

WITHOUT COMPROMISE

No.22 - year 2018

International information magazine of the **FASSI GROUP**

Major raids and the **ETRC 2018** with Iveco



FASSI

Following the success of the Africa Eco Race and the Dakar Rally,
Fassi's sponsorship with Iveco
of the European Truck Racing Championship continues



Share photos with us of Fassi cranes at work



Fassi cranes operate all over the world in new and different places and sectors. Stories speak through images that come from dealers and customers on five continents and are posted throughout the year on social media. In this section we have chosen and shared some of them.

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02



03



04



#FassiCrane

01_ 600 Cranes Australia

02_ Fassi UK England

03_ Liftig Solutions New York

04_ Stenberg Transport Denmark



News and stories that tell the strength of the group

There's a lot of news in this new issue of Without Compromise, starting with some changes in the graphic layout and content setting. These developments were made to offer you a product that is even fresher and more usable. This is the continuation of a project that has been consolidated over time but could soon have important surprises in store for you in terms of the constant evolution that is part of Fassi's DNA. We will say no more in anticipation of this, convinced that you will continue to follow us to discover what we have up our sleeve in the coming months. We have a lot of new innovations to tell you about, as can be seen from the numerous models of cranes we are presenting in this edition: the F395A and F395RA xe-dynamic; the F115A and F130A; the F95B and F105B. This demonstrates the continuous work on the front of product innovation to fully answer the constant and growing demands of the market, but also to anticipate new approaches of use and future needs from different sectors of application.

These cranes belong to the medium and small range, in which Fassi's strong drive once again emerges in terms of performance, versatility and a wealth of configurations, compactness and lightness.

But this is an issue of the magazine that also imparts important news about the Fassi Group, starting with the presentation of the new logo that aims to emphasise the value of a global identity shared between individual entities that are part of a project of great scope. Due to the versatility of the brands, the group is able to lead the way on the international stage. The group is also capable of expressing itself in the reality of daily case histories, where every day in the field one can witness the transformation of ideas into projects, that in turn become products and solutions we can offer to our customers. This is demonstrated by the winning combination of Cranab and Marrel in Austria (see page 32), the first Cranab crane sold in Trentino by Gerax (page 34), and the use of a Fassi F1150RA to install solar panels at the Royal Palace in Stockholm.

Last but not least, we conclude with the cover story dedicated to the sponsorship of Fassi with Iveco at the European Truck Race 2018. In our role as sponsor, we confirm our constant investment in enhancing the brand in contexts related to our target market and in being leaders in areas where excitement, involvement, adventure and passion outline a path in synergy with our identity.

EDITORIAL



Featured



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Fassi middle and light range's new cranes

F395A, F395RA, F115A, F130A, F95B and F105B. Evolution, innovation and powerful in the new six Fassi cranes

FASSI GROUP

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A new image for the Fassi Group

A complete restyling for the Fassi logo and the Fassi Group. A renewal which is the expression of a new identity



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Cranab and Marrel, a winning combination in Austria

R&L Entsorgungsservice in Vienna equipped its first vehicle with Marrel Ampliroll and Cranab TZ12.2



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Cranab cranes arrive in Trentino

The historic link between Gerax and Fassi has led to the creation of a new partnership between the Trentino company and Cranab



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Fassi's medium-duty range has grown with the addition of the **F395A** and the **F395RA** xe-dynamic



Two new models designed particularly with the construction and transport sectors in mind. Compact, light and offering top performances in both rack and slew-ring rotation versions

PRESENTED AT TRANSPORT-CH

The new F395A/RA made its market debut last November at Transport-CH in Bern, installed for the occasion by Fassi Schweiz AG, the Swiss dealer for Fassi Gru



A new crane presented in two versions, each with unique characteristics. We are talking about the new F395A xe-dynamic crane, and the F395RA xe-dynamic model. The first, smaller, is provided with rack rotation, while the second is fitted with slew-ring rotation, which allows for continuous 360° movement, useful above all for those who need to work with extreme precision in rotation over large horizontal distances. The first was presented to the market last November in Bern, during the ninth edition of Transport-CH, the most important Swiss transport and lifting trade fair.

Strengths

- Reduced dimensions (A)
- Complete 360° rotation (RA)
- Compact, light and powerful
- Versions available with up to 8 hydraulic extensions and two versions with a short secondary arm, various jib combinations



Fassi **F395A** xe-dynamic

The rack has self-centring cast-iron wear pads which guarantee correct and constant coupling between the pinion and the rack, avoiding wear of the teeth. The base and the lower part of the column are in cast steel for perfect stress distribution and greater resistance; the absence of welding points provides the crane with improved durability against fatigue.

Fassi **F395RA** xe-dynamic

This crane offers continuous rotation on a double row ball slew ring with a motoreducer. It has a base with slots for tie-rod fastening, or for an integrated counter-frame which allows for a reduction in overall height.

On both cranes, the guides for the extension booms are fitted in such a way as to reduce vertical and lateral play, guaranteeing increased lifespan; the hydraulically extending stabilisers are also available in an XL version, and a "C" version is available with a shorter secondary arm for increased underhook lifting height.



