

PASSION

PALFINGER PLATFORM MAGAZINE

03



EFFICIENT

Job report
London Eye

INNOVATIVE

PPI Product
Development

RELIABLE

WT 530
in Frankfurt

JUMBO CLASS NX

P 750

NEW PRODUCT AND
TEAM INTRODUCTION



6



8



13



14

CONTENTS

04 PALFINGER IN THE WEB JUNGLE
From YouTube, to Facebook, to the app

05 NEW HEADQUARTERS
Move to Bergheim near Salzburg

06 JOB REPORT: LONDON CALLING
Working on the London Eye

07 NEW PRODUCT: P 150 AJTK
Access platform with crawler

08 JOB REPORT: CHERNOBYL
WT 1000 in continuous operation

09 PROFILE
The P 900 in America

10 CUSTOMER PORTRAIT: NACANCO
New partnership in Italy

11 CLEAR VIEW
Double deployment in Frankfurt

13 JUMBO NX CLASS
Innovation P750 and introduction Jumbo NX Team

14 SMART CLASS
Global deployment

IMPRINT:

Owner, editor, publisher: PALFINGER AG, Lamprechtshausener Bundesstrasse 8, 5101 Bergheim, Austria, Tel.: +43 (0) 6 62/2281-0, www.palfinger.com | **Marketing:** Hubert Meschnark, Hannes Hemetsberger, Anita Edtbauer | **INFORMATION FOR CUSTOMERS AND PARTNERS OF PALFINGER** | **Photos:** PALFINGER AG | **Disclaimer:** All information has been carefully researched and compiled. The authors and editors do not assume any guarantee for the correctness and completeness of the content or for any interim amendments. The content may be reproduced or processed electronically only with the permission of the editor. PASSION is available in German, English and Italian. Subject to printing and typesetting errors. As at April 2016.



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 products 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.

With the “Jumbo class NX” model series, we have opened a new chapter in the story of access platforms. This combines innovative technology, low weight and unparalleled flexibility. With the additional X-jib between the upper boom and workman basket, the “Jumbo class NX” specialises in difficult operations. In this issue, we present the latest model from this series, the P 750. We also introduce the project team behind the “Jumbo class NX”. To find out about how the team works and its current plans, turn to page 13.

Over in Italy, Nacanco S.p.A. – one of the leading companies for access platform rental – has this year ramped up its collaboration with PALFINGER. Page 10 reveals why the Smart class has been so well received by customers.

Once again, we have collated plenty of fascinating stories about the various areas in which PALFINGER access platforms are used: For example, a WT 530 has enabled a 450-kilogramme pane of glass to be replaced in Frankfurt’s “Main Triangel” (page 11), while a WT 610, P 550 and a PALFINGER crane all played their part in maintaining the London Eye, Europe’s tallest Ferris wheel. These deployments show the versatility and reliability of PALFINGER access platforms. I hope you enjoy reading this issue!

Wolfgang Pilz (CMO)

PHOTO COMPETITION

FACEBOOK 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

YOUTUBE-VIDEOS

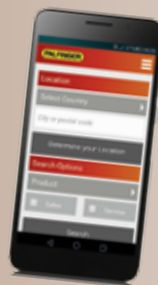
www.youtube.com/palfinger

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



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...



For more information and all links, visit www.palfinger.com/socialmedia



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!

NEW HEADQUARTERS



The new PALFINGER 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.

