

PASSION

PALFINGER CRANE MAGAZINE

14

EFFICIENT
POWER PACK
DPS-C

INNOVATIVE
PALFINGER
BRAND WORLD

RELIABLE
THE NEW
SLD CRANES

SALES & TECHNOLOGY
TRAINING



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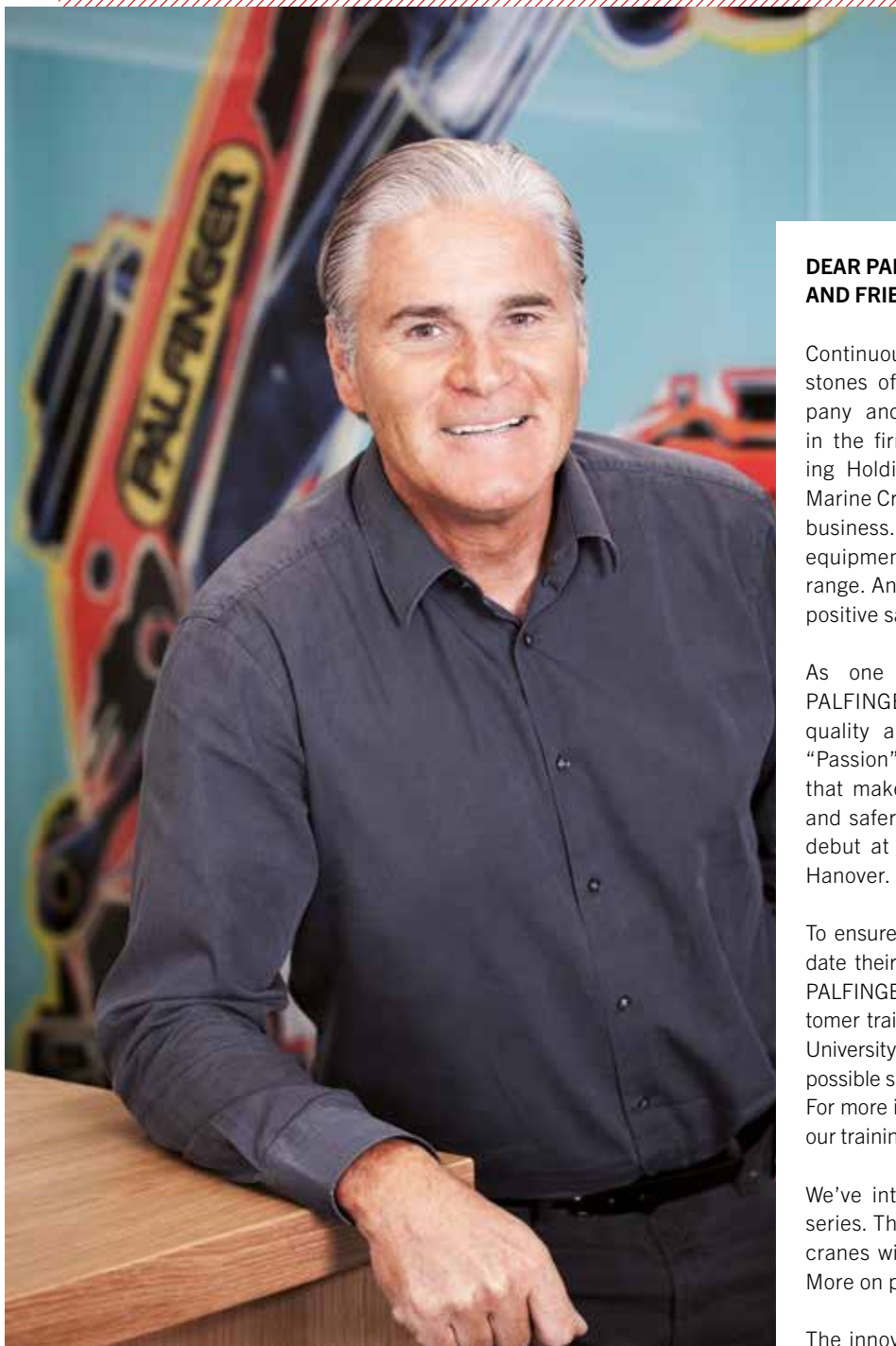
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EDITORIAL

DEAR PARTNERS AND FRIENDS OF PALFINGER!

Continuous development is one of the key cornerstones of success. That applies to both our company and our products. The biggest acquisition in the firm's history – Norwegian company Harding Holding AS – has significantly expanded our Marine Cranes operation, one of the mainstays of our business. Harding is a specialist in maritime rescue equipment and is the perfect addition to our crane range. And the first half of this year has yielded very positive sales and results.

