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PASSION

PALFINGER TRUCK MOUNTED FORKLIFT MAGAZINE

01

RELIABLE
Stable in every situation

EFFICIENT
Safe and secure supply

INNOVATIVE
Job reports from South Africa to Germany

FOUR WHEEL MODUS

CR 253 4 WHEEL

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PALFINGER TV
Andrea gets things moving

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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 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 new generation of truck mounted forklift, the PALFINGER CR 253 4W, our product development has created a specialist for heavier and longer loads. The goal was to further improve the efficiency of the forklift, while ensuring even more comfortable and safe working conditions. For more on the new truck mounted forklift, see page 4/5.

On the following pages you will find several interesting stories about the truck mounted forklifts and its many applications worldwide. From the flexible construction deliveries in South Africa to the safe and efficient transport solution of gases, and the use as a towing device, we introduce the various uses of the PALFINGER truck mounted forklifts.

Finally, see pages 14/15 for interesting and valuable articles about our product experts. In this issue you will read about not only who is behind the products, but for example how the mobile forklift originated.

I wish you an enjoyable read!

Wolfgang Pilz (CMO)

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OUR PARTNER: THE COMPANY AHMERKAMP

The timber wholesale company AHMERKAMP was established in 1964. Headquarter of the 4 locations is now the 80,000 m² company premises in Vechta, whereby there are also locations in Tauche, Everswinkel and Langehagen. This great customer proximity ensures the fast and safe delivery with the company owned trucks to the industrial and craft businesses and traders in the wood industry. With the extensive stocks covering timber, wood engineering, renovation, interior finishing and trade show exhibits, landscaping, all demands within the market are covered.

Among important strategies for success, includes the global purchasing of the highest quality goods, the establishment of a smooth logistics chain, the highly professional qualifications of the 230 employees within 4 locations, as well as the long-term investment in modern facilities with high-quality technical facilities: Fully air-conditioned open plan warehouse and a powerful vacuum dryer.

The basis of the company is the intergenerational industry experience of the AHMERKAMP family. This ensures the continuity and innovation for customers in the future.

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CR 253 4W

MOBILITY AN UNDENIABLE ASSET

The newest generation of PALFINGER truck mounted forklift, the CR 253 4W is the specialist for long and heavy loads. It can move easily in any direction within a confined space. The PALFINGER engineers have made the fork lift more comfortable, safer and cheaper in operation.

Efficiency pays for itself: This is especially true during difficult transportation of loads on construction sites. Faster and easier transportation increases profits at the end of the day. It is this aspect that was one of the crucial points in the redesign of the truck mounted forklift CR 253 4W. „We wanted to improve the efficiency of the forklift even further while ensuring a more comfortable and safer working environment for the forklift drivers," explains Franz Hetteger, Productmanager of truck mounted forklifts from PALFINGER in Köstendorf.

This has been a great success: The latest generation of PALFINGER, the CR 253 4W with all-wheel drive is even easier to use, has many additional security features and ensures welcome savings due to its low operating and maintenance costs. The CR 253 4W with a payload of 2,500 kilograms and a lifting height of 3.68 meters is the strongest and most flexible PALFINGER forklift due to its maneuverability.

It is often simple things that ease the daily work load and thus save time and money: The new position of the ignition key, the floor control, and the loading and unloading from the truck has become much easier and safer. The driver can start or stop the engine from ground level. He no longer needs to repeatedly climb onto the truck to start the forklift, to loosen the chains and unload. Due to the new mast design, the FEM fork carriage three, the driver has an improved view of the load, which prevents damage and accidents occurring. Load holding valves ensure optimum safety during transportation.

The drivers value and appreciate the ergonomic comfort seat, the new improved weather protection, the easier-to-use pedal and optimized hydraulics in their day to day workloads. More comfort means less operator fatigue and greater safety.

Several technical improvements reduce the operating and maintenance costs of the forklift. The steering system with its 180° steering is simply designed. The steering gliding plates can be replaced quickly and are easy to re-adjust when necessary. This reduces repair times and prolongs the service intervals. The piston rods of the steering cylinders are only extended in 4-way operation, during transport or normal operation they are protected by the cylinder housing. The stronger mast profile allows a greater mast rolling diameter and increases the service life. The hydraulics include a whole range of improvements that bring better reliability and lower maintenance. The optimized oil drain for the engine oil contributes to time and cost savings.

The new PALFINGER CR 253 4W brings with it a substantial improvement in comfort, safety and economy. Its strengths of being a versatile forklift when transporting long and heavy concrete, wood or metal parts in confined or difficult circumstances, mobility and flexibility are its hallmark.