CRANE SPECIFICATIONS



- ✓ - **Crane name:** F395A/RA
- ⚙ - **Category:** medium-duty range
- 🏗 - **Lifting capacity:** 36.5 tm
- 📏 - **Overall dimensions:** w 2.51 m, l 1.05 m, h 2.46 m
- 👤 - **Maximum hydraulic outreach with jib:** 26.7 m

Characteristics:

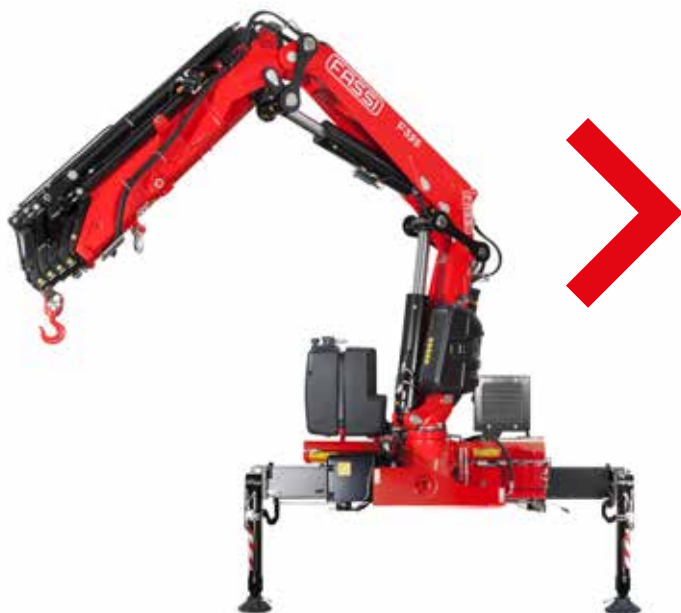
- Dynamic version (.2): with linkage
- XP device
- ProLink system with double linkage
- 400° rotation with rack and pinion (A)
- Continuous rotation on slew ring (RA)



Electronic/hydraulic equipment:

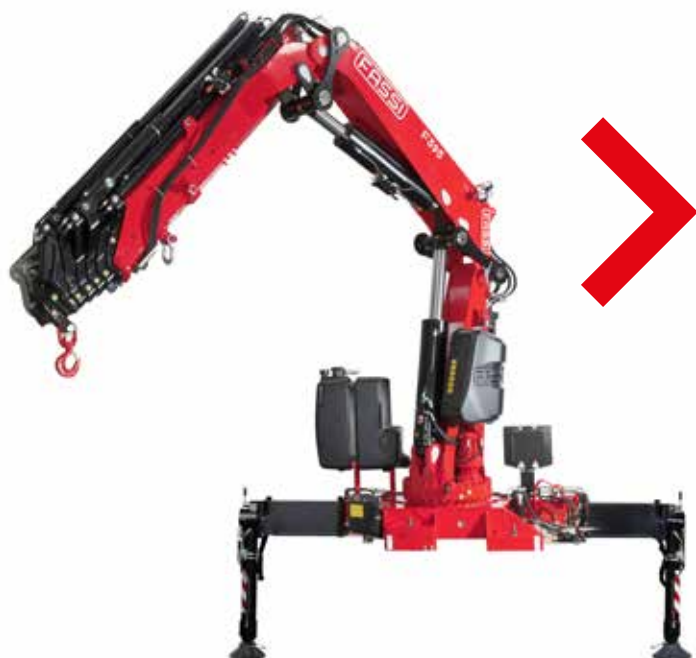
- FX500 control unit
- D850 digital hydraulic distributor bank
- RCH/RCS radio control unit
- ADC automatic dynamic control
- Flow sharing

F395A xe-dynamic



VERSION	OUTREACH	LIFTING CAPACITY	WEIGHT
.2.22	8,15 m	36,49 tm	3350 kg
.2.23	10,20 m	35,88 tm	3580 kg
.2.24	12,30 m	35,27 tm	3800 kg
.2.25	14,60 m	34,76 tm	4000 kg
.2.26	16,70 m	34,05 tm	4200 kg
.2.27	18,85 m	33,54 tm	4380 kg
.2.28	20,90 m	32,72 tm	4500 kg
AC.2.24	10,65 m	35,27 tm	3710 kg
AC.2.26	15,05 m	34,86 tm	4110 kg
.2.24/L323	20,05 m	35,27 tm	4700 kg
.2.25/L324	21,95 m	35,27 tm	4800 kg
.2.25/L323	22,25 m	34,76 tm	4900 kg
.2.25/L324	24,15 m	34,76 tm	5000 kg
.2.26/L212	22,80 m	34,05 tm	4850 kg
.2.26/L213	24,80 m	34,05 tm	4930 kg
.2.26/L214	26,70 m	34,05 tm	5000 kg
.2.24/L323	18,45 m	35,27 tm	4465 kg
.2.24/L324	20,35 m	35,27 tm	4565 kg

F395RA xe-dynamic



VERSION	OUTREACH	LIFTING CAPACITY	WEIGHT
.2.22	8,15 m	36,49 tm	3510 kg
.2.23	10,20 m	35,88 tm	3740 kg
.2.24	12,30 m	35,27 tm	3960 kg
.2.25	14,60 m	34,76 tm	4160 kg
.2.26	16,70 m	34,05 tm	4360 kg
.2.27	18,85 m	33,54 tm	4540 kg
.2.28	20,90 m	32,72 tm	4660 kg
AC.2.24	10,65 m	35,27 tm	3870 kg
AC.2.26	15,05 m	34,86 tm	4270 kg
.2.24/L323	20,05 m	35,27 tm	4860 kg
.2.25/L324	21,95 m	35,27 tm	4960 kg
.2.25/L323	22,25 m	34,76 tm	5060 kg
.2.25/L324	24,15 m	34,76 tm	5160 kg
.2.26/L212	22,80 m	34,05 tm	5010 kg
.2.26/L213	24,80 m	34,05 tm	5090 kg
.2.26/L214	26,70 m	34,05 tm	5160 kg
.2.24/L323	18,45 m	35,27 tm	4625 kg
.2.24/L324	20,35 m	35,27 tm	4725 kg



Techno Chips



ADC

Automatic
Dynamic Control

control

* CPM

Crane Position
Monitoring

control

FS

Flow Sharing

performance

* FSC

Fassi Stability
Control

control

FWD

Fewer Welds
Design

strength

MPES

Multi Power
Extension System

performance

PROLINK

Progressive
Link

performance

RCH/RCS

Radio Remote
Control

control

UHSS

Ultra High
Strength Steel

strength

XF

Extra Fast

performance

XP

Extra Power

performance

CQ

Cast Quality

strength

D850

Digital Multifunction
Distributor Bank

control

FX500

Fassi Electronic
Control

control

Optional



D900

Digital Multifunction
Distributor Bank

control

FL

Full Lift

performance

OHT

Outrigger
Hydraulic Tilt

performance

ME

Manual Extension

control

FSA

Fassi Smart App

performance

OTC

Oil Temperature
Control

control

GAS

Grab Automatic
Shake

control

IoC

Internet of
Cranes

service

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F115A and F130A, when **innovation** leads to evolution



The two new models F115A and F130A
introduce improvements in performance
and characteristics

PERFORMANCE

With respect to the previous cranes,
lifting capacity has been increased
and weight has been reduced



Fassi's light-duty range has been enhanced with two new models offering higher performances. The new models are the F115A and the F130A, which respectively replace the previous F110A and F120A models. This passing of the torch leads to a four percent increase in lifting capacity, in spite of the reduced weight. This has been made possible thanks to innovative materials and new development techniques. The two new models form part of the 10 - 13 tm light-duty range.