As one of the leading crane manufacturers, PALFINGER is quite rightly synonymous with top quality and innovative prowess. In this issue of "Passion", we present a host of new developments that make our cranes even more efficient, simpler and safer for users. Our innovations will make their debut at September's IAA Commercial Vehicles in Hanover.

To ensure our dealers can quickly and efficiently update their knowledge of the new cranes emerging at PALFINGER on a daily basis, we've expanded our customer training in a big way with PAL-U – PALFINGER University. We aim to provide our dealers with the best possible support both technically and in terms of sales. For more information on PAL-U and the people behind our training, see page 6.

We've introduced some new models in our SOLID series. The series is synonymous with simple, robust cranes with an impressive price-performance ratio. More on page 10.

The innovative DPS-C system adds a whole new dimension to our cranes in terms of increased lifting power. Where DPS-C really comes into its own is in steep working positions and with the extension boom and fly-jib fully extended. See what the new system has in store on page 11.

In this issue, we also take a look at the making of the new PALFINGER image video, which shows how colourful and multifaceted our brand really is. A picture paints a thousand words. Feel the passion behind our daily efforts to go on enhancing our products!

Wolfgang Pilz (CMO)

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CONSTRUCTION SIMULATOR 2

astragon Entertainment GmbH is currently developing the new Construction Simulator 2 for iPhone®, iPad® and Android™ smartphones and tablets. And now it has a PK 27002 SH crane!

Construction Simulator 2 includes a fully functioning, faithful reproduction of the PK 27002 SH, with a maximum reach of 29.4 m, 25.5 metre tonnes of lifting torque and maximum lifting power of 9,300 kg.

Gamers can now safely deliver large loads and construction materials in immaculate condition and unload them at the place of use without a hitch.

Tim Schmitz, Head of Products at astragon Entertainment GmbH: "Thanks to our alliance with PALFINGER, we now have another powerful partner for Construction Simulator 2, which is great news for us and for fans of the app."

Hannes Hemetsberger, Head of Brand Management at PALFINGER AG: "We're delighted our fans can now use our products in the digital world as well, and we see Construction Simulator 2 as the ideal platform for building our brand with gaming enthusiasts."



OUTSTANDING

Once again, PALFINGER has been named as Best Brand in the Truck Loader Crane Supplier category this year.

Readers of "trans aktuell", "lastauto omnibus" and "Fernfahrer" were asked for their views on company image in the sector as well as products and services in the commercial vehicle industry across 23 categories – from gears and tyres to retarders and brakes, trailers and cooling units. It's probably one of the largest market studies ever conducted in the sector and gives an insight into product marketing, positioning and service. Media coverage, reviews, and of course, innovations shape opinions and ratings.

Our sincere thanks to all who took part in the survey and obviously, to those who voted for PALFINGER as the best truck loader crane brand.



TRAINING

PALFINGER University – PAL-U for short – is a direct route to dealer knowledge on technical innovations and enhancements. This enables salespeople to provide more sound advice in sales situations and makes things even more efficient for service and assembly technicians.

What kind of work does your business use cranes for? What lifting power do you need in your application area? Which crane functions are particularly important to you? In discussions with customers, it's often the simple questions that are hardest to answer. So accurate needs analysis is a key component of the new sales training that PALFINGER started running for dealers early this year. Ultimately, a sales discussion is about pinning down the best crane model for the end customer in terms of technical features and cost-effectiveness. Roman Strobl, Head of Sales Training, is convinced that "Sound knowledge based on theory and practice is a prerequisite for focusing on user benefit in discussions with customers." Feedback from practice helps PALFINGER improve its understanding of customer needs and pass them on to the developers. A well-trained salesperson knows that this is an important source of both minor improvements and major innovations.

PALFINGER places great importance on customer training. Your knowledge of products and product details is key to user satisfaction. The PALFINGER PAL-U training academy offers a wide range of technical and sales courses enabling you to provide end customers with the best possible advice and guidance. The better you know the crane and its technology and software, the simpler it is to mount, service or troubleshoot. And that saves time and money.

It's the combination of practical work with extensive PALFINGER knowledge that participants on the PALFINGER University courses get the most from. Since early 2016, we've been offering sales training in addition to our technical courses. Currently we're running sales courses for the crane segment. Next year, we'll be expanding into other PALFINGER product areas. The training is geared towards PALFINGER importers and dealers worldwide. "PALFINGER is an incredibly innovative company," explains Michael Mödlhammer, Head of PAL-U. PALFINGER know-how – and added customer value in terms of cost-effectiveness, safety and service – is increasing by the day. It's challenging for dealers and service technicians

to stay abreast of everything given the amount of information and the number of innovations involved.

