

PLATFORMPASSION

THE MAGAZINE WITH REACH

NR. 01 | 2014



A CLASS OF ITS OWN

The first platform of a new generation: the new P480

RELIABILITY

The mobile PALFINGER service

EFFICIENCY

The new platforms from Palfinger
Platforms Italy

INNOVATION

The next generation of the
Jumbo class

CONTENTS

MAGAZIN-OVERVIEW

- 3 Preface
- 4 A class of its own
The first platform of a new generation: the new P480
- 6 Master of all classes
PALFINGER Platforms talks to us
- 10 Best in class
Lighter but still more: the new Premium class
- 12 Exports generate growth potential
The market demands more!
- 14 Country report
North America, Brazil, Australia
- 15 A palace made from glass
Reaching great heights with Louis Vuitton
- 18 On the Rocks
XXL roadway protection – Efficient and safe work with the WT 610
- 20 Off to the British Isles
Out and about in the UK with the P 210 BK.
- 21 Smart solution
Clever, compact, affordable: The Italians are coming!
- 23 Time is money
The mobile PALFINGER service

PLATFORM PASSION ICONS



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PREFACE

INTERNATIONALISATION,
INNOVATION,
FLEXIBILISATION**DEAR PARTNERS AND FRIENDS
OF PALFINGER!**

You are holding the first edition of PALFINGER PLATFORMS PASSION. This is partly the result of the extremely positive performance of the PALFINGER Group and an eventful, successful past financial year.

The PALFINGER Group's business performance remained positive in the 1st half of 2014. Group sales rose to a new record high as a result of organic and inorganic growth. Consequently, we outperformed the other market players and extended PALFINGER's leading market position even further. This is largely down to the rigorous implementation of our brand values. We provide our customers with cost-effective, reliable and innovative lifting solutions as well as the right industrial solutions for their work around the globe. Recently, several innovations have attracted international attention in the access platforms sector in particular.

For instance, as a driving force behind innovations, we are delighted with the successful launch of the P 480 at this year's APEX, with which we laid the foundation for the new „Jumbo class NX (next generation)“. The fact that we sold the first 20 units at APEX shows that we are clearly meeting the market's requirements – you can read about this in our interview on page 6.

In this edition, we also report on the first platforms from our joint venture with Palfinger Platforms Italy Srl., with which we are expanding our existing product range. Whereas PALFINGER has operated solely in the high-end segment in the past, the new products are intended to tap into the mid-range price segment. The „Smart class“ is focused on low-cost standardised truck access platforms rated for up to 3.5 t – see page 16 for more details.

I hope you enjoy reading this newsletter!

Best regards,

Wolfgang Pilz (CMO)

A CLASS OF ITS OWN

A SHARPENED IDENTITY AND INNOVATIVE TECHNOLOGY – THE FIRST PLATFORM OF A NEW GENERATION: THE NEW P480

PALFINGER is setting a technological benchmark with the new access platform from the “Jumbo class NX (next generation)” model series. First time ever shown on a 2 axle chassis is the impressive height of 48 meters and an outreach of 31.5 meters. The P480 thus reaches a new record in its class. The new X-jib also allows precise work of the highest standard and gives the new **PALFINGER P480** access platform a freedom of movement never known before.

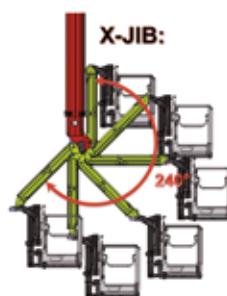
PALFINGER is opening a new chapter in the field of ultra-modern access platforms with the new “Jumbo class NX” model series. The combination of innovative technology, weight-optimised design and unparalleled flexibility during usage makes the new P480 access platform a universal talent for the most varied of tasks.

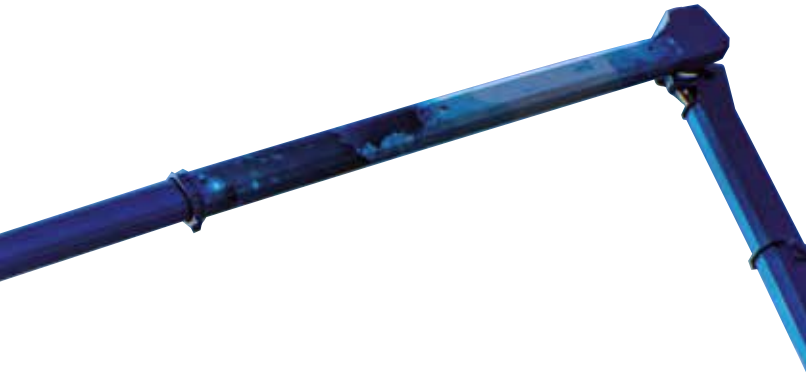
The unique manoeuvrability of the new P480 is all thanks to the new additional jib boom. The hydraulically operated X-jib between the upper



boom and the workman basket gives the new P480 access platform with a 240° movement radius unparalleled abilities when it comes to assuming a precise position high up in the air. Together with an amazing 400° (2x200°) workman basket rotation exact alignment with buildings, masts or beneath overhangs, just like a wrist on an outstretched arm. Thanks to this enormous flexibility and the sensitive proportional controller, the new access platform 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.