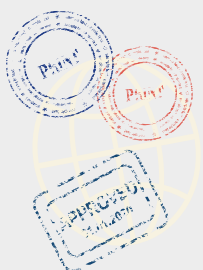
Strengths



- Performance increased by 4% compared to the previous model
- Stabiliser commands via radio/manual



CRANE SPECIFICATIONS



- ✓ - **Crane name:** F115A
- ⚙️ - **Category:** light-duty range
- 🏗️ - **Lifting capacity:** 11.6 tm
- 📏 - **Overall dimensions:** w 2.3 m, l 0.8 m, h 2.2 m
- 🔑 - **Maximum hydraulic outreach with jib:** 16.5 m

Characteristics:

- Active version (.0) without linkage
- XP device
- 390° rotation with rack and pinion



Electronic/hydraulic equipment:

- FX500 control unit
- D850 digital hydraulic distributor
- RCH/RCS radio control unit



Standard configuration

- Manual extension of stabilisers
- Manual rotating stabilisers
- D850 distributor for the E-active version

Options



- Active and e-active versions with FX500 moment limiter for both models
- Hydraulic stabiliser extension available for all versions, both standard and extra
- Supplementary functions activated for hydraulic accessories fitted to the crane tip
- V9 and V15 winches
- L102 hydraulic extension



CRANE SPECIFICATIONS



- ✓ - **Crane name:** F130A
- ⚙️ - **Category:** light-duty range
- 📏 - **Lifting capacity:** 12.7 tm
- 📏 - **Overall dimensions:** w 2.3 m, l 0.8 m, h 2.2 m
- 🔑 - **Maximum hydraulic outreach with jib:** 16.5 m

Characteristics:

- Active version (.0) without linkage
- 390° rotation with rack and pinion



Electronic/hydraulic equipment:

- FX500 control unit
- Hydrocontrol HC/D4 segmented distributor bank

F115A active/e-active



VERSION	OUTREACH	LIFTING CAPACITY	WEIGHT
A.O.21	6,25 m	12,74 tm	1390 kg
A.O.22	8,10 m	12,23 tm	1520 kg
A.O.23	10,15 m	11,93 tm	1640 kg
A.O.24	12,30 m	11,31 tm	1760 kg
AC.O.22	6,30 m	11,42 tm	1450 kg
AC.O.23	8,35 m	11,11 tm	1575 kg
AC.O.24	10,50 m	11,01 tm	1720 kg
A.O.22/L102	14,50 m	12,23 tm	1835 kg
A.O.23/L102	16,50 m	11,93 tm	1955 kg

F130A active



VERSION	OUTREACH	LIFTING CAPACITY	WEIGHT
A.O.21	6,25 m	11,62 tm	1390 kg
A.O.22	8,10 m	11,11 tm	1520 kg
A.O.23	10,15 m	10,70 tm	1640 kg
A.O.24	12,30 m	10,50 tm	1760 kg
AC.O.22	6,30 m	10,60 tm	1450 kg
AC.O.23	8,35 m	10,40 tm	1575 kg
AC.O.24	10,50 m	9,99 tm	1720 kg
A.O.22/L102	14,50 m	11,11 tm	1835 kg
A.O.23/L102	16,50 m	10,70 tm	1955 kg

F115A active

FX500 Fassi Electronic Control control	* MOL Manual Outriggers Lock control	* FSC Fassi Stability Control control	* CPM Crane Position Monitoring control	MPES Multi Power Extension System performance	Optional ▶	S800 Multifunction Distributor Bank control	S900 Multifunction Distributor Bank control
UHSS Ultra High Strength Steel strength	FWD Fewer Welds Design strength	CQ Cast Quality strength	RPS Rack and Pinion System strength			ME Manual Extension control	OTC Oil Temperature Control control

F115A e-active

D850 Digital Multifunction Distributor Bank control	RCH/RCS Radio Remote Control control	FX500 Fassi Electronic Control control	* FSC Fassi Stability Control control	* MOL Manual Outriggers Lock control	* CPM Crane Position Monitoring control	Optional ▶	ME Manual Extension control
FS Flow Sharing performance	MPES Multi Power Extension System performance	UHSS Ultra High Strength Steel strength	FWD Fewer Welds Design strength	CQ Cast Quality strength	RPS Rack and Pinion System strength	D900 Digital Multifunction Distributor Bank control	OTC Oil Temperature Control control

F130A active

D850 Digital Multifunction Distributor Bank control	RCH/RCS Radio Remote Control control	FX500 Fassi Electronic Control control	* FSC Fassi Stability Control control	* MOL Manual Outriggers Lock control	* CPM Crane Position Monitoring control	FS Flow Sharing performance
MPES Multi Power Extension System performance	XP Extra Power performance	UHSS Ultra High Strength Steel strength	FWD Fewer Welds Design strength	CQ Cast Quality strength	RPS Rack and Pinion System strength	

Optional ▶	OTC Oil Temperature Control control	ME Manual Extension control	D900 Digital Multifunction Distributor Bank control
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F95B.0 and F105B.0, light and powerful



Two models from Fassi's light-duty range undergo evolution and are launched on the market. Increasingly advanced performance

INNOVATIONS

Among the innovations: an increase in the angle of rotation from 390° to 410°, as well as the availability of hydraulic extension and super extra extensions



The F95A and F105A have evolved and are available in new versions. They have respectively become the F95B and the F105B, which in practical terms means increased levels of technology and proficiency.

