief of Italy's *Costruzioni* magazine, looks at new figures and talks to the head of a fast growing Italian crane hire company for *Cranes & Access*

Italy's distributors and hirers of construction equipment meet under the auspices of Assodimi (The Association of Distributors of Industrial Machines). The Association was formed in Florence in 1992 and is currently headed by Mario Dus who also runs the Noledil crane hire company.

The association's convention was recently held in Chinciano Terme, and the results of a statistical survey commissioned by Cresme, relating to the rental market in Italy were discussed. The survey revealed real growth in the sector which continues to develop. The research was carried out between December 2000 and April 2001 with the help of manufacturers, distributors, rental companies, construction firms and a variety of other types of companies.

The Italian rental business is worth around 830 thousand million lira (£267 million) a year for the 2,958 registered companies. Continued growth is forecast for the next 4 – 5 years.



The meeting was attended by manufacturers, but also the main Italian rental companies, Bauma Edilservice, Cmi, Noledil, Venpa 3, Edilbergamo, Maia, Movital, Nove, Nolo Italia and Sogenol.

Crane hire

An example of a successful crane hire company is Noledil which is based in Mortegliano, Udine in north east Italy.

The managing director of Noledil is Mario Dus who is also the current president of Assodimi. In 1989 the company (which became Gruppo Effe from 1991) began to focus on the rental business and now specialises in cranes for the construction industry.

Noledil has 20 employees and in 1997 was awarded the ISO 9000 certificate. Mario Dus attributes the company's current success to its emphasis on quality of service, the fact that it is a specialist dealing only in crane hire and the punctuality of its operations.

Renting out cranes is, he says, a difficult business. It is, of course, necessary to guarantee impeccable pre and post rental service. One needs technical personnel who are happy to turn to whatever is needed wherever the cranes are installed and specialised

mechanics capable of assembling the cranes with maximum safety.

In Italy the law states that cranes must be checked every year by a competent safety organisation. Noledil decided to pass this responsibility to an outside engineer. Noledil itself is constantly organising safety courses, both theory and practical, open to operators and employees of Asi (the Local Health and Safety Organisation) in order to teach good practice in the crane industry.

Noledil gives its Italian clients an on the road price which includes taking care of local authority permissions for erecting cranes and the drawing up of a maintenance plan for the machines. This customer care is the basis of success for Noledil. ◆



Imet: 48 - B/31



**Ferrari International 2
44 - C/19**

Cormach: 44 - A/32



Maber: 42 - B/49



Ferrari International 2: 44 - C/19



Barin: 43 - D/9

Imet will launch the Micron 80, a palm size remote control and the Z6 which is designed for use with loader cranes.

Isoli will launch the new PTJ450 SL/2.

Iteco is launching the IG 6080 scissor lift which has a 7.6 metre working height but is only 0.78 metres wide. Also new are stabilisers that have been designed for the IG 10160.

From **Ormig** comes the new 100 tonne capacity 1024ttv all terrain crane. This has a Mercedes Benz OM 501 LA engine. Also on show, the 80 tonne capacity 804AC mounted on a commercial truck chassis.

Liebherr is bringing three all terrain cranes to the show including the new 150 tonne LTM 1150/1 and the 4-axle MK 80 – a tower crane mounted on an AT crane chassis.

Ravioli is showing the Dual range of remote control systems.

Pagliero has seven truck mounted platforms on show including the new Multitel 160 ALU

From **Palazzani** comes the “Ragno” range of crawler mounted platforms with maximum working heights of 38 metres.

Palfinger has a full range of loader cranes including the 50 tonne class PK 56002 and the PK 72002 which has a lifting moment of 68 tonnes and a



**Palazzani:
44 - A/64**

Ormig: 43 - E/9



SAIE: RELEVANT EXHIBITORS

ITALMEC
Area 44 stand
D/42 - E/31

ITECO
Area 44
stand B/32

ITOWA
Area 48
stand C/85

JLG INDUSTRIES
Area 43 stand
D/1 - E/2

JOLLY CRANE
Area 44
stand A/3

KRAN & BÜHNE
Area 42 stand 20

LIEBHERR
Area 43 stand
C/15 - D/16

LOCATELLI
Pad. 30 stand
A/22 - D/26

MABER
Area 42
stand B/49

MANITOU
Area 48 stand
D/87 - E/82

MANNESMAN N DEMATIC
Area 43 stand
F/15 - G/16

MARCHETTI AUTOGRU
Area 43
stand C/10

MEC LIFT
Area 44
stand D/54

MERLO
Area 48 stand
A/69 - B/70

NEXT HYDRAULICS
Area 44
stand C/41

OIL & STEEL
Area 42
stand B/73

ORMIG
Area 43
stand E/9 - F/10

PAGLIERO
Area 44 stand
E/40 - F/27

PALFINGER AG
Area 44 stand
G/36 - H/31

PALAZZANI
Pad. 36
stand B/17 Area 44
stand A/64

PENZ KRAN
Area 43
stand C/7

POWER CLIMBER
Area 48 stand
C/67 - D/70

PPM
Area 48 stand
E/118 - F/118

RAM
Area 43 stand
C/1 - D/2

RF
Area 44
stand D/12

ROZZI
Area 44
stand D/10

RAVIOLI
Area 48
stand G/52

SAFFI
Area 48 stand
C/67 - D/70

SENNEBOGEN
Area 48
stand F/82

SOCAGE FASSI
Area 44 stand
D/22 - E/11

SOCIETA' COSTRUZIONI MECCANICHE (SCM)
Area 43
stand D/8

STERN
Area 44
stand A/17

TADANO-FAUN
Area 43 stand
E/15 - F/16

TCM
Area 43 stand
G/8

Area 44 stand
F/12

TECCHIO
Area 44
stand B/40

TEREX CRANES INC
Area 48 stand
E/118 - F/118

UP-RIGHT INC.
Area 44
stand B/19

VALLA
Area 43
stand G/9

VERTIKAL.NET
Area 42
stand 20

hydraulic outreach of 20.5 metres.

UpRight has the MB range of vertical mast booms on show and the XRT-E electric rough terrain scissors plus the new SL20 boom.