

PASSION

PALFINGER CRANE MAGAZINE

13

RELIABLE

The new
PK 165.002 TEC 7

EFFICIENT

PALFINGER on call
with the fire brigade

INNOVATIVE

PK 200002 L SH
hybrid

THE PEOPLE BEHIND
THE SCENES
CRANE HANDOVER
REBEKKA DRESCHER

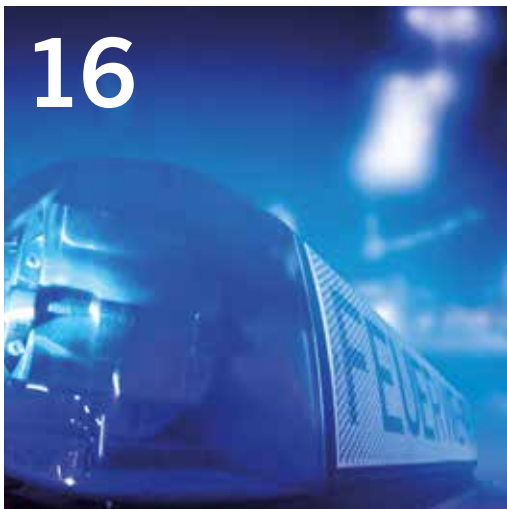




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EDITORIAL

DEAR PARTNERS AND FRIENDS OF PALFINGER!

PALFINGER is developing extremely dynamically. In 2015, we achieved a new record with sales of around EUR 1.23 billion. We moved to new headquarters, have continued our internationalisation strategy and have grown strongly in the USA (for example) as well as Europe. This shows that we are on the right track with our strategic pillars of innovation, flexibilisation and internationalisation. Our cranes are in demand around the world. However, the most important component for our success is innovation, which allows us to offer optimum solutions for your respective fields. This is why our technicians are constantly working on improvements and new developments.

One such innovation is the PK 165.002 TEC 7. This is the largest and lightest heavy-duty crane, which is optimised for 32-tonne trucks. The crane not only combines enormous lifting power and large reach; the full sensors on the extension also open up completely new areas of application. We are very proud of this new crane – turn to page 6 to find out more.

The SOLID series, which was introduced last year, has been very well received by our customers. After introducing cranes of 17 and 19 metre tonnes,

we are now bringing new models of 5 and 7 metre tonnes to the market. The SOLID series is reduced to the essentials: simple, robust cranes with a sensational price-performance ratio. The new models are introduced on page 13.

Fall protection on cranes is a sensitive issue and has been a focus of ours for some time. This intensive process of reflection in cooperation with experts has resulted in the first fall protection mode for a loader crane. For information on the conditions under which the fall arrester can be used and the benefits it offers, turn to page 17.

An example of use on page 19, which gives me particular pleasure, shows that our cranes perform good service not only in difficult working situations, but also in leisure. Something to look forward to!

Wolfgang Pilz (CMO)

YOUTUBE-VIDEOS

www.youtube.com/palfinger

Our YouTube page has everything fans and inquisitive visitors could want – from image videos through to product videos and presentations.

For detailed information on “Andrea gets things moving”, the new PALFINGER TV channel, turn to page 23!



THE WORLD OF IMAGES INSTAGRAM

www.instagram.com/palfingerag



PALFINGER is expanding its social media activities. In addition to Facebook, YouTube, LinkedIn and Google+, PALFINGER is now on Instagram, too. This means more pictures, more stories and even more interaction with our fans. Every day, new images are posted with #palfinger showing PALFINGER products in action around the world.

#MYPALFINGER THE NEW FACEBOOK FAN COMMUNITY

www.facebook.com

The #mypalfinger photo competition regularly takes place on our Facebook fan page. Every day, we receive spectacular pictures of PALFINGER products from all over the world. Our Facebook community would like to share its photos and stories with us and with you. This develops an exchange not only between us and our fans, but also within the PALFINGER Facebook community.

Would you like to take part in our #mypalfinger photo competition?

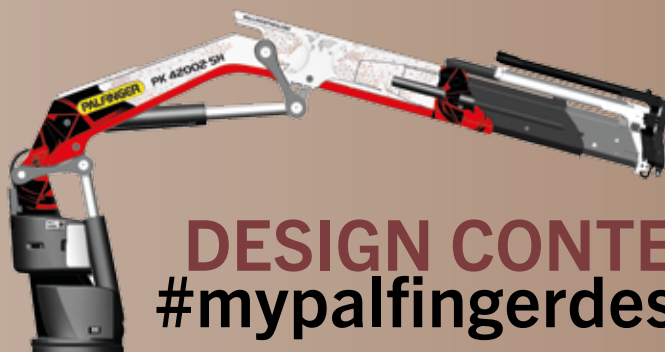
- Like our fan page
- Post a picture of your PALFINGER product
- Tag the post with #mypalfinger



APP MOBILE WITH PALFINGER



The PALFINGER app offers quick and easy access to all services when on the go, for example to find the locations of dealers and service partners. Further features include a PALCODE area, trade fair calendar and FAQs. Download the app now and give it a try...