It's crucial to be able to obtain information quickly, as you can't retain it all over time. So salespeople practice finding answers to specific customer questions on the extranet in a matter of seconds. On top of the theory, there's a lot of practical training. "All our training involves cranes," says Strobl – whether the course is at the PALFINGER training centre in Kasern, a customer site, or a conference hotel. E-learning is also an important element of PAL-U courses, and we're constantly expanding our offering.

An online test and e-learning platform guarantee that

Continued on page 8 ›



TECHNOLOGY





THE TRAINING TEAM

Top, from left to right: Dominik Hirscher, Roswitha Gwechenberger, Alois Angermann, Florian Kaiser, Roman Strobl

Bottom, from left to right: Bernhard Anzinger, Rene Feichtenschlager, Richard Fagerer, Markus Walkner,
Michael Mödlhammer, Andreas Mutter



course participants are right up to date with their knowledge, and we offer both beginners' and advanced training. After a final test, graduates receive a PAL-U certificate.

PALFINGER's state-of-the-art training centre in Salzburg Kasern has five seminar rooms, a demo centre and a training bay, providing the optimum training environment. Participants can try out cranes and perform practical hydraulics work at the demo centre. The training bay is proving successful for technical breakout sessions. This is where participants change cylinders, program the stability control system or hone their diagnostics software skills. "We're able to work with a wide range of PALFINGER products and address personal questions – something our trainees really appreciate," explains Mödlhammer from experience.

PALFINGER first started offering training for service crew and dealers in the 1990s. "Technical developments and internationalisation meant that we couldn't manage without targeted knowledge transfer any longer," recalls Balthasar Gwechenberger, who became the company's first full-time PALFINGER trainer in 1994. To some extent, training became quality assurance. Today PAL-U has eleven trainers – two for sales and nine for technical courses – all of whom are experts with years of PALFINGER experience and skilled at sharing knowledge as well as customer feedback.

China, Brazil, Russia, Saudi Arabia, New Zealand and Israel: Gwechenberger has trained PALFINGER partners in some 130 countries over the years. And often in unusual circumstances – like scorching desert sun! Flexibility is all part of the job, including when it comes to technology. In the 1990s, not every workshop had an overhead projector for the course slides, and the age of laptops and LCD projectors still had its problems. Today, all the information on PALFINGER products is available online around the clock, which makes life easier for our trainers, whether they're running a course at the training centre or at customer premises. And technicians and dealers around the globe can access the extranet at any time if they need to check something. Ultimately, knowledge is the cornerstone of customer satisfaction.

FACTS AND FIGURES:

USEFUL INFORMATION ABOUT OUR TEAM OF TECHNICAL TRAINERS:

470	training days per year
2,300	trainees per year
11	trainers
32	e-learning courses
5	platform languages

KEY FIGURES SINCE SALES TRAINING KICK-OFF IN JANUARY 2016:

17	training courses
34	training days
165	sales staff trained

EIGHT NEW MODELS FOR THE SOLID SERIES

PK 8.501 SLD 1 / PK 9.001 SLD 3
PK 8.501 SLD 3 / PK 9.501 SLD 5
PK 11.001 SLD 1 / PK 12.001 SLD 3
PK 11.001 SLD 3 / PK 12.501 SLD 5

Load transport for road maintenance depots or municipal applications: simple loading tasks require not a special crane, but simple, strong, robust equipment. Reliability counts. The crane must be solid – like PALFINGER's SOLID range. In terms of the technology, the SLD crane series emphasises a proven high level of quality while its positioning promises an optimum price-performance ratio. The right attachment turns the crane into a multi-functional machine.

The introduction of the new models means that PALFINGER now supplies a complete SOLID series from 5 to 12 mt. Combined with our series overhaul, it's more than just a facelift. The new cranes have a greater lifting capacity than their predecessor models but with the same dead weight.

All models are equipped with an linkage system between the main boom and knuckle boom that creates more power on the hook, thus expanding the range of application. The conventional extension boom system with up to four hydraulic extensions ensures a wide range of applications and good reach.

In addition, SOLID models have CDP (cathodic dip painting) long-term surface protection, a treatment that historically has only been the norm in the automotive industry: the components are blast-hardened with cut wire pellets, electrostatically treated with a zinc phosphate CDP coating in the dip process, and finished with a two-component surface lacquer.