This expanded potential range of applications offers PALFINGER customers access to new, attractive fields of work. The new access platform scores points, not just thanks to its technical excellence. With its weight-optimised design involving special profile structures and high-strength materials, the P480 looks good on the scales as well. The total weight of the truck access platform is well below 18 tonnes, and its compact, space-saving






design allows tools, accessories and material to be brought along on the vehicle. And yet, no compromises have to be made during operation, and there are no additional costs or HR outlay. The high load and the extraordinarily large amount of space available make operation much more effective. Starting from the very first time of use, the new PALFINGER P480 access platform therefore pays directly into the operator's bank account.

BELOW THE LINE: With the P 480, PALFINGER is launching the next generation of the Jumbo class. Further platforms of the new Jumbo class NX will follow at the beginning of 2015.



P 480





**„A WELL-THOUGHT-
OUT CONCEPT WITH
A LARGE NUMBER
OF POSSIBLE APPLI-
CATIONS IS WHAT
CUSTOMERS WANT
THESE DAYS.“**

MASTER OF ALL CLASSES

PALFINGER EMEA GENERAL MANAGER JOHANN KÖNIGSHOFER AND PALFINGER PLATFORMS PRODUCT MANAGER SUSAN RUDDIMAN AND YVES SCHLESSIGER TALK TO US ABOUT INNOVATIONS, MARKET TRENDS AND CORPORATE RESPONSIBILITY

Mr Königshofer, by all accounts, this year's APEX was a great success for PALFINGER Platforms. What new products did you unveil in Amsterdam?

Johann Königshofer: We unveiled several new products at APEX. First and foremost, of course, was the next generation of our Jumbo class – the Jumbo NX class. The first model in this class that we presented was the P480. We are very proud of the development of this class as lots of information and suggestions from our customers were incorporated here. The centrepiece is the X-jib with 240° mobility and the telescopic workman basket that can rotate 2x200°. However, there are also a host of other innovations and details, such as the safety-plate holders on the stabilisers, the integrated steps and ample stowage space, to mention but a few highlights.



TREE MAINTAINANCE BASKET

There are also two new products in the Premium class. Following the extremely successful launch of our new Premium class with the P 300 KS, we are now adding the P 230 and the P 300 to our range. The innovations in the P 300 KS have been used and enhanced here. We received lots of useful information from our customers here too. Weight was one of the key factors in development here as the chassis weights have increased dramatically with the introduction of the new Euro 6 exhaust gas standard. The weight-saving process was so successful that the P 230, for example, now allows a loading capacity of 600 kg. In addition, several models in the Palfinger Platforms Italy range were presented together at a trade fair for the first time at APEX. The P 140 T, P 170 T, P 200 A and P 240 A in the Smart class boast a compact design, easy-to-operate technology and the familiar PALFINGER quality. The aim is to tap into the high-volume market segment for truck access platforms up to 3.5 t with these low-cost models. In time for APEX, we can now offer them with H-type stabilisers and telescopic front stabilisers.

What was the customer response like?

Johann Königshofer: Our presence at the trade fair was hugely successful, and we are delighted about that. We exceeded our target for the trade fair of gaining an increased number of international contacts. On all three days of the trade fair, we were very

busy giving expert advice to lots of international sales prospects.

There was especially high demand from the Scandinavian countries and Great Britain as well as Poland, Austria and Spain. The Turkish market is also doing particularly well for us.

Of course, the response to the new Jumbo NX class was particularly important to us. The basic model, the P 480, received extremely positive feedback from trade specialists, which again shows us that we are on the right track here. This is also clearly underlined by the sale of 20 machines during the trade fair. The platform has therefore had a great cost-efficiency kick-start.

Access platforms are highly versatile. Where are truck access platforms like those manufactured by Palfinger Platforms mainly used?

Susan Ruddiman: The main areas of application are clearly in the leasing and rental business, among energy suppliers and local authorities and in gardening and landscaping, where leasing is a key factor, particularly for truck access platforms. But obviously there are countless possible applications in the areas of inspection, maintenance, cleaning of structures, buildings and large machines such as with bridge inspection, cleaning of buildings and rockfall protection work, as well as



roof work or solar-panel assembly in the construction industry. In addition, there are also special cases that may not immediately come to mind, such as aircraft maintenance. The applications of truck access platforms are therefore extremely diverse, which of course means that we constantly face new and exciting challenges in development.

At present, two trends are apparent in this sector: LIGHTER and HIGHER are the new buzzwords. Isn't that a contradiction?

Susan Ruddiman: The two are not mutually exclusive. With today's knowledge, materials and

technologies, it is obviously possible to produce much lighter structures than in previous years. This can give customers a direct advantage in the optimisation of use as it enables higher payloads. However, it is always necessary to analyse whether and when the payload is needed. Otherwise, it makes sense to invest the weight gained in extra height, i.e. to install more material in the form of additional extension booms.