DESIGN CONTEST #mypalfingerdesign

For three months, entrants toiled with graphics programs or traditional pencils and paper to paint, draw and design a PALFINGER crane. All designs were submitted by e-mail or on our Facebook fan page directly. A PALFINGER jury whittled the submissions down to five finalists, which were then put to the community vote.

Congratulations to Harald Kruselburger on his winning design. The crane he designed will be shown live at BAUMA.

PALFINGER ONLINE

You can find us on the following channels.
For more information and all links,
visit www.palfinger.com/socialmedia



PEAK PERFORMANCE

PALFINGER is opening a new chapter in crane technology. The new PK 165.002 TEC 7 is the largest and lightest heavy-duty crane for 32-tonne trucks – in live operations.

The crane combines enormous lifting power and large reach, while the new full sensors on the extension open the crane's "eyes" and, therefore, new areas of application.

The PK 165.002 TEC 7, the new heavy-duty crane from PALFINGER, accomplishes a feat that would make the medal podium in ski-jumping

or gymnastics: With a significantly reduced dead weight, it offers much greater performance than the predecessor model. The 800-kilogramme weight reduction is accompanied by an increase in lifting power of up to 20%. This successful combination is achieved not through doping, but with many technical improvements and intelligent systems. "The PK 165.002 TEC 7 has a consistently lightweight construction with the new P-profile," explains Gerald Pschernig of PALFINGER. The effect? The fully equipped heavy-duty crane keeps its gross weight below 32 tonnes not just on paper, but also in practical situations when fully loaded. The optional length measurement in the extension boom system boosts performance, and the crane learns to "see".

When developing the heavy-duty crane, the PALFINGER technicians displayed plenty of sporting ambition. After all, the aim of the project was to construct the strongest loader crane for a four-axle truck with a maximum permissible gross weight of 32 tonnes. The PK 165.002 TEC 7 has a gross weight of no more than 32 tonnes, with eight hydraulic extensions including a fly-jib and cable winch, front and additional stabilisers, auxiliary frames, full tanks, platform, toolboxes and other accessories. This reduces acquisition and operating costs and makes work easier: The PK 165.002 TEC 7 can be mounted on the standard chassis of a 32-tonne truck. No permissions are required for special transport operations with back-up vehicles, nor are there any route restrictions.

The fact that the PK 165.002 TEC 7 achieves a top ranking for lifting power is partly thanks to the new PJ 240 E and PJ 300 L F fly-jib systems. The fly-jib turns the crane into a true miracle

solution for many areas of application. Be it changing containers, setting up lifts or roofing work – the new heavy-duty crane is flexible, quick and operator-friendly.

With the length measurement in the extension boom system, the developers at PALFINGER are opening a new chapter in crane history. Metaphorically speaking, it opens the crane's eyes. It "sees" exactly where the extension and load are currently located. The control electronics work with this data and adjust the working range to the situation at hand. This means that the HPSC High Performance Stability Control system can fully exploit the maximum lifting capacity. The sensors also take the DPS system to a new level. The DPS-C proportionally increases the lifting power on the fly-jib.

The PK 165.002 TEC 7 also impresses with its operator-friendly control with the PALcom P7, the innovative PALFINGER radio remote control. Intelligent assistance systems such as P-Fold assist the crane operator and minimise set-up times. The P-Fold assistance system on the PALcom P7 allows crane operators to comfortably fold and unfold with a simple hand movement: All they have to do is activate P-Fold on the operating menu and move a control lever. The intelligent control coordinates the crane and fly-jib movements up to a predefined working position. With semi-automatic controls, the process is quick and comfortable.

In summary, the PK 165.002 TEC 7 has what it takes to reach the top.



PK 165.002 TEC 7



PALFINGER

LIFETIME EXCELLENCE

Promotion applies to participating dealers only.

PALFINGER.COM

PALPACKAGE
REMOTE 2016
-50% OFF REMOTE-CONTROLLED
STABILISERS
(OFF THE LIST PRICE, VALID FROM 1 APRIL TO 31 OCTOBER 2016)

Remote-controlled stabilisers are more cost-effective in operation and easier to use for the professional crane operator.

- Time saving as it is quicker and more convenient to equip the crane
- Freedom of movement as the crane operator can freely select the working position
- Convenience as the stabilisers are sensitively and proportionally controlled

Stabilisers are easy to operate using the PALFINGER radio remote control.





The new PALFINGER Group headquarters are located on Lamprechtshausener Bundesstrasse 8 in 5101 Bergheim and were ready for occupancy at the start of August, almost two years after the ground-breaking ceremony. The four-storey office building, which has a basement and usable space of around 9,400 square metres, has a star-shaped layout and consists of four blocks. It has space for up to 320 employees.

An adjacent ground-level building houses the social area spanning 1,100 square metres. This contains the company canteen, a spacious dining hall and storage rooms.

