

WITHOUT COMPROMISE

No.15 - year 2014

International information magazine of the Group **FASSI**

The Multi-DIMENSIONAL company

The evolution towards an international multi-product, multi-market and multi-sector company. The CEO Mr. Giovanni Fassi reports this fundamental innovative process

The main characters

Interview with Mr. Jerome Semay, CEO of Marrel and with Mr. Fredrick Jonson, CEO of Cranab

New scenarios

Beyond the building sector, new sectors where we can compete on an international level

The AZ range

The F145AZ and the F165AZ: the first completely foldable cranes manufactured by Fassi

Multi - dimension

Protagonists

New scenarios

Focus

The AZ range

On the front line

Cranes at work

04

10

14

16

28

32

38

▶ The evolution towards an international multi-product, multi-market and multi-sector company. Let's give the word to the CEO, Mr. Giovanni Fassi

▶ Mr. Jerome Semay, CEO of Marrel and Mr. Fredrik Jonsson, CEO of Cranab report the new partnership with Fassi, the opportunities and the challenges

▶ New sectors where we can compete on an international level, crossing the traditional boundaries of the building sector

▶ The new companies of the Group opening new market horizons: Marrel, Cranab, Slagkraft, Vimek, Bracke Forest

▶ F145AZ and F165AZ: the first crane models characterized by the foldable assembled hydraulic accessory. An innovative solution to meet new market needs

▶ From the US and Germany the reports of 2 dealers that feel the peculiar aspects of their markets and are on the front line with end customers

▶ From the sea of Turkey to the roads of Great Britain. Two case histories showing the excellence of Fassi cranes while working



Without Compromise
no. 15
year 2014

Publication legally registered at the Court of Bergamo no. 20/2011 on the 30/08/2011

A FASSI GRU publication

via Roma, 110
24021 Albino (BG)
Italy
tel +39.035.776400
fax +39.035.755020

www.fassi.com

Published by
Cobalto Srl
via Maj, 24
24121 Bergamo (BG)

Managing director
Silvio Chiapusso

Editor-in-chief
Mauro Milesi

Printed by
Modulimpianti Snc
via G. Leopardi 1/3
24042 Capriate S.
Gervasio (BG)

Graphic design and layout
Cobalto Srl

The **EVOLUTION** of the “species”

If you really think about it, all companies are created in order to survive. It seems reductive, even a cliché, yet staying in business is the main objective of any firm. There are companies that have made the history of international economics, yet today they no longer exist. There are cases of hugely successful companies that, over a period of ten years, became synonymous with bankruptcy.

Surviving is the founding element of all entrepreneurial entities, because it is not enough to make products that are more beautiful, it is not enough to have thousands of customers or even a capillary distribution worldwide. If you are unable to survive, to overcome obstacles, to adapt to the changing context or even become a major player in the change, then your company is likely to have a very short life span. It is paradoxically Darwin's principle of the evolution of the species transposed in the business area. In general terms, it works in the same way.

Only those species that have shown a strong aptitude for change, that have managed to coexist and deal with the changing climatic and environmental scenarios are still here today, on our planet. The same thing happens in the economy, especially at times such as these, in which the scenario has become complex, unreadable, fragmented and ultra competitive.

At Fassi, we are perfectly aware of this. Because when we speak of innovation being imprinted in our DNA, we are exactly saying how important it is to never stop in the constant evolution of our “species”. But innovation, as we will explain in the articles contained in this issue of Without Compromise, is not simply technological or product innovation. It is a general process that touches upon all business aspects. In a certain sense, we need to reshape ourselves every day in order to survive.

We need to leave behind every time the pre-established schemes, exceed our limits and abandon consolidated positions in order to go beyond. Reshaping ourselves to always deal with new challenges, to continuously renew ourselves as we have chosen to do since our very beginnings. All this without ever losing our identity, without ever stooping to compromises. Always changing, while staying the same.

The Multi DIMENSIONAL company

The evolution towards an international multi-product, multi-market and multi-sector company. Giovanni Fassi, the company's Managing Director, talks about this crucial innovative process

Fassi in the **WORLD**

The Group operates in over 60 countries, and in each of these countries it has managed to seize new opportunities. By dealing with different companies and needs, the Group has taken on a multi-dimensional nature, while maintaining its standards of excellence.