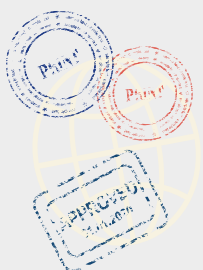
The two new cranes from the light-duty range offer new options and new technology, thus reaching new heights in performance. Firstly, there is an increase in the angle of rotation of the crane






column from 390° to 410°, as well as the availability of hydraulic extension and super extra extensions.

Other new features include the possibility of using the stabiliser commands via radio or manually, as well as a C version with a shorter secondary arm (available for both models), which allows for increased under-hook lifting height near to the crane column.



CRANE SPECIFICATIONS



-  - **Crane name:** 105B e-active
-  - **Lifting capacity:** 10.09 tm
-  - **Category:** light-duty range
-  - **Overall dimensions:** w 2.3 m, l 0.75 m, h 2.2 m
-  - **Maximum hydraulic outreach with jib:** 16.55 m

Characteristics:

- Active version (.0) without linkage
- XP device
- 410° rotation with rack and pinion



Electronic/hydraulic equipment:

- FX500 control unit
- D850 digital hydraulic distributor bank
- RCH/RCS radio control unit



Standard configuration

- Hydrocontrol distributor with bilateral ground commands for the F95B
- E-active version available for the F105B model
- Maximum angle of rotation: 410° standard



CRANE SPECIFICATIONS



- ✓ - **Crane name:** F95B active/e-active
- ⚙️ - **Lifting capacity:** 9.07 tm
- 🏠 - **Category:** light-duty range
- 📏 - **Overall dimensions:** w 2.3 m, l 0.75 m, h 2.2 m
- 🔑 - **Maximum hydraulic outreach with jib:** 16.55 m

F95B active

Characteristics:

- Active version (.0) without linkage
- 410° rotation with rack and pinion

Electronic/hydraulic equipment:

- FX500 control unit
- Hydrocontrol HC/D4 segmented distributor bank

F95B e-active

Characteristics:

- Active version (.0) without linkage
- 410° rotation with rack and pi

Electronic/hydraulic equipment:

- FX500 control unit
- D850 digital hydraulic distributor bank
- RCH/RCS radio control unit

F95B active/e-active



VERSION	OUTREACH	LIFTING CAPACITY	WEIGHT
.0.21	6,10 m	9,07 tm	1100 kg
.0.22	8,10 m	8,77 tm	1205 kg
.0.23	10,15 m	8,46 tm	1305 kg
.0.24	12,25 m	8,26 tm	1390 kg
.C.0.22	6,30 m	9,07 tm	1170 kg
.C.0.23	8,40 m	8,40 tm	1265 kg
.C.0.24	10,45 m	8,05 tm	1350 kg
.0.22/L102	14,55 m	8,77 tm	1530 kg
.0.23/L102	16,55 m	8,46 tm	1630 kg

F105B e-active



VERSION	OUTREACH	LIFTING CAPACITY	WEIGHT
.0.21	6,10 m	10,09 tm	1100 kg
.0.22	8,10 m	9,68 tm	1205 kg
.0.23	10,15 m	9,38 tm	1305 kg
.0.24	12,25 m	8,26 tm	1390 kg
.C.0.22	6,30 m	9,99 tm	1170 kg
.C.0.23	8,40 m	9,79 tm	1265 kg
.C.0.24	10,45 m	8,77 tm	1350 kg
.0.22/L102	14,55 m	9,68 tm	1530 kg
.0.23/L102	16,55 m	9,38 tm	1630 kg

F95B active

FX500 Fassi Electronic Control control	* MOL Manual Outriggers Lock control	* FSC Fassi Stability Control control	* CPM Crane Position Monitoring control	MPES Multi Power Extension System performance
UHSS Ultra High Strength Steel strength	FWD Fewer Welds Design strength	CQ Cast Quality strength	RPS Rack and Pinion System strength	

Optional



S800 Multifunction Distributor Bank control	S900 Multifunction Distributor Bank control
OTC Oil Temperature Control control	OET Outriggers Easy Tilttable performance

F95B e-active

D850 Digital Multifunction Distributor Bank control	RCH/RCS Radio Remote Control control	FX500 Fassi Electronic Control control	* FSC Fassi Stability Control control	* MOL Manual Outriggers Lock control	* CPM Crane Position Monitoring control
FS Flow Sharing performance	MPES Multi Power Extension System performance	UHSS Ultra High Strength Steel strength	FWD Fewer Welds Design strength	CQ Cast Quality strength	RPS Rack and Pinion System strength

FSA Fassi Smart App performance	GAS Grab Automatic Shake control
ME Manual Extension control	OHT Outrigger Hydraulic Tilt performance

F105B e-active

D850 Digital Multifunction Distributor Bank control	RCH/RCS Radio Remote Control control	FX500 Fassi Electronic Control control	* FSC Fassi Stability Control control	* MOL Manual Outriggers Lock control	* CPM Crane Position Monitoring control	FS Flow Sharing performance
MPES Multi Power Extension System performance	XP Extra Power performance	UHSS Ultra High Strength Steel strength	FWD Fewer Welds Design strength	CQ Cast Quality strength	RPS Rack and Pinion System strength	

Optional



<div>Optional</div> <div></div>	<div>D900</div> <div>Digital Multifunction Distributor Bank</div> <div>control</div>	<div>OTC</div> <div>Oil Temperature Control</div> <div>control</div>	<div>GAS</div> <div>Grab Automatic Shake</div> <div>control</div>
<div>ME</div> <div>Manual Extension</div> <div>control</div>	<div>OHT</div> <div>Outrigger Hydraulic Tilt</div> <div>performance</div>	<div>FSA</div> <div>Fassi Smart App</div> <div>performance</div>	<div>OET</div> <div>Outriggers Easy Tilttable</div> <div>performance</div>

* Compulsory for the European market

A new image for the Fassi Group

A complete restyling for the Fassi logo and the Fassi Group.
A renewal which is the expression of a new identity.