Special occasions require celebration. After relocating in early August, we also celebrated the official opening

of the new group headquarters in Bergheim at the end of September with an evening event and an open day. Around 250 people were invited to the evening event. The ribbon was cut by Katharina Lettner, our best trainee (fourth year), who passed all certifications and exams with outstanding marks.

The celebration continued with the subsequent open day. Around 1,500 visitors, including many employees, took the opportunity to tour the new group headquarters. There was also an action park where they could try out our products. A varied children's programme entranced our smaller guests.

USEFUL INFORMATION

Steel	400,000 kg
Concrete	3,000 m ³
Usable space	9,400 m ²
Workstations	320
Number of windows	485
Parking spaces	210
Plot area	26,200 m ²
Technology	46,000 m of IT cables, 48,000 m of power cables, 40,000 m of installation tubes and 1,600 sockets, 1,500 IT ports





**REBEKKA
DRESCHER
MCC EMPLOYEE**





Rebekka Drescher discovered her love of technology while still at school. After training at PALFINGER, she began to work in quality assurance at the Mounting Competence Centre (MCC) in Lengau. A dream job for the 27-year-old from Upper Austria.

The day of the handover is always the moment of truth. Regardless of the amount of cranes Rebekka Drescher and her colleagues have handed over to customers, she always sleeps a little restlessly the night before. "I'm always excited and nervous about delivery," she says. "After all, the crane should meet all of the customer's expectations." Although things have always

gone perfectly and customers have always been satisfied so far, the nerves remain. "I feel tense every time," Drescher admits. After all, every crane mounted on the designated truck in the PALFINGER MCC in Lengau over several weeks is special in its own right. All members of the team put their heart and soul into their mounting work.

Rebekka Drescher is responsible for quality assurance in the MCC. She carefully checks whether all parts meet requirements, whether the materials are OK and whether the construction plans have been followed precisely. Even if her colleagues suggest changes, she gathers the information. She also makes contact with customers. "I enjoy working with people; I love the variety," she explains.

The technician from Uttendorf first came into contact with PALFINGER while still attending school. A taster day at the

crane manufacturer's site made such an impression that she applied for a trainee position. She passed the entrance exam and began to train as a production technician. She learned how to turn and mill metal, to draw up construction plans and all about the logistics required for production. She completed her training in 2006 and specialised in quality assurance. She first worked in mounting, moving to the MCC in 2013. She knows all the PALFINGER cranes like the back of her hand and is not afraid to control even large models such as the PK 200002 L SH. "Of course I have my crane driving licence," says Drescher with a laugh. She never misses an opportunity to use the radio remote control herself. "I need a good command of all the functions to be able to explain them to customers."

When the finished crane is handed over in the MCC, the 27-year-old introduces the customer to every function. Her knowledge and skilful handling of the large devices earns her great respect even from experienced crane operators and businesspeople. And when Rebekka Drescher notices that customers are satisfied with their purchase, any remaining nerves give way to delight that the PALFINGER team has once again done an excellent job.

WHO ARE THE PEOPLE BEHIND PALFINGER CRANES?

Rebekka Drescher, MCC quality assurance

The 27-year-old comes from Uttendorf in Upper Austria. She completed her training as a production technician at PALFINGER in 2006 and has since specialised in quality assurance. She likes to spend her free time in the countryside or curled up with a book.





HYBRID PK 200002 L SH

The largest PALFINGER loader crane, the PK 200002 L SH, has been delivered to our customer Lantz in Rutesheim (Germany) with a very special feature.

This is the first crane in its class that can be powered hydraulically by means of the engine via the vehicle power take-off and using

electrohydraulics via an external power supply. The power required for electrohydraulic operation is provided by two 30 kW electric generators. This gives the customer a decisive technological advantage in that it can also be used in noise- and exhaust-sensitive areas. If the necessary power supply of 2 × 64 A is not available for the two electric generators, the customer can switch to a single-circuit system.

The crane was mounted on a specially modified Mercedes

Benz Actros five-axle 10 × 6 / 6 in our Mounting Competence Centre in Lengau. With this project, PALFINGER is once again demonstrating its prowess as a technological leader and full service provider of holistic solutions.



2 × 30 kW drive unit



Control cabinet

SOLID NEW MODELS: GREAT PRICE, GREAT STRENGTH

The SOLID series from PALFINGER is growing: The new models for five and seven metre tonnes boast an unbeatable price-performance ratio.

Load transport for road maintenance depots, in communities, gardening or stonemasonry: Simple loading tasks require not a special crane, but a simple, strong and robust device. Reliability counts.

The crane must be solid – like PALFINGER's SOLID range, which added two model series at the start of the year. Following the introduction of the first models in the 17- and 19-metre-tonne classes, cranes in the 5- and 7-metre-tonne classes are now also available. "They are cranes for simple loading tasks with a very good lifting capacity for an impressively reasonable price," summarises product manager Michael Völker. The new, lighter-class models also reflect the benefits of the SOLID series.