The High Speed Extension that comes as standard on PALFINGER cranes increases the boom system extension speed by up to 30 percent. The return oil utilisation system uses a load holding valve to divert the oil from the piston rod end to the pressure line instead of the tank. The resulting oil flow increase ramps up the extension speed.



THREE EQUIPMENT VERSIONS

The PK 9.001 SLD 3 and PK 12.001 SLD 3 are manually controlled cranes with Paltronic and a hydraulic HPLS solution for use in non-CE markets.

The PK 8.501 SLD 1 and PK 11.001 SLD 1 are the non-CE entry-level models; the basic version is designed without overload protection. Optional electro-hydraulic overload protection and top seat control are available separately.

The basic versions of the PK 8.501 SLD 3 and PK 11.001 SLD 3 are supplied with Paltronic overload protection and manual control. An optional 1.5 t cable winch on the knuckle boom is available separately.

Of the three SOLID models, the PK 9.501 SLD 5 and PK 12.501 SLD 5 are top-of-the-range, supplied with Paltronic, E-HPLS, remote control and a load-sensing control valve. E-HPLS reduces the crane's working speed where required, increasing lifting power at the same time.

SLD 3 and SLD 5 models are available in non-CE and CE versions.

SOLID models can be fitted with the new HPSC-E high performance stability control system and 180° tiltable hydraulic stabiliser rams.



DPS-C

THE POWER PACK

DPS-C opens up a new dimension: length measurement systems on the crane's extension booms and fly-jib for maximum lifting power in any position.

DPS-C stands for "Dual Power System Continuous". What's novel about it is the fact it records the extension boom position on the crane and fly-jib, whereas

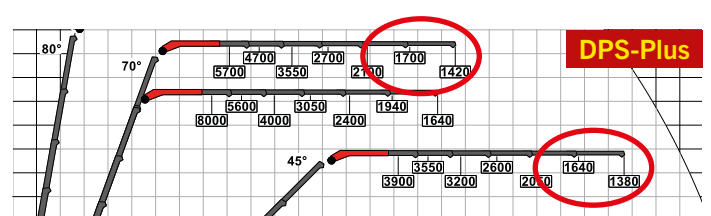
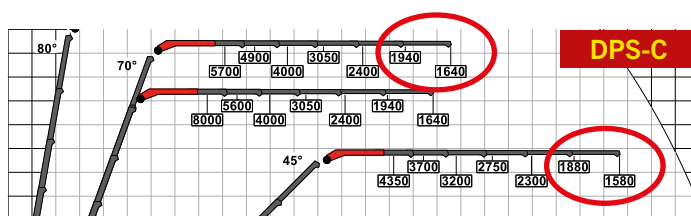
DPS-Plus monitored the crane extension boom only. The new system now logs both the crane and the jib.

By continuously monitoring the extension booms, DPS-C knows exactly where the load is and can adjust the pressure accordingly. This means that the previous two-stage lifting capacity setting, as used on DPS-Plus, is now variable. It limits the weakest point and increases all other positions individually. And not just on the crane, but on the fly-jib as well. This provides the maximum possible crane and fly-jib capacity in any position, even when the fly-jib extension booms are fully extended. In combination with variable extension boom length measurement, that really is a winning formula.

In the steep 60 to 70° working positions that are so important in fly-jib use, DPS-C gets full marks when the last extension boom on the crane is fully extended. This innovative system increases lifting power by up to 15 percent. Where this really pays dividends is with heavy loads that require not only height but also need lifting way inside a building or over the top. DPS-C makes it so much easier to position a cooling unit or distribution station on a roof. DPS-C combines power and reach, increasing crane capacity to such a large extent that it can match the performance of far more powerful models. Equipped with DPS-C, the PK 165.002 TEC7 can compete with 200 metre tonne models any day of the week. And with a lower dead weight than many 150 metre tonne machines.

The new system is currently available for the two largest models in the new series, the PK 165.002 TEC 7 and PK 200002 L SH.

DPS-C ILLUSTRATED ON THE PK 165.002 TEC 7



THE PALFINGER EXPERIENCE

PALFINGER AG is expanding
– our premises in Lengau
will soon see the addition
of “Brand World”. The extra
building will provide the
space for a delivery bay and
exhibition area.

The aim: to give dealers, business partners and customers a closer understanding of the company

and the brand in spectacular form. Customer relationships are a PALFINGER priority, and the construction of Brand World aims to strengthen them.