What influencing factors come into play when developing a new platform or new platform classes, as with the new Jumbo NX class, to name a current example?

Susan Ruddiman: The balance and market proximity are very important here. These determine the required properties of the respective product classes. The technical data is and indeed will always be important, although application and therefore flexibility of use are firmly at the forefront. A well-thought-out concept with a large number of possible applications is what customers want these days. Our focus is always on



efficiency – this delivers a real benefit for customers, and it is the key aspect for us.

PALFINGER is famous for extensive accessories and sophisticated special equipment. Where do you see the needs of the market here?

Yves Schleßiger: We are always working to expand and improve in this area. Our customers' suggestions and ideas are also a constant driving force here. In development, we are keen to draw inspiration from the tools our customers attach and how they use them. The P 900 is a good example with regard to special equipment. The abundant stowage space is mainly down to the fact that these platforms often act as a hotel for the users during long-term assignments – in other words, there must be enough room for a suitcase, tools etc. With smaller platforms, this kind of feature is not requested and of course not necessary. The number of ordered options shows us that we have understood our customers' requirements. Of course, there is always room for optimisations, and our customers also point this out. This enables us to constantly optimise our products and meet our customers' high demands.

Let's finish with another general topic. Environmental protection plays a key role in the context of corporate social responsibility. What measures is PALFINGER pursuing with regard to environmentally sustainable activity?

Johann Königshofer: Environmental protection is an important issue across the board and is fortunately gaining in prominence in all areas. That's why PALFINGER is working at Group level to increase efficiency and minimise the environmental impact

of its activities. This particularly relates to energy efficiency, waste reduction, safe disposal and compliance with environmental legislation. In concrete terms, this is managed via a Group-wide reporting system, and each regional management team ensures that local officers promote energy efficiency and environmental protection.

At product level, we naturally offer our access platforms with the best lifecycle performance. This relates to economic efficiency, speed and convenience as well as environmental protection. For instance, we have minimised the energy consumption of our products and are constantly working on new solutions such as the GPD (Gravity-Powered Drive), which uses the energy stored in the extended telescopic cylinder, in order to operate the access platform completely without a combustion engine and therefore with no pollutants or noise emissions. In addition, we are committed to reducing potential problematic substances and replacing them with alternatives whenever possible. Good examples of this are the use of organic hydraulic oils and the avoidance of solvents in paints. If at all possible, we use water-soluble paints as environmentally friendly and healthy alternatives. However, the responsible use of resources is also a big priority for us. The most important raw materials for us are of course steel and aluminium. We have been optimising the clippings for years now in order to keep steel scrap to a minimum. Here too, the corresponding key figures are examined at Group level and continuously improved with relevant measures. And, of course, right from the production stage, we ensure that our products can be easily recycled at the end of their long lifecycle.



AUTO-LEVELING



LIGHTWEIGHT CONSTRUCTION EXPERTISE

MORE FLEXIBILITY IN THE FLEET

Flexibility is one of the great strengths of the German access platform lessor Wagert. In addition to the wide range of solutions for access to heights, they particularly appreciate the application flexibility of the vehicles and equipment. Three new PALFINGER access platforms were recently added to the truck access platform range.

The application flexibility of access platforms largely depends on the available working area. For instance, with the P 300 KS, the operator can manage a facade width of 30 metres from a distance of over 10 metres without having to move the access platform. With the P 210 BK, over 20 metres can be covered from the same distance. This large working range helps Wagert's leasing specialists with their applications planning, as one vehicle can cover a wide range of applications.

With the two access platforms, it is even possible to reach awkward sites behind obstacles. The P 300 KS boasts the smallest set-up space in its class and a wheelbase with a peak value of just 3050 mm. Stabilization in cramped conditions as well as turning and manoeuvring are therefore totally straightforward. This flexibility enables the vehicles to be used for many tasks from tree care and the cleaning of buildings to the maintenance of industrial facilities.



With its continuous development of new products and refinement of existing ones, PALFINGER underlines its expertise and further strengthens its leading role in the European market for access platforms. With the new P 300 KS, the first representative of the Premium series with a counter slewing system, the standard in the 7.5 t class has been redefined. The P 300 KS – immediately recognisable with its new dynamic design – is impressive with unsurpassable figures in terms of compactness, manoeuvrability, user-friendliness and the extent of its working range.

The patented counter slewing system in conjunction with four telescope arms keeps the vehicle length down to just 7.5 m. A wheelbase of only 3 m makes it as manoeuvrable as a car. In addition to the unbeatable combination of a short design and a large working height, the continuously adjustable stabilizer system and the automatic levelling system are other features that make this platform a truly top product.