Fassi is now a Group. A Group which is present on a global level, and which is always capable of guaranteeing avant-garde solutions for diverse sectors and markets, from the energy and marine sectors, to the military, rail, construction, transportation, forestry and refuse recycling industries. Different characters and entities coexist within the Group - Fassi, Marrel, Jekko, Cranab, Slagkraft, Bracke and Vimek - brought together by design and a way of working founded on quality, excellence, strength and innovation.

These are values which form the base of a common identity, and therefore of a language and image which, in 2018, find definition not only on a commercial and manufacturing level

but also in the form of a "calling card", which is therefore present in all the instruments of communication and marketing used to present news and information. This is why, first of all the Fassi logo, followed by the others in the Group, has undergone a veritable restyling, in which an identity has been constructed from a graphic point of view, as well as in terms of vision and work. The creation of a logo for the Group and the definition of the relationship between the group and the individual company brands, is the expression of a precise philosophy which takes into consideration numerous aspects: strategy, positioning, target, awareness, and other factors considered in light of the dynamic relationships between the Group and its individual brands.

Fassi Group logo

FASSI GROUP



REVISION FASSI LOGO

The Fassi logo is a symbol which is rich in meaning. It has been redesigned to guarantee improved proportions, balance and rationalisation

THE PRESENT



THE PAST



THE LOGO HAS BEEN RENEWED BY UPDATING:



- Lettering - with coordinated structure and dimension
- Buffer zones - distances and margins set out according to precise guidelines
- Border frame - harmonised and proportioned

The **Ampliroll** range - developed for every need



AL24 and AL26, the two
new hooklifts that use
the innovative Advanced
Tilting Frame



THE NEW SYSTEMS

The new Ampliroll hooklifts each
have a lifting capacity of 24 and
26 tonnes, respectively. Both are
available in either the telescopic
or the articulated telescopic
extension versions

The new Ampliroll hooklifts are hugely versatile and can be installed for a range of applications, and are also easy to assemble, reducing installation time. The Marrel 24 and 26T Amplirolls are perfect for different chassis lengths (from 4.2 to 7.8 m). This new range uses the "Advanced Tilting Frame", a concept created thanks to Marrel's innovative technology, which allows maximum capacity performance to be achieved in load position and is compatible with Marrel's extensive catalogue of accessories, offering simple yet comprehensive installation solutions.



- Ampliroll_AL24
- Ampliroll_AL26



- Ampliroll_AL24PA
- Ampliroll_AL26PA



ADVANCED TILTING FRAME

A power multiplier system developed by Marrel that works only when the hook lifts the container / box from the ground, resolving any difficult operational situation.

TECHNICAL DETAILS

- AL24, 24-tonne capacity, with telescopic extension
- AL24PA, 24-tonne capacity, with telescopic and articulated extension
- AL26, 26-tonne capacity, with telescopic extension
- AL26PA, 26-tonne capacity, with telescopic and articulated extension

NEW FEATURES COMPARED TO THE PREVIOUS MODEL INCLUDE:

- Completely bolted mounting
- Decreased height
- Decreased weight
- Chassis attachments (mudguards, tank, side protection, toolbox, work light, etc.)
- For vehicle/machinery lengths up to 6800 mm (previous limit: 6200 mm)
- Hydraulic distributor mounted in a separate side unit
- Additional option of 24-tonne model (before there was only the 26-tonne option)

ADVANTAGES:

- Lighter weight, with a greater load-bearing capacity
- Lowest-standing system, with lowest centre of gravity
- Bolting saves approximately 50% on installation time

The new **ISO 14001:2015** certification obtained by Fassi puts quality and health at the forefront

As part of Fassi's environmental and quality policies, the companies Fassi Gru S.p.A, Omefa S.p.A. and Carmo S.r.l., which all belong to the same group, have received new Certification which will be valid until 2020

ISO 14001:2015 CERTIFICATION

This is an international regulation with sets the standard requirements for an environmental management system. This certification obtained by the companies Fassi Gru S.p.A., Omefa S.p.A. and Carmo S.r.l., all belonging to the Albino-based industrial group, demonstrates their commitment to protecting the environment and to constantly improving their environmental performance

Safety, health, social responsibility, protection of the environment and product quality are the five pillars on which Fassi has based its success in obtaining the new ISO 14001:2015 Environmental Management Certification for the companies in the industrial group: Fassi Gru S.p.A., Omefa S.p.A. and Carmo S.r.l.

This is a certification which confirms the group's desire to improve the organisation and company processes, with particular regard for its own working environment.

The ISO 14001:2015 Company certification, together with the ISO 9001:2015 regulation, defines the new Integrated Quality and Environmental Management System, aimed at reaching a series of important goals including, above all, the guarantee of company development in line with quantitative objectives, which are coherent with regard to environmental protection and safety, as well as to hygiene in the workplace and the quality of the designed

and marketed product.

With regard to products, for Fassi this certification means continuing in the direction it has always taken: focusing on the design and manufacture of high-performance, reliable, safe cranes with a low environmental impact, in compliance with regulations. All of this is achieved through optimising company processes and reducing consumption of resources, creating and maintaining an appropriate company climate, to promote a sense of belonging. Another important aspect is training, which aims to constantly update technical and managerial knowledge and develop skills that are useful and necessary for satisfying the needs of the interested parties considered to be of major importance.





