

# PASSION

PALFINGER CRANE MAGAZINE

# 20



**#ONTHEJOB**

# OUR CUSTOMERS RECOMMEND PALFINGER

Our customers confirm:  
A decision for PALFINGER is always a good  
decision. Thank you for your loyalty.

**LIFETIME EXCELLENCE**



**PALFINGER.COM**

# EDITORIAL

**STEFAN OBERLEITNER**

**DEAR PARTNER AND FRIENDS OF PALFINGER,**

This issue of our customer magazine CRANE PASSION is all about you. We focus on your everyday challenges and highlight the way our loader cranes assist you in getting your job done more efficiently and with less hassle. No two cases are alike – too many different factors matter: the load, its dimensions and dead weight, the location, inner city or mountain top, heavy lifting or construction material delivery. Each day comes with new situations and new challenges.

Talking about efficiency today means talking comfort functions as well as assistance systems our cranes come with. This issue highlights job reports on TEC loader cranes. We have gathered some fascinating and impressive stories from all over the world such as a report from Paris' iconic Eiffel Tower, the first ever PK 200002L SH operating in Belgium, customers working on top of Alpine mountains and in the Russian swamplands.

Yet, this issue also offers you a glimpse into the future. At PALFINGER we are convinced that electrification will be one of the dominant drivers in our business environment soon. The same is true for robotics as assistance systems. Last but not least fully integrated truck concepts (Turnkey Solutions) will go hand in hand with digitized systems wholly connected with mobile devices.

Looking into the future, we see a clear path how to significantly speed up our internal processes and external interfaces with you.



We are excited about all the opportunities and possibilities – yet for the time being, we are happy and proud to share some of our customer stories with you!

Enjoy your reading!

**Stefan Oberleitner**  
Product Line Leader Loader Cranes, Marine & Wind Cranes



**06**

**BELGIAN GIANT**

Kris Langers is a man in demand in Belgium. Using his PALFINGER loader cranes he is deployed wherever the greatest precision is required in the most challenging conditions.

**08**

**PK 30.002 TEC 7  
STRONG AND STABLE**

When a construction company relocates, it does so by using every trick in the book.

**14**

**AT NIGHT ON THE  
EIFFEL TOWER**

The Paris landmark is being spruced up.

**22**

**NOT ONLY IN THE  
INDUSTRY AT HOME**

PCC 57.002 crawler crane: Not every crane can handle a steep approach on an uncompacted roadway

9 Satisfied Crane Operator

10 Steady as a Rock in Every Situation

12 Across Europe

16 Easily Lifted Over the Roof

18 Put to the Test in the Baltic States

19 Siberian Challenges

20 TEC Range Gains Traction in Asia

**IMPRINT**

**Owner, editor, publisher:** PALFINGER EMEA GmbH, Lamprechtshausener Bundesstrasse 8, 5101 Bergheim, Austria, tel.: +43 (0) 662 / 2281-0, www.palfinger.com | **Marketing:** Stefan Seidl, Stefanie Mayrhuber | **INFORMATION FOR CUSTOMERS AND PARTNERS OF PALFINGER** | **Product information:** Michael Völker, Stefanie Mayrhuber | **Photos:** PALFINGER AG | **Disclaimer:** All information has been carefully researched and compiled. The authors and editors assume no liability 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. Where applicable, gender neutral terms have been used for easier reading. PASSION #20 is available in German, English, Spanish, Italian, Dutch, French and Chinese. Subject to printing and typesetting errors. Dated: December 2021.

# BELGIAN GIANT



Kris Langers is a man in demand in Belgium. Using his PALFINGER loader cranes he is deployed wherever the greatest precision is required in the most challenging conditions. Langers is the man of the moment thanks to his two-hundred-thousander and TEC 7.

Directly in front of Averbode Abbey in the small Belgian town of Tessenderlo, the borders of three provinces meet. That's pretty unique. At the same time, this indicates very well how centrally located the industrial city is: about an hour's drive from Brussels, from Antwerp with its port and from Maastricht in the Netherlands. From here it is only a stone's throw to the German city of Aachen and the Ruhr area. Logistically, Tessenderlo is therefore a perfect location.