This overhaul of the SLD series is more than just a facelift. The new cranes have a greater lifting capacity than their predecessor models, but maintain the same dead weight. All models are equipped with an linkage system between the main boom and knuckle boom. This offers more power at the hook and thus expands the range of applications.

The conventional extension boom system with up to four hydraulic extensions offers versatility and good reach.

For the first time, a K model is available with HPLS and up to three hydraulic extension booms. The electronic boost to lifting power can be quickly engaged for heavy loads. The K model is designed in such a way that the crane boom can be easily stowed on the platform with the gripper assembled.

The SLD models can be equipped with the new HPSC-E High Performance Stability Control system. HPSC-E offers all the performance and efficiency of the HPSC top system at a very attractive price. It has a 360° HPSC stability curve and the position of the outriggers is variable based on proportional distance measurement. In the SLD 3 and SLD 5 variants, users can choose between ISC-S – the basic variant of outrigger position monitoring – and HPSC-L – 360° monitoring with predefined outrigger positions – as well as HPSC-E.



BOTH MODEL CLASSES ARE AVAILABLE IN THREE VARIANTS:

A basic, NON-CE SLD 1 variant, an SLD 3 with Paltronic overload protection and manual control, and an SLD 5 with Paltronic, E-HPLS, radio remote control and LS control valve. SLD 3 and SLD 5 can be ordered in NON-CE and CE variants. The PK 5.001 SLD 1, PK 5.001 SLD 3 and PK 5.501 SLD 5 models replace the current crane models in the 5-metre-tonne class. In the 7-metre-tonne class, the PK 7.001 SLD 1, PK 7.001 SLD 3 and PK 7.501 SLD 5 replace the predecessor models. The PK 7001 K is replaced by two new models, the PK 7.001 K SLD 3 and the PK 7.501 K SLD 5.



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Visit us!
bauma 2016
April 11–17, Munich
Open-air area North: FN 826/5

PALFINGER.COM

**LIGHTER.
STRONGER.
PK 165.002 TEC 7**

The PK 165.002 TEC 7 – conceived for 32-ton carrier vehicles – specializes in heavy loads and high outreaches. The optional monitoring of the boom extensions results in higher lifting capacities and improved stability control. Lightweight design meets high-tech control systems.



KNOWLEDGE COUNTS

This also holds true when handling PALFINGER products. The better you know the loader crane, access platform or software, the simpler it is to mount, perform a service or find a fault or error. This saves time and money. And customers appreciate this crucial added value in service and quality.

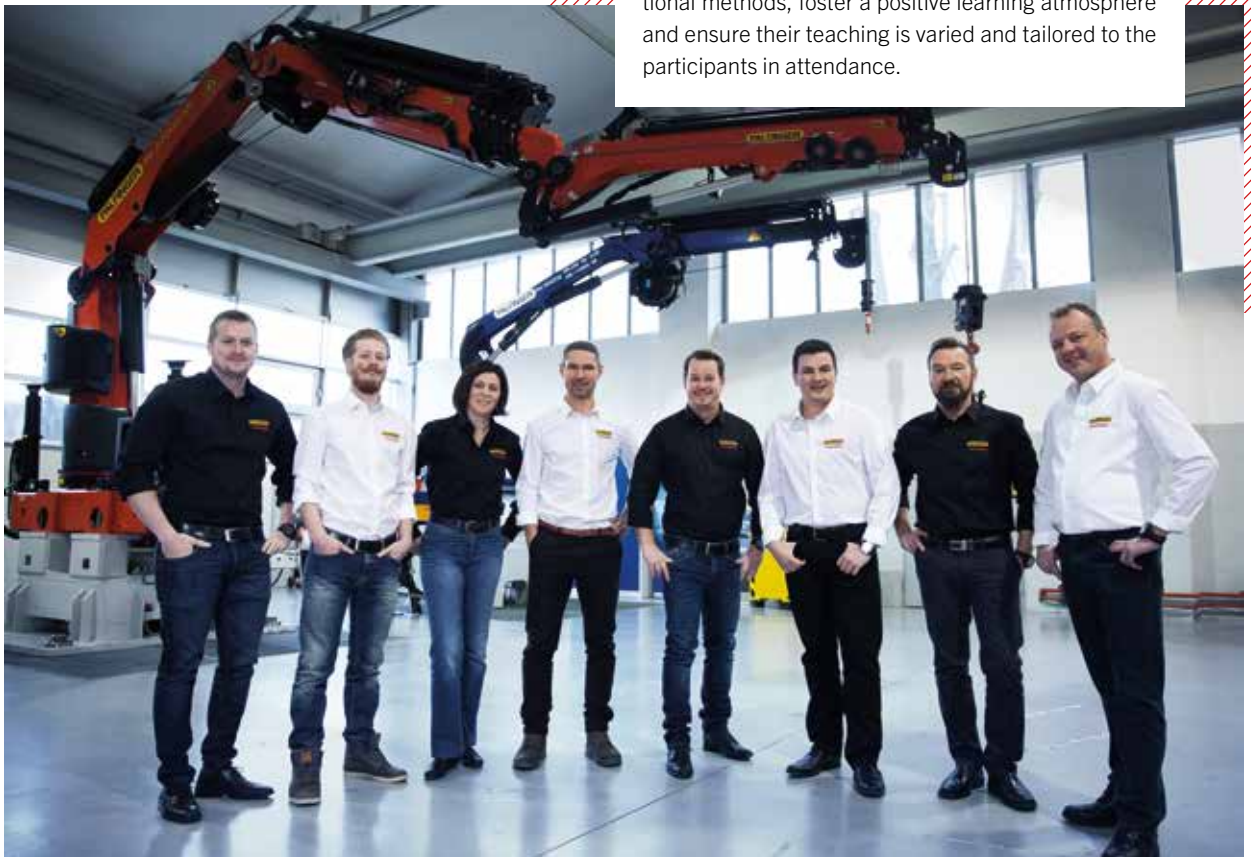
The PALFINGER training academy offers sales and service partners tailored courses in handling all PALFINGER products. The courses take place in the state-of-the-art training centre in Salzburg or directly on the dealer's premises. Long-term PALFINGER employees pass on their knowledge and experience. They know what counts when it comes to transferring expertise. Last year, 200 courses were held and around 2,000 people built up their skills in handling PALFINGER products.