FIELD REPORT
INTERVIEW WITH MR. KÜHLING
(Expeditor at Fa. Ahmerkamp)

Currently we have 14 trucks with transportable forklifts and in addition to two cranes in use at our sites. Our decision in favor of PALFINGER was concluded in 2010 on the basis of an „employment test": A PALFINGER truck mounted forklift and a competitive product were faced with the task of lifting a load at a height of 3.5m, this being a standard load for Ahmerkamp. This task was perfectly fulfilled by the PALFINGER truck mounted forklifts. Further reasons for the changeover are the growing services which Ahmerkamp provides to the customers. The timber is for example delivered directly to the desired location. Thereby sometimes narrow and difficult driveways etc. must be mastered. In addition, there has been an increase in the request of dried wood from customers. The transport of the wood is only possible with closed vehicles, therefore the transportable forklifts are quicker and more efficient than a loader crane.

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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.

For detailed information on „Andrea gets things moving“, the new PALFINGER TV channel, turn to page 15!

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.

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

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DISCOVER NEW WAYS!

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STABLE IN EVERY SITUATION

Transporting large plates on construction sites, driving with extra-long metal parts in underground garages or bringing loads onto rough terrain: The PALFINGER truck mounted forklifts will cope well in many difficult situations. Here the safety aspects are doubly important.

The radio remote control, the center seat or the load holding valve: These are only some of the features which show how much the PALFINGER technicians focus on the development of transportable forklifts and on safe operation of the vehicles.

With the radio remote controlled truck mounted forklift BM the operator can select a suitable position outside the danger zone at the place of use. Optimum visibility reduces potential transportation driving damage to a minimum.
The transportable forklifts including the models F3 and CR, where the operator sits, match their remote control equivalents in terms of safety in every possible way. As the only manufacturer, PALFINGER has raised the seat slightly in the middle of the device for the operator. The middle seat ensures an optimum view of all areas around the forklift. PALFINGER has also equipped its transportable forklifts with a load holding valve.

Safety also means that the trucks are always ready and well serviced when needed. Therefore, customers can rest assured that there is a PALFINGER service partner within a radius of approximately 35 kilometers in the German-speaking countries. Spare parts are readily available. Competent employees in customer service and the service-hotline are always ready to help customers with any questions that they may have. Just for example, if the problem is an operator error, with just a short phone call, the problem can be solved. This is service that counts in emergency situations!

INTERVIEW: WELL THOUGHT OUT, RIGHT DOWN TO THE LAST DETAIL

Johann Poschner, Sales manager for truck mounted forklifts - PALFINGER GmbH in Ainring, in an interview:

What advantages does the PALFINGER BM offer its users regarding safety?

Our devices ensure the highest stability in difficult terrain. We place the highest priority on safety within the design phase. With the remote controlled PALFINGER BM forklift accidents while driving can be ruled out. The operator does not sit on the device, but is outside the range of the remote-controlled forklift.

As the only manufacturer, PALFINGER equips the forklift with a load-holding valve on the mast. What are the advantages?

Due to this safety feature, the load is secured even when a hose bursts or due to any other defect. The load cannot uncontrollably fall from the forklift.

For PALFINGER the safety does not end with the construction and sale of the unit. What does that mean?

For us safety is a very comprehensive topic. The transportable forklifts are well thought our right down to the smallest detail and safety is prime. It also means that we are always available for our customers. Our customer service and its service partners help you quickly and reliably at all times.

Johann Poschner
Sales Manager TMF for PALFINGER GmbH in Ainring / Germany

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SOUTH AFRICA

THE BEST DECISION

Cosave Mica has been an expert in hardware, appliances etc, for the past 24 years and already has 184 stores in South Africa. The hardware expert also specializes in the supply of construction sites.

For the deliveries a flexible solution was essential, and to be used in a variety of conditions. After extensive research and considerations Cosave Mica decided on a CR 253, because of its versatility. The CR 253 is now being used on their own premises, when not on the go to the next construction site ...

AUSTRIA

Linde Gas is the market leader in Austria. They continue to support their customers with a broad range of gases for industrial, medical, environmental protection and within the areas of research and development. With more than 600 gases and gas mixtures readily available within 300 fields of application. Five production facilities and a nationwide sales network ensure that the Linde customers are never „out of air". The ideal complement to the new load securing system is in focus for Linde, this is particularly important for deliveries. This is just the introduction and represents a completely safe and efficient transport solution.

The transport company Neuwirth is responsible for deliveries in Central- and Western Europe. The mobile forklifts master per day and per tour approximately 10 unloading positions.

