

# A SAIE of relief

Italian equipment manufacturers never cease to amaze with their ingenuity and design flair. On home soil at the SAIE show in Bologna, they were out in force exhibiting their latest products. Add to this some mid-October sunshine and Bologna and SAIE is one of the nicest places to be for those looking for lifting equipment.

Given the proliferation of shows this year it was perhaps unfair to expect many new product launches at SAIE, however we were pleasantly surprised. The fact that this was a tower crane year certainly added a more imposing feel to the show. And yes, there were new cranes, but there were also new models in each and every sector of the lifting market particularly loader cranes, aerial lifts, telehandlers and mobile cranes.

*The new Bluelift C14/6.5 features a telescopic pantograph.*



Star of the show? Totally subjective this, but we liked the new two tonne pick and carry Galizia G20 for its simplicity and minimalist design. Also the well-thought-out remote controlled Gapo power unit for unloading and moving self erector cranes. There were many other potential winners - take a look through the show's highlights and make up your own mind.

## Blue spiders

Spider platform manufacturer Bluelift, distributed in the UK by Skyking showed a new model with several innovative features. Its C14/6.5 is a 14 metre working height, 6.5 metre outreach machine that includes a telescopic riser and telescopic upper boom. The stowed lift has an overall length of under 3.4 metres with the basket removed, the same length as its 12 metre unit and weighs just 1,630kg. A new control system has a memory button that allows the machine to retrace its boom movements automatically returning to a precise work point making operations quicker and safer.

Brescello-based spider lift producer - Easy Lift is eyeing up the UK market. The company has obviously been hard at work designing the 16 metre R160 spider lift which is more compact and has an additional metre of working height than the R150 shown at Vertical Days in June. It also showed its 30 metre working height, 14.5 metre outreach R300 with three metre



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articulating jib and standard 2.0 x 0.7 metre basket. In travel mode, the unit is under two metres high, 1.4 metres wide and 6.7 metres long.

## Clean and simple

The new two tonne lift Galizia G20 was displayed in prototype form, but with several orders already received it won't be long before production starts. The unit uses a simple rear steer mechanism and controls similar to a small forked pallet lift and impresses with its clean, compact lines and its ability to lift 300kg to a height of five metres and two tonnes to just under three metres.

*Simple control layout of the Galizia G20.*



*The Easy Lift R160 is more compact but has an additional one metre working height than the previous R150.*



*The clean lines of the new Galizia G20 available soon in the UK from GGR.*





The new SUP Elefant S15 with the S19 in the background.

Next door to the Galizia was Imai/Jekko with its rapidly developing spider lifts and new two tonne pick and carry crane with full power boom, internal telescope cylinders and built-in winch. The Jekko looks like taking over from Valla as the two tonner to beat.

SUP Elefant's latest model, the 15 metre S15 spider lift has an impressive seven metres outreach, with 200kg capacity and is just over 3.4 metres long without the basket. The company is negotiating with three possible dealers in the UK and should make a decision shortly.

#### New spider concept

A joint design collaboration between Palazzani and Multitel Pagliero resulted in the new Multitel SMX 170/Palazzani Ragno XTJ170. The unit, due to ship from January 2009, has a working height of 16.85 metres and 7.5 metres outreach. One of two spider lifts at the show with a telescopic riser and top



A joint design collaboration resulted in the Multitel SMX 170 and Palazzani Ragno XTJ170.



boom, it is based on the aluminium lifting mechanism from Pagliero's highly successful MX truck

mounted line and includes a 1.4 metre wide platform with 120 degrees of rotation and 200kg capacity. GVW is quoted at two tonnes.

According to Renzo Pagliero, president of Pagliero, this is the first of several spider platforms on the drawing board, the next probably being a 20 and/or 27 metre unit.

Unfortunately, TCM was unable to get either of its new Rough Terrain cranes ready in time for the show. The 35 and 55 tonne cranes use the same basic chassis capable of 40 km per hour and the same 32.6 metre main boom which offers a tip height of up to 41.4 metres with jib. The company did show a 35 tonne crawler mounted telescopic from its range which now extends up to the 90 tonne RTC 90.