That is why a state-of-the-art pharmaceutical and medical logistics center with a total capacity of 50,000 pallets is being built here on a site the size of seven soccer pitches. Right in the midst of the action on the construction site: two large cranes from PALFINGER, a PK 165.002 TEC 7 and a PK 200002L SH, AKA the "two-hundred-thousand". It's something special in Belgium and for Kris Langers, the customer as well as DEOM our PALFINGER general importer in Belgium. It is the first and only one in the kingdom.

## Precision Deployment

He and his company, which he founded in 1998, are actually

based in Maaseik, in the north-east of Belgium. But the fact that his fleet includes three PALFINGER loader cranes as well as eleven transporters and three trucks provides him with orders all over Belgium. "The two heavy-duty cranes are on the road every day for all kind of work. Sometimes they lift prefabricated concrete stairs, or precisely place large panes of glass on building facades or they manipulate technical equipment," says Langers. "The small crane, a PK 23002 SH, is dedicated to our concrete sawing and drilling department where we use it to lift our own machines and move containers using our PALFINGER hookloader" continues crane operator and owner Kris Langers.

The star, however, is the "two-hundred-thousand". He is the only one who drives and operates it. That is a privilege that has to be earned. "I'm proud to be a pioneer. Thanks to its enormous lifting capacity and outreach, the PK 200002L SH is well booked throughout Belgium," explains the entrepreneur with satisfaction. Because the "big one" can always work perfectly in the narrow streets of the old cities of Flanders and

Wallonia, he is also increasingly in demand for challenging jobs with large glass surfaces. "That's when we get called to all corners of the country, to where it's most difficult because of the height and the narrowness of the streets," says Langers. But these are exactly the tasks for which the two-hundred-thousander is made.

## Full Solution from Austria

"The whole truck was engineered and installed by the PALFINGER Mounting Competence Center in Austria in close cooperation with me and DEOM. For me, it was an opportunity to get an exclusive look at the work processes in the plant," says Langers. He didn't just get a loader crane, he points out, he got a full solution. Precisely customized to meet his requirements. "It's super convenient that all the extensions are mounted directly to the chassis," he says, mentioning one example, "which means I can install or remove any section on my own, without help. And despite its size, it's an extremely compact vehicle that I can drive anywhere and has a very small turning circle. In short, wherever I am deployed with this crane, I am certain to have everything I need with me."

In Tessenderlo, Kris's two heavy-duty cranes worked together in tandem. The task was to install a 36-metre-high roof structure safely, despite the high winds. "A real challenge. But

after one day everything was safely in position," says Langers. During the final phase, all the components of the highly complex air-conditioning system had to be lifted onto the roof - the heaviest individual part weighed 1.5 tonnes.

## Absolute Precision

This required absolute precision. All Langer's crane vehicles equipped by PALFINGER feature every available assistance function, such as WEIGH - the practical weighing function on the crane with the display directly on the remote control. Kris was particularly impressed with how incredibly easy it is to use the P7 radio remote control: "I always try to stand with the remote control close to where the load needs to be placed. This gives me absolute control over what is happening and allows me to see exactly what my clients want."

The logistics center in Tessenderlo is now finished. But Kris Langers is not running out of orders. Every day there are new challenges. Sometimes it's the height that has to be overcome. Or extremely valuable and sensitive objects that to be lifted safely. "Every day is a special day," Kris Langers says, "but that is a routine I can get used to."

<https://youtu.be/wl00SmiQHQ4>





# SATISFIED CRANE OPERATOR

## STRONG AND STABLE

When a construction company relocates, it does so by using every trick in the book. The relocation of Dollbau construction in Seekirchen, Austria is an excellent example of how to professionally build a new site while dismantling an old one at the same time. Bond clean, as they say. So it goes without saying that the PK 30.002 TEC 7 is part of the action.

**A combination of safety, performance, eco-friendliness, convenience, intelligence and design: The PK 30.002 TEC 7 delivers impressive power and outreach during the relocation of a construction company site in Seekirchen, Austria.**

What's more, the design of the TEC 7 series reflects the guiding principle „Form follows function“. The hoses are routed inside the crane, so they are perfectly protected against damage and wear.