However, the P 300 KS is not the only model to offer major innovations. The Euro 6 exhaust gas standard (for trucks weighing 7.49 t and more) has been in force within the European Union since the start of 2014. It has led to a dramatic increase in the weight of carrier vehicles of up to 180 kg in some cases. The goal of the platform industry was thus clearly spelled out: Whatever became heavier in the trucks had to be slimmed down in the platform attachments in order to achieve an equal weight result. The development department of Palfinger Platforms faced up to this extremely difficult task and has attracted attention with some astonishing, innovative products. The former WT 230 and WT 300 have been thoroughly re-designed.

This has given rise to the P 230 and P 300 truck access platforms, which have been included under the heading of the new Premium class. With regard to the P 230, this slimming down has had such a positive effect that users are now presented with an additional loading option in the high 3-digit kg range. Lessors and users from the public sector, building service providers, landscape gardeners,



P 230

BEST IN CLASS

LIGHTER BUT STILL MORE: THE NEW PREMIUM CLASS

trade contractors and the energy sector will be delighted to learn of this news. Despite this significant weight reduction, it is a noteworthy engineering achievement of the mechanical engineers that the lateral range with a 100 kg basket load has been extended once again. This allows the company to reach „pole position“ in terms of loading (at least 600 kg) and lateral range compared to the competition.

With regard to the P 300, further carrier vehicle models such as Mercedes are now available in addition to the established MAN vehicle models. The pole position achieved in lateral range has been improved once again here as well. Given a basket load of 100 kg, a height of 21 m can be achieved despite a considerably lighter structure. The need for a new profile concept resulted in such a dramatic weight reduction that this truck access platform can also handle a heavier load. This means that the necessary tools and equipment no longer have to be brought to the place of use separately from the platform.

A shared feature of the truck access platforms from the new Palfinger Platforms Premium class is the completely automatic levelling system mentioned at the outset, which can be varied to suit individual needs depending on the place of use. The access platforms achieve their stable position by means of hydraulic continuously extendible stabilizers with a set-up inclination of up to 5 degrees. The enlarged support lift enables safe and fast set-up even with difficult terrain features, on slopes or in cramped conditions. Attached to the rear of the vehicle, the stabilizer control enables an optimum view when lowering the stabilizer feet on the safety plates, which come as standard. Integrated lighting and the logically designed control system minimise the risk of accidental operation here. Another highlight is the control panel of the Premium class, with its ergonomic and attractive design. The display ensures maximum user-friendliness. Users are given all important information on the operating conditions of the platform and truck, and an intuitive icon-based menu makes work easier.

The standard equipment also includes 24 V and 230 V sockets in the workman basket as well as a battery voltage monitor for the carrier vehicle. Optimum corrosion protection through the KTL coating – provided as standard – ensures a long service life.

Depending on the primary application, the access platforms in the new Premium class can be set up on all kinds of carrier vehicles in a wide range of weight classes up to off-road trucks. Their safe, easy operation and high degree of flexibility in the working area thus increase productive and economic efficiency in professional application.

BELOW THE LINE: The increase in the weight of carrier vehicles as a result of Euro 6 has resulted in an inevitable reduction in the weight of platform attachments. Thanks to innovative technology and materials, the new platforms of the Premium class have now been significantly optimised in terms of weight, use and range.



P 300



P 300 KS



EXPORTS GENERATE GROWTH POTENTIAL

THE MARKET DEMANDS MORE!

This year's APEX was held in Amsterdam for the first time, and Palfinger Platforms had an extremely successful time there. One of the main reasons for this is the sharp increase in international contacts. There was strong demand from the Scandinavian countries as well as Great Britain, Spain, Poland and Austria. However, the positive development on the Turkish market is also worthy of special mention here.

For instance, „Big Lift“, one of the biggest lessors in Turkey, uses Palfinger Platforms truck access platforms with a working height of 37 m to 70 m. In cooperation with Ayhanlar Platforms and Istanbul Vinc, they supply the Turkish market with access platforms, cranes and scaffolding. Mustafa Bilgin gave us his view of the collaboration: „Our shared aim is to familiarise Turkish

users with the quality of German mechanical engineering ‚made in Germany‘, primarily in order to make working at high altitudes easier and safer.“ Consequently, investment has now been channelled into the P 480 NX, chiefly in order to reach customers who need the height access technology for wind turbines as well as maintenance and repair work on tall buildings and mobile phone masts – not to mention applications for special events such as transmissions of sporting events.

The P 230 in the Premium class is extremely successful on the British market as a „payload monster“. As the only 23 m platform on a Euro 6 chassis, it boasts impressive technical data and unique selling points. The momentum from the successful unveiling at Vertikal Days in England continued unabated at APEX in Amsterdam. In the

Scandinavian countries, the P 210 BK is regarded as a proven truck access platform and still has a satisfactory customer base here. All truck models up to 3.5 t built in Italy by Palfinger Platforms Italy (P 140 T, P 170 T, P 200 A, P 240 A) and the Tunlift concept access platform developed specially for use in tunnels attracted particular interest from those present. Johann Königshofer is delighted: „Our concept of discussing and coordinating new platforms with lessors in advance is starting to bear fruit and paid off at APEX with a large number of deals. We are always keen to listen to the market in order to develop visions for platform technologies for the future. The lessor market also particularly appreciates our customer proximity.“



COUNTRY REPORT

NORTH AMERICA

In North America, access platforms in the Jumbo class are mainly used in the energy supply sector for the service and maintenance of transmission lines or wind turbines. However, in Alpha Platforms of Brooklyn, N.Y., we have now found a partner with a different mindset. With the first WT 700 in North America, Alpha Platforms is showing that this machine is also perfectly suited to use in facade and bridge inspection, the construction industry, the cleaning of buildings and tree-cutting by virtue of its flexibility, vertical and horizontal range and high basket load.