No acrobatics this year, but Palifinger still had a raft of new models from its High Performance and High Performance heavy-duty range on display.

Three new models in the compact crane class (under four tonne/ metres) included the PK 2900, PK 3400 and PK 4200. Using



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*Palfinger introduced a raft of new models including three compact units.*

high-strength steels, weights have been reduced by 27 percent compared with previous models providing up to a 20 percent increase in truck payload. The 9.8 metre outreach together with compact installation dimensions and KTL cataphoretic-dip paint protection give a high basic specification, while radio remote control, clamshell grabs and cable winch versions are also available.

Palfinger also launched a compact loader for use in narrow city streets with a width of just 1.6 metres. The PK 2900 has a maximum hydraulic outreach of 6.4 metres and a weight of 374kg allowing it to be mounted on light, narrow vehicles.

Third largest loader crane manufacturer, Fassi launched its first compact crane - the F30C.23 CITY again targeted at installation on the small 'green' vehicles increasingly being specified by local authorities. Its stowed width is the same as the Palfinger at 1.6 metres and can lift 335kg to its maximum outreach of 6.3 metres. The unit can be equipped with a proportional multi-function remote control with



*Fassi's first compact loader crane - the F30C.23 CITY - is tapping into the small 'green' vehicle market particularly in Italy and Spain*

electronic load limiting device and hydraulic accessories such as buckets, forks and jaws. Fassi now has four models under three metre/tonnes.

Fassi also introduced its Jib Dual Power (JDP) and RCS Evolution radio remote controls, designed to maximise the performance and safety of its cranes.

JDP manages different pressure settings and hydraulic jib moment limiting device, offering variable capacities depending on crane extension positions. This allows optimisation of the lifting capacity

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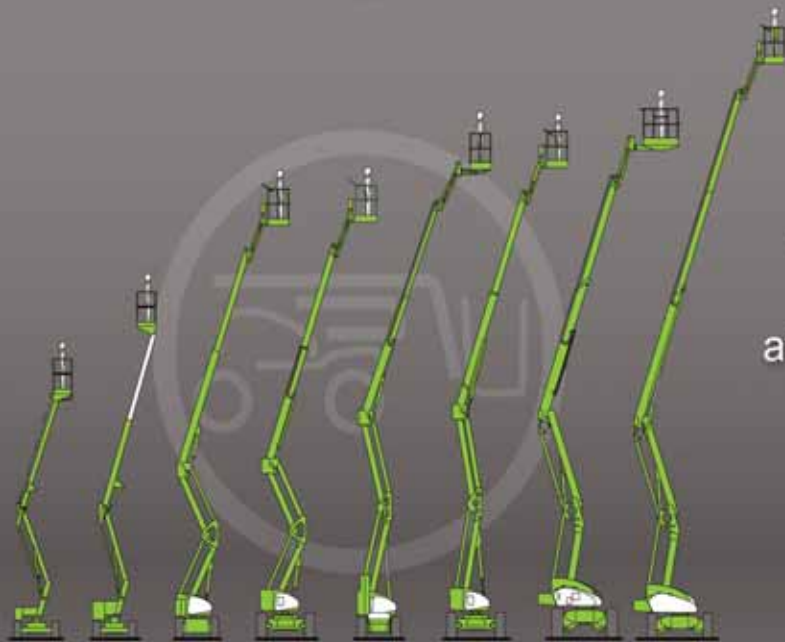
*The Effer 1355 8S can be mounted behind the cabin or at the rear or the carrier.*

depending on which jib sections are extended (only on models with seven or eight extensions). Operated from the remote control button pad it is possible to develop two different performance charts and use the jib in both configurations.

Staying with loader cranes, PM's dancing girls attracted the crowds to the launch of two new double connecting rod models - the PM 15S and the PM 16,5SP - which include electronic control systems (PT Compact or PowerTronic CAN BUS).