### Loads of power for special applications

It easily lifts a small 2.5 ton excavator onto the roof of the old hall or transports insulation material onto the roof of the new office building. This loader crane from the innovative PALFINGER TEC range excels at this application thanks to its functional design and the strength of the P-profile. The drop-shaped, polygonal extension boom system - the P-profile - is an extremely lightweight construction that delivers high strength and stability. The unique P-profile provides high torsional stiffness for the entire extension boom system, including the fly-jib. Further proof that innovation still takes place in steel construction. Thomas Pagnal, an experienced crane operator, particularly appreciates the advantage offered by this feature on his new crane: „The P-profile is awesome, it can handle pretty much anything.“

## THE P-PROFIL IS AWESOME

Thomas Pagnal

### Everything you need

For Manfred Hofbauer, Managing Director of Hofbauer Earthmovers, the decision in favor of the PK 30.002 TEC 7 was a no-brainer. He knows he can rely on this very innovative crane with loads of technical capabilities. Whether we are confronted with complex challenges on inner city sites, lifting jobs that require long outreaches or assembling heavy loads - the new truck in the fleet with the PALFINGER loader crane solves the most complex tasks precisely, safely and efficiently. „Actually, it does everything you need a crane to do,“ is how crane operator Thomas Pagnal sums it up.



<https://youtu.be/ouHE9qgJgVw>

## THE KEY CRITERIA FOR CHOOSING THE TEC 5 WERE LIFTING CAPACITY, OUTREACH AND SAFETY

Manuel Carballo

“I work faster and more precisely with the new PK 35.502 TEC 5 from PALFINGER” states Manuel Carballo. With no-compromise accuracy, so to speak. The crane operator works for Drainsal S.L in Seville, Spain. The company has been handling contracts for the regional construction industry for more than 20 years. The 80 highly-qualified employees are work on structural and civil engineering projects as well as in railroad, road and bridge construction.

Jobs that require accurate, quick and efficient work. That is the specialty of the TEC range from PALFINGER. The high-tech loader cranes offer a wide range of different assistance and comfort systems. Above all, they are characterized by their polygonal P-profile.

“The key criteria for choosing the TEC 5 were the lifting capacity, outreach and safety that it offers,” says Carballo. Instead of only being able to lift loads over a distance of 17 meters, Manuel Carballo can now cover a radius of 25 meters with the TEC 5 with the greatest accuracy. And all this, thanks to the AOS system, with a significant safety enhancement for him, the load and the crane’s surroundings. This is because AOS registers pressure measurements using special sensors on the lifting cylinder, and adjusts the frequency and amplitude of the boom as it oscillates. This compensates for vibrations and shocks - after a sudden stop in motion, for example - and dampens load oscillations at the crane tip. “Switching to PALFINGER was the best decision,” is how Carballo sums up.



**With the PK 35.502 TEC 5, the Spanish company Drainsal increases its range of applications. And enhances precision, efficiency and safety.**



# STEADY AS A ROCK IN EVERY SITUATION

The Rogg transport company is well-known for its reliability and in demand throughout southern Germany. That is why the family business has been relying on quality made by PALFINGER for 20 years. For example the PK 22.001L TEC 7 with HPSC Plus Load - delivering the perfect interaction of hydraulics, electronics and sensor technology.

Josef and Markus Rogg are concerned. "We have been loyal PALFINGER customers for over 20 years. This is also due to the good support provided by our local dealership. The Hofner Hebetchnik company in Friedberg near Augsburg supports us in every purchase decision with an offer custom-tailored to our needs," explains Markus Rogg. The new truck and trailer combination is driven by Thomas Finger, who has been working at Rogg for four years. Every day he drives to between three

and five construction sites, each one a challenge in itself. On privately-owned construction sites, for example, the storage space for pallets is often limited. The bricks in each consignment have to be placed close together - like during the construction of the house itself - often on both sides of the transport vehicle.

and five construction sites, each one a challenge in itself. On privately-owned construction sites, for example, the storage space for pallets is often limited. The bricks in each consignment have to be placed close together - like during the construction of the house itself - often on both sides of the transport vehicle.

## Maximum Convenience, Safety and Range

This is where the crane can really show what it can do. Before Thomas Finger starts unloading, he makes sure the truck and trailer are supported. To do this, he uses the PALFINGER HPSC system. HPSC guarantees maximum convenience and safety for the crane operator - especially when working in confined spaces. If the vehicle can only be supported on one side, for example, as is often the case in single-family home developments. HPSC Plus LOAD ensures safe crane work even in cases like this. HPSC uses algorithms to calculate the permissible working range for each angle of the arm system and for every support situation. The LOAD detection system, on the other hand, uses the inclination of the vehicle as an additional parameter for stability and optimizes the performance and range of the crane accordingly. Because the HPSC Plus LOAD system reacts to the loading status of the truck and automatically takes over the tasks of stability monitoring, Thomas Finger can focus on increasingly demanding tasks. Hydraulics, electron-

ics and sensor technology work together closely on this crane. This is essential if, for example, two tons of paving stones are suspended from the crane and are to be set down 14 meters away. The teardrop-shaped P-profile, the distinctive shape of the boom arm system on TEC range cranes, also contributes to increased performance. It is extremely stiff in terms of torsion and bends less under load. This makes working with larger loads much more convenient for Thomas Finger.