BRAZIL

In June of this year, the PALFINGER Group agreed a to holding in the Argentine company HIDRO-GRUBERT, based in Río Tercero, Córdoba. This agreement covers an initial minority holding of 30 percent, with an option for PALFINGER to acquire a majority stake in the company in the next three to five years. The company is the clear market leader in Argentina. „HIDRO-GRUBERT will open up the Latin American market for access platforms for us,“ says Herbert Ortner, CEO of the PALFINGER Group, explaining the motivation for the holding: „We believe in long-term growth in Latin America. With this holding, we are strengthening our market position.“




AUSTRALIA

The maintenance and repair of transmission lines is especially important in Australia because of the sheer size of the country. The P 650i, a highly insulated platform that enables technicians to work directly on the lines at voltages up to 500,000 volts, has been developed in collaboration with our Australian partner LinCon hire. In addition, use of the PALFINGER washer enables the P 650i to perform high-pressure cleaning of insulators and transformers. The platforms in the highly-insulated class thus significantly increase the safety of users and ground staff.



A PALACE MADE FROM GLASS

REACHING GREAT HEIGHTS WITH LOUIS VUITTON



At the end of 2010, the starting signal was given for a truly unique project at PALFINGER. Founded in 1854 by French craftsman and businessman Louis Vuitton in Paris and famous for manufacturing exclusive leather goods and luggage, luxury goods company Louis Vuitton Malletier S.A. planned to construct an extraordinary museum right in the heart of Paris as part of the specially established “Fondation Louis Vuitton pour la Création” (Louis Vuitton Foundation for Creation).

With a futuristic and ultra-modern design, the building catches your eye with a unique façade made from glass and steel elements. For cleaning, maintenance and repairs, the building operators need machines that not only are able to handle the enormous height of the building but also offer the necessary manoeuvrability and flexibility to access all areas.

Of course, only platforms made by a premium manufacturer were considered – and with the Jumbo class WT 350, the Premium class WT 370 and the Top class P 900 able to meet the highest requirements, PALFINGER was virtually predestined to serve as a partner.

However, Louis Vuitton naturally needed more than just series-produced platforms, which meant that a number of individual adjustments to the machines were required. The need for special equipment is primarily due to the spectacular design of the museum’s façade since the panelling comprising more than 3,000 glass elements is anything but ordinary. Each element was manufactured separately, features a unique shape and size and is intended to refract sunlight in different ways. In combination with the inward-curving struts forming the shape of sails, the building looks like a giant palace made from ice. A straightforward, standardised procedure for working on the front sections is therefore simply not an option. In close collaboration with the project managers at Louis Vuitton as well as architecture firm TAW Weisse, which was responsible for drawing up the cleaning concept, the engineers and designers from PALFINGER got to work and adapted the access platforms to requirements to enable the operators to work comfortably and efficiently under these highly specialised conditions.

However, alongside comfort and efficiency, the focus was also on protecting the façade from mechanical damage. Here too, our designers put forward a simple yet effective solution. To prevent cracks and damage to the glass elements, all three machines were equipped with special sensors in the workman baskets that alert operators whenever they are in close proximity to the façade, thereby minimising the risk of a collision.

Permanently set up on a concrete base in the upper part of the complex and thus completely out of sight for visitors, the WT 350 can clean and maintain the building's roof areas without any problems or difficulties. The WT 370 and P 900 are used for the glass areas on the sides and can navigate around the entire structure as required. Here, the WT 370 is primarily responsible for the lower part of the façade whereas the Top class P 900 works on the higher parts of the exterior in particular.



Tight access and entrance roads make maximum protection against potential damage a necessity here too. At the same time, the machines must be ideally positioned to enable optimum use of their range and manoeuvrability. The combination of a GPS system specially designed for these purposes and the sensor-based monitoring on the stabilizers eliminates any worries about the machines colliding with the building. What's more, the P 900 features two cameras on the telescope arms to prevent collisions when extending and subsequently adjusting the platform as well. A monitor located in the workman basket allows the operator to keep an eye on everything, thereby enabling safe operation without any obstacles.

Since cleaning operations are primarily conducted during the night, low-noise operation must be ensured. Together with the experienced PALFINGER engineers, a special electricity, water and air system has been developed throughout the entire building. The additional

installed electric drive is powered by external electricity, completely without the use of a power take-off or battery and thus operates virtually without making any noise. There are connections for air and water directly in the workman basket, which can be used if necessary.