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The PM 15S and PM 16,5SP have swing-out outriggers and are available with up to a six hydraulic extensions on the standard machine and up to 4+4 or 5+2 for the jib version, offering a maximum total outreach of 23 metres.

Loader crane manufacturer Effer had several new products on show, the new 100 tonne/metre class 1155 is available with up to nine extensions and more than 26 metres outreach. The addition of a supplementary jib with six extensions takes the outreach up to 36 metres.

Also on display were updated versions the 65, 80 and 100 models which replace the older 62, 75 and 95 units, offering increased lifting capacity and a new hydraulic system. Improvements to the 130 LSV and 155 LSV models include the standard fitting of proportional electro-hydraulic controls as well as radio remote controls. Furthermore, the model 155 LSV will have a platform operator's station suitable for applications with grab bucket and dump bodies with high boards.

### Giant loader crane

The award for the largest loader crane at the show must go to Cormach with its new 230000E. In its nine extension form, the unit has a maximum boom length of 45.9 metres, while its smaller sister - the 125000 E - can only manage 31.15 metres!

Moving onto the major crane manufacturers, the Manitowoc stand featured the new Potain Igo 30, self-erecting tower crane. The unit is the largest in the range able to move with full ballast on a single truck. Available in two versions - with either a 28 metre or 30 metre jibs - it has tip capacities of 1,000kg and 900kg respectively. Maximum capacity for both versions is 2,200kg, while under hook height is 20.5 metres and the jib can luff to either eight or 20 degrees.

The new crane features the SmartCom system that incorporates special sensors fitted around the crane to improve efficiency during folding and unfolding operations. For ease of set-up the crane features a



Potain's newest self-erector - the Igo 30 - is built at the Niella Tanaro facility in Italy



The impressive new Cormach 230000E with a maximum boom length of 45.9 metres and the 125000E with 31.15 metres

side mounted counterweight avoiding the need for it to move during folding and unfolding. This is especially useful on jobsites where 'free slew' is not possible or where there are strict rules regarding the position of the jib during out-of-service operation.

First production cranes are scheduled for February 2009.

Liebherr displayed a new fast erecting crane - the 26 K.1 - the smallest in the range. With a 2.5 tonne maximum capacity and 1,000kg at its maximum radius of 26 metres, Liebherr has aimed to further improve assembly and ease of operation. The 23 metre basic hook height jib can be increased to 37metres by raising the jib to 40 degrees. The unit also has a retracted hook height of 14 metres and a 160 degree obstacle avoidance range regardless of jib position.

The 30 EC-B 2.5 Flat Top tower crane replaces the 30 LC at the bottom end of Liebherr's range being compact in size with low component weights to aid transportation.

Smallest fast erecting crane in the Liebherr range, the 26 K.1 has a maximum radius of 26 metres.

Among the Terex Bendini Rough Terrain cranes on show was the new 34 tonne RC 34 which slots between the RC30 and RC35. The unit is similar to the RC30 but has a longer 30.1 metre main boom. Also on the Terex stand was the PPM AC 40/2, the only two axle Terex All





Similar in size to the RC30, the new RC34 has a longer 30.1 metre fully extended boom.

Terrain crane currently in production and the 300 tonne AC 300/6.

Since the last SAIE, mobile crane manufacturer Mister Gru has been acquired by Fiorenzo Flisi - one of the founders of Oil&Steel. He quit and sold his shares in the business to BS Private Equity which controls the PM/Oil & Steel business last year.

The Mister Gru name has gone as have the smaller models and the Ecopower concept which combined dual diesel and battery electric power. The 35 tonne unit is now a more conventional, possibly more practical, diesel powered city crane it retains its six section 25.9 metre main boom plus a four metre swing-away telescopic luffing jib which offsets to around 80 degrees and can handle up to 3.5 tonnes.

