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Gambling on the upturn

C&a conexpo 2011



It's 2011 and it is the turn of the Americas to host the year's big international exhibition. Conexpo, once the most important trade show in the construction equipment calendar, now plays a distant second fiddle to Bauma. It also has shows such as Bauma China breathing down its neck vying for a position in the three year cycle which it currently shares with Bauma in Germany and Intermat in France.

After a couple of weak shows in 2002 and 2005, the show is very much on the comeback trail and has benefited from fortuitous timing. The 2008 event predated the world financial crisis and 2011 is coming as the upturn is beginning to gather a little pace.

The travel problems that took the edge off of last year's Bauma is also likely to help, with long distance visitors from Australia, the Pacific Rim, and the Middle East make up for missing the big German show, which together with the emergence of South America as a rapidly developing region should ensure



record international attendance.

Most outdoor stand locations sold out rapidly, while the variety of exhibitors has grown beyond all recognition.

This year's Conexpo - held as usual in the world gambling capital of Las Vegas - promises to be one of the best ever for visitors interested in cranes and work platforms. Most of the major suppliers are present, many with exciting new products on show, while a large number of smaller niche suppliers are also attending. International visitors will also find that many American manufacturers of specialist equipment are taking a different attitude to exporting, following the squeeze in their home market over the past two years. They are far more open and willing to adapting their products to the needs of overseas markets which will make a visit far more rewarding.

Why should I go?

If you are in the market for new equipment all of the big names will be on show - Liebherr, Manitowoc, JLG, Terex, Tadano, Skyjack, Snorkel, Altec, Palfinger, Manitou, JCB, Snorkel etc... And more importantly the senior management teams will be in attendance. If you want to strike a deal, gain a dealership, influence the product development programme or even resolve a major issue, you should be able to find everyone who has any influence on their stands and available. Manufacturers also like to do deals at exhibitions - it justifies the high costs incurred in attending such shows and makes everyone feel good.

Finally if you still doubt the benefits of attending, think winter getaway - unless you are reading this in the Southern hemisphere of course. Las Vegas in late March is

usually very nice indeed with almost guaranteed sunny and warm weather but not too extreme - temperatures range from 50 to 70° F - that's 10 to 21 degrees Celsius. The Grand Canyon is just down the road, while the delights of California are but a few hours drive away. And finally while Las Vegas is not to everyone's taste there is certainly plenty to do, from gambling to golfing to catching an amazing show to fantastic restaurants.

The facts

Dates: Tuesday March 22nd through Saturday March 26th

Where: The Las Vegas Convention Centre, at the bottom of the Strip.

Getting there: Fly - There are a number of direct international flights to Las Vegas now from the UK - London, Manchester and Glasgow, Germany, France, Mexico, Korea and the Philippines. Alternatively you can connect through most major US cities, or if you have time, fly into Los Angeles and drive - it's around four hours across the dessert and very pleasant if you have not done it before.

Where to stay: There is a wider choice of hotels in Las Vegas than any other city, for ease of access to the show, stay at the Northern end of the Strip.

Entrance: Unless a supplier organises a free ticket for you entrance is \$50 as long as you register online alternatively you can pay \$80 at the gate.



Crane and access events at the show

Crane & Rigging Conference

The Crane & Rigging Conference, an independent forum for crane and rigging professionals, will be held during the show on March 25th, at the Riviera Convention Center. The conference is aimed at fleet managers, safety directors and others interested in promoting crane safety and improving risk management. Registration costs \$275 and includes lunch and coffee breaks. You can register online at: <http://crconexpo.com>.



Crane Operator Rodeo, in the Gold Lot.