LONDON CALLING

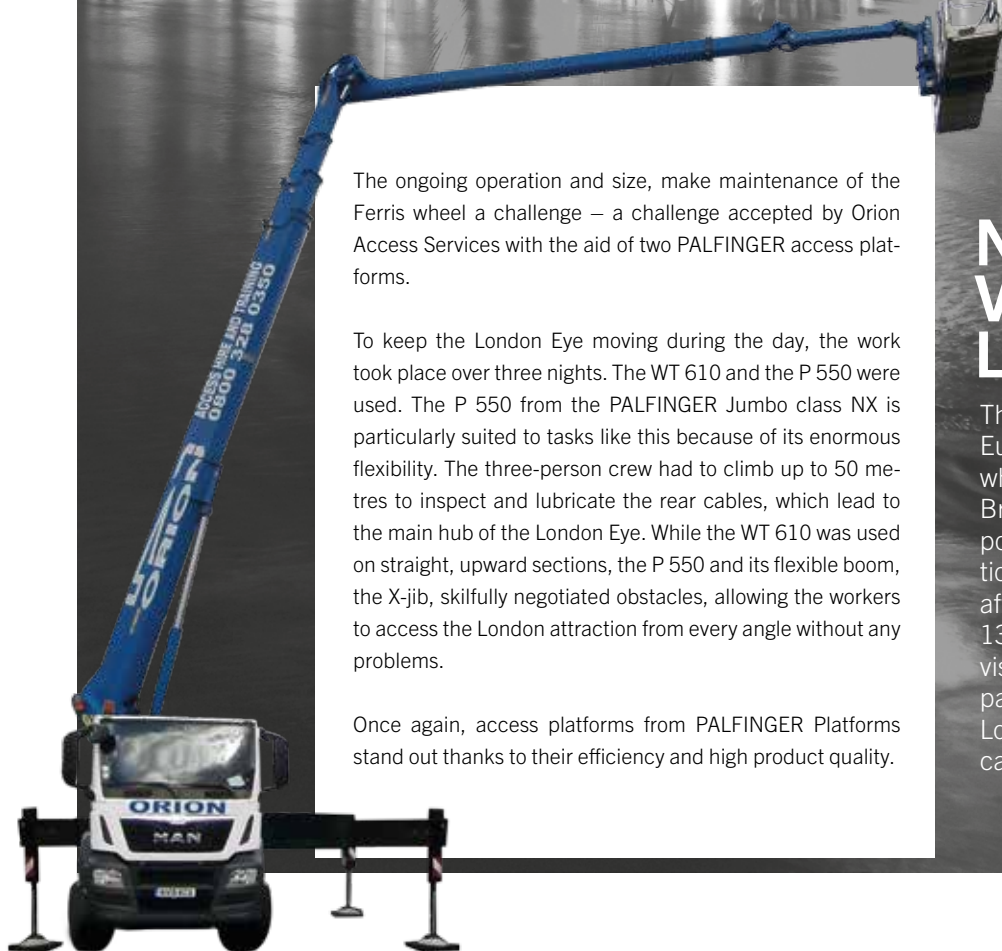
The ongoing operation and size, make maintenance of the Ferris wheel a challenge – a challenge accepted by Orion Access Services with the aid of two PALFINGER access platforms.

To keep the London Eye moving during the day, the work took place over three nights. The WT 610 and the P 550 were used. The P 550 from the PALFINGER Jumbo class NX is particularly suited to tasks like this because of its enormous flexibility. The three-person crew had to climb up to 50 metres to inspect and lubricate the rear cables, which lead to the main hub of the London Eye. While the WT 610 was used on straight, upward sections, the P 550 and its flexible boom, the X-jib, skilfully negotiated obstacles, allowing the workers to access the London attraction from every angle without any problems.

Once again, access platforms from PALFINGER Platforms stand out thanks to their efficiency and high product quality.

NIGHT-TIME VISIT TO THE LONDON EYE

The London Eye, Europe's tallest Ferris wheel, is one of the British capital's most popular tourist attractions only 15 years after it was built. At 135 metres, it offers visitors a wonderful panoramic view of London from its glass capsules.



COMPACT ON ANY TERRAIN

At BAUMA, PALFINGER Platforms Italy will present a SMART access platform on a crawler for the first time. They may be unbelievably compact, but they can still reach great heights. This makes them ideal for areas that truck-mounted devices cannot reach.

PALFINGER Platforms Italy is expanding the range of applications of its access platforms. The new models are access platforms with articulated telescopes and jibs on crawlers. "This enables operations at great heights in places that

trucks cannot or struggle to reach," says Paolo Balugani, Managing Director of PALFINGER Platforms Italy Srl.

The key advantage is that the models remain below two metres in height, with or without a basket. This works in practice as well as theory. They are also narrower than 80 centimetres and can therefore pass through all standard front doors.

The P 150 AJTK model will be presented at BAUMA 2016. This is designed for working heights of up to 15 metres. The P 180 AJTK, P 210 AJTK and P 250 AJTK models will be coming soon and are designed for working heights of up to 18, 21 and 25 metres respectively.

