The 30th edition of Samoter reflected the rising Italian market, with more space filled and optimism surrounding. Joe Malone reports from the show.

There was a clear sense of excitement shared among the exhibitors and visitors at Italy’s construction trade show, Samoter, in February. The show – which was held in Verona from 22-25 February – filled 33% more space this time round, compared to its previous outing in 2014, reflecting the improving Italian market.

The 30th edition of Samoter saw 84000 visitors walk through its doors, with 780 exhibitors taking part from 25 different countries. The show also saw companies return to the show after a number of years away, as well as debuts for companies such as Kobelco and Magni.

The show ran alongside Asphaltica and, for the first time, Transport Logistic, organised by Fiera Milano. Indeed, the Italian construction market improved significantly in 2016, with 10984 machines sold, representing an increase of 26% year-on-year. Such a rise is encouraging, however the reality is that this is just one-third of the record figure posted in 2007.

From a rental perspective, IRN spoke to Marco Prosperi, director of Italian rental association Assodimi-Assonolo, who said there was an average of a 50% increase in revenues for large rental companies, and a 3% rise for mid-sized rental companies. He added that, in 2017, he expected there to be a rise of 15-20% for large rental companies, and a 5% rise for mid-sized.

Speaking on trends, Mr Prosperi said large and small rental companies were looking to collaborate, in a bid to improve its market share and profit margins. However, he did not comment on the possibility of any acquisitions happening in the near future.

Anniversary

At the show, Case Construction Equipment was celebrating its 175th anniversary, and it exhibited a range of equipment, including wheeled loaders, crawler excavators, compact tracked loaders, skid- steer loaders, and the T Series backhoe loaders and mini crawler excavators.

In upgrading its T Series backhoe loaders, Case said it was taking the opportunity of Tier 4 Final compliance to introduce improvements and more choice for customers – as well as the new Case livery.

Samoter also saw the first appearance of the all-new Case C Series mini excavator line with six models in the 1.7 to 6.0 tonne class. These are the first products of the new range, which will be extended with additional models throughout 2017. The new C Series claims better performance, a rich array of features, and even greater comfort and safety compared with the previous model.

Hyundai’s exhibits included a number of mini-
excavators, including the R130-9A4, which made its world premiere at the show. The company also showed several crawler excavators, a wheeled excavator, the RH955 TM wheeled loader tool master, and the KH750 wheeled loader – another model which made its world premiere at Samoter.

Hyundai created what it called a Rule the Ground scene where its machines were displayed in their natural environment – the construction site. There was also a demolition area on the booth for the entertainment of visitors.

First time
It was the first time that Kobelco Construction Machinery Europe (KCME) exhibited at Samoter, and it showcased a wide range of excavators at the event. These included the SK55SRX-6, which is one of the latest Kobelco mini excavators to be launched onto the European market. The company said it could deliver up to a 20% reduction in fuel consumption, compared to its previous model.

Then the SK55SRX-9 has a two-piece boom that enables operators to work across a wide operating range while still claiming to provide smooth hydraulic operation, high performance and increased fuel efficiency. This model is said to be suited to compact pitches as the adjustable boom enables more digging space within the same area.

Among the Italy-based companies exhibiting in Verona, Venieri presented a new wheeled loader range equipped with a new Deutz Stage IV engine – the VF 5.63C, VF 7.63C and VF9.63C. The new machines have been completely redesigned in terms of frames, engine cover, tanks, cab, lifting arm, counter weight, hydrostatic transmission and hydraulic performance.

Italian company Giese also presented its newest telehandlers.

The Pegassus 40.18/400F is a rotating telehandler, designed for the rental market. The main features are said to be ease of use, strength, reliability and a full range of safety devices, including a load limiter for the basket. It also claims cutting-edge equipment for the total control of the vehicle in every situation. The vehicle features a 400° non-continuous rotation.

Giese said the Pegassus 50.21 was a particularly significant model for its family of telehandlers with rotating booms. It has a 20.5m high boom, conceived with the aim of improving performance further, as well as the visibility from the driving seat.

Giese’s Apollo 25.6, meanwhile, is a fixed boom telehandler for industry and construction. It is described as the mini handler, designed to meet the needs of small works, as it can fit in tight and difficult spaces such as underground floors, car parks and basements. It has a maximum capacity of 2,500kg and a maximum lifting height of 5.78m.

New launch
Italy’s Magni Telescopic Handlers also showed its electric scissors at the show. The scissors are made by Dingli in China and sold in Europe under the Magni brand following the alliance between the two companies announced early last year.

The smaller of the two machines, the ES0607E, has a 6m working height while the ES1412E is a 14m unit. The two scissors were shown by Magni at the Samoter exhibition in Verona, Italy. Magni and Dingli previously announced that they were working together on the development of a new range of telescopic and articulated booms.

Riccardo Magni, president of Magni Telescopic Handlers, told IRN at the show that Netherlands-based Colli Rental & Sales had ordered 600 of the electric scissors, which followed last year’s 260-unit contract with Danish rental company G.S.V.

Mr Magni told IRN: “We’ve been having success with the two new scissors so far. The big orders from Colli and G.S.V. represent a very good start for us. We hope the success will continue with these products.”

Meanwhile, Cifa covered two areas at Samoter, with an indoor booth of more than 500m² and an external area as well.

In its truck-mounted pumps were on show, which included the Carbotec series, with the K40H and the K40H.

The K40H is a new model presented for the first time at Samoter. Cifa said the new model is a market record for the longest boom mountable on three-axle trucks under 26,000kg. With the use of carbon fibre for part of the boom, the K40H has a five-section RE distribution arm with a length of 48m.

Among Cifa’s truck mixers, the RY1300 model is aimed specifically at the Italian market. The new CFD 2.0 control system was presented for the first time at Samoter.

In Italy, German company Tracto-Technik (TT) is represented by Volta Macchine, which offers sales, service and project consultation for all of TT’s Nodig systems for the trenchless installation of new pipes and the replacement of existing pipes.

The company said that it offered sustainable and economical trenchless solutions. It said that using the Grandomat soil displacement hammer, the complete range of sectors – from sewage to FTTx (broadband optical fibre) connections – can be installed and renewed without trenches.

Lucia Geosystems, meanwhile, showed a number of its products including the Zone Laser Rotator Series, EziCat Cable Locators, The EziSystem cable avoidance equipment, EziGPS Excavator Depth Control System, and the Zenith35 Pro Series GNSS Receiver.

The new X-PAD 3.0 is the new version of field software available for Android devices and for Windows Mobile platforms. It includes X-Pad Survey for Windows and for Android, and the Construction version for Android.

While many new products were scattered around the showground at Samoter, optimism for the Italian market surrounded it.