Fassi in the world



Giovanni Fassi, CEO Fassi Group

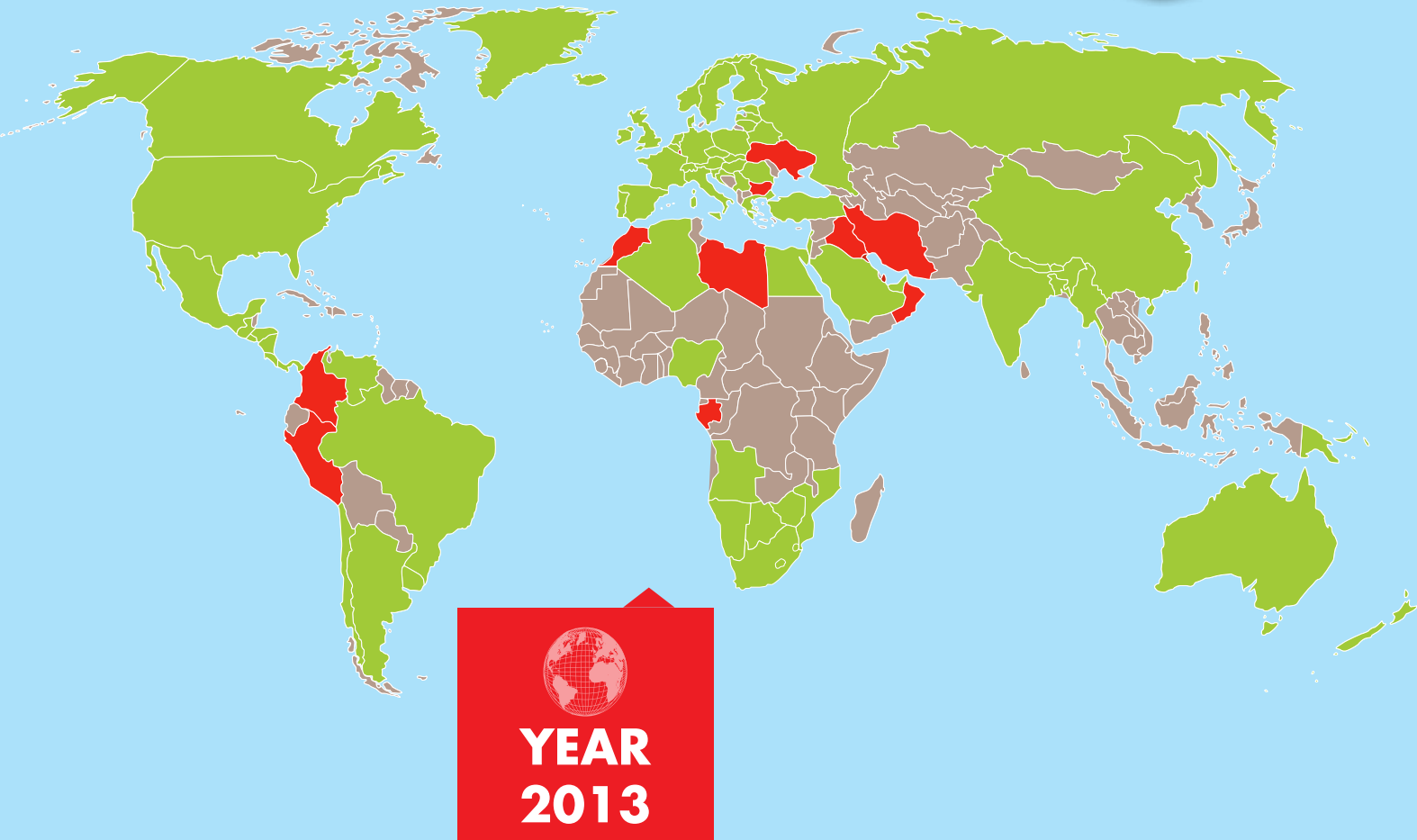
Knowing how to look beyond the horizon means having vision. Knowing how to clearly define one's objectives and the way to achieve them means having strategy. Never being satisfied but instead working every day on the road towards excellence means having an innovative vocation. All this is the spirit of the Fassi Group, as we are once again reminded by its Managing Director, Mr. Giovanni Fassi, who outlines a revolutionary scenario for the company. A scenario in which important steps forward have been made in order to build a true multi-dimensional "international company".

Let's start from there. What does it mean to be a multi-dimensional company?

It means that we have worked hard to trace a precise route that has turned us from a single-product, single-market and single-sector company into a multi-product, multi-market and multi-sector company with global scope.

Let's try to get into the details of this important transition...

We were able to move in different contexts and dynamics. First of all, a while back we began a major internationalization process that has led us to successfully approach new



**YEAR
2013**

Fassi recent expansion

markets. Our international vocation has increasingly driven us to seize important market opportunities in other parts of the world. On multiple fronts, within the scope of strategic scenarios, we have consolidated and strengthened our presence. We have also worked hard to penetrate new markets that might represent new developments, especially in developing countries.

Today, Fassi is a global organization...

Exactly. And this has allowed us to compensate for the drop recorded on traditional markets with new areas of growth. We have proved to be flexible, alert and, most importantly, ready to deal with the difficulties with which the international context is presenting us.

What measures has the Group taken in order to approach new sectors, aside from the traditional one tied to construction?