Numerous practical studies have ensured that customer requirements could be implemented. Details gleaned from these studies will pay off during usage. The crawlers, which function independently, allow the machine to lift off the ground and move across even muddy terrain. The workman basket has two side openings for operator access. Retractable steps ensure easy entry and exit. The jib proves itself in areas that are difficult to access with awkward angles and offers maximum reach.

The models can be fitted with petrol or diesel engines. The electric variant is ideal for working in enclosed spaces because it produces no emissions. The models are also ideal for use in shopping centres, stadiums and churches.

Another feature shows just how closely PALFINGER Platforms Italy aligns itself with practical requirements: An optional hook on the machine can be used to attach a trailer for tools, work equipment or materials if required. Previously, conventional small crawler access platforms never had enough space to transport devices.

SPECIFICATIONS: P 150 AJTK

Working height:	14.9 m
Lateral working area:	6.3 m
Lifting capacity:	220 kg
Weight:	1,900 kg
Dimensions:	Length (with basket) 3.8 m
	Length (without basket) 3.2 m
	Height 2 m
	Width 0.79 m
Basket dimensions:	1.4 m × 0.7 m
Column rotation:	360°
Basket rotation:	Optional 60° + 60°

TEST OF ENDURANCE IN CHERNOBYL



Thirty years after the reactor accident, hundreds of tonnes of radioactive material are still buried under a hastily constructed sarcophagus. A new structure is designed to replace the now crumbling construction and provide permanent protection against radioactive contamination. A PALFINGER WT 1000 is in operation on the construction site for the new sarcophagus for the nuclear reactor ruins in Chernobyl. Following its deployment under these most challenging of conditions, the access platform has now temporarily returned to Krefeld for a general overhaul – anything but a routine situation.

Around 500 metres away from the former nuclear reactor, up to 4,000 people at a time are working on a huge dome – the „sarcophagus“. It is around 120 metres high and will be finished by the end of 2017. It will then be placed over the ruins and is designed to prevent radioactivity from escaping for the next 100 years. The WT 1000 is the perfect tool for all the work at height that needs to be carried out. The access platform is used continuously – 24 hours a day, seven days a week. In the extreme cold of winter and the summer heat. Three years of non-stop operation under the most challenging of conditions mean that a general overhaul is now urgently required.

But for this to take place, the access platform had to be transported back to Germany. Such extensive work could not have been performed in Ukraine. “This was new territory for us. First, we had to deal with the radiation and safety regulations,” explains service manager Michael Mandel: “We didn’t want to take any risks.” After talking with authorities, doctors and radiation protection experts, a PALFINGER employee travelled to Ukraine. Radiation measurements before, during and after the visit, protective clothing and a strict code of conduct were essential.

These were the most complex maintenance preparations PALFINGER has ever made: „We drew up transfer plans with Novarka, the construction consortium, and the authorities,” explains Mandel. The most important requirement for transporting the device to Germany was to make sure it was not contaminated with radioactive material. The radiation measurements, however, confirmed that the machinery was harmless. On 3 February, the WT 1000 finally arrived (subject to stringent safety regulations) in a specially hired hall in Krefeld, and the overhaul began. In addition to the replacement of all the hydraulic hoses, the chassis also had to undergo a full service. The “Queen of the skies” is set to resume work in Chernobyl at the start of May.

THE P 900 FOR AMERICA



PROFILE:

- The first P 900 on an American Kenworth seven-axle chassis with a working height of 90 metres and a lateral reach of 32.5 metres
- Largest access platform on the US market on direct truck chassis
- Four of the seven axles are powered
- Balanced, low axle loads for the US market, can be used throughout the US states
- Diesel tank protected against theft under the equipment box

NEW PARTNERSHIP

SMART CLASS AND NACANCO



In Italy, Nacanco S.p.A. is one of the leading companies for access platform rental. This year, it added the Smart class from PALFINGER Platforms Italy to its range. In this interview, Marzia Giusto, Managing Director of Nacanco S.p.A. reveals that customers are thrilled with the ergonomic design, compactness and manoeuvrability.

