



PRESS RELEASE

Palfinger AG awarded Innovation Prize 2003 by the Province of Salzburg

- ◆ Palfinger is Salzburg's most innovative industrial enterprise in 2003
- ◆ Award for "Innovative Freight Terminal" telescopic unit

Bergheim/Salzburg, 27 October 2003

On 24 October, in connection with the major "Innovation Gala" held in the Red Bull Hangar-7 at Salzburg Airport, the official presentation was made of this year's Province of Salzburg Innovation Prize. Around 1000 visitors had come to show their recognition for Salzburg's most innovative companies. The tension and excitement were high leading up to the presentation of the awards, as 73 companies had submitted their best ideas. In the "Industrial Enterprises" category PALFINGER AG was unanimously chosen as the winner for its "Innovative Freight Terminal" project jointly conducted with the Austrian rail company ÖBB!

The background to this project reflects a current need which also holds significance for the future: As it will become increasingly important in future to relocate freight container traffic to rail, the increase in activity directly connected with the loading and storage of the transport containers represents a major challenge. Owing to the noise made by lifting equipment, conventional terminal facilities are not suitable for use in areas where there is housing, but at the same time cargoes have to be transported as far as possible into the centre of towns and built-up areas. PALFINGER has solved this problem with a terminal incorporating a fully automatic telescopic rack system which moves on *plastic* rollers with hardly any noise at all!

As, however, these rollers have to cope with enormous loadings in day-to-day duty which are beyond the capacity of plastic material under normal circumstances, numerous innovative ways round the problem had to be created. One solution, for example, was to use a loose bearing arrangement and a stabiliser, as a result of which no problematic lateral forces are exerted on the rollers. The field bus-enabled start-up and synchronisation control system (previously deployed only in aviation technology) guarantees smooth starting and optimal acceleration.

By means of special control algorithms, a controller module ensures precise synchronisation of the telescopic actuators spaced at distances of 15 metres. The dynamic forces arising are thus kept under control.

The result of these innovations is a speedy but quiet telescopic unit, which is internationally unique, and which in future will enable railway companies like Austria's ÖBB to successfully implement their logistics concepts in centres of population without causing any noise.

PALFINGER AG Supervisory Board Chairman Hubert Palfinger and Management Board Chairman Wolfgang Anzengruber accepted the award worth 3000 euros from the Province of Salzburg on behalf of the company. This amount is being donated directly to a children's hospital, because it is nice when an award can have several winners!

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