THE MAIN CHANGES:

- The new ISO certification recognises the important role played by top management in the organisation, and consequently in the administration of management systems, as well as the execution of relative duties.
- Undoubtedly the most innovative aspect of the new ISO Certification consists in the activity of planning and risk assessment (risk-based thinking) and opportunities in relation to all important environmental aspects, to applicable legal requirements and also to factors which are both internal and external to the organisation itself.
- The context of the organisation is considered as a requirement of the utmost importance, necessary for the definition of the field of application of the Environmental Management System, and for planning.
- The new regulation adopts the Life Cycle Perspective approach, which places particular focus on environmental protection throughout all of the stages of the manufacturing cycle.

Fassi sponsors Iveco at the 2018 European Truck Race

From May to October, Fassi will be taking to the racetrack together with the Iveco Schwabentruck Team. The first race date is in Misano in May



It will be a 2018 at full speed for Fassi in Italy, Hungary, Germany, Slovakia, the Czech Republic, Belgium, France and Spain. This year will see the leading company in the lifting sector as the sponsor of one of the two Iveco teams in the 2018 FIA European Truck Race.

The team in question is Iveco Schwabentruck, who also took part in the 2017 edition, when Iveco participated for the first time in the FIA championship as technical sponsor for the two teams.

Between May and October, the European Truck Race will visit eight European race circuits, with an overall audience of more than 450,000 enthusiasts.

The Iveco - Fassi partnership is stronger than ever following the winning collaboration for the two most important rally raids of the 2018 season, the Africa Eco Race and the Dakar Rally.

In the edition which began in Morocco and ended in Senegal, the truck driven by Gerard de Rooy, for the Petronas De Rooy Iveco team, sponsored by Fassi, won fourth place overall and was the first in its category.

In the edition of the South American rally, Iveco completed the 14 stages (of which seven were entirely off-road), travelling through Bolivia and Argentina for over 5 thousand km, with two of its vehicles finishing in the top ten.

FIA EUROPEAN TRUCK RACE

The European Truck Racing Championship is a European-level championship involving trucks with an average weight of 5,000 kg. The vehicles reach speeds of up to 160 km/h. The first edition took place in 1985



2018 CALENDAR

When:	Where:
27 May	Misano (Italy)
17 June	Hungaroring (Hungary)
1 July	Nürburgring (Germany)
15 July	Bratislava/Slovakia Ring (Slovakia)
2 September	Most (the Czech Republic)
16 September	Zolder (Belgium)
30 September	Le Mans (France)
7 October	Madrid/Jarama (Spain)



Cranab and Marrel, a winning team in Austria

R&L Entsorgungsservice has fitted its first vehicle with a Cranab grapple and a Marrel hooklift system

R&L ENTSOTGUNGSSERVICE

R&L Entsorgungsservice has been managed by Franz Leuthner and Alfred Richter since 2004 and operates in the Vienna area. Thanks to the collaboration with the Austrian Fassi dealer Kogler Krantechnik GmbH, it has fitted a new MAN TGS 26.460 6x2 with a Cranab TZ12.2 crane and a Marrel Ampliroll AL20 PAS



From the left: Bernhard List and Ulf Zürner from Kogler Krantechnik, Alfred Richter and Franz Leuthner from R&L Entsorgungsservice and Mario Bortolussi from Marrel.

Franz Leuthner and Alfred Richter have been the owners of R&L Entsorgungsservice GmbH since 2004. This was the year in which they bought a company which had been active until then in the cleaning of cesspools (Austria has no sewage system) since 1986. Their idea was to widen the company's activities to include an entire range of ecological services, with particular attention to the handling and recycling of urban and industrial waste, supported by their previous working experience dating back to the beginning of the 1990s. The project, which also saw a change of the company's name, immediately found fertile ground in an area which has always considered the environment and its correct management as a priority. "We have grown in small steps," says Franz Leuthner, "gradually equipping ourselves in order to respond to the requests we receive, and focusing on widening our range of action, not only towards Vienna and its outskirts but also the surrounding regions, in particular the area to the south of the capital. It was

a slow process which saw our first purchase of a grapple in 2006, followed by the first hooklift system a short while later." By making the most of their experience and keeping a watchful eye on the market and its requirements, the company has recently put together the most recent vehicle in the fleet which includes another 14 of various sizes and fittings. It is the new MAN TGS 26.460 6x2, the first to be fitted with the Cranab TZ12.2 crane and the Marrel Ampliroll AL20 PAS, which together represent a perfect combination of performance, efficiency and versatility, which is already much appreciated for "its simplicity, which also translates into reliability and low maintenance requirements, the result of excellence in mechanical construction."

"The Austrian dealer for the Fassi Group - Kogler Krantechnik GmbH - has played a key role," stresses Leuthner, "following





KOGLER KRANTECHNICK GMBH

The company run by Ulf Zürner has been representing the Fassi Gru brand in Austria for 25 years. Zürner has been running it since 2014: "The Austrian market is going through a stage of development, even if work in the construction sector is struggling," he explains. "Other activities, on the contrary, are experiencing particular expansion, including those related to ecology, recycling and the commercialisation of timber, which are the most vivacious and commercially interesting. This is why it is very important to have two leading brands in their respective sectors such as Cranab and Marrel side by side with Fassi Gru. We should not forget that we are operating in the native country of our main competitor and being able to compete in terms of quality and the offering of solutions is of fundamental importance. Nowadays, Cranab and Marrel perfectly satisfy our clients with mechanical solutions which are reliable, simple and require minimal maintenance."

us step by step in choosing the machines and in the modifications to be made to best adapt them to our needs and making a significant contribution to all the stages of the fitting. Lastly, the factor which led us to make a definitive decision to adopt this solution was also the guarantee of an after-sales service, with a Fassi workshop very near to us. All of these considerations led us to make our final choice". The new acquisition is already operative, and the company is already thinking about the next one: "Soon we have to substitute a similar one, and we think that we will use the same solution, with the only difference being that the MAN truck will have the HydroDrive hydraulic traction system on the front wheels, as an extra tractive axle is useful when it snows, or when there are jobs to be done on slippery surfaces. Thus we will have four-wheel drive when we need it, without the weight of a second differential and a traditional 6x4 drive system. However, I have no doubts about the equipment: Cranab and Marrel."