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PALFINGER, as the leading provider of innovative lifting solutions, have supported the MAN team with driver Jochen Hahn for many years as a service partner in the FIA Truck Racing Cup. A demonstration of strength, speed and precision.

„PALFINGER have been around for many years as our partner and have repeatedly given us confidence. Therefore, I am particularly pleased to continue our success with PALFINGER on our side in the new season from April 2016 „ (Jochen Hahn, three times European Champion 2011/2012/2013)

FULL SPEED!

ENGLAND

In England, the 26-year-old Oliver Janes with a new team and Truck in the BTRA championship (British Truck Racing Association) are back in the race. PALFINGER together with Briarwood have been on track for the past 5 years as a team.

Alongside the track, Briarwood has been a longstanding customer in England and has upgraded his fleet of PALFINGER transportable forklifts (TMF). Up until now Briarwood has two F3 253 GTS in the fleet, and more recently added an F3 201.

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20 YEARS OF PARTNERSHIP

GERMANY

The company Hansa Holz Wilhelm Krüger GmbH in Bremen has been a satisfied PALFINGER customer for more than 20 years. Recently adding new vehicles to the fleet, including a PALFINGER loader crane PK20001K and three truck mounted forklifts CR 253 4-wheel drive.

The trading company was founded in 1953 and is a medium sized timber wholesale and wood export company with attached planing and impregnating facility. The family business with its 120 skilled and dedicated employees supply the construction and packaging industries, DIY retailers, carpenters, timber construction companies and woodwork and interior design companies. Managerial responsibility now lies with the third generation, Tanja Krüger (graduate in business)- since 1999 and Oliver Krüger (Batchelor of Arts degree)- since 1992.

Rolf Fullriede drives one of the new three-axle vehicles equipped with a forklift (CR 253 4-wheel drive). The forklift impresses with its sturdiness and its flexibility in use. It can be mounted on almost all trucks or trailers and when once on site ready for use in less than a minute. Due to the all-wheel drive of the CR 253 4W, goods can be transported safely and efficiently even in the most difficult terrain. These characteristics are most appreciated by Rolf Fullriede. „One does not always have a flat surface for unloading. Sometimes its uneven, this doesn't seem to make any difference to the forklift whatsoever. „For the wooden packages the forklift is ideal, it can lift up to 2500kg and move the goods safely. Important for jobs on construction sites and for timber supply. The hitching and unhitching is one of the easiest tasks. In no time at all the forklift is loaded onto the truck again and work continues. The low dead weight of the forklift is especially helpful for maximum load potential.

For Oliver Krüger and his team, the decision in favor of PALFINGER cranes and mobile forklifts has certainly paid off. „We need safe, reliable and economical equipment. breakdowns or prolonged downtime is something we just cannot afford. We therefore decided on PALFINGER and are very satisfied."

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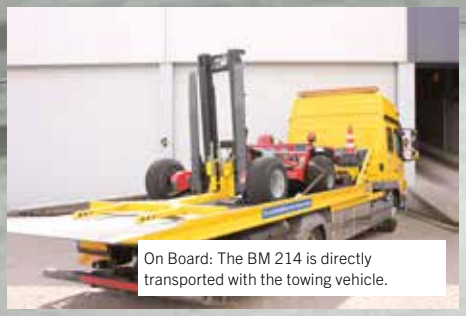
TOWED AWAY

NETHERLANDS

Smink Transport is a subsidiary of Bergnet BV in the Netherlands. With 6 branches, the company is represented nationwide and is one of the largest companies in the fields of recovery and haulage of vehicles. Smink Transportation relies on nearly 14 years of experience and a fleet of 70 transport and rescue vehicles. In addition to the PALFINGER cranes already used, the company fleet has been recently extended by the inclusion of a truck mounted forklift (TMF) BM 214.

Due to the low mast, the compact and hydrostatic drive system of the PALFINGER truck mounted forklift BM, it is ideal for work in the narrow garages. With these great advantages, it is now possible to safely and efficiently recover the vehicles from parking garages and transport them away. Here vehicles from the smallest MINI to the largest Audi Q5 can be managed with ease.

The fork carriage is provided with a removable device. Therefore the truck mounted forklift BM can be used at any time as a forklift. For the safety of employees as well as for protection of vehicles and for convenient handling, the BM is equipped with a large lamp and various special mounting brackets. These modifications have been approved for the newest application areas of the truck mounted forklift (TMF) BM (TÜV Inspection Netherlands).



On Board: The BM 214 is directly transported with the towing vehicle.

Due to the compact design even the narrowest garages are no problem for the BM.