New opportunities have come to us from increasingly important sectors, compared to the difficulties of the construction one. I'm talking about sectors such as energy, marine, petrochemical and many more. Even the military sector has given us great satisfaction and, albeit with a few downturns, conti-

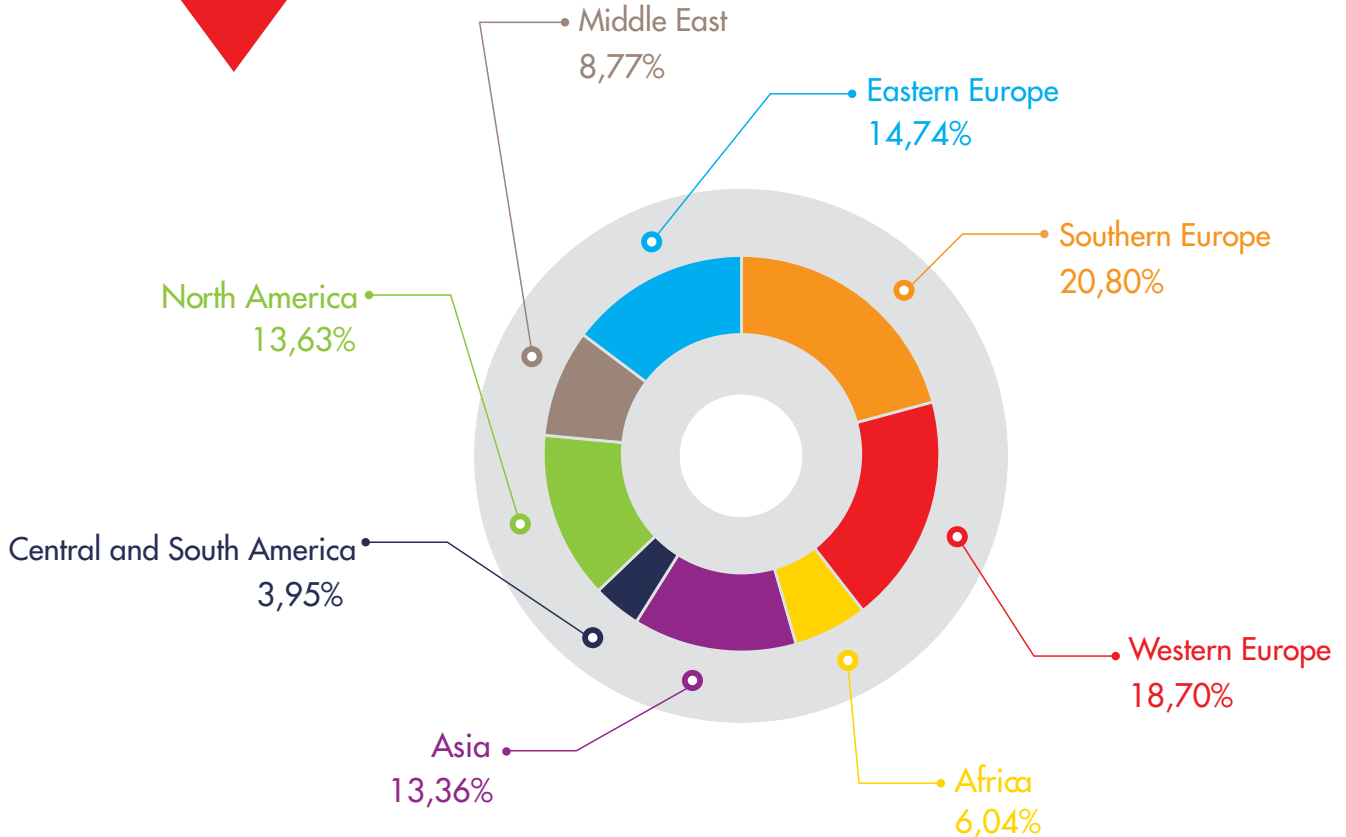
What does **MULTI-DIMENSION** mean

Fassi is specialized in the production of a single product for a single sector: hydraulic cranes for the building industry. However, the economic crisis has put a stop to both residential and industrial construction projects. The Group has thus managed to evolve by applying the technologies it developed to other sectors, including dissimilar ones, such as the Oil&Gas, marine, military and forestry sectors. This new strategy has led to the partnerships with Marrell and Cranab, leaders in the production of equipment for industrial vehicles and in the forestry sector, respectively. Multi-dimension thus means

being able to change, adapting to the different needs of the markets of the entire world, developing ad hoc products. All this without ever forgetting the traits that have made the Fassi Group great, in other words top quality, professionalism and innovation, in short, excellence.



Fassi cranes sold in 2012



nues to record investments. It was the teamwork with all our distributors that allowed us to trace new paths for growth.

An international company, capable of accessing new markets with its product par excellence: hydraulic cranes. Then came the strategic agreements with Marrell and Cranab, which have completely opened the way for new prospects. What are the underlying reasons that have guided Fassi in these directions?