R&L Entsorgungsservice GmbH

Hochstraß 554, 3033 Klausen-Leopoldsdorf
Austria

Kogler Krantechnik GmbH

Kranstraße 1, 9063 Maria Saal
Austria



Cranab cranes come to Trentino-Alto Adige

Gerax, the Fassi dealer for the provinces of Bolzano and Trento, has recently sold its first Cranab crane, in a version made for handling recycling materials



THE CRANAB TZ12 IN ACTION

The first Cranab crane sold by Gerax was a TZ12.1 with a Indexator GV6RF rotator and an MPOS 250/6P grapple mounted on a hooklift system, purchased by the Santini Group of Bolzano

In its first twenty years of business, Gerax has had a number of successes, many of which were achieved together with Fassi. These are achievements that, over the years, have led to innovation, new products, and most of all to new opportunities. The most recent is from Cranab and will allow Gerax to acquire new market shares in the timber and recycling sector. In this interview, the owner Edoardo Giovannini tells us about the details of this new partnership.



Edoardo Giovannini, Gerax owner



What are the main reasons that led Gerax to choose Cranab cranes?

Gerax has been the Fassi dealer for the Trentino-Alto Adige area for 18 years. The quality of the product that it distributes has allowed the company to grow over time and to become a stronger and more reliable partner in the lifting sector.

Today, the arrival of Cranab in the Fassi Group has led to new opportunities which are of interest to the local market. The timber and recycling sectors have become new areas for activity which we are exploring, supported by our history.

What expectations do you have for Cranab cranes?

Our expectations are to be able to follow the same successful path as we have with Fassi, with whom we have built a history of continuous collaboration and constant attention. With regard to the product, we are confident that its level of quality and innovation will always be suitable for the market.

Tell us how your expectations for the cranes have been satisfied up to now.

The TZ models that have been fitted and installed until now offer interesting design choices, robust construction and practical functional solutions, features which are particularly appreciated in the timber and recycling sectors.

What do you think of the TZ12 as one of the first cranes you have fitted?

First of all, I am happy with how easy it was to install this crane. There were no problems with implementing the hydraulic system. I also encountered no problems with adapting the crane to the chassis of the vehicle on which it was to be fitted.

Where is the first crane you delivered being used?

The first TZ crane in a recycling version was sold to a large company in Bolzano, in Alto Adige, which deals with environmental services, particularly the collection, transportation and depositing of urban and special refuse,

the recovery of metals and waste paper, and car scrapping. The activities of the Santini Group, the company which bought the crane, are carried out in Italy and Austria, and with particular emphasis on the entire South Tyrol area.

What is the strength of the Cranab crane?

Operating speed, ease of use and precision in executing even the most demanding jobs are all characteristics which our clients are beginning to appreciate. The loaders also seem to have arms capable of easily lifting heavy loads, and thanks to a hydraulic system offering genuine high performance, it is possible to maintain constantly high rhythms of efficiency.



How is the Italian market responding to Cranab cranes?

The Italian market does not have significant figures concerning the timber sector, in contrast to Northern-European countries. In Italy, wooded areas grow by 1,000 square metres every minute, but the rate of wood harvesting is very low, and abandoning forests is a growing phenomenon.

GERAX'S STRENGTHS



• Avant-garde after-sales service



• Knowledge of the area and the relative economic fabric



• Availability for clients in all situations (even in the most pressing of emergencies)



• An offer which includes not only hydraulic cranes, but above all, innovative solutions from the companies in the Fassi Group which find ever valid and efficient opportunities for application



Gerax was founded in 1998 thanks to the entrepreneurial spirit of the two partners Edoardo Giovannini and Richard Gruber. The company is the Fassi dealer for the provinces of Trento and Bolzano. The team is specialised in fittings for industrial and special vehicles, for sectors ranging from construction and transportation to timber and recycling. The workshop is equipped for repairs, maintenance and testing. The after-sales service represents a particular source of pride for the Trentino company.

Headquarters:
total area
3,500
square metres

Of which
1,500
square metres
are covered

Employees:
6



The biomass market is on the rise (the production of wood for fuel accounts for over 70% of harvesting), but Italy imports over two-thirds of its requirements. The deficit is due to the fact that sustainable forestry is not yet considered for its capacity to generate business opportunities and employment.

The situation is completely different with regard to recycling. Italy is the leader in the recycling of refuse, number one in Europe.

More than France, more than Germany, much higher than the EU average. Italy recycles 76.9% of its refuse, according to Eurostat, the Statistical Office of the European Union.

What are the most important characteristics that a loader crane should have, according to Italian clients?

As well as the quality and the performance of the product, Italian clients appreciate the presence of a real after-sales service: reliable, competent and always close at hand in all unexpected situations.

Do you think that Cranab cranes will become popular in Italy?

Being part of a group led by the Fassi brand is a guarantee of growth over time, inasmuch as its solidity has already been widely demonstrated, and continues to be confirmed thanks to its wide-ranging sales and assistance network throughout Italy. The objective for establishing the Swedish brand is to provide the local market even more opportunity to appreciate the high level of technology offered by all Cranab products in comparison to the competition.



Via dell'Adige 3 • 39040 Cortaccia sulla strada del vino BZ • Italy

Fassi at the court of the **King of Sweden**



A F1150RA has been used at the Royal Palace of Stockholm for the installation of 600 solar panels on the roof of the building

F1150RA
.....
Power for vertical operations, agility, an improvement in the weight/power ratio and compact size are the real strengths of this cutting-edge crane

600 solar panels were recently installed on the roof of the Royal Palace of Stockholm, an important operation for what is considered to be the oldest palace in Sweden. A place which is steeped in history, art and culture, and the official residence of the Swedish monarchy. It is due to the very delicacy and importance of the operation that a Fassi crane, the F1150RA.2.26 xhe-dynamic, was used; a crane which is particularly suitable for jobs at high altitude (up to six floors) that require strength and precision. This is one of the most successful models in its range and is capable of taking full advantage of the technological experience of the company, its mission for continuous innovation and the opportunities provided by new ultra-high strength steels. The new model, produced in the XHE configuration, not only has an aesthetically pleasing design, with its carbon-look protective housing, but also an excellent compact size, obtained from an optimised design of its dimensions. Alongside the base plate, all XHE cranes are fitted as standard with the incredible 7-inch colour touchscreen

which, thanks to its stylish graphic display, makes it quick and easy to control a large amount of information: messages, percentages or pressures caused by the load on the outrigger rams, oil temperature, stability, etc.

