

NEW LIGHTLIFT 17.75

hinowa

TTS

PERFORMANCE



SAIE 2012
Bologna, 18-21 October

MADE expo
Milano Architettura Design Edilizia
17_20 October 2012
Milan Fairgrounds, Rho, Italy

- **230 kg unrestricted cage capacity**
- **17 m height**
- **Vertical trajectory**
- **Compact, powerful and highly productive!**



www.hinowa.com • info@hinowa.com

Back to Bologna



SAIE entrance

October sees the return of possibly the world's largest show for truck mounted lifts, loader cranes and pick & carry cranes - SAIE in Bologna, Italy. It is also one of the world's best events for new lifting products including telescopic handlers and tower cranes. This is due in part to the Italian domination of certain sectors in the industry, but more to the fact that Italian design and manufacturing engineers are among the best in the world when it comes to new ideas and genuine innovation.

Bologna can be a very pleasant place to be in October, although you do need to be prepared for the cold and wet conditions that occasionally arise. The capital of the world's greatest cuisine is one alternative attraction to the exhibits at the show, while the opportunity to organise factory visits to some of the leading manufacturers in Northern Italy is another.

So what can we expect from SAIE this year? Well the local market is suffering and as a result many manufacturers are putting more effort into new products and innovations to tempt very cautious buyers into investing. The same

motivation is forcing all companies to look for new markets and become more export orientated. This is particularly true of some of the smaller producers which until now, have focused largely on the domestic market. If you are an overseas buyer or looking for a potential partner, you can expect a warmer welcome than ever.

So what might we see this year?

Access

While you will see most if not all of the big self-propelled brands at the show do not expect to come across many new products or innovation. With Bauma just five months later,

most producers will want to save something new to launch at the world's biggest show. When it comes to truck mounted lifts, underbridge platforms or spider lifts it's a different 'ball game'. These markets tend to be dominated by the Italians and few can resist showing off their latest developments at SAIE. Companies such as CTE, Sogage, Isoli, Co.Me.T, GSR, Cela and Oil&Steel will have the final production versions of products shown as prototypes at Internat earlier in the year or announced over the summer. These will include products such as the new CTE ZED 20.2H and ZED 21JH articulated truck mounts and the new 32 metre Sogage DAJ332 mounted on a 7.5 tonne truck.

However there are also likely to be some totally new models, many of which will be kept secret until the show opens. We do know that Sogage will present its new heavy duty 54 metre truck mount, the TJJ54 Forste which boasts a four section main boom, three section main jib and second articulating jib mounted on a 32 tonne truck. The new lift, which is a development of its 70 metre TJJ70, will have a maximum platform capacity of 600 kg and offer up to 40 metres of outreach. Cella is hoping to have a new 350kg 28-30 metre truck mounted platform on a six tonne chassis. The platform will be similar to its D24 and will also be available as a spider lift at a later date. CTE will also unveil a 23 metre sister model to the new ZED21JH the ZED 23JH. GSR is likely to have its new 20 metre B200TJ

Comfort X on its stand, while this will be the first opportunity for many to see its range topping 32 metre 320PXJ.

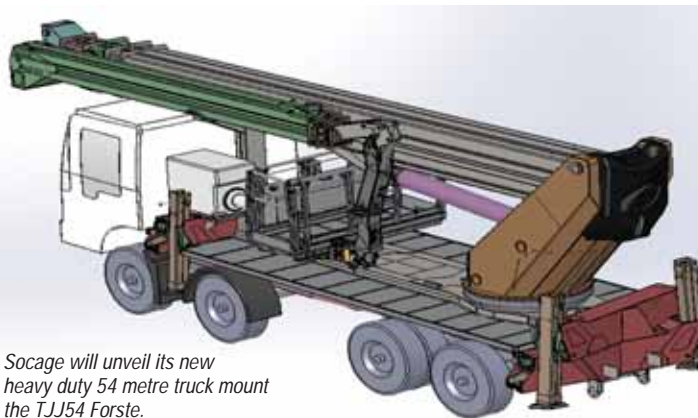
On the spider lift front, market leader Hinowa is celebrating its 25th anniversary and will show its first new Performance IIS product range in the form of the 17 metre Lightlift 17.75 IIS with seven metres of outreach, eight metres of up and over reach and an unrestricted platform capacity of 230kg. Imer will have its new spider lift range on show, which for many visitors will be the first opportunity to see them. Bluellift has also been working on a number of new products and may have some surprises up its sleeve, while Multitel is looking to expand its coverage of the spider lift market and always has plenty to show, as does Platform Basket and Palazzani and SUP Elefant may have a new lightweight 19 metre on show.



CTE will show its new ZED 21JH along with a 23 metre version



Check out the Hinowa Lightlift 17.75 IIS the first in a new series



Sogage will unveil its new heavy duty 54 metre truck mount the TJJ54 Forste.