Awareness, first of all. As everyone knows, on the international front the economic and social context has become extremely complex. All the reference points which were important factors in the past in terms of defining commercial and strategic policies have ceased to exist in recent years. The scenario has become ever-changing, complex and irregular, so a modern company cannot afford to take refuge in its consolidated positions.

We had been on the lookout for new opportunities for some time, and believe that our recent investments in the Marrell and Cranab transactions will bear important results, since they make it possible for our company to open itself up to the market with an extremely wide range of products intended for the recycling, ecology and timber sectors.

Recycling, ecology and timber are sectors that can be considered closely associated with the energy and sustainability sectors.

All trends experiencing strong growth...

In fact, we needed to focus on a new business model capable of moving in the same directions towards which the world and, in primis, Europe are moving.

Suffice it to think of the European Community Directives that set precise objectives aimed at reducing waste to a minimum, directly affecting the growth of the energy market linked to recycling and waste-to-energy processing.

We are ready to offer a wide range of solutions for the logistics, handling and processing of materials associated with these areas.

Generally speaking, what was the approach adopted by Fassi as it pushed towards these new business areas?

It is important for me to underscore that Fassi, Marrell and Cranab have not changed. These investments were not intended to distort our identity.

We tried to look at the very heart of the respective companies and implement actions aimed at enhancing our mutual strengths through a sharing of intents and strategies. We are

talking about companies that are leaders in their original sectors. It is a union of excellences. This should not be absolutely underestimated.

We also have to emphasize the fact that we have chosen once again to invest in Europe, the natural context in which we were born and raised, the cradle of our model of doing business.

In short, Fassi looks at innovation in the broadest sense of the term.

Not only product and process innovation, but also business innovation.

But what is the overall vision that holds all of this together?

It is quite simple. Wherever we are, whatever we are doing, we always have to safeguard the principles of quality, excellence and innovation.

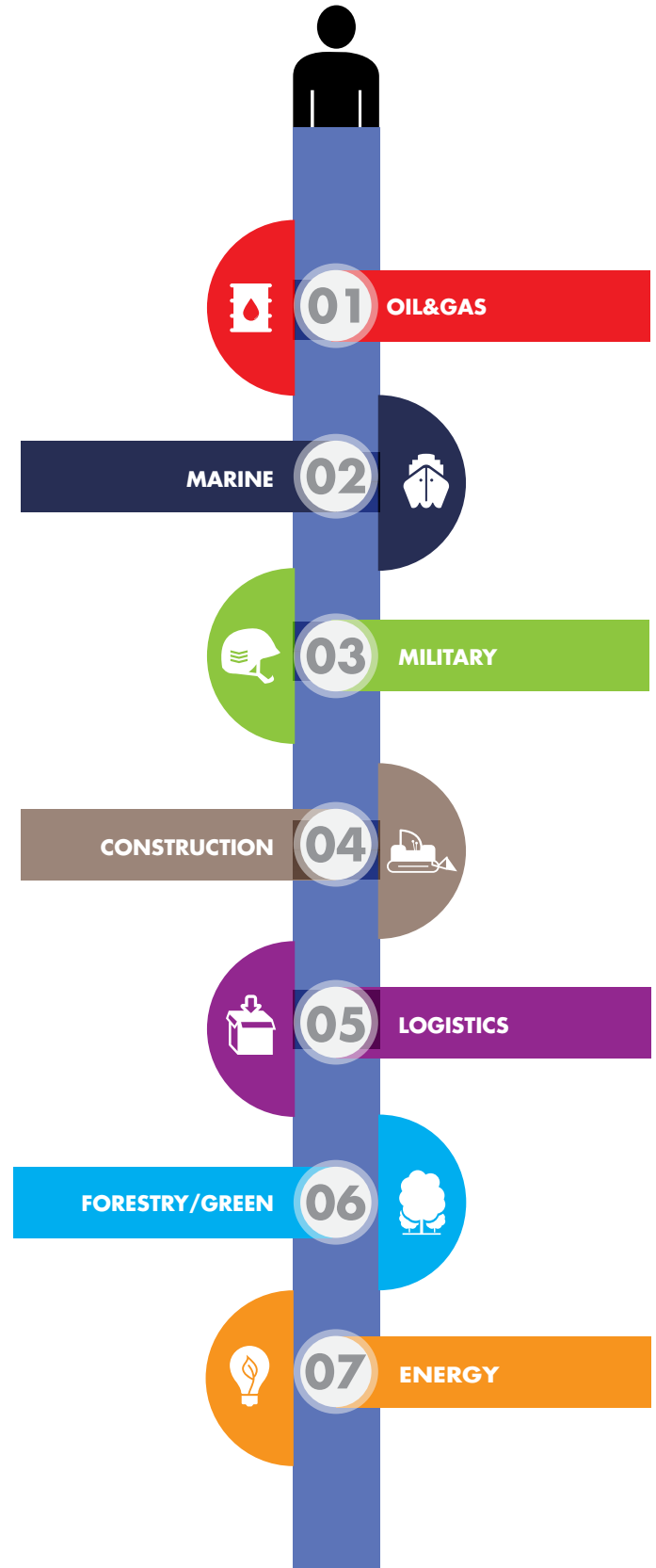
These are the distinguishing features of Fassi's spirit. And let' not forget our strong willingness to always take on new challenges.