The PALFINGER brand represents Lifetime Excellence. From spring 2017 when the building is finished, visitors will be able to discover for themselves how the company puts this promise into practice along with its brand values – cost-effectiveness, reliability and innovation. Individual products and business areas will be showcased on the virtual stage, bringing the brand to life. So Brand World will complement our existing factory tours at the production plants perfectly.

Visitors will be given a personal guided PALtour of the 830 m² site over three floors. The tour starts with the highlight of Brand World, presenting the various application areas for PALFINGER’s extensive product portfolio from a

new perspective using animations, for a tangible experience of the pioneering spirit and passion of the brand.

Another section of Brand World will focus on PALFINGER employees as the firm’s critical success factor. Visitors will gain an insight into the global company’s breadth of occupations as well as its values.

At the end of the tour, visitors will be able to explore Brand World at their leisure. Alongside “tempting theme bites” there will be exhibits showcasing PALFINGER’s core skills.

The new handover and delivery centre for complete PALFINGER vehicles from the MCC assembled at the factory will also be an integral part of Brand World. This will be the ideal training environment for visitors to learn how to operate newly acquired products. The multifunctional building also provides enough space for future events.

We’ll be taking bookings for Brand World tours from April 2017. We look forward to seeing you.



To see how construction is progressing, visit:
<http://baudoku.1000eyes.de/cam/palfinger/00408CE8C0D0>



The new image video immerses viewers in the fascinating world of PALFINGER and paints a passionate picture of how we work on innovative lifting solutions.



Rio de Janeiro, New York, Moscow, Singapore, Rudong and Munich: just a few of the locations visited by the film crew to capture PALFINGER products at work all over the world for the image video. There are some spectacular images from the world of PALFINGER: a PK 200002 L SH lifting heavy materials into a high building on 5th Avenue, a forestry worker loading huge tree trunks onto his truck with a forestry and recycling crane, and a crane gently lowering a large powerboat into the water in Rio de Janeiro. Every clip gives a real sense of the energy that PALFINGER pours into working on lifting solutions.

Preparations for the biggest film project in PALFINGER's history have taken almost a year. We had to find suitable locations and obtain filming permits, as well as checking with partners whether the cranes were available for filming. The goal was to present our international company with headquarters in Salzburg and our products in a topical, exciting way. The products and their users are the film's heroes – the applications demonstrate how innovation, reliability and efficiency make our customers' work easier.

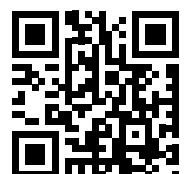
The partners we chose for the project have also been highly committed and supportive. One such example is Pinchas Leitner from Lifting Solutions Boom Service, an enthusiastic PALFINGER customer in New York, who sought out the most spectacular set locations for his PK 200002 L SH – including Brooklyn Bridge itself – to help PALFINGER out with the filming.

In China, we shot in Rudong where PALFINGER opened a factory last year. In the film, our joint venture with Chinese firm Sany Group is an example of how much importance PALFINGER places on local value creation at our regional plants.

Images from the Lengau factory round off the video, and here, too, PALFINGER's day-to-day passion in meeting exacting quality standards is brought to life in every sequence.

www.youtube.com/user/PALFINGERAG

THE MAKING OF OUR NEW IMAGE VIDEO



Florian Kaiser joined PALFINGER as an apprentice. Since January 2016, he's been working in Sales Training, as he wants to share his enthusiasm for PALFINGER cranes.

Florian Kaiser has landed his dream job: the chatty 27-year-old is a PALFINGER trainer – he trains dealers so that they can provide customers with the best possible support in choosing products. His goal: “There’s a vast amount of knowledge available at PALFINGER. I want to share that with customers.” It’s easy to see how fired up he is about his subject. Born and bred in Upper Austria, he’s adamant that accurate knowledge of cranes and their strengths are the key success factors in communicating with customers on an equal footing and understanding their needs and issues. Kaiser’s passion for cranes was kindled at PALFINGER twelve years ago. As a teenager in 2004, he embarked on a production engineering apprenticeship at the Lengau factory. Having passed his exam, he worked in crane assembly for two years. “I worked on everything from base assembly to the boom system,” he recalls. He progressed into product management, dealing with pre-production, handling prototypes, developing price lists and sharing information with dealers. “Interfacing with different groups of people is incredibly stimulat-

ing,” says Kaiser. But his true passion emerged with the “Sales Training 2018” project. PALFINGER wanted to systematise and professionalise its sales training. The task was tailor-made for Kaiser. “For me at least, lifelong learning is all part of the job,” affirms the 27-year-old. He’s keen to pass on his love of learning and his passion for PALFINGER cranes to others through training. At the start of this year, Kaiser moved to the Sales Training department full-time.