## Improved User Friendliness

The two joysticks on the armrests of the top seat help to provide an extra level of convenience. "I wouldn't want to do without the electronic control system with joystick again. The operating convenience has improved many times over," explains the crane operator with satisfaction. The new control method is based on electronically servo-controlled joysticks and pedals. It enables the use of HPSC Plus LOAD and S-HPLS on loader cranes without radio remote control. For Thomas Finger, this feature is the highlight of his PK 22.001L TEC 7. Fittingly, he sets down the first pallet of bricks in the narrow driveway leading to the construction site. From now on, the crane operator's routine takes over as he places one pallet after the other exactly where the builder wants them, not wasting any space. The truck and trailer are unloaded in no time, and then it's off to the next job with his TEC 7.



# ACROSS EUROPE



Wolfgang Niederndorfer is a crane operator. But not just any crane operator. Wolfgang - aka Bärli - and his PK 200000L SH are known throughout Europe for their precision work and millimeter accuracy. For PALFINGER, he is an important partner with field experience.

Wolfgang Niederndorfer is a crane operator at the company Taurus Kran & Transport GmbH and a sought-after expert for jobs that require precision. Bärli solves these tasks reliably using his PK 200000L SH heavy-duty crane from PALFINGER. Together they are a well-rehearsed and unbeatable team. But there's a story to that.

Bärli is 39 years old and since March 2018 has been operating his second 200,000 series - PALFINGER's largest model of crane. Bärli has already completed well over 4,600 crane hours. He works all over Europe, for example when he travels from race track to race track to set up and dismantle the Moto GP House with 16 trucks in his wake and a team of 16 people behind him. Always in the narrowest of spaces, always under time pressure. "That's when you need a flexible solution that takes care of everything," says Bärli. "One like PALFINGER's 200,000," he adds.

He puts in an impressive performance with this crane, not only on the Formula 1 circuit, but also at the Moto GP and other major events. Sometimes the work is at altitude. On the Zwölferhorn mountain overlooking Wolfgangsee lake, for example. First of all the crane had to negotiate a steep, single-lane access road. Then, at an altitude of 1,500 meters above sea level, the crane operator had to position the wooden side walls and the 1.6-ton roof beams of the new Zwölferhorn cable car with millimeter precision in a very confined space. A challenge that he completed faster than expected thanks to the incredible speed of his PK 200002L SH.

That is only possible when someone like Wolfgang knows his equipment inside out. "I'm completely satisfied with my crane and proud of my job," he says. Fittingly, he was also involved

this year in the modernization of PALFINGER's Köstendorf site. In 2021, the company has put together the largest investment package in its 90-year history. A new research and development center is being built in Köstendorf

- and like the work on the Formula 1 circuit and on the Zwölferhorn cable car, the same applies here: Bärli and his PALFINGER loader crane work in the narrowest of spaces. For example, installing a footbridge between two office wings.

The 2.5 ton steel construction was ten meters long. It had to be lifted from the low-loader and positioned and installed precisely between the buildings. "A really tricky task. But working together with the installation team, it turned out wonderfully. It was a great mission," says Bärli in summing up the day's work. The research and development center will go into operation in 2022. Bärli has done his part to ensure that the deadline is met. He has also contributed to ensuring that it is precisely here that the next generations of loader crane will be even better and more sophisticated. By participating in PALFINGER's Operator Pool, he can share his experience and suggestions with the company.

The Operator Pool is a database where crane operators can contribute to ongoing improvements with their knowledge and expertise. After all, no one has more insights and suggestions for actual improvements than people who are in the field working with the equipment day after day. It is their expertise that helps to make good things even better. Or, as Bärli says, "The more flexible the crane, the broader its range of applications" - from the racing circuit to the cable car station and much more besides.



