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Paris in the spring



The weather was mostly good for the show with attendance climbing as the week progressed

The crane, telehandler and access industries met in Paris last month at this year's big international exhibition - InterMat. Prior to the show, some exhibitors and prospective visitors debated whether InterMat still qualified as a major international show, or should now be seen as a regional show. To this end a number of manufacturers, the largest of which was Tadano-Faun, decided against attending. So now the show is over, what is the verdict?

The fact is that at the close of the show, the debate had not moved on much. The show started very slowly indeed, with exhibitors seeming to outnumber visitors, however most stands reported that 'quality was high', with a strong international showing. From Thursday onwards the crowds began to grow, and Saturday, a bank holiday Saturday no less, was far busier than many companies had feared.

A quick survey of exhibitors suggests that most had a very good show, with strong order intake and good contacts. The final verdict though indicates that InterMat has nudged a step closer

to being classified as a good regional show going forward, rather than a global one on a par with Bauma or Conexpo.

In terms of new products, breaking news and deals completed, it was an excellent show, with plenty going on. In the following pages we aim to cover the main highlights and provide a photographic tour of the access and lifting stands. We will supplement this with an online photo album on vertikal.net.

The new products

In addition to the new products announced in advance, there were a number of surprises at the show. Manitou stole the show when it came to access equipment, with its 150TP concept machine.

A telescopic aerial lift with scissor lift platform and 1,000kg lift capacity. This is not a new idea, having been produced by a number of companies in Japan for many years. UpRight also built a very similar prototype in the early 90's. Manitou has the advantage though of using its standard 13 metre telehandler boom, benefiting from its production volume.

The new product has a 6.3 metre by 2.3 metre extended deck, with 1,000 kg lift capacity. The 150TP offers a 13 metre maximum platform height, but can also telescope outside of its base to produce a cantilever at both ends

of the machine. In fact it can cover up to 12.6 linear metres. The lift weighs eight tonnes, offers a very low stowed height, four wheel drive, four wheel steer with crab, and can level by eight degrees fore and aft and at least 10 degrees side to side. The unit will be ideal for tunnel work, but possibly not so popular with cladders, who increasingly look for a 7.3 metre deck in order to carry seven metre panels.

Manitou also displayed its new 5,000 kg, 30 metre 360 degree telehandler. Widely previewed before InterMat, the reaction of most telehandler buyers we spoke with was to wait and see how it goes.

Many were concerned over its transportability.

Haulotte's new 43 metre H43TPX differed from the advance information that we used in our last edition. The machine now offers a two stage lift capacity with 450 kgs limited to 17.5 metres outreach. Haulotte also confirmed that it can fold back its jib this reducing transport length to 12.3 metres.

Terex had a number of new products, but the surprise was the

new PPM truck crane, which in the days prior to the show grew to 60 tonnes, becoming the TC60L. The crane uses the new AC55L superstructure, mounted to a new truck-type carrier. The carrier has a very odd format with three different suspension systems and unusual axle spacing. The front steering axle is fairly standard, the middle



The radically new Manitou 150TP offers a wide level of outreach.



The new Manitou MRT3050MS

two fixed driving axles are fitted with dual tyres, while the fourth axle, not only steers, but also uses an air bag suspension system.

The whole point of this product is to reduce running costs and offer lower axle weights when fully equipped. Why Terex had to go with such a complicated chassis design was not made clear. In spite of the old adage that if it looks right it probably is right, Terex did take orders for the unit at the show,

A brief tour of the show



The new Terex truck TC60L has an unusual axle layout and three different suspensions

but delivery is still over a year away. Terex plans to launch a 40 tonne version later.

Terex also announced a new four axle, 100 tonne All Terrain crane the AC100/4. The main feature of this machine will be its 2.55 metres width, with 16.00 R25 tyres. Its five section, 50 metre main boom and lift capacities some 25 percent better than the best four axle 80 tonners on the market.

On the Manitowoc stand, Grove showed off the new two axle GMK2035E which will be built at its Italian plant. The company also unveiled a brand new cab design. The new cab as been designed as a stand alone module that integrates fully with the crane.

Bobcat showed a new 3,500 kg 10 metre telehandler with stabilisers, this will be popular with UK contractors who have been obliged to use larger units in order to have a unit equipped with stabilisers.