The project managers at Louis Vuitton were impressed after initial commissioning! "All three machines are impressive since they offer maximum safety while simultaneously maintaining precision. PALFINGER has completely satisfied our wishes and requirements. We don't even have to worry about anything getting broken thanks to the effective protection mechanism. All bases really have been covered." This was the initial statement given, which fills us with pride.



ON THE ROCKS

XXL ROADWAY PROTECTION — EFFICIENT AND SAFE WORK WITH THE WT 610



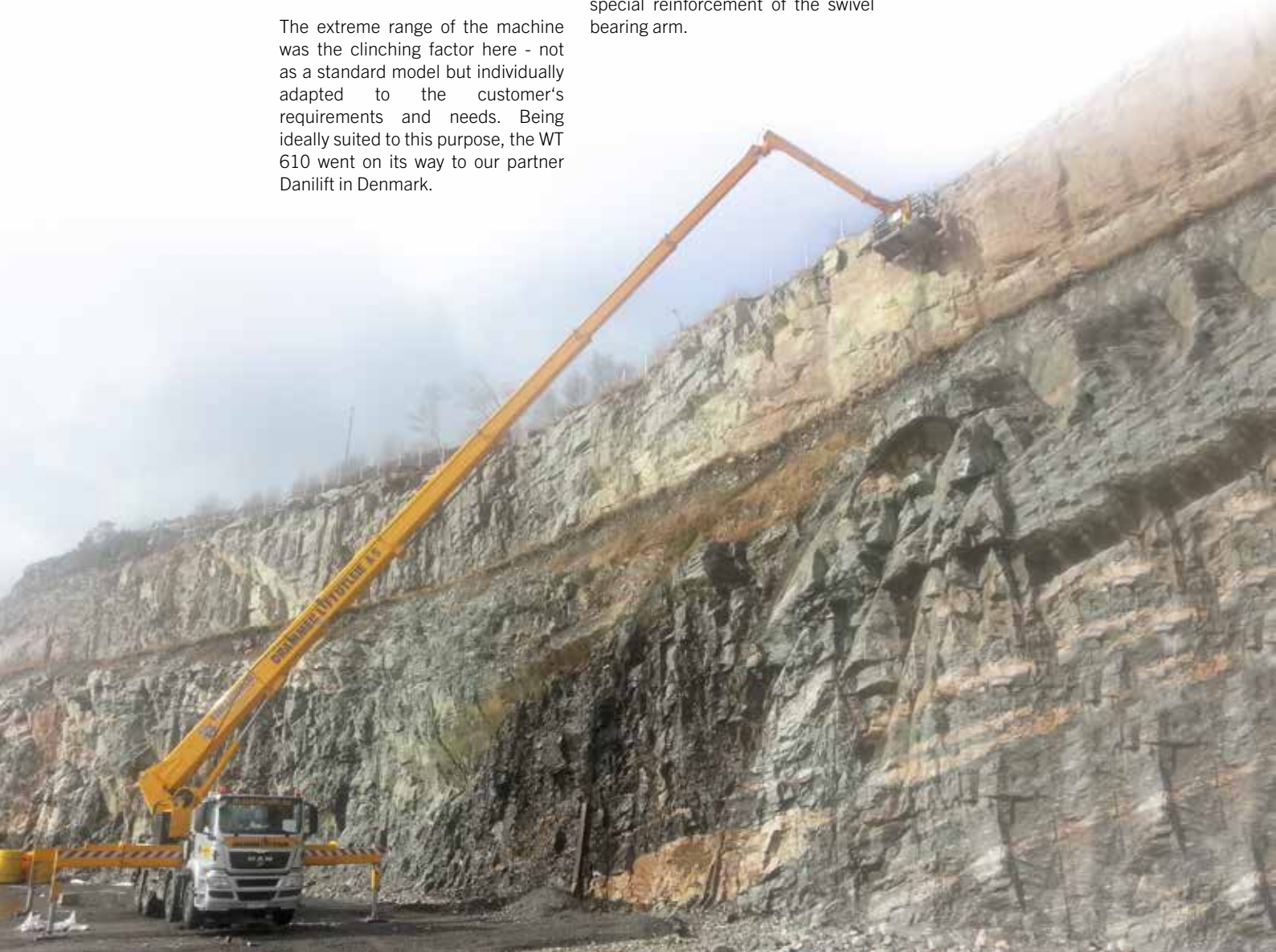
A new project got underway at the beginning of 2012: One of Norway's biggest lessors for access platforms, Drammen Liftutleie, asked Palfinger Norge for an access platform that would enable efficient work on mountain slopes and cliffs. This stemmed from a request from their customer Gjerden Fjellsikring to hire this type of platform for an extended period to provide adequate protection for Norway's roads. After some deliberation, the answer was clear: It had to be a WT 610.

The extreme range of the machine was the clinching factor here - not as a standard model but individually adapted to the customer's requirements and needs. Being ideally suited to this purpose, the WT 610 went on its way to our partner Danilift in Denmark.