The Crane Operator Rodeo, will be held every day during show hours in the Gold Lot adjacent to the Liebherr stand G370 and is open to anyone with a Conexpo badge. The Rodeo is designed to promote education and safety in crane operations as well as provide a hands-on operational challenge. Attendees can test their skills against others on mobile crane simulators provided by Crane Institute Certification or on a real Liebherr LTF1045-4.1 truck crane. The highest scorers at the end of the show in both the simulator and mobile crane categories will receive a trophy. For more information, please visit: <http://crconexpo.com/crane-operator-rodeo/>



AEM Construction Challenge 5K Run/Walk

Maximum Capacity Media, publishers of Lift and access and Crane Hot line is once again organising a five kilometre run – or walk if you prefer, on the morning of the second day of Conexpo. The 5K Run/Walk will be held on Wednesday March 23rd at 7 a.m. with proceeds going to the AEM Educational Foundation. Registration costs \$25 and includes a special T-shirt sign up at www.cc5krun.com. Awards will be presented to the company with most participants and for the participant who travelled the furthest - if you are travelling from Pakistan this one could be yours. Additional sponsorship opportunities are available. Contact Franci Motz, fmotz@maxcapmedia.com.

Lift Safety Zone

IPAF and the Crane Certification Association of America (CCAA) and the National Commission for the Certification of Crane Operators (NCCCO) have teamed up to create the Lift Safety Zone in Silver Lot 4, the event/stand will feature live machine demonstrations and the latest in simulator technology. IPAF will be using dynamic demonstrations to show visitors how to assess ground conditions and take appropriate safety measures when using aerial lifts.

The IPAF demonstration will take the theme of "How much does the lift weigh? Is your machine on solid ground?" It will show how the ground pressure varies when the lift is in different positions and highlight what can be done to provide appropriate ground support.



So what's new

As usual a large number of manufacturers are withholding information on what they plan to show in March. Some because they are not sure that new products will be ready in time and some because they think that surprising you on the day is more fun – or that a competitor might gain some sort of advantage if they reveal anything too soon.

So we will preview the show in three 'bites' with some information here, followed by more coverage on a 'Stop Press' basis in the March issue and then with full guided tours of all the new products and services in Vertical Conexpo which will be available on-line the week before the show with up to 8,000 copies distributed at the event itself.

If you have not used one of our Vertical Guides before then make sure you check it out before travelling and then pick up a copy when you arrive. The guide includes large scale plans of the key exhibit areas, full exhibitor lists by product type, a guided tour for each major product sector highlighting the exhibits to look out for and the shortest route to take them all in. When you head off for the evening you'll find the guide to the city invaluable. You can pick up a copy from our stand – 186 in the Gold Lot – from one of the magazine bins as you enter the outside areas, or from participating exhibitor stands.



A guide to key Conexpo exhibits – part 1

Manitowoc

Manitowoc has a history of big announcements at Conexpo, so be ready for the unexpected. We do know that the company will show its new 150 ton RT9150, the Manitowoc 16000 with new wind turbine lift attachment, a new 20 ton YB5520 Yardboss pick & carry industrial crane, the largest of Potain's MCT topless crane - the MCT 88. Also on show will be two new National cranes, the top of the line the NBT 55 and the new NBT30H. For those model fans amongst you look out for the scale model of the 33000.



The Grove RT9150 is the largest two axle crane it has ever built

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Liebherr claims that the LTM1350 is the strongest six axle AT available



Liebherr

One of the larger exhibits at the show will be Liebherr's 600 tonne LR 1600/2 crawler crane. The 8,085 tonne/metre crane with its maximum boom/jib combination of 192 metres is designed for larger wind turbine work. Alongside will be the far more modest, but more recently introduced LTR 1060 60 tonne telescopic crawler with its 40 metre main boom and 16 metre bi-fold swing-away extension. Finally the company's All Terrain display is topped out by the 350 tonne LTM 1350-6.1. On show for the first time in the USA, its 70

The new Elliot 34127R on the Power Traxx chassis



metre main boom and strong capacities make it a perfect machine for tower crane erection. Liebherr claims that with its Y-Guy suspension system in place, the LTM1350 is the strongest six-axle crane on the market.