Bobcat showed a 10 m TL35100 fixed frame telehandler. The company said that it is moving away from the 360° market.



Dieci showed the production version of its Apollo 25.6 six metre 2,500 kg telehandler and shipped in the new Pegasus 50.21 - a 360° model on day two of the show. Cat displayed the first JLG built Cat 'B' series telehandler, sources declared that the company was delighted with the build quality on the JLG unit.



Dieci brought in a new 360° telehandler, the 50.21 after the start of the show, with 5,000kg lift capacity and 21 metres lift height.



The new 50ft Iteco articulating boom in the iron.



The Iteco IT50DE includes a rotating jib.



Manitowoc president, Glen Tellock and Phillippe Cohet head of Manitowoc Europe unveil the new Grove Cab

The cab is claimed to offer improved aerodynamics as well as a significantly improved environment for the crane driver and a modern look to all Grove GMK models as it is gradually added across the range. The first unit to be fitted with the new cab is a new four axle 100 tonner, the GMK 4100, announced at the show and due for launch in September.

The new Grove carrier cab



In Haulotte's show its Indiana Jones look alike Haulotte man defeats his two competitors to win the girl.

The new GMK2035E looks like a good crane





The new Manitou Twisco can handle 2,000kgs

The new Haulotte H43TPX now offers a 450kg lift capacity.



Scanclimber showed its heavy duty mast climbers

Manitou had 5 new Electric booms on display. The biggest of which was the 49ft 170AETJ L.



Kobelco had a strong show



Dougie McGilvray of Weldex (L) orders 6 big crawlers worth £3.6 million from Wolfgang Remlinger MD Liebherr Nenzing



JLG offer a low overall height version of its 266 telehandler, dubbed the Lo Pro, it will pass under 2 metre bar.



Spanish company Alufasse showed a full blown copy of an UpRight alloy scaffold tower.



Marcel Cochez the ESTA man of the year award for his services to the crane industry, at the ESTA awards dinner held during the show.



Wumag announced a corporate restructuring during the show and introduced its new aerial lift MD Ludiger Greskötter (second from right)



JLG showed a nine year old boom lift that had passed through its rebuild programme.



The view from the top of the 135 ft JLG 1350.



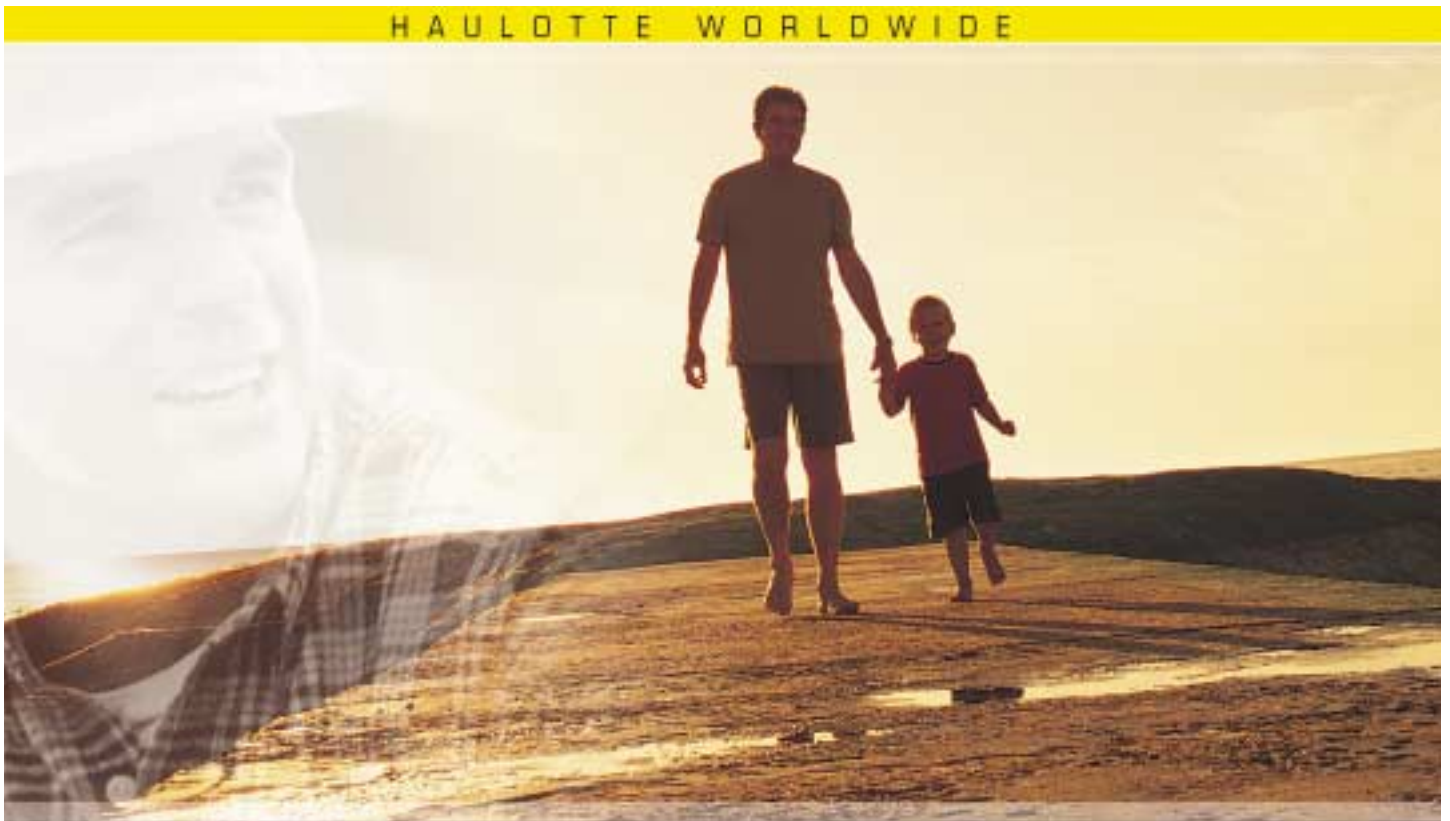
The very green Merlo stand had the biggest telehandler display.