In the next issue of Crane Passion, we will learn more about the whole PALFINGER training team. From the course programme to training rooms, we will not only gain some exciting insights but also get to know sales trainers Roman Strobel and Florian Kaiser. We hope you are looking forward to finding out more about this subject...

THE TEAM

The team at the PALFINGER training centre don't just know the individual products inside out – they also know what counts during mounting, handover or when providing a service.

Eight people work at the training centre. They are long-term employees and technicians at PALFINGER who, in addition to their technical expertise, also know how to transfer knowledge. They employ the latest educational methods, foster a positive learning atmosphere and ensure their teaching is varied and tailored to the participants in attendance.



From left to right: Rene Feichtenschlager, Dominik Hirscher, Roswitha Gwechenberger, Richard Fagerer, Michael Mödlhammer, Bernhard Anzinger, Markus Walkner, Andreas Mutter

RESCUE MISSIONS

Difficult operations require the best equipment: PALFINGER loader cranes aid the work of many fire brigades.

Wiener Neudorf volunteer fire brigade



Norden volunteer fire brigade



Fire brigades are called when people's lives are in danger, be it a burning house, a vehicle collision, walkers who have fallen through ice or roofs torn off by stormy weather. Not only do rescue workers require extraordinary commitment, they also have to be able to rely on their tools. Take, for example, the volunteer fire brigade in the town of Norden, East Frisia. Their new rescue vehicle is fitted with a PALFINGER PK 18502 SH crane. The crane and vehicle allow the fire brigade to quickly and safely adopt the right position to begin extinguishing the flames. They can also use the PK 18502 SH to lift heavy vehicles out of ditches or rescue people from difficult positions. Heavy loads, large reach and precise positioning: A mere trifle for the PK 18502 SH, which lifts up to 3.7 tonnes and has a maximum reach of 17.1 metres. Together with the crane, the fire engine is an all-rounder with a cable winch, a truck rescue platform, an integral power generator, a rescue boat with runners, fall protection, a plasma cutter, rapid intervention equipment, various special saws and separating equipment, supporting materials, lifting gear and gas detection technology on board. The fire brigade is perfectly prepared for emergencies.

PALFINGER partners with fire brigades in Austria, too. "The loader crane makes the swap body vehicle a real all-rounder," says Kurt Jestl of the Lower Austrian regional fire brigade, speaking from experience. Depending on requirements, it is equipped with a skip for bulk material, roll-off containers for respiratory protection or containers for hazardous chemicals. This flexibility is very important, particularly for disaster relief. Essential in every situation: the PALFINGER loader crane.



NEW: FALL PROTECTION WITH THE LOADER CRANE

PALFINGER leads the field again: For the first time, the crane can be used to provide fall protection for people.

There are situations that almost make your heart stop: craftsmen or roofers working at great heights with poor safety equipment. Previously, it was prohibited to use cranes as fall protection for people at work. But now – under certain conditions – the rules have changed. PALFINGER is the first provider to meet the requirements that enable people working at elevation to use fall protection with loader cranes. A milestone for difficult work at great heights.

The fall protection mode developed with experts from the D-A-CH-S organisation from Germany, Austria, Switzerland and South Tyrol may be used only under certain conditions. First and foremost, it may be used only if no stationary safety measures such as scaffolding or safety eyebolts are available. One of the other requirements is that the lifting capacity must be at least 600 kg across the entire area. To use this mode, the following should be considered (in addition to other measures): Two people must work on the crane – one who is secured and one who operates the crane. The fall arrester is mounted on the crane hook or the hook block; the worker to be secured wears a belt harness that attaches him or her to the fall arrester. All key requirements are listed at www.bauforumplus.eu.