As with all the XHE models, the F1150RA is fitted with a version of Fassi's stability system, called FSC/SII. This exploits the improved efficiency of an innovative angle sensor combined with a moment limiter.

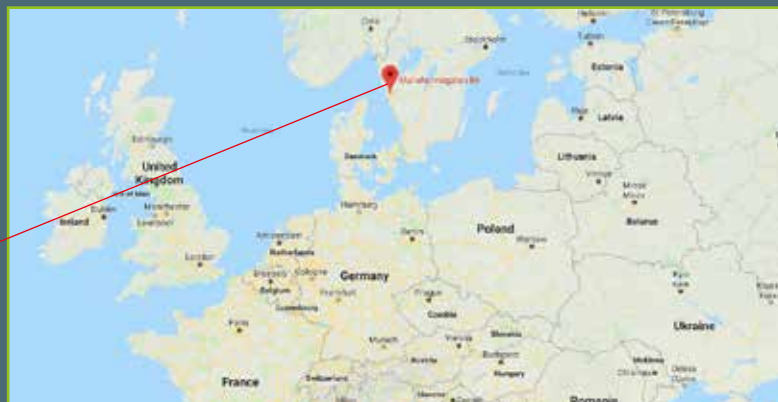
The 600 panels were installed over an area of 1,000 square metres on the roof, and King Carl Gustav himself chose to go onto the roof during the operation to help the technicians position the solar panels. The cells were given to the king as a gift for his 70th birthday by the National Property Board in 2016 and works for installation began in April 2018.

Over one year, this photovoltaic system will provide the Royal Palace with at least 12% of the total amount of electricity consumed by the castle.



FASSI SVERIGE AB

Marieholmogatan 86, 415 02 Göteborg, Sweden





The Fassi F1150RA crane at work at the Royal Palace of Stockholm

- ▶ Fassi Sverige has been working with Fassi for **23 years**.
- ▶ The company has been operating in the lifting sector for more than **50 years**, and over the years it has specialised, above all, in the sale of cranes from the heavy-duty range, up to 215 tons. Among the strengths of the Swedish Fassi dealer is the ability to personalise products according to the needs of the client, with the aim of guaranteeing the best results.
- ▶ In 2017 alone, almost **150 Fassi cranes** were sold on the Swedish market.

Resch Transporte and Fassi, together for 10 years

The Austrian transport and logistics company has a fleet of 37 trucks, many of which are fitted with Fassi cranes from across the ranges



RESCH TRANSPORTE GMBH

Resch Transporte GmbH, located in Gleinstätten, in the Leibnitz district, is a company that specialises in all kinds of transportation, lifting and the installation of cranes, and offers special solutions for the installation of glass or for constructions in wood





Hans-Jürgen Resch and his wife Nicole began their business in the transport and logistic sector 14 years ago in Gleinstätten. It was 2004, and the company was composed of the two of them, and one single truck. Four years later the fleet had doubled, and the Resches had taken on their first employee. This is how Resch Transporte GmbH was born, a company which now has 43 employees and 37 trucks, many of which are fitted with Fassi equipment.

"From 2008 until 2015, the company underwent continuous growth, which is why, that year, we acquired a second company in the area of Graz, the city where our company headquarters are currently located," explains the owner, Hans-Jürgen Resch.

As the years went by, the company specialised in crane hire, and the first crane that was purchased, through Kogler, the official Austrian Fassi importer, was a Fassi crane. The year was 2008, and the crane was an F800RA. "It was our first crane, purchased in record time and which went into operation in February 2009," continues Hans. "It had a lifting capacity of 80 tm, and it marked the beginning of our collaboration with Kogler and Fassi."

The company currently boasts a fleet of approximately 28-30 trucks fitted with cranes. These are cranes that, as far as the Fassi brand is concerned, belong to the medium-duty range, plus the latest addition from the higher-performance range with

the purchase of an F2150RAL.

"Until a certain point, the company fleet was made up exclusively of 80 tm cranes, meaning that we were forced to sub-contract for jobs which required a higher extension or greater lifting capacity. This is why we decided to purchase a Fassi F2150RAL crane, so that we could satisfy all our client's demands with our own equipment."



LOCATIONS



Resch Transporte GmbH
Gleinstätten 329
8443 Gleinstätten

Resch Transporte GmbH
Dead end 1
8401 Kalsdorf

COMPANY STRENGTHS

- Precision
- A trusting relationship with clients
- A fleet of vehicles fitted with Fassi brand equipment
- The support of Kogler Krantechnik, above all with technical support

CRANES OWNED BY RESCH TRANSPORTE GMBH

- 50 tm and 80 tm cranes (for installation works)
- An F2150RAL (for operations that require increased extension and lifting capacity)
- 23 tm cranes (for the transportation and handling of specific construction materials, and for bucket functions)
- An F365 (for construction work carried out on roofs and for the processing of steel and sheet metal)



The F2150RAL.2.28 xhe-dynamic was used in the construction of a wooden structure in Burgstall, Großklein, in the Southern area of the Austrian federated state of Styria. The crane, fitted with an L816L jib and mounted on a Volvo truck, was able to move all the wooden components in complete safety, and with the utmost efficiency, while the jib guaranteed the highest levels of precision, even when the staff found themselves facing critical construction situations. This particular model offers an excellent lifting capacity of 136.29 tm, and a hydraulic outreach of 41.3 m.

FASSI



WITHOUT
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