The perfect tool for recovery and haulage operations.

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MORE OPPORTUNITIES

HUNGARY

Ferro-Sped 2000 Kft. Is a DABAS based transport company with 115 vehicles for use in Hungary and Europe. The company specializes in the construction industry and with the F3 203 PX gains new applications and therefore new customers. Tamás Suhajda has summarized the benefits in the following brief points:

1. Compact design
2. Easy handling
3. Use of the forklift on various trucks
4. When not in use, the truck can be used without the TMF therefore increasing the payload
5. Lower fuel consumption than e.g. vehicles with crane

SOUTH AMERICA

QUICK HELP

CCU is a beverage company with a variety of brands e.g. Heineken, Pepsi, etc. which operates in Chile, Argentina, Uruguay and Bolivia. In addition, CCU is represented with a large range of wines in more than 80 countries. Recently, the distribution of goods are also supported by the PALFINGER truck mounted forklift (TMF). This is an excellent opportunity to prove TMF speed and efficiency in deliveries. The unloading time was shortened by various customers from two and a half hours to an incredible 30 minutes! Therefore not only the customer is relieved and is more efficient, but it's now possible to do more tours every day.

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Franz Hettegger

Truck Mounted Forklift (TMF)
Produktmanagement

Franz Hettegger worked within the field of transport and logistics after completing his apprenticeship as agricultural machinery technician and car mechanic. After completing his master certificate in engineering, prototyping & control engineering, he developed the box mounted forklift. Hettegger was responsible for building up the area of transportable forklifts and its related sales division at PALFINGER. Since 2013 he is once again active within product management.

The Salzburger, Franz Hettegger is the „Godfather“ of box mounted transportable forklifts. After a period in sales, he returned to the PALFINGER product management, with the aim to increase his knowledge of customer requirements for further improvements - an ideal job for the avid inventor.

How did you come up with the idea to build a box mounted fork lift?

I come from a mechanical engineering background and spent a long time with trucks on the road, it was here that I got to know the strengths and weaknesses within the market. A logistics company approached me in the mid-1990s to ask me if I could develop a transportable forklift, that would result in better axle weight distribution in the transportation and would be out of the way with oversized or excess length cargo. Until then all mounted forklifts were mounted on the rear. While looking for possibilities of space between the axles of the truck, this area caught our eye! You'll find more information on this on the next page.

What are the significant benefits?

When the transportable forklift is mounted between the axles, it does not interfere with excessive length. A second effect: the weight of the forklift has a positive effect on the driving axles of the towing vehicle. An added benefit is the transportation of the forklift in a closed box. This protects against dirt and moisture and eases the work load for the operator.

How did the cooperation with PALFINGER come about?

This happened by pure co-incidence. While reading through a report in a newspaper, Hubert Palfinger senior became aware of my innovation and contacted me. We were very quick to agree and built up the box mounted forklift series to a stage of maturity. At the same time we developed a rear stacker for PALFINGER truck mounted forklifts within existing industries, with the aim in further establishment of the beverage and gas transport industry.

You then set up the sales division. What did you learn from this era?

Our devices offer many advantages that are highly valued by our customers. The middle seat allows the best possible overview and optimal safety. We are the only manufacturer with 180° steering angle, which makes our device extremely agile as well as flexible. For the customer, the reliability and the costs over the total lifetime of the forklift are increasingly important themes. We take this into account within the area of development.

What are you busy working on within the product management?

Our „original edition“ the box mounted forklift has been on the market for two decades. We are busy adapting and bringing it technically up to date. My guiding principle is: Keep it safe and simple. The user needs a simple as well as reliable device.

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... HOW THE MOBILE FORKLIFT ORIGINATED?

Due to Franz Hetteggers activities within the logistics industry, he was able to develop associations with several forwarding agents. Over a time period of more than 20 years there were discussion with a transport company, as to what the optimal transportable forklift should look like.

In various tests the large open space on the underside of the semi-trailer seemed to be the eye-catcher.

According to the motto „nothing is impossible“ Franz Hettegger took the opportunity to design a concept. After many discussions with experts within the fields of mobile hydraulics and forklift construction, he combined new findings with his experience from the automotive industry, mechanical engineering and transport industry and developed the first transportable forklift that was to fit” under” an articulated or trailer type vehicle.

After nearly 4 months of cutting, turning, milling, adapting, development of controls, discarding, new construction, painting, starting – it was finally time!. The first trial could begin, and to be honest joy and pride were immense. After a few adjustments and settings, it worked flawlessly and that until now! Read more about the history of the transportable forklift in the next issue ...

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!

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