If fall protection mode is activated, the crane's working speed is reduced. Only one crane movement can be performed at a time. Many automatic functions – such as the AOS (oscillation suppression system), RTC (Rope Tension Control) or P-Fold – are temporarily deactivated by the fall protection mode. This guarantees maximum safety.

PALFINGER is the only provider on the market that fulfils all the requirements for legal fall protection using a loader crane. Fall protection mode can be retrofitted on all SH and TEC 7 cranes.

Person secured



Crane operator



INDIVIDUAL SOLUTION

N E T H E R L A N D S

Wagborg Nedlift is one of the leading full service providers of logistics solutions.

In a collaboration between PALFINGER Netherlands, VGA Konstruktie and Gouda Geo-Equipment, a special vehicle was developed with a PK 27002 SH mounted on it – and it is an impressive sight. The crane is powered entirely by electrical energy. Independently of any external power source, 80-volt batteries allow the crane to be used in a flexible, environmentally friendly and efficient manner. The crane and the whole of the crawler are controlled via PALFINGER's PALcom P7 radio remote control.

A special feature is the custom set-up of the special solution. The crane was fitted with the base frame of a stationary crane, which allows the crane column to be folded backward during transport.

In the future, this new special vehicle will tap into new fields of application that were not feasible with conventional crane and truck combinations. The special combination of a crawler with an SH crane and the innovative, environmentally friendly drive mode have produced a unique solution for our customers.

N E T H E R L A N D S | N E T H E R L A N D S | N E T H E R L A N D S | N E T H E R L A N D S

PARTNERS FOR 25 YEARS

Looking back, this long partnership has been shaped by a very positive and truthful relationship of trust that has also allowed us to work together in overcoming challenging national recessions. Our partnership with T H White once again proves that it is cooperation in particular that secures long-term business success, both for PALFINGER and for our dealers. Today, after 25 years of successful collaboration, David Scott hands over the management team's agendas to his son, Alexander Scott. T H White joined with representatives of all brands to celebrate the handover and the start of a new era for T H White in the United Kingdom.

T H White has been our reliable partner in the United Kingdom for 25 years now. This successful partnership began with initial discussions back in 1990.



From left to right: Wolfgang Pilz, Alexander Scott, David Scott, Mark Rigby, Klaus Wieland, Stefan Oberleitner, Gerald Pschernig

U N I T E D K I N G D O M

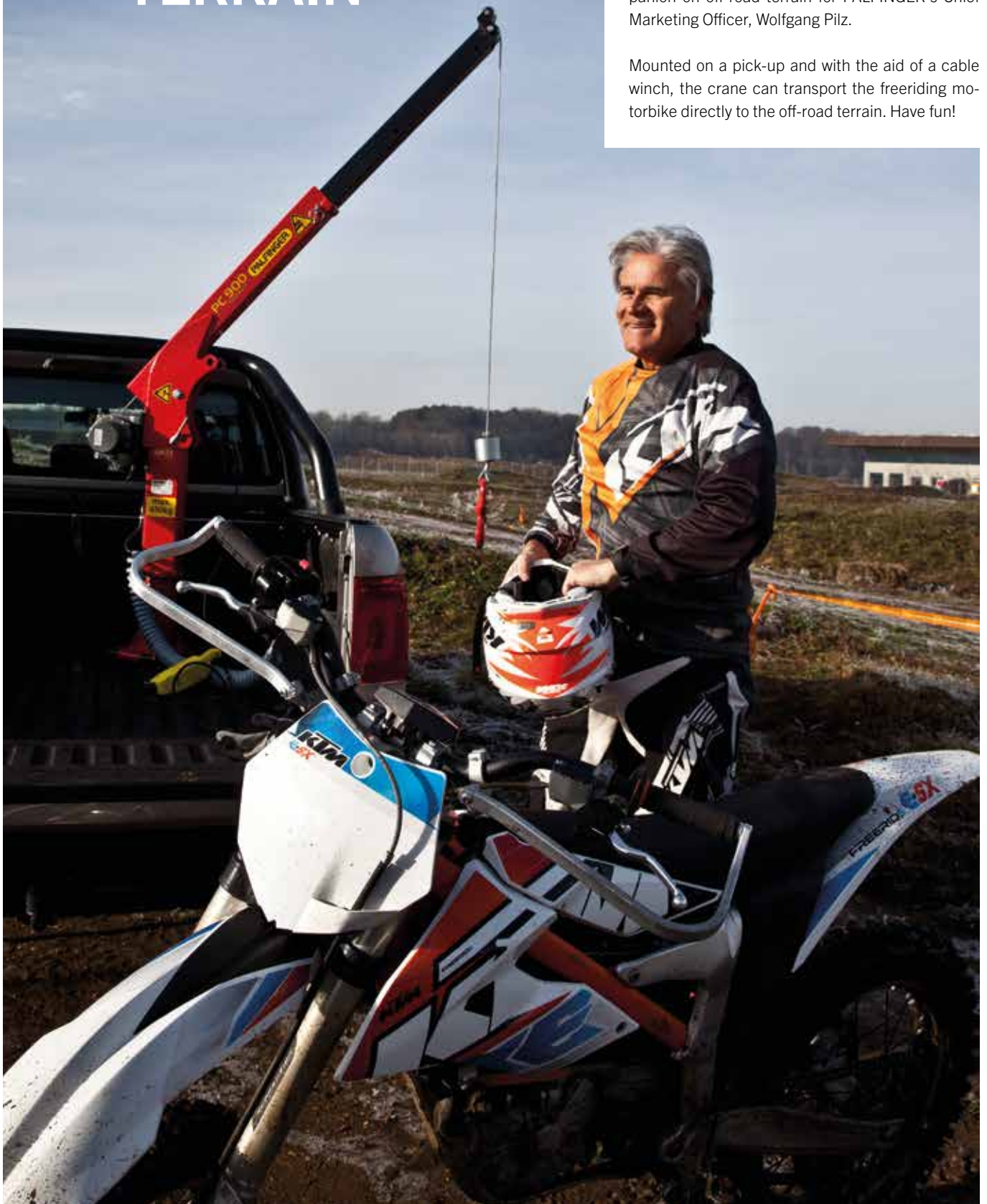
COMPANY PORTRAIT, T H WHITE:

The T H White Group was set up in 1832 as a family company in Devizes, Wiltshire, in the south of England. Its business encompasses passenger cars and commercial vehicles, construction machinery, fire protection systems and truck cranes. T H White has been mounting loader cranes since 1974 and has been a PALFINGER partner since 1990. The company has also gained an impressive reputation for services such as a 24-hour service and overnight deliveries of replacement parts. The sales team has its own workshop with over 20 mounting and service platforms.

OFF-ROAD TERRAIN

The PALFINGER Mounting Competence Centre (MCC) in Lengau has converted an all-rounder from the compact crane range, the PC 900, into a companion on off-road terrain for PALFINGER's Chief Marketing Officer, Wolfgang Pilz.

Mounted on a pick-up and with the aid of a cable winch, the crane can transport the freeriding motorbike directly to the off-road terrain. Have fun!



UNIQUE CRANES

With Japan's unique urban landscape, construction work often occurs along narrow stretches of road within crowded residential areas. Due to these weight and size restrictions, few crane providers in the market are able to provide a lifting solution that satisfies the needs of the Japanese market.

However, at PALFINGER Asia Pacific (PAP), our customers are always our top priority, and we are always ready to rise to the challenge and to provide solutions to our customers, even when others cannot.

J A P A N



With the unique demands of the Japanese market, Maruma has worked closely with PAP to bring the PK 2900 truck-mounted crane to our Japanese customer. The PK 2900 crane can be safely installed on smaller trucks that weigh less than 6 tonnes. Currently, the PK 2900 has already been installed on the tipping truck and it will be put to use in the collection of metal scrap and industrial waste.

J A P A N | J A P A N | J A P A N | J A P A N | J A P A N | J A P A N

N O R T H A M E R I C A

Eikenhout began in 1894 as a small, family-owned, roofing supply company in Grand Rapids, Michigan. With roofing supplies as the core of its business for 121 years, Eikenhout has grown into a distributor of exterior building materials with seven branches across Michigan.

For nearly 25 years, the good reach of a telescopic boom handler delivered Eikenhout's materials, but occasionally jobs were jeopardised. Erik Brooks, Vice President of Operations, reflects, "In an effort to make sure that we didn't lose jobs, we began to talk about different ways to deliver shingles, since roofing is the larger part of our business." As a result, Eikenhout inves-

ted in truck-mounted cranes to expand its fleet, add versatility to its delivery service and make its business more attractive. Its fleet now includes a larger PALFINGER knuckle boom crane equipped with a fly-jib and a conveyor alternative – the PW 310 crane. "With a bigger crane, we have gained jobs, like three-storey apartment buildings, that we otherwise would not have been able to complete," comments Brooks. Eikenhout's first certified crane operator, Jason, shared his operating experience. "Every job site presents a new challenge," explains Jason, "The Continuous Rotation System is a huge advantage because I can easily deliver shingles in tight spaces or when there are obstacles, while the jib adds extra reach." He also likes that he can run multiple functions at once with precision and control. "With other cranes, I could not boom out, rotate and lift at the same time without the crane slowing down. PALFINGER cranes are faster and smoother – very impressive machines!"



EIKENHOUT
COMMITTED TO QUALITY

N O R T H A M E R I C A | N O R T H A M E R I C A | N O R T H A M E R I C A

MINING PACKAGE

B R A Z I L



At the end of last year, PALFINGER completed development of a mining package designed exclusively for Vale, one of the world's largest companies in the mining sec-

tor. The main aim of the project was to expand loader cranes to include electronic solutions designed to prevent operational errors with the risk of accidents.

"We are known for our ability to create innovations and solutions. We were therefore invited to discuss problems and work together on a solution. This shows just how much the customer trusts our employees, our technology and our quality," adds Silvio Gatelli, head of the Loader Cranes business unit in Brazil.