The results were fantastic: Together with our PALFINGER engineers and designers, Danilift got down to work and developed a phenomenal WT 610 that measures up to all challenges and enables efficient and safe work in all situations.

In addition to a hugely powerful high-pressure compressor mounted on the platform, the special equipment also includes various protective covers to prevent the accumulation of dirt in exposed places as well as special reinforcement of the swivel bearing arm.

However, the main highlight of the machine is the modified workman basket: In addition to a robust roof that serves to protect against rocks and boulders, the basket is equipped with a grid floor to prevent the build-up of debris in the working area. In conventional applications, the workman basket can be dismantled and replaced with a standard basket at any time. Consequently, there are no restrictions of any kind for the lessor in the rental process.





The WT 610 has been in use since the beginning of 2013. High, steep and hard-to-reach slopes and cliffs that are often right next to narrow roads in Norway can now be surveyed extremely precisely with our machine. Secured by the special basket, the hugely powerful high-pressure compressor enables specialist staff to effortlessly drill deep holes into the massive steep slopes. These holes serve to secure the dangerous areas by means of steel nets anchored in the rock. This minimises the danger from falling rocks.

Gjerden Fjellsikring is completely satisfied with the work and happy to have received a machine that fits their very specific requirements. Mountain safety and maintenance are big issues in Scandinavian countries in particular and demand for suitable working equipment is extremely high. We are delighted to have the right platform in our range here in the form of the WT 610.

ONLY FLYING IS BETTER

QUEEN OF THE SKIES: THE WT 1000 IN USE DOWN UNDER



Service work on an Australian wind turbine shows that the WT 1000 truly lives up to its name. The WT 1000, mounted on a Tadano-Faun chassis, was used there to service a rotor blade damaged by lightning.



The aim of the operation was to remove the damaged component in order to get it down to the ground intact and repair it there. Once the work site was sufficiently secured, the crane and the WT 1000 were positioned accordingly. The experienced fitters in the basket of the WT 1000 coordinated every movement with the crane driver, ensuring that the operation ran smoothly. As soon as the crane was supporting the load and the working area was properly secured, the anchorings were removed and the rotor blade was brought to the ground intact. The WT 1000 thus demonstrated its maximum efficiency at high altitude and its outstanding safety once again.



OFF TO THE BRITISH ISLES

OUT AND ABOUT IN THE UK WITH THE P 210 BK.

At the beginning of 2013, we received a call from the British Isles in the form of an invitation to the Product Evaluation Days, organised by the English lessor Nationwide Platforms. This annual event lets manufacturers present their new products: an ideal opportunity to show the P 210 BK to the group's decision-makers in Warrington, England. With a working height of 21 metres, the biggest range of its type and a jib boom capable of slewing 185°, this access platform sets new standards in the 3.5 t class. The jib boom capable of slewing 185° enables a special platform mode in which the jib can be moved without stabilizers. It allows work to be carried out below ground level and also over or under obstacles. This flexibility makes it the ideal work machine in the rental business.

The long journey and subsequent presentation of the platform at Vertikal Days in Haydock Park gave us the idea of turning the England visit into something bigger – while there, we could also put on a UK road show!

The plan was put into action relatively quickly with our dealer King Highway. Starting in London – with visits to our customers Orion Access and Power Platform Services – the tour headed northwest to Liverpool, where we saw Mersey Travel and Winners. Gary Winn, managing director of Winner Access, was particularly impressed by the straightforward and convenient control with home and memory functions as well as the self-levelling of the stabilizers. However, as Liverpool is a coastal city with a damp climate, the machine's corrosion resistance may well have made the biggest impression. In particular, the KTL coating and the aluminium booms caused a wave of enthusiasm among our customers – no more rust at last!

The P 210 BK also proved a hit with the lessor Spot Access on the next tour stop in Manchester. Following a detailed inspection of the machine – there was much jumping, shaking and swaying at full working height with two people in the basket – everyone involved knew that they wanted one! The sale was concluded 'just a couple of days later' at Vertikal Days.

Throughout the road show, the P 210 BK displayed its strengths in full. The machine was particularly praised for its huge ranges, solid lightweight construction and extremely high-quality workmanship. Our tour clearly showed: The English market is ready for our 3.5 t platforms!





P 200 A

SMART SOLUTION

CLEVER, COMPACT, AFFORDABLE: THE ITALIANS ARE COMING!

In February 2013, the PALFINGER Group founded the joint venture Palfinger Platforms Italy Srl., based in Bolzano, Italy. The company, in which PALFINGER has a majority holding, specialises in the development, production and sale of access platforms, focusing on technically simple and low-cost attachments. The aim is to tap into the high-volume market segment for trucks up to 3.5 t.

In this segment, low-cost standardised access platforms are assembled on trucks rated for up to 3.5 t, which are mainly in demand from local authorities, energy suppliers, infrastructure service providers and rental companies. The devices are easy to use and control and naturally boast the proven PALFINGER product quality.