This has made it possible for us to travel down new roads on various fronts, with all the strength of our tradition and of our brand, yet with eyes that are always new, ready to observe and understand which is the best direction to take, which opportunities should be taken advantage of. If today our company speaks many different languages, operates throughout the world and in multiple scenarios, it cannot nevertheless ever betray its DNA and its personality, which is "Without compromise".

Recycling, ecology and timber are sectors that can be considered closely associated with the energy and sustainability sectors. All trends experiencing strong growth...



THE MULTI-SECTOR COMPANY



Fassi INVESTS in Marrel

Different yet converging cultures, different yet complementary products, and a single objective: to get to the top of the market; this is foundation of the collaboration between Fassi and Marrel, a legendary French company specialized in the fitting out of industrial vehicles. In fact, the Italian Group invested in the company together with Miltra SAS, its exclusive distributor for France.

A partnership that promises to be beneficial to all: on the one hand, Marrel will be able to strengthen its position at the international level thanks to

Playing on the same side in order to win on all fronts. The Italian Group and the French company together write a new page in their history. As told by Jerome Semay, Marrel's C.E.O.



MARREL

The French company is well-established at the international level, especially in Europe and in the United States. Forty-five percent of its 2013 sales came from exports

the Group's capillary presence worldwide; in the other, Fassi will be able to access the waste sector, in which the Transalpine partner is already well established.

Jerome Semay, Marrel's C.E.O, talks about the huge potential of this transaction, which represents a new page in the history of both companies.

How are you living this new partnership in your managerial career?

Starting to cooperate with new shareholders was of course a very special moment, but the adapta-

32 millions
Euro turnover 2013



The main business OPPORTUNITY

Fassi has built a worldwide presence through a dense and active network. This existing network represents a unique opportunity for Marrel to step in new countries or reinforce its position on territories

in which it is already represented. On the opposite, Marrel is well established in the waste management industry and will support development of Fassi crane sales in this business.



Jerome Semay, Marrel's C.E.O



tion phase has been very quick. I am convinced that this partnership represents a fantastic opportunity for Marrel to grow in different fields; it is a very exciting experience to be part of it.

What are the main differences managing the Marrel company in partnership with an industrial group rather than a financial group?

The main difference is that our shareholders Fassi and Miltra are both key players of lifting equipment for industrial vehicles. Their knowledge of the market, their expertise and their brands represent valuable assets for Marrel. Then, even if we still pay great attention to our key performance indicators, we can now consider the strategic orientations on long term basis: product development and industrial investment plans are no more annual, but built for a multiple year period. This does ease involving the whole company staff in the project.



45%
Export sales 2013

In your opinion, what is the strength of this partnership between Fassi and Marrel?

Of course, cranes and hooklifts are complementary products.

Both brands will benefit from the other. Fassi and Marrel have similar industrial organisations: we both produce hydraulic cylinders and welded parts for our hooklifts and cranes. French and Italian are close people who can easily understand each other.

Therefore, the strength of this partnership is that it makes sense for both companies and we do not have to face any culture shock.

2014 will surely be a busy year, so what are the priorities, and how do you intend to deal with it?

The priorities are for us to adapt our internal organisation to offer the best support to the Fassi network and to enhance our product range to meet all customer's demand.

The first step is to fully understand all local particularities to adapt properly our offer.

What are the main features that your staff will need to have in order to support you in this important phase?

For sure, flexibility and reactivity will be the keywords in Marrel to support this ambitious project.

Fassi joins Cranab

The forestry sector now has a new major player. The Italian group and Swedish company have teamed up, looking to conquer the world. The partnership as told by Fredrik Jonsson, C.E.O. of the group Cranab

The **PARTNERSHIP**

A new competitive company is now operating at the international level, offering equipment and technology dedicated to the forestry sector throughout its entire chain: from reforestation to controlled exploitation of forests, up to the logistics of the raw materials.

How are you living this new partnership in your managerial career?

The feeling of an Italian partner, it's a very good feeling, we got off to a good start with this new partnership and we see in it a lot of possibilities in different aspects such as products, marketing and production. We are eager to start working together with Fassi. A very good feeling.

Why did you choose a partner like Fassi to face this new challenge in the market?

Because Fassi is strong on the truck side, and we are strong on the forestry machines, these two companies complement each other, and this is one reason. Besides, it can be said we are very similar as we are both family owned companies, as a result we have, if not the same, a very similar mindset even although, geographically speaking we are faraway.