Telehandlers

Moving on to telehandlers..... while most brands will be represented, the one not to miss is Merlo. The company is arguably the most innovative producer in the market and always loves to surprise visitors to SAIE. The company has a habit of showing off many new items - some in production, others just concepts - that it is very easy to miss what is in fact something quite revolutionary. It can be something akin to visiting a mad scientist's laboratory some years. So do spend time and do ask what else is new even after you think you have seen everything new on the stand.

This is also a show where Terex Genie tend to quietly roll out a new telehandler product so do take a look as well as checking out the other local producers such as Dieci and Faresin which again save new launches for their home show.

Cranes

The crane front is always a mixed bag at SAIE... rarely a good show for the mainstream mobile cranes, however it is by far and away the show to go to for loader cranes and pick&carry models. With the show following on from a series of big commercial vehicle exhibitions it is likely to be a good year, although none of the big players have yet confirmed what they are planning.



Merlo always shows off more than its fair share of novelties

Palfinger will surely have its five new models on show (look out for a new truck mounted platform as well) – see news page 8 – but the key stands are the local producers including PM, Cormagh - which every year shows off a bigger model - and Effer which is likely to highlight both its sector topping monsters alongside some of the smallest models available. Talking small, Next Hydraulics and its Maxi Crane range is always worth a look. It is not one of the big stands in the middle, but then again it doesn't need to be.

Moving on the pick&carry cranes we are not sure yet if all manufacturers will be present, but normally you can find Ormig, Valla, Galizia and JMG at the very least. Over the last few years this market has changed from a sleepy backwater into a hotbed of competition – some of it legal! The benefit to the buyer is that progress has been dramatic with a huge variety of new models that offer substantial improvements and benefits as well as being significantly more efficient and less costly to run. If you have not looked at this type of crane for a while then its worth booking a ticket to Bologna just for this.

Check www.vertikal.net for updates

As the manufacturers release more information on what they will show at SAIE we will cover it on www.vertikal.net so if you are planning to attend or at least thinking about it, keep an eye out for our daily coverage in the lead up to the show. We will be at the show along with our Italian agent, Mediapoint and will be checking out what's new. So if you cannot make it this year you can always read all about it in our review in the October or November issues of Cranes & Access.

Practical information. How to get there!

By train

Bologna station is served by high-speed trains from Milan (65 min), Milan Malpensa Airport, Florence (37 min), Rome (2 hrs), Naples (3 hrs and 45 min) and Turin (2 hrs). For train times go to the website www.trenitalia.it

Local travel to the show

As the day moves on the lines for taxis get ever longer and getting out of the car park in the evening is horrible. So the best and most economic solution is a bus – it is usually a little crowded but costs €1 and does not take long. Bus number 35 and 39 as well as Shuttle F run from the station to the exhibition centre and back. Buy your ticket before getting on board.

Opening hours

9:00 – 18:00 on Thursday 18th to Saturday 20th and
9:00 – 17:00 on Sunday 21st

Entrance tickets

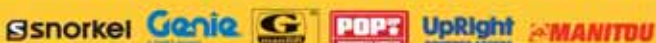
If you are not Italian you can rejoice as you qualify for a free entrance ticket which can be obtained at the International pavilion by the entrances. If you are Italian – you have to pay €10 online or €15 at the gate - good for the entire fair. If you are a cheapskate, ask an exhibitor for a free entrance pass/invitation which you can swap at the entrance for a badge.



The Access Parts Specialist



Authorised UK Parts Distributors for:



We also stock fast moving items for JLG, Nifty, Skyjack & Haulotte

ipspartsonline.com

UK Telephone +44 (0)1952 607660

Independent Parts & Service Ltd Harris House Hortonwood 50 Telford Shropshire TF1 7AA UK
Distributors in France Spain Germany Scandinavia Turkey Poland Australia



SYRINX® No.1 for Cranes & Powered Access

900+ companies worldwide successfully use Syrinx®

SPARROW CRANE LIMITED

"Syrinx has certainly brought all of this information together into one database and improved the efficiency of our business from start to finish." Phil Mitchell

Rose Access Solutions Ltd

"Syrinx is our ideal solution." Gary Rose



"When we were undertaking due diligence on the acquisition of another powered access company, who were already using the Syrinx system, we noted that Syrinx gave them a number of operational and financial functions that we didn't have with our existing system. Kimberly Access are a focused operational business and so this excited us. Syrinx is now set up as our group rental system and Higher Concept Software have exceeded all our expectations in terms of the product and their customer service." Ray Ledger



"We chose Syrinx because of its stability and reliability - a great improvement on our previous system." Malcolm Bowers



"Syrinx is the product best suited to the Powered Access Industry. The service was professional through from point of sale to data management to installation making the transition very easy." Duncan Howard



"After a disastrous 3 months with our initial supplier we switched to Syrinx and within 1 day we were up and running with all our plant information on the system. I would recommend Syrinx again and again, it's easy to use and the reporting is excellent. I can't thank Higher Concept Software enough, they pulled out all the stops when we really needed them." Ben James



"Syrinx is easy to use, self explanatory and yet sophisticated." Ben Hirst



SYRINX

www.higherconcept.co.uk Tel: +44 (0) 118 956 9577