Altec

Altec will feature a new tilt cab option for the 38 ton/38 metre boomed AC38-127S boom truck. The same crane will also be shown mounted on a tracked carrier for utility applications.

Elliot

Boom truck and aerial lift producer Elliot will launch its new 34 ton 34127R boom truck, mounted on a special 15SXW-HF PowerTraxx crawler chassis. Designed for extreme off-road utility work, it offers 41 metres of tip height on the main boom and 56 metres when fitted with the jib or platform option.

Sany

Sany America will display its futuristic looking 300 tonne

The Altec AC38-127 track mount



Maeda is showing five fully compliant mini cranes with attachments for the first time



Sany's 300 tonne SCC8300 will make its international debut in Las Vegas

SCC8300 self-assembling lattice-boom crawler crane unveiled at Bauma China in October. The company says that this is its first crawler crane designed specifically to satisfy western market expectations with particular focus on North American buyers.

Teupen

The main focus on the Teupen stand is the US launch of the 50 metre LEO 50GT spider lift. However the company will also show the LEO 13GT, LEO 18GT, LEO 23GT and LEO 30T.



Palfinger P333



Palfinger

Conexpo will signal the arrival in North America of Palfinger's aerial lift division following the acquisition of ETI last year. The first exhibit that visitors will see will undoubtedly be the 103 metre W1000 on five axle Tadano Faun All Terrain carrier, badged in the US as the Palfinger P333.

The crane range will include the PK 34002-SH High Performance. The SH concept includes a new control that according to Palfinger 'guarantees the maximum safety, comfort and functionality thanks to the interaction between electronics and hydraulics'. Features include continuous slew, a maintenance-free boom system and Power Link Plus. Other cranes will include the massive PK 150002 Performance and the PK 40002-EH High Performance.

Palfinger PK34002-SH



Custom Hybrid P830

Custom Equipment

Custom Equipment will exhibit its entire range of low level, low weight, Hybrid scissor lifts including the HB830 self-propelled and P830 push around version.

Zoomlion

While Zoomlion showed a Rough Terrain crane at Bauma, Conexpo is the real launch. Machines are now really ready for delivery and the US is the true home of the RT so showing here is a big deal. The company will have an

The new 55 tonne Zoomlion RT55.



55 tonne RT55 and a 75 tonne RT75 on the stand as well as two mid range crawlers, a truck mount and an All Terrain crane.

Tadano

A key exhibit on the Tadano stand will be the 70 tonne Mantis 15010 (in Europe it is the GTC700EX) telescopic crawler which includes a new rated capacity indicator, a piling lead control package and new main and auxiliary winches.

Check out the changes to the Mantis 15010.



Genie

Genie has said little so far about its plans, but it will show an updated version of its compact RT scissor lifts and will be launching the Manitou built mast booms - including the GR26J - into the US market.

PM

PM will unveil the PM 95, its largest loader crane to date, which



The Genie GR26J.

it says offers compact dimensions and low weight. The unit will be displayed with an eight extension octagonal boom that offers 20.2 metre lift height. The 8+6 jib model takes this up to 33 metres.

MEC

If you have not seen it yet, this is your opportunity to take a look at the massive and unique Titan 40-S, a combination of boom lift, heavy duty scissor lift and telehandler.

The MEC Titan 40-S





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performance



To learn more, visit www.manitowoc.com/conexpo



The JLG1500SJ is a must see.

JLG

JLG has a good deal to talk about, this will be the US launch for its Hinowa built spider lifts as well as its new 150ft, 1500SJ self-propelled telescopic boom lift with two section telescopic articulated jib. This has to be one of shows star exhibits and the largest straight telescopic every built. Finally also check out the quirky new 34ft 4x4 articulated boom lift the 340AJ.

Xtreme

This is the first real chance for most of us to see the XR1267, the world's highest straight frame telehandler with a fork height of 20.3 metres and a maximum lift capacity of 5,400kg.