New at the show was the MG35TK which uses the same boom as the city crane but is mounted on a commercial 26 tonne truck chassis. The TK - also available as a 30

tonner on a two axle chassis - can be equipped with a three section 11.5 metre telescopic luffing jib which offsets by up to 90 degrees and lifts up to five tonnes retracted or 2.5 tonnes when fully extended. Both cranes are available with EN280 platforms and radio remote controls.

**Something different**

A more unusual machine was the four axle 100 tonne All Terrain crane from Teramo, Italy based SCM. The SA 4100 VMM will be available next Spring and a five axle 150 tonne crane is currently on the drawing board which should be available later in 2009.

Savino Di Francesco, SCM sales manager says that the company makes the AT chassis and boom structure at its two Italian facilities. The company dates back to 1948 when it was know as Bedoni and based in Modena, it changed its name to SCM in 1975, moving to Teramo in 1990. A recent 50:50 partnership has resulted in an

increase in its production from around five machines a year to 15 this year with sights on 50 machines by 2010. India and the Middle East are currently its best markets. SCM has already taken orders for six of the new 100

tonners and is now planning a 250 tonner. Success according to Di Francesco is due to building simple machines at a competitive price - some 10 to 15 percent below the major crane manufacturers.



Fiorenzo Flisi who acquired Mister Gru, has re-jigged the crane range and introduced the new MG35TK which uses the same boom as the MG35HS and is mounted on a 26 tonne truck chassis.



GORMAGH

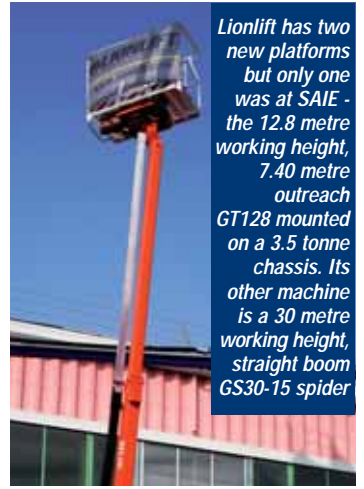
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Aerial lift and recovery vehicle manufacturer Isoli unveiled two very different lifts, the MPT 140, a 14.2 metre working height platform mounted on a Landrover Defender 130 chassis, its insulated boom telescopes out to a 6.7 metre outreach with 200kg capacity. Mounted on a 7.5 tonne chassis its new 27.8 metre PNT 2805, offers 13.7 metre outreach and a large 1,800x800mm

basket with a 200kg lift capacity. Leader unveiled two new Cicogna (Stork) dual telescopic boomed truck mounted lifts, the 27 metre working height Cicogna 270AJTT and the Cicogna 200. Both machines use a similar telescopic riser and boom concept to that of the Pagliero MX series which is growing in popularity. The Leader booms are made of steel rather than



The Landrover Defender 130 mounted Isoli MPT 140 has 6.7 metre outreach with 200kg in the basket



Lionlift has two new platforms but only one was at SAIE - the 12.8 metre working height, 7.40 metre outreach GT128 mounted on a 3.5 tonne chassis. Its other machine is a 30 metre working height, straight boom GS30-15 spider



SGM has already taken six orders for its new 100 tonne All Terrain crane





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Fresh from its APEX unveiling, Teupen again showed its impressive Leo 40 GTX spider lift

aluminium and also feature an articulating jib. The Cicogna 270 offers over 17 metres of working outreach with 120kg in the platform or 15.5 metres with 230kg. The unit will be mounted on a 5.6 tonne truck in Italy in order to come in under the six tonne self-drive rental rule, while in the rest of Europe it is likely to be

mounted on a 7.5 tonne truck which should allow a reduced outrigger spread. The Cicogna 200 is mounted on a 3.5 tonne truck and offers between 8.5 and 10.5 metres of working outreach depending on the

load in the platform the maximum of which is 230kg. Leader is also the distributor for UpRight and Maeda mini cranes, the company ran an ongoing lifting demonstration - a rarity at SAIE.



The 500kg extended searcher hook on Unic spider cranes.