You recently began working with Smart class access platforms from PALFINGER Platforms Italy. What have been your initial experiences?

The ergonomic, compact design and manoeuvrability of this class have thrilled both us and our customers. With these properties, the PALFINGER Smart class really stands out from other providers. The access platforms are easy to handle. We appreciate the high quality and well-thought-out details. We are very impressed by the P 200 A, which is extremely user-friendly. The customer feedback on the PALFINGER Smart class is very positive. This is also reflected in the high demand for these access platforms.

How large is your fleet?

We have over 2,500 vehicles and devices in total with a wide range of access platforms and cranes and can offer our customers equipment for working heights of between 3 and 45 metres. Our large selection means that customers always find the perfect device for their particular application.

What is your key to success?

It is extremely important that our devices are safe, high-quality and offer a wide range of equipment. We provide intensive consultancy services, support our customers before, during and after operations and are there when they need us.

What is it like to work with PALFINGER Platforms Italy?

We have skilled contacts and work together to find solutions tailored to our needs. This is a real partnership of equals.

PORTRAIT:

Nacanco S.p.A. is one of Italy's leading companies for renting devices for high working heights. Originally founded in Spain by Gabriele Giusto, it opened its first Italian sites in Brescia, Milan and Bologna in 2001. Today, Nacanco has a total of 15 branches in northern and central Italy and is headquartered in Brescia. The rental fleet contains more than 2,500 vehicles and devices, from telescopic and joint access platforms to telescopic forklifts, spider platforms, cranes and frameworks.





CLEAR SIGHT

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.

G E R M A N Y

THE P 550 IN MUNICH



PORTRAIT:

Marcel Neitzel (30) leads the ten-person Jumbo class NX project team. He is a trained mechatronics engineer and has been with PALFINGER Platforms for nine years. Born in Dormagen, a town near Düsseldorf, he likes to cook and play guitar and has a soft spot for American cars. In the project team, he values the collaboration between experienced access platform experts and young people whose view from the outside adds new and unconventional ideas.



THE JUMBO NX TEAM

Mobility is the trademark of the Jumbo class NX. The creative minds on the new project team are currently developing the prototype of the P 750, which will set new standards in payload, height and lateral reach.

It specialises in difficult operations: With the additional X-jib between the upper boom and the workman basket, the Jumbo class NX from PALFINGER offers unbelievable mobility. The access platforms hit top form when twisting to reach awkward positions. To further develop the Jumbo class NX, which began with the P 480 and P 550 models,

PALFINGER has set up a dedicated project team. Technicians, designers, software experts, quality managers, buyers and sales managers sit at the same table. "It is easier to implement ideas in a team," says project team leader Marcel Neitzel, explaining the greatest benefit. Everyone

pulls together to develop new models or improvements. "Project management has made the process more transparent and efficient," says Neitzel. A milestone: Building prototypes enables intensive testing of new models and rapid progression to series production. The project team is responsible for the entire Jumbo class NX and is currently hard at work on the P 750. This will be the strongest access platform in the class and will set new standards in payload, height and lateral reach. Its trademarks remain the additional X-jib and, therefore, its particular mobility. The P 750 will premiere at BAUMA 2016 as the new project team's masterpiece. More about this in the following article ...

INNOVATION FOR BAUMA: THE P 750

The new P 750 celebrated its world premiere at BAUMA, completing the Jumbo class NX.

With a working height of 75 metres and a maximum reach of maximum 40.5 metres (depending on the chassis), it gets top marks in its class. As usual, the hydraulically operated X-jib between the upper boom and the workman basket gives the P 750 with a 240° movement radius unparalleled abilities and allows for precision working at the highest level. The workman basket, which can rotate 400°, allows the P 750 to be aligned exactly

with buildings or masts or beneath overhangs. Thanks to this enormous flexibility and the sensitive proportional controller, the new Jumbo NX platform – just like all platforms in this class – can now take on demanding tasks at a huge height as well, tasks in which conventional access platforms reach their limits due to their design. By means of additional stowage boxes beneath the aluminium boxes on the vehicle rear, the Jumbo class NX offers comprehensive storage space for tools and equipment. We look forward to seeing you at BAUMA!