Snorkel

Snorkel will show various models including two new 60ft aerial lifts and the new S6090RT Rough Terrain scissor with 568kg platform capacity and standard dual deck extensions at 7.3 metres fully extended. On the boom side it will show the second model in its 'Polaris' family, the all-new 62ft platform height A62JRT articulated Rough Terrain boom lift. The unit replaces the AB62 and offers 13 metres of outreach and nine metres up and over reach with 2.4 metre articulated jib.



Ommelift 3000R

Terex Hydra

Terex will show its new Hydra HPT 11/38 truck-mounted under-bridge inspection platform, the smallest model in its truck mounted under-bridge range.



The Terex Hydra HPT 11/38.

Bravi

The big news from Bravi is its smallest model to date, the Bravi Lite with its 2.2 metre/7.3ft platform height and 398kg all up weight. While the unit is considerably lighter than the Leonardo, it uses the same running gear and offers gradeability of at least 35 percent.

Skako

Skako will be unveiling its new name which replaces the well-known Reachmaster brand,



The Nifty 21 Hybrid

Niftylift

The star of the Nifty stand will undoubtedly be its Hybrid boom lifts along with the SIOPs safety controls. While this will not be their first showing in the USA, it will be the first construction show outing.

Manitou/Gehl and Mustang

The focus here will be compact telehandlers. Manitou still supplies all compact models from France and their popularity is growing. Most important is likely to be the 19ft/5.8 metre 2,500 kg model.

Link Belt

Two products have already announced. The new TCC1100 is a 100 tonne telescopic crawler crane which, the company says 'combines rugged build, with high lift capacities and long boom and jib combinations'.

Also on show is the new 238HSL mid-range lattice boom crawler. Designed for the general contractor market and ease of transport, it is likely to be a popular unit.

Skyjack

The Canadian company will have its entire aerial lift range on display so the perfect time to see how its boom lift line is progressing. Also look for its telehandlers - something new for Europeans - it will have two of its VR models alongside the 10 ton/44ft Zoom Boom 20044.



The Bravi Lite

as well as its latest new product, the 32 metre FS320Z articulated boom spider lift, first seen at Bauma last year.

Ommel

Look out for the 30 metre 3000R telescopic boom spider lift.



Link Belt TCC1100.

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So who is exhibiting?

The following is an alphabetical list of all exhibitors that produce products or services that have any relationship to lifting equipment, predominantly cranes, access and telehandlers. More detailed lists by product sector will be found in Vertikal Conexpo.