“I find it incredibly interesting how dealers put their argumentation together. It gives me a lot of insight into customer needs,” he explains. New perspectives provide momentum for further improvements to PALFINGER products. And in turn, trainees benefit from his knowledge. To make sure he knew his subject inside out, Kaiser got his HGV and crane licences, which means he can also run practical equipment training. He’s forever in the demo centre making the most of the opportunity to get to know the equipment and the latest features. He has set himself one primary goal for the next few years: “I really want to get sales training up and running, and bring all the dealers up to the same level of knowledge.” He’d like to package the knowledge emerging at PALFINGER on a daily basis in a way that users can benefit from it.

WHO ARE THE PEOPLE BEHIND PALFINGER CRANES?

Florian Kaiser, PAL-U employee

The 27-year-old from Upper Austria began his career at PALFINGER in 2004 as a production engineering apprentice. After two years in assembly, he switched to product management, where developing sales training became one of his responsibilities. Since 1 January 2016, he has been co-managing the PALFINGER Sales Training department. In his free time, Kaiser is a sports enthusiast. He takes part in triathlons, climbs, skis and rides a motorbike.



AN AUDIENCE WITH THE KAISER*



* KAISER means
EMPEROR in English



SAFETY HEAD PROTECTION

Your head is one of the most sensitive parts of your body – even minor accidents can have serious consequences. Protecting your head with a well-adapted, functional helmet is both sensible and comfortable.

Hazards often lurk on building sites. Effective head protection is especially important when working at height and using cranes. This is why legislation stipulates that helmets must always be worn on building sites. But not just any helmet: your head protection will only be comfortable if it's a perfect fit.

What should you look for when choosing head protection gear? Fit is important: the helmet mustn't slip. It should fit firmly but comfortably on your head. If it's too loose, it's dangerous – it could fall off, and won't provide reliable protection.

To ensure your head is safe, the helmet must provide good protection against side and rear impacts. At the same time, it should have a wide field of vision so you can work without sight restrictions. Integrated ear and eye protection make head protection more comfortable and easier to use. The accessory – such as a visor or ear defenders – should attach directly to the helmet so it's there whenever you need it. Modern helmets also have built-in communications, e.g. radio. Effective helmet ventilation isn't just important in summer. A helmet shouldn't make you sweat. When you're choosing head protection, look for an interchangeable lining. Any area that comes into contact with skin should be regularly changed for hygiene purposes. Paying attention to these details when buying a helmet pays dividends in terms of reliability and comfort.



Three PK 92002 SHs and a PK 65002 SH

SAFE AND COMFORTABLE

PALFINGER Merchandising supplies a helmet that combines perfect protection with maximum comfort and cutting-edge design: the Protos, made by Austrian firm Pfanner. It has an unrestricted field of vision and protects against vertical and horizontal impacts. Its 20 size settings and patented quick-release neck shell ensure an ideal fit. It has an adjustable airflow between the inner and outer shells. Top quality is worth every penny where head protection is concerned.

ALL GOOD THINGS COME IN FOURS

Schmidbauer has just ordered four new PALFINGER loader cranes for a number of the firm's sites – three from the PK 92002 SH series and one from the PK 65002 SH series.



Werner Schmidbauer, MD

Schmidbauer is a skilled, reliable partner when it comes to supplying crane technology and associated equipment, special transport and demanding assemblies along with the required project implementation expertise.

The new loader cranes will expand the fleet at four of Schmidbauer's 20-plus locations: Nuremberg, Oberndorf, Munich and at Fricke-Schmidbauer in Braunschweig. Hermann Setzmüller, Head of Purchasing at Schmidbauer & Co. KG, explains the reasons behind the procurement of the new cranes. "For years now, we've been in constant need of loader cranes that can be used anywhere. Customers frequently ask us for this type of crane, whether for roof installation, assembling pre-fabricated building elements or construction site equipment. Now that we've acquired these new cranes, we can offer our customers the latest equipment with the highest level of technology."

Werner Schmidbauer, Schmidbauer Group MD: "We opted for the PALFINGER vehicle concept for a number of reasons. The products are safe and high quality with an outstanding price-performance ratio. As a medium-sized company, PALFINGER's partnership-oriented approach plays a big role as well. Effective cooperation between everyone involved means that we now have an excellent product version with real added value for our customers."





A PARTNER FOR ALL YOUR APPLICATIONS

Innovative complete solutions are PALFINGER's trademark. And that applies to our Equipment business, too, which is split into crane attachments, mounting accessories and parts for special applications.