The 100 tonne Liebherr LRT1100 crawler was on public display for the first time.

Fraco exhibited a heavy duty mast climber with heavy jib, alongside a light towable mast climbing platform.





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The new CTE Z32 features a massive sigma dual riser for up and over reach.



The Manitowoc 16000 features a seven metre boom nose conceived for windmill erection.



Haulotte, Terex and Manitou occupied the bottom end of Outside Area 5.



Cat had the first JLG built CAT B series telehandler on its stand.



Effer was one of the few loader crane manufacturers to launch new products at the show.



Oil&Steel launched two big truck mounted lifts and a new 10 metre Octopussy.



Among the many tower cranes on display was the all new Liebherr ECB range.



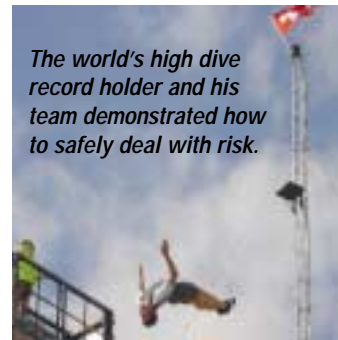
Many stands boasted shops selling branded merchandise.



JCB performed its famous acrobatics to music, with its telehandlers as well as Diggers.



Looking over to the IPAF area, and stands of Teupen, Spierings, UpRight and GSR.



The world's high dive record holder and his team demonstrated how to safely deal with risk.

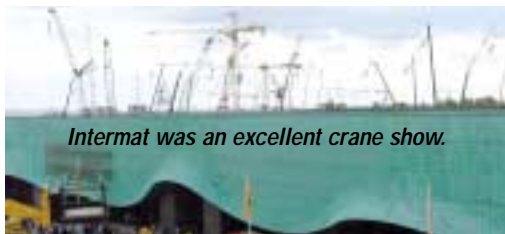


Day one and the Vertikal stand was stocked with 10,000 copies of the Vertikal Intermat guide. All were gone by Saturday morning.

Haulotte started the show with the announcement that it has purchased the designs and production rights for three compact Holland lift models, with 12, 14 and 16.5 metres platform heights.



Zoom Lion started the show with a 70 tonne truck crane, but on Wednesday it was sold to a Brazilian company and was shipped off that night to Sao Paulo missing the rest of the show.



Intermat was an excellent crane show.



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