Exhibitor	Booth	DHS Diecast collectibles	GL-3010	KTI Hydraulics	S-13921	Quality Mat Co	C-4854
3B6 /Cobo	S-16353	Dieci	G-257	Kubota Engine	S-16843	Ramsey Industries	C-4645
Access Construction Equipment	S-578	DICA	S-10524	Lampson International	G-194	Rayco Wylie	G-338
Acetek Enterprise	S-18437	Diepa	C-4853	Landoll trailers	S-531	Reel-O-Matic	G-401
ADB/ Hoist Rings	S-11245	Digi International	S-10623	Layher	S-12645	Rentalman software	H-31501
AEM	GL-3221	Dinamic Oil.	S-14552	Lectura Verlag	SL-33	Rental Result	H-32122
AEM Safety Materials	GL-3305	DLH fluid power	S-15306	Ledwell	C-4467	Rope Block	G-317
Alimak Hek Inc	S-574	Donaldson filter	S-16029	Liebherr	G-370	Rotzler	S-15709
Allied Power Products	S-18536	Doosan Infracore	G-100	Lift Controls	C-4046	RUD Chain	C-4445
Alpwire Rope Corp	H-30906	Double Coin tires	S-12131	Lift Systems	B-907	Ryco Hydraulics	S-15106
Allison Transmission	S-18329	Eaton	S-13129	LGH	S-17513	SAE	S-13026
Altec	G-360	Elliott Equipment	G-180	Lifting Technologies	G-235	SAI Hydraulics	S-15450
Altunamats	N2919	Enerpac	S-16807	Linden Comansa	G-261	Safety Alliance	GL-3514
AI-Vac	G-107	Equipment Parts Wholesale	C-4046	Link Belt	G-230	Sany	S-600
American Crane & Tractor Parts	S-18721	Everdigm Group	S-537	Little Giant	G-260	Sauer-Danfoss	S-13428
American cooling systems	S-10710	Expander	H-30926	LiuGong	N-1041	SIA	GL-3136
Ammann Group	C-4703	Extreme Outback Products	S-17306	LMI	C-4542	Scania	S-17115
Anka Hoist	S-810	Fairfield	S-14728	Load King	G-260	SC&RA	S-512
AsciorMittal	S-13557	Falk Schmidt	B-965	Load Systems International	G-258	Scheuerle	S-814
ASC Lift Machinery	G-462	Faresin	H-30521	Loadrite	C-7437	Shandong	G-248
Ascotel	S-529	Fascan	S-867	LoadXpert	C4704	Sellick	G-128
Autec	S-12410	Fassi	S-867	Lovejoy Hydraulics	S-14648	Senarc Systems	C-4960
Auto Crane	C-4645	F&M Mafco	S-12434	Lube-A-Boom	S-500	Service Trucks International	S-809
Avalon Technologies	H-31929	Gardner Denver	S-10941	Lull telehandlers	G-210	Sigalarm	G-234
Badger Equipment Company	(G-260)	Geda	H-30312	Mack Trucks	S-9011	Skako Lift	B-965
Bauer	S-19200	Gehl	N-1353	Maeda	G-440	SKF	S-13143
bauma 2013	GL-3208	Genie	G-140	Manitex	G-260	Skyjack	G-240
Baxter Manufacturing	S-12401	GKD Technik	C-4133	Manitou	N-1353	SMIE	G-464
Berco of America, Inc.	C-4258	GKS Lifting and Moving Solutions	H-31929	Manitowoc	G-430	Snorkel	G-220
Beta Max Hoists	B-946	Goldhofer	C-4725-1	Maanshan Fang Yuan Slew Ring	C-4505	Socage	B-936
Blue Hart Hoisting	S-11523	Goodyear	N-2047	Mantis (Tadano)	G-411	Solideal	N-2147
Bobcat	G-100	Gosan	C-6089	Maximum Capacity Media	G-185	Soilmec	S-818
Bonfiglioli Riduttori	S-15953	Grammer	S-12031	MEC	S-19130	Soosan	B-958
BorgWarner	S-17629	Groeneveld	S-11323	Michelin	S-19444	SPAL	S-17529
Bosch Rexroth	S-13115	Grove	G-430	Miller Lifting	G-407	Spanco	C-4067
Braden winch	G-300	Gunnebo Johnson	G-154	MinnPar	N-1247	Spydercrane Sales (Furukawa Unic)	G-156
Bravi	G-428	Haldex Hydraulics	S-13707	Moba	S-821	SSAB	S-10808
Brevini	S-15428	Harrington Hoists	C-4041	Morooka	G-222	STROS-Sedcanske Strojirny,	G-241
Bridgestone	N-2501	Hangzhou Truemax	C-4500-6	MTU	S-17607	Stellar Industries	G-226