"It is a truly innovative product, and we will concentrate our advertising measures on areas in which Vale's presence is particularly strong," Silvio continues. The mining package was presented at the M&T trade fair in São Paulo.

NEW PARTNER

T U R K E Y

The Republic of Turkey spans over 780,000 square kilometres and has over 77 million residents. With a GDP of more than USD 850 billion, Turkey is a very important market for PALFINGER. The competitive environment is shaped by a large number of local manufacturers. Successfully launching PALFINGER and its premium products required a particularly experienced partner who was well-established on the market.

We were therefore very pleased when, on 7 May 2015, our collaboration with ENKA PAZARLAMA was officially announced at Komatek, Turkey's largest construction machinery trade fair. ENKA PAZARLAMA is a highly diversified commercial representative that has established many premium brands on the Turkish market, including Hitachi, Tadano Faun, Schmitz Cargobull and Class. Founded in 1972, the company has been the Turkish construction industry's most trusted partner for more than 30 years.

Based in Istanbul, the company has an extensive sales and service network. Its own branches and over 200 sub-partners ensure intensive and reliable market development and promising customer loyalty. ENKA will primarily serve as a partner for loader cranes, hooklifts and Epsilon timber and recycling cranes.

We look forward to successful collaboration with our Turkish friends and welcome them to the PALFINGER family!



From left to right: at the PALFINGER presentation – Komatek 2015 – in Ankara: Bülent Erdem, Klaus Wieland, Abdullah Kilinc, Arda Doganay

CLEAR VIEW

GERMANY

Replacing a 450-kilogramme pane of glass in Frankfurt's "Main Triangel": PALFINGER cranes and an access platform were recently used to replace a pane of glass in the roof of the "Main Triangel" atrium at a height of 38 metres from inside the imposing structure. This removed the need to close the area in front of the building to traffic. A PK 200002 L SH, PK 78002 SH and the WT 530 access platform were used.

The imposing atrium roof is covered with huge panes of glass measuring 3.6 × 2.4 metres. The first time a pane broke, all traffic had to be stopped for a week on the road in front of the "Main Triangel". When it came to replacing a pane of glass this time, it was hoped that such a situation could be avoided.

The work was carried out from inside the atrium itself. The truck carried the assembly crane inside the building on heavy steel plates. Another PALFINGER crane, a PK 78002 SH, brought in the new pane. At the same time, the façade climbers began removing the old pane on the roof. The automatic suction device installed on the crane boom tip firmly gripped the glass surface and the hydraulic extension booms lifted the defective glass by 20 centimetres. At the same time, a

PALFINGER WT 530 access platform allowed the crane operator to precisely control the crane at a height of 38 metres.

"Precision and care were crucial to this job. Even the tiniest wrong movement could have cracked the new glass. We completed the task quickly and at a reasonable cost, showing the property's manager that working from the inside out with cutting-edge PALFINGER technology was the right choice," says professional operator Horst Gruber. Now, visitors to the "Main Triangel" can once again enjoy an unrestricted view of the sky.



GROWING TOGETHER

ASIA PACIFIC



PALFINGER Asia Pacific held its half-yearly sales conference in Bali, Indonesia. Entitled "Growing Together", the event aimed to encourage closer collaboration between PALFINGER Asia Pacific and the sales companies in the Asia Pacific region, improve communication and intensify the exchange of knowledge.

The conference, which saw the presentation of a range of products, was a good opportunity for dealers to see PALFINGER's many products for themselves, including the new PK 17.001 SLD crane with knuckle boom.

"We made a promise to our partners: We offer quality and innovation – together, we will work to achieve success," says Johann Königshofer.





PALFINGER TV

The PALFINGER world is varied and packed with stories about people, products and unusual applications. To mark BAUMA 2016, Andrea Jacobs has become the first person to hunt down and present these stories in short YouTube videos. In “Andrea gets things moving”, our roving reporter will train the spotlight on products, news, background stories, customers, experts and employees. Andrea has been working in the PALFINGER plant tours team for many years, and networking within the group and with our customers has provided her with first-hand insights. Born in South Africa, she is incredibly communicative and loves to tell exciting, informative and emotional stories. She gets to the heart of the matter – and puts it in the picture. All of her YouTube videos featuring the stories are available at www.youtube.com/palfinger. Stay tuned!

SCALE 1:50

At a scale of 1:50, PALFINGER's largest loader crane – the PK 200002L SH – is the latest addition to the miniature model family.

The new model was developed and designed in die-cast zinc with attention to detail and unequalled precision. From its appearance to its functions and operating methods, the loader crane has

been replicated to scale. For example, the eightfold extension boom system and sevenfold fly-jib are telescopic. The tiltable fourfold stabiliser system and additional front and rear support have been transferred to a smaller scale, as have the accurately detailed lettering and arrangement of hydraulic elements or rope systems of course.

Our crane models are available from selected specialist retailers. This year, you can find our shop at BAUMA in Munich and at the IAA in Hanover.