So, do you think the history of both companies is similar?

Yes, I think so, especially when it comes to history and mindset. When we realised that Fassi represents an old family, we began seeing all the similarities between the two companies, which are product and production orientated, we



Fredrik Jonsson, C.E.O. of the group Cranab

If it is true that unity is strength, when the union consists of two players the calibre of Fassi and Cranab, the outcome can only be a sure-fire victory. Because the game is played on the field, and the two groups are already at the top of their respective sectors, hydraulic cranes and forestry equipment. And now a few words from Fredrik Jonsson, C.E.O. of the group Cranab.



make the same machines, and like Fassi we weld, paint, assemble and last but not least we have the same set-up. This means that we can control the quality, be flexible and if we had problems we could change things very easily. In addition we have a knowhow, our designers can interact with the production.

In your opinion, what is the strength of this partnership between Fassi and the group Cranab?

There are several strengths, but let's say that an important one is that which concerns the cranes know-how which means a lot to us. I mean, we have been in the business for more than fifty years and Fassi has been in the business for a long time too. We complement each other and for this reason we have great opportunities in the market. What is more, through distribution we have the possibility to increase our power.

What do you see as the main business opportunity?

I don't know how much we should address it to paper, however we have a very interesting plan for new products, based on the fact that there is an increase in using products that come from forests. I mean, it's obvious in the world there are more and more people who want to build their house from wood and who use paper on a daily basis.

I see, you mean the material for both the production of energy and home furniture.

It happens that more and more people use paper like hygiene paper for example, therefore fibre will be particularly important in order to solve a lot of problems we currently have with energy as well as with the environment.

So, do you think the market is now ready to understand that what you are talking about means to have good opportunities to an intelligent approach to these problems?

We depend on this development, however we'll pin our hopes on the crane business, we must be able to see the

needs and the possibilities wherever we can have crane solutions. Thus, we'll be very focussed on the most professional use of cranes not only for what concerns forests, but also on the best way to handle the material that from them originates.

Needless to say, 2014 will surely be a busy year, so what are the priorities, and how do you intend to deal with it?

Our priority is of course to serve our customers the best we can. In other words, we aim at supplying and delivering quality at the right time and at the right cost. However, priority means also to make the right decisions in terms of development and products since decisions are the key that leads to the development of new products and to the future structure, especially now that we are cooperating with Fassi.

I think communication between the partners will be very important, especially in virtue of the events that are coming up, like the IFAT exhibition for instance. Oh, absolutely that's the next step for us since so far, we have been mainly focussed on the forest machine business, now however, this cooperation with Fassi will give us the opportunity to be more and more into the recycling business and not only that.

And tell me, the next, and let's say unique IFAT exhibition, will only be an event to introduce the group or also the opportunity to test the new market as well as the new commercial possibilities?

Absolutely! That will be very interesting indeed from any perspective.