ALLROUNDER WITH FOUR-WHEEL DRIVE

The company GVO is a provider of comprehensive services in the area of design, construction and maintenance of telecommunications and electro energetic cable networks. It needed a vehicle that is small and easy to use, but can still perform like other, bigger vehicles. It is performing maintenance work at very diverse locations all over the country and that is why a 4 × 4 drive is a big advantage. The PALFINGER P 130 A is giving it the possibility and flexibility to reach places that it cannot reach with other vehicles.

The company chose PALFINGER Platforms because the ratio between price and quality was very good and mainly because it had very good experiences with previous PALFINGER upgrades. Before it got the P 130 A, it performed the work with existing vehicles and with the help of subcontractors. With the new P 130 A, it will be able to do the work by itself, which – in the long term – will save money and time.



S L O V E N I A

G E R M A N Y

Werner Liesegang of Liftverleih Liesegang in Holzwickede ordered a whole package of 3.5-tonne-class access platforms from PALFINGER. The company founder recently received the first two machines, a P 200 A and a P 240 A.

After good experiences with the P 210 BK and P 260 B access platforms, the 3.5-tonne segment of the Liftverleih Liesegang fleet is to be expanded significantly. In addition to the benefit in driving licence regulations, these access platforms are constantly improving in terms of performance data. The key technical data for the P 240 A includes a maximum working height of 23.2 metres, maximum lateral reach of 10.20 metres and a gross weight of 3,300 kilograms.

The P 200 A and P 240 A access platforms stand out thanks to their compact design (total length 5.39 metres) together with easy-to-operate technology. As the shortest machines in their class with an extremely short wheelbase, they offer exemplary manoeuvrability. Their joint/telescope combination

RENTAL PARK EXPANSION

offers particularly flexible height access. Access platforms that are simple to use are especially important when renting out devices because it reduces the time required for training.



Mr. Werner Liesegang starts out with the 3.5t segment.

SMART CLASS FOR NORWAY

N O R W E G E N

PALFINGER Norway has delivered four P 200A truck mounts to Loxam Norway.

„The PALFINGER Platform units we have in our fleet cover a very successful segment in our business. All units have proven to be reliable, user friendly and contributed to place Loxam on the map as a solid provider of truck mounted lift. We are pleased with the service and back-up we get from PALFINGER in Norway and we hope to develop our relationship further in the near future.“, states Eirik Brekke (General Manager)



From left: Ken Eric Lunde, sales at PALFINGER Norge and Loxam Norway CEO Eirik Brekke.

PLATFORM GOES THAILAND

T H A I L A N D

Chainant sells
the first P 170 T
in Thailand.

Characterised by a short wheelbase, which enables high manoeuvrability, the P 170 T is compact and uniquely designed for use in city centres. Chainant, PALFINGER's exclusive dealer in Thailand, has sold the first P 170 T Aerial Platform from Italy in Thailand. In an era of rapid urban development, we are positive that this first deal will pave the way for many more future business opportunities in Thailand. Our sales representatives and our customer Chainant equipped themselves for the future with sales, product and service training.

C H I N A

NEW DEMANDS FOR HONG KONG

In 2010, the Hong Kong government launched ten foundational projects, which created a huge demand for construction and heavy machinery. However, in the face of this new demand, the local market met with a shortage of suitable offerings, particularly for aerial platforms.

Many companies thus resorted to "makeshift, temporary" solutions, which compromised the workers' safety. With greater recognition of the importance of work safety, as well as the tightening of Hong Kong's safety regulations, China Ascent Engineering Ltd (CAE) has decided to import PALFINGER's P 200 A

Aerial Platforms. CAE hopes to break into the market as a leading provider of safe and quality-assured lifting solutions.

The installation and mounting of the new P 200 A Aerial Platform was a smooth process thanks to CAE's prior experience in mounting sub-frames for PALFINGER's PK cranes. Nonetheless, PALFINGER Asia Pacific's own service manager, Mr Ng Peng Kee, will continue to work closely with CAE by providing service and support in conducting stability tests for the commissioning of the unit.

China Ascent
Engineering Ltd
imports first
P 200 A Aerial
Platform.



PALFINGER

WWW.PALFINGER.COM