The two cranes on the Unic spider crane stand both featured short jibs or searcher hooks, one a simple fixed design and the other a telescopic jib.



The Airo SG1000 on the IPAF stand

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The new Green Mammoth machines offer basic pallet transport (and lift on the TP1800)

On its indoor stand, Hinowa showed its latest spider platform the 23 metre working height, 12 metre outreach LightLift 23.12 which weighs just 3,000kg and has automatic, one button leveling on slopes up to 13 degrees.

However the company also displayed two new tracked forklifts - the TP2000 and TP1800 Green Mammoths - basic machines for moving palletted loads up to two tonnes around

degree luffing angle gives a maximum under hook height of 56 metres. Mast height varies between 26.5 metres and 36.5 metres and the unit has the option of a cabin. San Marco also showed two new mini vehicle cranes - the external electrically powered SMS 200 and the manually hand winched SMS 300 with maximum capacities of 200 and 300kg. The crane itself weighs just 115kg.



Iteco's latest big scissor

more than 25 units already sold. The production units include a large number of changes over the prototype/evaluation models, including and different platform stowage design and more traditional upper controls.

Dieci's new Hercules range of heavy duty telehandlers included the 12 tonne 120.10 and the 16 tonne capacity 160.10. Even the smaller unit can lift 9.5 tonnes to 9.5 metres.

Farasin also had two new models on show, the 18.45 Storm, an 18 metre, 4.5 tonne machine with 140 degrees cab rotation. The smaller 6.28 (5.8 metre lift, 2.8 tonne capacity) also has cab rotation but slightly less at 130 degrees.

Haulotte announced the availability of a full EN280 aerial work platform for its telehandler range. The company says that sales are slower than hoped but that its easy to operate rental concept is gradually finding favour among rental companies.

Two new Hercules telehandlers from Dieci included the 120.10 and the 160.10.



The unusual Copma mini hook lifter with loader grab



Benedini's latest machine is the B37 capable of lifting 1 tonne at its 37 metre maximum radius

site. The smaller 1.8 tonne capacity TP1800 can also lift the load to a height of 1.77 metres.

Loader crane manufacturer Copma always likes to show something unusual at SAIE, this year it gave us a mini three tonne hook lifter that can take containers up to 3.4 metres long and be installed on a 3.5 tonne chassis.

The Gapo stand was a hive of activity, with many interested punters looking at the unusual remote controlled mobile power pack designed to load, unload and move self erector cranes around site. A more detailed description of the unit can be found in the on page 47.

The hydrostatically driven unit can tow units up to five km per hour. Using a radio remote control the two wheel, two wheel drive unit is highly manoeuvrable, can lift up to 15 tonnes, has a hydraulically vertically and side to side adjustable hitch and can unload cranes from most trailers without the risk of grounding. A second pair of remote controlled, steerable wheels are also available when necessary. The only downside is its price which is in the region of €45,000.

San Marco showed its latest self erecting tower crane - the 45N - which offers 1,500kg capacity at a radius of 45 metres, while a 30

As well as its new 45N self erecting tower crane, San Marco showed two new mini vehicle cranes



This was not a main year for telehandlers, but locals - Merlo, Dieci and Farasin all launched new models. Merlo always saves something new for SAIE and this year was no different. However, rather than unveiling a major innovation the company's new models were additions to existing ranges. One of these was the simpler and less costly 'banana' outrigger option for the Roto 45.21. Standard models feature a sophisticated beam and jack outrigger system with auto levelling and sensing.

The Merlo MPR range of self-propelled telehandler based aerial lifts are now in production with



The Gapo GA10 and GA16 can unload and position any self erector crane quickly and efficiently



Benelligru showed an interesting platform mounted on a 2.2 tonne chassis. Developed in conjunction with truck manufacturer Piaggio, the tiny machine has a 14 metre working height with 120kg in the basket and utilises a twin telescopic base section and a telescopic top section.



The new curved 'banana' beam outrigger design on the Merlo Roto 45.21



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