Become a part of the PALFINGER Operator Pool. Contribute to ongoing improvement with your knowledge and experience. Register now:



# AT NIGHT ON THE EIFFEL TOWER

In 2024, Paris will host the summer Olympic Games and the City of Light is meticulously preparing for this major event. Not only are competition centers being installed all over the city, but the landmarks are also being polished to a look their best. The Eiffel Tower, the landmark that stands out the most, will have a subtle golden glow just in time for the Games thanks to a new coat of paint. A job for which some 66 tons of lead-free

paint are applied by hand with small, round brushes. Wherever possible, the painters work from scaffolding, which has to be installed quickly and precisely - so as not to obstruct the daily flow of visitors. That is why this work is done at night.

"Our crane operators are now used to working in the middle of the night or in the early hours of the morning," says Nathalie Barbé, Managing Director of MP Exploitation. The company based on the outskirts of Paris is repeatedly requested for slightly more specialized assignments.

For example, using PALFINGER loader cranes to lift scaffolding on to the north pillar of the Eiffel Tower, to replace glass elements in the Louvre, or to carry out maintenance work on the facade of the Élysée Palace, the official residence of the French President. As a result, MP Exploitation enjoys an excellent reputation in France.

## Flexible even at Peak Times

The company, which was founded 30 years ago, has 20 employees and 20 vehicles. Ten of these are trucks equipped with PALFINGER loader cranes of the highest class - 20 metric tonnes, height range of 60 to 80 meters - as well as heavy-duty cranes that can lift up to 200 tons. "With our well-structured fleet, we are flexible even at peak times and can always offer our customers a solution," Nathalie Barbé is pleased to say.

The Paris landmark is being spruced up. High-precision operations are needed under the cover of darkness to ensure that visitors are not impeded during the day. Operations that are perfect for the largest PALFINGER loader crane with a P-profile boom - the PK 200002L SH belonging to MP Exploitation.

## WITH OUR WELL-STRUCTURED FLEET, WE ARE FLEXIBLE EVEN AT PEAK TIMES AND CAN ALWAYS OFFER OUR CUSTOMERS A SOLUTION.

Nathalie Barbé

Having customized solutions at the ready is the daily challenge in Paris. Away from the wide boulevards and avenues, the city on the River Seine is characterized by a winding network of narrow streets. For MP Exploitation, this means making the best possible use of the available space for every job and every construction site. A strength of the products made by PALFINGER. Word gets around. And not just on the construction sites where MP Exploitation delivers, installs or collects and transports glass panels, concrete beams and containers.

## The Two-Hundred-Thousand - A Star

There is a star in Madame Barbé's fleet that stands out above all the others: her largest crane, the PK 200002L SH, the "two-hundred-thousand". It is a star when it comes to maintaining the city's landmarks or positioning art installations in public spaces perfectly in the right light and in the right place. With the help of the HPSC stability system, the two-hundred-thousand operates safely, efficiently and effectively even in the heart of Paris.

Supported by these features, the crane and MP Exploitation are now well equipped for working on and around the Eiffel Tower. Nathalie Barbé is regularly asked to help with the ongoing maintenance work. For this job alone, four tons of cleaning cloths, 25,000 garbage bags and 400 liters of metal cleaning agent are used every year. And the PK 200002L SH.

During nightly operations around the tower's mighty north pillar in the spring of 2020, equally monumental scaffolding was erected to provide the painters with the best working conditions for the renovation. On jobs like this, everything has to be perfectly coordinated. The aim is to deliver maximum performance within a short time window. It's fair to say that this was a prestigious mission.

## Precise, Logical and Intuitive

A mission that demands precision and reliability. That is exactly what makes PALFINGER cranes and solutions stand out. Intuitive and easy control as well as the standardized internal logic of the systems paired with the Fleet Monitor management system - which is embedded in the PALFINGER Connected environment - enables even operators working with larger fleets to switch back and forth between different crane models without long downtimes, because the work hours and service times can easily be kept in view and deployment can be planned in advance before visiting the construction site. For certain sizes of fleet, this advantage contributes significantly to a high degree of flexibility in scheduling.

And that's not all by a long way: Together with its certified partners, PALFINGER guarantees the highest level of service competence. MP Exploitation, for example, ensures its reaction speed and fleet availability using PALFINGER SERVICE PARIS. They make sure that PALFINGER always provides the best solutions for each of its customer's challenges within the shortest possible time.