So that everything runs efficiently and safely for the applications concerned, you need the right crane attachments on the boom tip. When everything is fully compatible, work is faster and tidier. So PALFINGER not only retains a constant focus on developing its cranes but is always thinking about innovative accessories and complete solutions.

For instance, when developing the specification for the new brick and block crane, we also took into account the brick stack grabs, because the two are practically inseparable. PALFINGER didn't stop at making the working speed of the attachment perfectly compatible with the crane; we also added more operational safety features: PALFINGER is the only manufacturer to provide an integrated acknowledge button on the grip of the control lever. This prevents unintentional opening of the brick stack grab.

Our mounting equipment has some new features too. Working with our in-house MCC (Mounting Competence Center) means that we come up with solutions focused not just on the crane but on the whole vehicle. So, for example, we developed vehicle-specific front stabiliser construction kits for use with large crane installations, to make it easier to mount the crane on the vehicle and cut the time it takes. From a customer perspective this makes mounting – and therefore the whole system – cheaper and more efficient.

PALFINGER is an all-round applications partner, based on the host of accessories we make for cranes ranging from compact models to the large PK 200002 SH. Whether it's grabs, augers, workman baskets, auxiliary stabilisers, toolboxes, mudguards or brick stack grabs, PALFINGER applies the same quality benchmarks to its accessories as it does to its cranes. We only work with reputable manufacturers who meet our high quality standards. "We're convinced that only a complete package is good enough for our customers' long-term success," is our product management motto. That's why PALFINGER supplies everything from a single source.

WORKMAN BASKET

NEW TECHNOLOGY AT AN ATTRACTIVE PRICE

PALFINGER has expanded its series of workman baskets for SH and TEC cranes: the innovative technology and optimum price-performance ratio of the new basket is impressive.

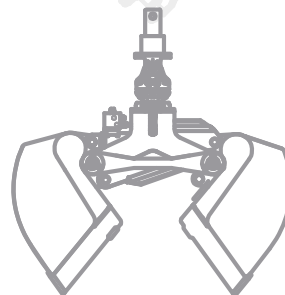
A well-designed workman basket turns a crane into a fully fledged access platform, and naturally, all the parts meet the safety requirements of EN 280, the Austrian standard for mobile elevating work platforms. For years, PALFINGER has been the only provider on the market that supplies the crane and workman basket as a complete system that complies with the standard. Now we're taking things to the next level: instead of the usual hydraulic drive, PALFINGER is using innovative valve technology to keep the workman basket horizontal and prevent it from swinging. The basket position is electronically monitored. This innovative system, which PALFINGER is in the process of patenting, saves space and is also considerably cheaper.

And the developers made a great job of it: the basket design is impressively up-to-date. Because its dead weight is lower, the combined crane and workman basket reach is higher – another compelling argument where operational efficiency and cost-effectiveness are concerned. The new design allows maximum use of the floor area of around one square metre – large enough for two people to work standing on the basket.



The new workman basket is designed for PALFINGER SH and TEC cranes and supplements our existing basket series. The attractive price-performance ratio makes this the perfect entry-level model for maintenance and assembly work.

EN 280 approval of the vehicle is swift and straightforward, as the certificate for the crane-basket combination is issued by the factory along with the equipment, offering users a guaranteed standardised PALFINGER solution.



JAPAN



One of our closest partners in Japan, Maruma Technica Co. Ltd., recently conducted a handover ceremony for Jomo Shigen Co. Ltd., a company that specialises in both Recycling & Waste Management, and Excavation & Wrecking. Jomo Shigen purchased both the PK 11002-J with top seat and clamshell bucket, as well as the Radio Remote Control PK 7001-EH with clamshell bucket for waste management purposes.

The PK 11002-J is a distinctive localised crane with reduced width adjustments to fit Japanese trucks. The crane sets itself apart from the rest as it gives the operator the option of controlling the crane from either the top seat or crane base.

Aside from providing a customised ladder for the convenience of the operator, Maruma also included working lights to facilitate visibility in poorly lit areas, so that the PK11002-J is able to work in various conditions.

Jomo Shigen also purchased a Radio Remote Control PK 7001-EH with clamshell bucket. This second crane comes with a Radio Remote Control (RRC) system, allowing the company to attempt a new one-man operation solution. With the RRC, the operator is able to remain closer to the site, and hence acquire a better perspective of the loading.

UK



Galt Transport has expanded its fleet and hence the options open to its customers, by acquiring both of our PK 88002 EH models.