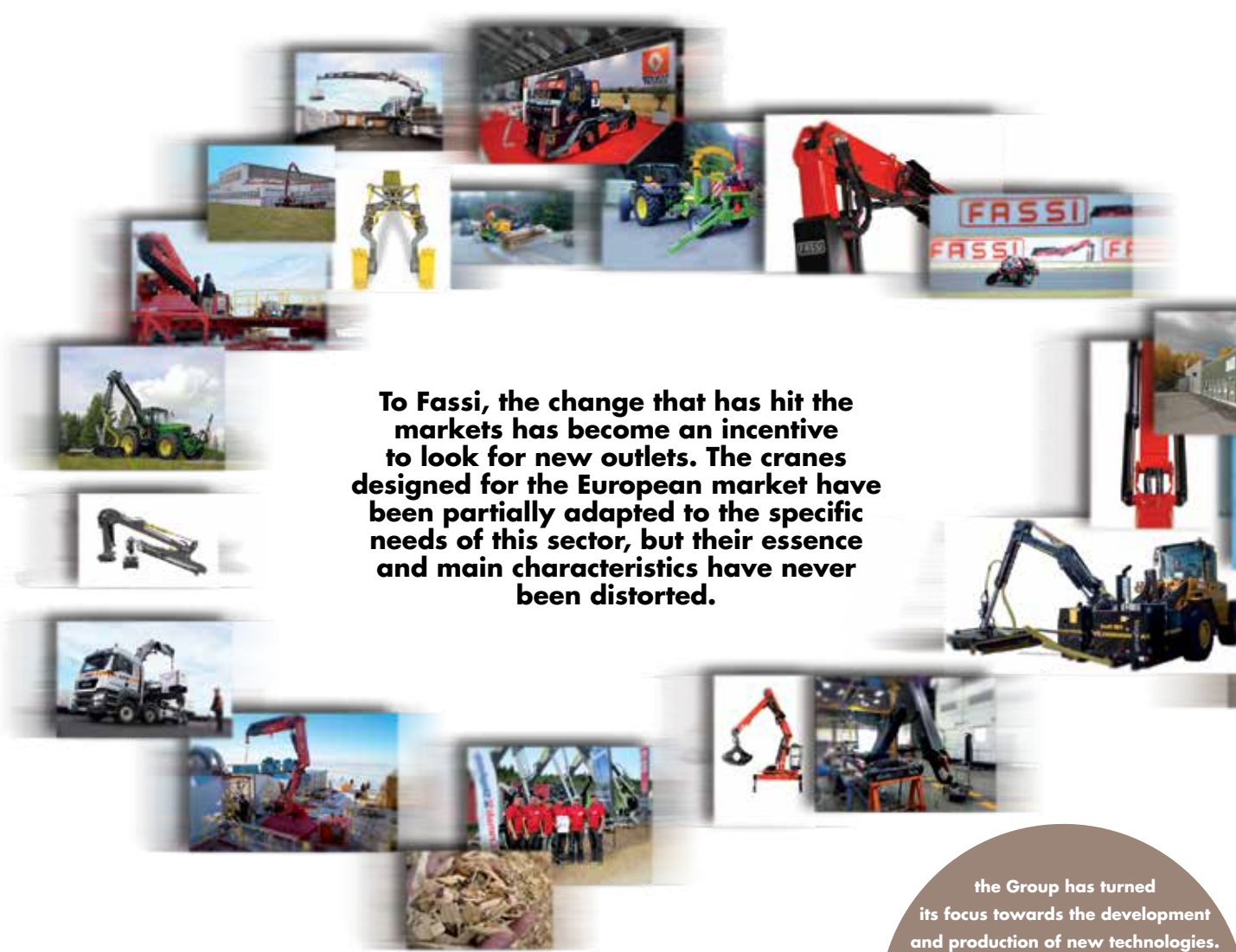
What are the main features that your staff will need to have in order to support you in this important phase?

I believe these two companies have a lot of experience and expertise, and because of that we'll have new opportunities. This is also a good chance for us to get into new markets and as a consequence to develop new products. Our background is the know-how which in turn is the emblem of these two companies. I suppose the first step will be extremely important, particularly for the commercial staff since it's them first who will be in contact with what we can call potential new opportunities. Maybe, however I think that production, purchasing and design are important too, but of course marketing it's very important as it increases the number of opportunities and possibilities.



The feeling is that Fassi is a very good collaboration between these two companies, because Fassi is strong on the truck side, and we are strong on the forestry machines, these two companies complement each other.

To new OPPORTUNITIES



To Fassi, the change that has hit the markets has become an incentive to look for new outlets. The cranes designed for the European market have been partially adapted to the specific needs of this sector, but their essence and main characteristics have never been distorted.

Fassi sets no limits for itself. Its innovative drive and ability to anticipate technologies and needs have allowed the company to access new and unexplored markets, taking its cranes off common lorries and onto different types of machinery.

A desire that has become a tangible reality in many countries worldwide, in order to be a strength and a lever to be exploited for the future, at the international level. The change that has hit the markets - especially the deep-set crisis in the construction sector - has become for Fassi a stimulus to look for new outlets and new scenarios, and posi-

tive results are already visible. Fassi's cranes have started to turn up in sectors such as forestry, marine, logistics, railway and defense. But Fassi's innovation does not stop here. Indeed, the Group has turned its focus towards the development and production of new technologies. No longer just cranes, but also products that have never been marketed before by the company yet nevertheless guarantee the excellence standards that have always been Fassi's brand signature. This approach is reflected in the recent acquisition of the Marrel company and the partnership with Cranab.

the Group has turned its focus towards the development and production of new technologies. No longer just cranes, but also products that have never been marketed before by the company yet nevertheless guarantee the excellence standards that have always been Fassi's brand signature.



The number of applications is growing in the following sectors: forestry, marine, renewable energy, logistical, railway and defence. This is thanks to the innovative drive and to always being close to the customer's needs



Marrel

The Fassi Group has acquired a considerable share of Marrel SAS, a legendary French company operating in the production of hook lifts, skiploaders, tipper scissors and hydraulic cylinders.

An important choice for the Italian group, leader in crane production, which means staying in the industrial vehicle fitting-out sector, thus expanding its business. In addition to articulated cranes, Fassi will be offering these new products due to their interesting market prospects. The transaction was carried out with Miltra SAS, exclusive distributor and importer of Fassi cranes for France since 1978.

Cranab

The Italian company has become one of the major shareholders in Cranab, a Swedish company leader in crane production. Fassi Gru's entrance in the company's shareholding structure took place together with the purchase by Cranab - already owner of the Slagkraft and Vimek trademarks - of Bracke Forest, a manufacturer of equipment for reforestation and forest exploitation.