Nathalie Barbé is looking forward to further spectacular missions with her PALFINGER two-hundred-thousand crane. "Like at Les Invalides, for example, where we moved historic cannons so that they could be restored. There is still a lot to do between now and 2024. And after that, too."



# EASILY LIFTED OVER THE ROOF

THAT WAS THE FASTEST AND MOST EFFICIENT SOLUTION AVAILABLE TO US. Christian Reichart



**PALDRIVE - more than just a vehicle**  
 When things have to move quickly, PALFINGER offers together with its worldwide sales network ready-built complete vehicles through the PALDRIVE sales platform, including new, workshop-tested previously-owned, demonstration and training trucks from a wide range of models and performance classes. Just like this PK 58.002 TEC 7 featuring Smart Control - [paldrive.palfinger.com/](https://paldrive.palfinger.com/)!



<https://youtu.be/7vN5EjyUY2s>

Wherever space is tight and the utmost precision required, the PK 58.002 TEC 7 loader crane from PALFINGER is the ideal solution. Like when a 400-kg Jacuzzi has to be lifted over a house into the yard, for instance. Which was the case in Surheim, Germany.

Crane operator Gerhard recalls that the weather was fine: "There was light cloud and no wind. Just perfect. And the next-door neighbor was just astounded." No wonder: it's not every day you see a 400-kg Jacuzzi floating through the air. Fast, safe, no problem. Despite that, this pool maneuver certainly posed a challenge for the plumbing firm of Reichart in Saaldorf-Surheim, Germany. Because the Jacuzzi, so eagerly anticipated by the customer, had to be lifted over the house from the road into the back yard. It could have been done with a digger, says master plumber Christian Reichart, explaining the challenge, "but then the garden would have been damaged. So that was not an option."

### Smart and easy lifting: 400 kilos

Another solution had to be found. One that allowed the Jacuzzi to be lifted safely from the road to behind the house. This is where PALFINGER crane operator Gerhard and the PK 58.002 TEC 7 loader crane came in. The perfect combination of experience and technological possibilities. And in this case, both were needed. In the narrow dead-end street, Gerhard had to choose a position allowing him to lift the pool into the back yard but avoiding the roof of the house: "There was a risk of damaging the solar panels." So he chose a position from which he could lift it over the garage roof. "The preparations were perfect. The loader crane was ideally configured to lift the 400 kilograms over the required outreach and place them safely on the terrace," says Gerhard. A mobile crane might have had difficulties on account of the approach path for aircraft to Salzburg Airport.

### Maximum stable with highest outreach

Its additional knuckle boom system – the so called fly jib – allowed the PK 58.002 TEC 7 loader crane to make the most of its strengths in this situation and to achieve the greatest possible outreach at a significantly lower height while at the same time clearing projecting edges with no difficulty. The P profile, on the other hand, gives the crane's entire extension boom system great torsion stability and supports fast and precise work steps. "That's an important aspect of operation for me," says Gerhard. The same applies to the control system, which must guarantee great precision especially where space is tight, as in the dead-end street, and does so thanks to the P7 radio remote control, as the experienced crane operator points out. Gerhard nevertheless experienced a first on this job: "I tried out the new Smart Control function during this operation for the first time and am really impressed that after the P7 it was possible to make operation even easier and smarter. Lifting the Jacuzzi down centrally with practically a single lever was never easier."

### Precisely placed

The combination of these advantages produced a strong and convincing performance in Saaldorf-Surheim. In a confined space, the 400-kg load was lifted quickly and easily and set down with pinpoint accuracy. Also the customer Christian Reichart is convinced that "That was the fastest and most efficient solution available to us."



# PUT TO THE TEST IN THE BALTIC STATES

To demonstrate the many advantages of the TEC 7 series in Estonia, Latvia and Lithuania, a PK 58.002 TEC 7 went on a roadshow starting in April. And met with enthusiastic interest.

Nothing is more impressive than direct experience. That is and will remain the case. Even in times when half of humanity can only communicate with one another using video conferences and digital presentations. However, just as an example, you can also present the TEC range from PALFINGER in all its finery to customers virtually and in 3D. Or, you can send a PALDRIVE vehicle with a PK 58.002 TEC 7 on roadshow. To the Baltic States, let's say. To Estonia, Latvia and Lithuania.

From April to June, PALFINGER visited more than 100 customers in the Baltics region during the roadshow. PALFINGER style, of course. The training session for the local operators and dealers was held remotely (thanks to Corona) to ensure that they can all make full use of the many TEC range assistance and comfort systems.