Bridon	C-6411	Hatz Diesel	S-17729	Mustang	N-1353	Sunfab Hydraulics	S-13443
Briggs & Stratton	S-17329	Haulotte	G-284	National Crane	G-430	Sun Hydraulics	S-13720
Broderson	G-342	HAWE Hydraulics	S-13342	Nationwide Crane Training,	G-465	Tadano	G-411
Bronto	C-4471	HBC-radiomatic	S-12013	NBB Controls	C-5795	Taylor	C-4363
Bucher Hydraulics	S-15929	HBS	S-14810	NCCCO	S-19722	Teccsis	C-4166
BVA Hydraulics	S-14857	Helac	H-30108	Nelson trailer	N-19605	Tele Radio	S-12618
CAN in Automation	H-32029	Hetronic	B-912	New Holland	G-101	Tenaris	S-12230
Cargotec, Hiab/Kalmar	20955	Hiab	20955	Next Hydraulics	S-19622	Tenstar Simulation	S-10723
Casagrande	S-734	Hidrodinamica	S-14546	Nicolas Industrie.	S-814	Terex	G-140
Casar wire rope	C-7901	Hidromek	G-214	Niftylift	S-19236	Tes Car	S-19300
Caseco Manufacturing	B-972	Hirschmann (PAT)	S-15350	North American Hydraulics	S-13843	Teupen	S-19708
Case	N-1609	Hitachi Construction	N-2313	Nylacast	G-403	Titan Tire and Wheel	N-1861
Caterpillar	G-130,	HL Hydraulic	S-15546	Off-Highway Research	C-4234	Thermoil battery treatment	H-32000
CCA America	S-1972	Honda Engines	S-16607	Omme lift	S-19436	Tracked Lifts	B-986
Centurion Wheel	S-571	Hunan Sunward	N-2659	OEM Controllers	S-13153	Tractel	S-11451
Cobo	S-16353	Hunger Hydraulics	S-15442	Omni Gear	S-14620	Trail King	G-242
Columbus McKinnon	S-10724	Hydraforce	S-15729	Operating Engineers	H-30706	Trelleborg	B-955
Comer	S-15128	Hydro Mobile	S-613	Training Institute Ontario		TWG - Tulsa Winch Group	G-174
Cometto	S-11140	Ikusi	C-4324	Opdyke	21345	Unic	G-156
Continental Tire	H-30821	IMO	S-16753	Optima Batteries	S-18307	United Rentals	S-18217
Crane Hot Line	G-185	Intermat 2012	GL-3200	Orlaco	H-30502	Vertikal.Net	G-185
Crane Network	G-463	International Trucks	S-9319	O.S.T.S.	S-11618	Wacker Neuson	S-680
Cranes Today Magazine	G-252	Iowa Mold Tooling	N-1341	Oz Lifting Products	C-6107	Warn	C-4712
Cranesmart Systems	G-262	IPAF	S-19722	Palfinger	S-540	Winch House	S-18824
CRB Antriebstechnik	S-17815	IPS Worldwide	C-4451	Panolin	S-18417	Wire Co	C-7901
Crosby	C-4153	IronPlanet	4715	Parker Hanifin	S-804	Wirerope Works	H-30505
Custom Equipment	G-334	Isringhausen	H-32035	Penny & Giles	S-15307	World Wide Equipment	S-503
Cummins	S-16615	JCB	G-160	Perkins Engines	S-16329b	Wynne Systems	H-31501
CVS Ferrari	G-260	Jekko	G-426	Philips & Temro Industries	S-10653	XCMG	G-410
Daimler Trucks	S-19028	JLG	G-210	Pirtek	S-17312	XL trailers	G-162
Dakota Fluid Power	S-15333	Joseph Industries	S-17916	Plant & Associates	C-4465	Xtreme telehandlers	G-350
Dana	S-17915	KAMAG Transporttechnik	S-814	PM	G-215	Yanmar	S-17307
Danfoss	S-13428	KNF	G-182	Poclain Hydraulics	S-14317	Yates Industries	S-14533
DEL	G-199	Kinshofer	G-256	Potain	G-430	Yokohama Tire	N-1257
Deltatech controls	S-18207	Kobelco Cranes	G-320	P-Q Controllers	S-14655	Yongzhou Yixiang Machinery	S-11240
Denka	B-965	Komatsu	N-1009	Prinoth	G-171	ZF	S-17315
Deutz	S-16929	KS Hydraulics	S-15050	PVE Cranes & Services	S-19700	Zhejiang Yuanchuang Rubber Track	C-4500
						Zoomlion	S-619



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