Herbert Ortner, CEO of PALFINGER AG, describes the company's objectives as follows: "Firstly, to tap into the large and fast-growing market segment of access platforms that are used on smaller trucks for upkeep and maintenance of infrastructure. Secondly, we aim to serve the key Italian market through Palfinger Platforms Italy."

The P 200 A set the ball rolling as the first representative of the "Smart class". In the fiercely contested market for truck access platforms up to 3.5 t, it stands out with a compact design (total length 5.39 m) together with easy-to-operate technology. With technical key data including a maximum working height of 19.8 m, a maximum lateral reach of 8.40 m with a full basket load of 200 kg and a total weight of 3,320 kg, it received

an extremely positive response from the market.

As the shortest machine in its class, it has unmatched manoeuvrability, which not only makes it small and clever, but also enables it to achieve particularly flexible access to heights thanks to a combination of a joint and telescope. It really comes into its own in building management and tree cutting as well as in public-sector applications.

The next smart platform from Italy, which proved its worth particularly in inner-city applications with high traffic volumes and limited parking space, was the P 140 T. Like the P 200 A, it is in the Smart class. Service work like maintenance and cleaning can be carried out safely at working heights of up to 13.5 m and with a



P 140 T



P 200 A



P 240 A

maximum lateral range of 8.40 m. The telescopic arm mounted on a rotary table capable of rotating through 370° and the turning angle of the workman basket with 2x 90° enable especially flexible access to aerial workstations.

As is often the case in the Smart class, the compact design (total length 6.05 m with a total weight of 3,200 kg) also demonstrates its impressive advantages here. On top of this, the 2,900 mm wheelbase delivers manoeuvrability at the place of use. Of course, the fully hydraulic processes also come as standard here.

Next came the P 240 A, the big sister of the P 200 A. Like the P 200 A, the P 240 A is also a joint-and-telescope access platform. This type of access platform enters new territory for the PALFINGER product range. The joint is the special feature of this type of access platform. The telescope attached to it makes it possible to move laterally over obstacles such as flat roofs. However, with a design just as compact as that of the P 200 A, the P 240 A also has the CSC system on board. This is a hydraulic range optimisation system that increases the maximum basket load of the P 240 A to 230 kg. Two different ranges are attained as a result – with an 80 kg basket load, the P 240 A achieves a lateral range of 10.2 m, and at 230 kg it is 7.0 m.

As with the P 200 A, the P 140 T is being followed by another access platform with a standard telescope. The P 170 T is the big sister of the P 140 T. It too is fitted with the CSC system and delivers a maximum basket load of 230 kg along with a working height of 17 m. The lateral range is 10.8 m with a basket load of 80 kg, and 8.0 m with a basket load of 230 kg. With a total length of 6.10 m, the P 170 T is also one of the most compact platforms in its class.

As a result, with all truck access platforms in the Smart class, users get professional height-access technology with proven PALFINGER quality, while the platforms' ergonomic design with Italian flair makes them real "eye-catchers" on the road.

BELOW THE LINE:

Whereas PALFINGER previously served only the high-end segment, the aim is for the products of Palfinger Platforms Italy to tap the middle market segment, which is many times larger.



P 200 A



TIME IS MONEY

A PLATFORM SHOULD STAY IN PEAK CONDITION FOR AS LONG AS POSSIBLE. WITH OUR MOBILE PALFINGER SERVICE, WE MAKE SURE IT STAYS THAT WAY - AND WE'RE FAST...

Berlin, Saarbrücken, Bayreuth and Graz. These are the cities where the mobile service network for PALFINGER access platforms has been expanded further in 2014. A total of 20 mobile service technicians are now on the road in Germany and Austria to respond to customer requests as flexibly as possible.

The advantage for our customers is obvious. Eliminating the travelling time to the next PALFINGER service partner saves customers time and increases the availability of their vehicles. The mobile service is therefore the fastest way to achieve optimally maintained platforms and worry-free mobility.

Fully equipped service vehicles and fitters with top-level training for work in hydraulics, electronics and mechanics enable maintenance, inspection, service and even minor repairs to be performed easily on site. The expertise and equipment of the PALFINGER service sites are only used as before for major repairs.

Along with expansion of the mobile service, the focus is also on increasing the capacity at the PALFINGER service sites. For instance, the Aining site now has two more work bays, and a new state-of-the-art site in the heart of Berlin has been moved into in conjunction with PALFINGER's service partner CTM.



SITE BERLIN

OLDIES BUT GOLDIES

USED EQUIPMENT FROM PALFINGER

Purchasing a used platform can be a difficult undertaking. However, selecting the right one is a whole lot easier thanks to the used equipment from PALFINGER. We have a large selection of workshop-tested access platforms in top condition, and the PALFINGER used equipment service supports our customers in selec-

ting a suitable machine. All access platforms have naturally been serviced and can be used immediately. For customers who are planning on re-equipping their vehicle fleet, PALFINGER also offers a trade-in service for used platforms.



More information about sales and service search as well as used equipment under
www.palfinger.com

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TOP.
AT THE FORE-
FRONT.



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