#### A Demonstration of Strengths

And used to the full they were. More than 100 customers and other people interested in these solutions were visited, or invited to our local dealerships. This ensured that a wide range of different industries could be covered - from energy generation with wind power to heavy lifting, to construction, transport and logistics as well as infrastructure. At each location, the PK 58.002 TEC 7 found opportunities to impressively demonstrate its strengths. And all the cranes in the TEC range have many of these.

The cranes in the TEC series are PALFINGER's most powerful models, facilitating even the most complex and complicated operations thanks to their sophisticated systems.

#### Assistance Systems ...

The intelligent crane tip Smart Control system, for example, which makes working with a TEC crane even more intuitive and efficient. This allows the operator to intuitively move the crane tip vertically or horizontally to the exact position required by moving a lever on the remote control unit. And that's not all by

a long way. In the background, the system automatically calculates the direction of movement using sensors and electronics, with the HPSC Plus LOAD function also taking the vehicle's inclination into account and compensating for it if necessary.

The convenient P-Fold function, on the other hand, unfolds the loader crane safely and quickly into the predefined working position with just one movement of the lever on the P7 remote control. Even in combination with a fly-jib and winch, the semi-automatic process unfolds without a hitch. This is due to the automatic Rope Tension Control (RTC), which automatically adjusts the rope length to the respective crane movements.

#### ... and Data Management ...

But there's even more: PALFINGER Connected, consisting of the modules Fleet Monitor, Operator Monitor and Service Cockpit, enables the most efficient operations. As the name suggests, Connected ensures a constant flow of information between fleet managers, contractors, service partners and, above all, the operators of PALFINGER loader cranes. Even if questions arise on site. The Operator Monitor then offers the crane operator the capability of quickly identifying and eliminating potential sources of error.

#### ... Put to the Test

Everything was demonstrated and explained in detail during the roadshow. The customers in the Baltic countries were impressed and, when they order a TEC crane, they will no longer want to do without the assistance functions presented. But it was not only the customers who were enthusiastic. As Valdis Sermols, our PALFINGER dealer in Latvia, explained: "The practical approach was the best way to introduce the new technologies to our customers". The first TEC 7 models have already been ordered.

# SIBERIAN CHALLENGES

Be ready for anything - equipped for any challenge imaginable. This is everyday reality for companies like Gazprom Transgaz Yugorsk (GTY) in the north of Russia and in Siberia. They need to be able to rely on equipment that is reliable, flexible and easy to maintain - especially in the most adverse conditions, hundreds of kilometers from the next paved road or the next sign of habitation. That is why GTY relies on PALFINGER.

In 2020, PALFINGER's long-standing partner VITYAZ Machine Building Company signed a contract for the delivery of double-section transporters and a special off-road vehicle. The order included equipping the off-road vehicle with a PK 100002 Performance loader crane for the emergency repair department and fitting another vehicle with a PK 150002 Performance.

## Proven Combination

It is precisely this combination of the heavy-duty VITYAZ all-terrain vehicle and a PALFINGER loader crane that has

In the far north of Russia, PALFINGER Performance loader cranes are proving their reliability in the face of the most adverse conditions. Mounted on all-terrain vehicles, they are used far from civilization for maintenance work as well as for rescue missions.

proven its worth many times over in the far reaches of the north thanks to its reliability, enormous lifting capacity and ease of maintenance.

Here, the all-terrain vehicles with their PALFINGER loader cranes are used in areas that can normally only be

reached by helicopter. They are support vehicles for maintaining oil and gas fields, pipelines, and the construction and repair of power lines.

## Repair and Rescue Operations

The all-purpose vehicles, which are also equipped with containers for emergency supplies, are much more effective in inaccessible areas than any other equipment. Thanks to their versatility, they are not only used in inaccessible terrain, but also as a floating all-in-one vehicle which can even be used for rescue and recovery operations if people are in danger at sea. They can even be deployed to prevent, protect and clean up the coastline from oil spills after a tanker incident.

# TEC-RANGE PICKING UP TRACTION IN ASIA

These loader cranes easily fulfill lifting jobs in great heights with heavy loads in tight spaces. A visible and highly valued feature is the polygonal P-profile. It makes the whole boom system especially rigid, strong and at the same time lightweight. The minimal boom deflection of the P-profile also gives operators a greater ease of mind during operation.