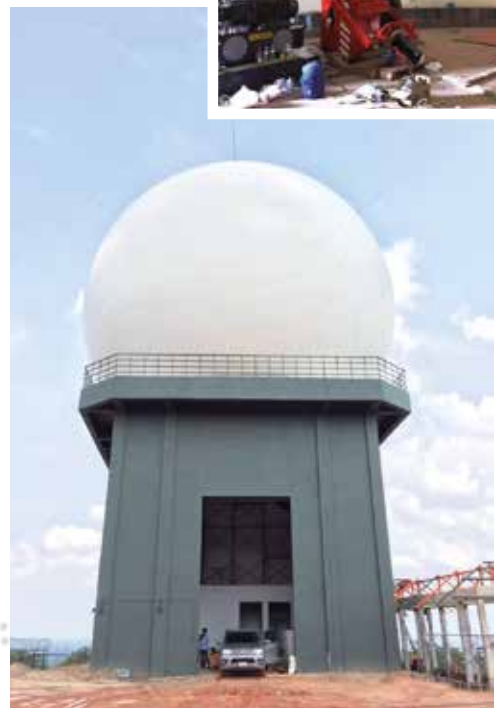
The cranes have an impressive power-reach ratio. The five extensions provide a maximum reach of 13.3 metres with a lifting capacity of 5.4 tonnes.

Galt Transport is a family-run transport business established in 1947 and operating in Great Britain, Ireland and the EU. The company, which has four locations in Scotland, has a modern, flexible fleet of 53 trucks and over 100 trailers. Galt Transport also provides warehouse facilities and driver training.

THAILAND

Chainant, PALFINGER's exclusive dealer in Thailand, clinched a deal to supply, install and commission a stationary mounted PK 50002 EH knuckle boom crane onto a Radar Dome.

The PK 50002 EH was installed onto a 12-metre-high radome tower in Phusing, Amnat Charoen, a North-Eastern province of Thailand. The crane was supplied from the PALFINGER factory in Austria with proximity warning system and workman basket. In the coming months, the construction of the radome tower will be completed with the covering of the dome onto the top of the tower.



GERMANY

Our latest innovation in occupational safety – fall protection with the loader crane – has been awarded the VAK's innovation prize.

Andreas Tremel, Sales Manager for PALFINGER Loader Cranes in Germany, was delighted by this recognition by independent experts. He emphasised that the company's focus is always on the loader crane operators. That's why PALFINGER is a leader in user-friendliness and user safety. The fall protection mode significantly extended the "intended use" of the loader crane, opening up new possibilities for operators in their daily work and offering additional safety.

The use of this mode makes PALFINGER the only provider to offer fall protection with a loader crane. If no stationary safety measures such as scaffolding or safety eyebolts are available during work at height, using fall protection on the loader crane can be an efficient alternative means of protecting workers.



Dominic Girotti, P.Eng
President/Owner
Hy-Grade Precast
Concrete

In 1948, the Girotti brothers founded Hy-Grade Precast Concrete in St. Catharines, ON, Canada, and produced their first concrete washtub. Since then, their line has expanded significantly to include high-quality traffic barriers, modular buildings, utility vaults, precast stairs and retaining wall systems for various markets.

With a competitive edge in mind, President/Owner Dominic Girotti set out to find a solution that would allow Hy-Grade to meet customer demands by reducing costs and adding value. The goal was clear: expand their current fleet to include a large knuckle boom crane capable of transporting and unloading 30,000 lbs. buildings at 20 ft. outreach. A member of the National Precast Concrete Association (NPCA), Dominic turned to the industry to begin his search. It led him to local PALFINGER dealer, FRF Hydraulic Inc. & FRF Fabrication Inc. (FRF), who provided credible and knowledgeable information.

CANADA

Focused on payload and reach, FRF worked closely with PALFINGER to propose an ideal solution with a large knuckle boom crane; PK 92002-SH. The crane features Continuous Slewing, POWER LINK, low maintenance extension system and hydraulic tiltable stabilizers with LED lighting. Operator, Mark Hatton, says "the crane adds more flexibility on the job and makes my deliveries a lot easier." Regarding performance, Mark says, "This crane is so smooth and precise. With my PALFINGER crane, I am confident that I can accurately set heavy loads without damaging our products. It works great!"

The payback on the truck was immediate. "After taking possession of the PALFINGER crane, our delivery costs lowered significantly," comments Dominic. Plus, Hy-Grade now earns more business and is more competitive in niche markets. Dominic reflects, "It took me a long time to figure out which crane to buy, but I know I purchased the right one."





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