Customers around the world appreciate these high-tech crane models with its variety of assistance and comfort systems. This is also the case in Asia!

The application areas of loader cranes gain more and more in complexity and require an increasing level of precision and finesse. With the TEC-range, PALFINGER offers powerful loader crane models for these complex and specialized operations as a perfect solution.

For instance, almost 20 units of our TEC cranes are in operation in Singapore! The most famous and popular among them is the PK 165.002 TEC 7, but PK 37.002 TEC 7 and PK 28.502 TEC 5 cranes have also started getting onto the roads, handling various applications from logistics to landscaping.

In Hong Kong, the PK 165.002 TEC 7 and the PK 37.002 TEC 7 are also gaining traction. The PK 37.002 TEC 7 was in particular, supplied to CLP Power Hong Kong Limited for the safe and stable lifting of generator sets. This helps them to ensure emergency power supply, and the high standards of 99.9 percent power stability around Hong Kong. CLP takes the safety of their workers extremely seriously and spares no expense to purchase the most cutting-edge machines. Key features of the PK 37.002 TEC 7 which appealed to CLP were the P-profile and the easy-to-use PALcom P7 radio remote control for precision control.

We are delighted to see our products around the world improve the lives of those working on the ground with them, and look forward to see more of our TEC 7 series around Asia.





# NOT ONLY IN THE INDUSTRY AT HOME



<https://youtu.be/spYKkjvZY8>

The PALFINGER PCC 57.002 crawler crane performs at its best, when it comes to coping with steep slopes where the ground is unstable. Not every crane is capable of this! It also demonstrates its versatility when erecting power poles in the mountains of St. Johann im Pongau, Austria.

It's early in the morning above St. Johann im Pongau and a demanding job with a view of the impressive Salzach Valley is on the agenda for crane operator Alex. His employer, company Grabmaier, has been tasked with lifting electricity pylon elements weighing up to 2.5 tons at a height of 15 meters. After the elements have been assembled by means of a PALFINGER loader crane, the approach takes place, among other things, over a steep, uncompacted section with a slope gradient of up to 28 degrees. The lifting work itself takes place in an extremely tight space. None of this is a problem for the versatile PCC 57.002 crawler crane.

explains client Markus Viehhauser, owner of VIMA Maschinen-Service e.U., enthusiastically. „With the crawler crane, we are more optimized on the road and, thanks to the perfect weight distribution, we were also able to drive to the site without any crop damage.“ says Viehhauser. The use of the PCC thus prevented enormous additional costs and the job was completed in just three days.

#### Steep, steeper, steepest

„What impressed me about the crawler crane was the extraordinary slope it can cope with. With a mobile crane, the effort would have been far too great, as it would have required soil compaction on site in addition to the road widening and reconstruction“

#### Weight distribution as an advantage

The lifting operations took place on a space of seven by eight meters. The power pole bases and power pole elements weighing 1.9 to 2.5 tons were to be lifted 17 meters wide and 15 meters high. This was a challenging situation that was effortlessly managed by crane operator Alex and his PCC. In the process, work was carried out both downhill and uphill from the small platform, which particularly highlighted the function of shifting. „You can move left and right on the outriggers during the crawler crane work and thus achieve the ideal support during operation. Above all, the lifting power from the PCC is also significantly increased“ explains crane operator Alex.

#### Versatile also in terms of (e)drive

Alex and the PCC 57.002 crawler crane are already linked by countless experiences and a large number of successful operations. Activities in the construction industry, on the road in the mountains or in indoor areas for industrial companies

are part of everyday life for the crane operator. One of the first assignments with Grabmaier was particularly challenging. At a large Austrian company, the crawler crane was placed on a steel scaffold lined with steel plates on the fourth floor. Over several months, components were lifted in this way in a very confined space, as there would otherwise have been no other option. „We also work a lot indoors or in closed rooms of larger companies. The advantage of the PCC is that there is a diesel engine at the front and an electric motor at the rear with 400 volts. With the electric drive, the work is quieter and thus also prevents exhaust fumes“, Alex and his colleagues really appreciate this. With an incredible 15 kW of electrical power, the PCC 57.002 is powerful, precise and extremely quiet. This not only means optimum protection for workers in indoor areas, but also supports a more positive environmental balance. A true electric and, if required, emission-free all-rounder!