Thanks to this agreement, there is a new group competing at the international level that offers equipment and technology dedicated to the economic development of the forestry sector, with special focus and sensitivity in terms of environmental protection, for sustainable exploitation of the environment.

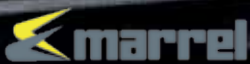
“INVENTORS” by tradition

Marrel is the top company in Europe in the fitting out of industrial vehicles. For almost a century now, the Marrel name has been associated with the major technical advances in the sector



MARREL

Since 1919 until the present time, the French company has invented the “Ampliroll” hooklift system, skiploaders, and tipper scissors







The history of the fitting out of industrial vehicles passes through a small town near Lyon, in central France. Here, in 1919, in the town of Andrézieux-Bouthéon, Marrel started to "invent" new solutions for the sector, revolutionary technologies that have made the company a leader in Europe.

Many of the "inventions" came about during the span of half a century: the tipper body with jib and cable, the first one on the market; the Ampliroll hook-lift system; skiploaders and tipper scissors. Systems designed to make the sector operators' jobs easier and that combine efficiency and the best raw materials, long service life and low operating costs. Today, Marrel is by its very definition an innovative company that, on the strength of this quality, has grown rapidly, offering cutting-edge and high-quality products and making a name for itself on the market as a symbol of technological progress at the international level.



185 employees



1 production plan



60 dealers worldwide



26.000 m² surface area

MILESTONES

The Marrel company is founded

1919

First appearance of hydraulic tipping systems

1935

Marrel invents the tipper scissors

1965

Marrel invents the Ampliroll hooklift

1970

Marrel's **UNIVERSE****The production**

At Marrel, innovation starts from the idea and ends with the finished product. Latest-generation machineries ensure the utmost efficiency and, most importantly, the highest accuracy during all production phases, always guaranteeing excellent standards.

**The know how**

The French company boasts a longstanding experience and expertise in the processing of metal sheets. This is why it employs the best steel, for an optimal weight/resistance ratio. Moreover, it was one of the first manufacturers of industrial equipment to use high-resistance steel.

**The assembly**

Marrel's staff is highly qualified to offer the best service possible during the assembly phase too. The service centres distributed on the territory are equipped with the latest technologies of the sector.

The **SOLUTIONS****Ampliroll**

With its streamlined design and high pressure hydraulics, Ampliroll is perfect for meeting the needs of professional users in terms of efficiency and productivity.

Skipladders

The innovative design and high-quality materials (high-resistance steel) ensure extremely high performance and a long service life to Marrel's ranges of skipladders.

Hydraulic cylinders

Marrel was one of the first companies to effectively take advantage of high pressure, with the introduction of tipping systems with hydraulic control way back in 1934.

Tipper scissors

Marrel is the inventor of tipper scissors. The design studied down to the smallest detail, combined with the best technologies make Marrel's tipper scissors the top in their category.

Marrel USA is founded

1980

Marrel joins the Caravelle Groups

1998

Separation of activities and creation of Bennes Marrel subsidiary

2005

Marrel launches the Ampliroll range with articulated jib

2006

New hooklift with tiltable kib in the Ampliroll 3-ton range

2011

Marrel joins the Fassi Group

2013

World leader in the FORESTRY sector



The North of Sweden has produced the most modern technologies for the handling and logistics of forestry activities. Solutions recognised worldwide that bear the name of Cranab, a company that has its roots in the north of the country, where the area explodes into woods, lakes and rivers, a mere stone's throw from the Gulf of Bothnia. The headquarters are located at Vindeln, not far from Umeå (700 km north of Stockholm), in the county of Västerbotten in the centre of the vast Swedish forests. The geographical location of the company explains the specificity of its industrial ability vocation. An area unique in the world, in which more than fifty years ago the company took its first steps and is today recognised internationally for its particular know-how. Marked expertise in the forestry field that continues to grow from close collaboration with the operators of the sector that offer important ideas for improvement thanks to intensive use and the day-to-day activities in the field.

At Vindeln the company is structured into two modern factories that in total employ 150 staff. The company relies on the fundamental contribution of an organisation that deals with conservation of the

environment on a day-to-day basis, namely the Swedish Forestry Corps. This cooperation between culture, the protection of forestry and modern technology has created a wealth of knowledge that provides a basis of excellence for the Cranab product.

MILESTONES ABS - Service

Cranab was founded in 1963 by the Jonsson brothers, Rune and Allan, but the production of cranes had begun earlier when, in 1959, the two founders went from providing simple service - they were the owners of an ABS service centre located in Vindeln - to manufacturing ditching buckets for ABS excavators. The first seven cranes were manufactured between 1959 and 1960; they were very simple machines that comprised a cylindrical pipe (the boom) lifted by a hydraulic tube. In 1961, cranes were developed so that the boom could be folded and equipped with a grapple. Over the following two years, the company continued to grow, embarking on the journey which led it to become Cranab.

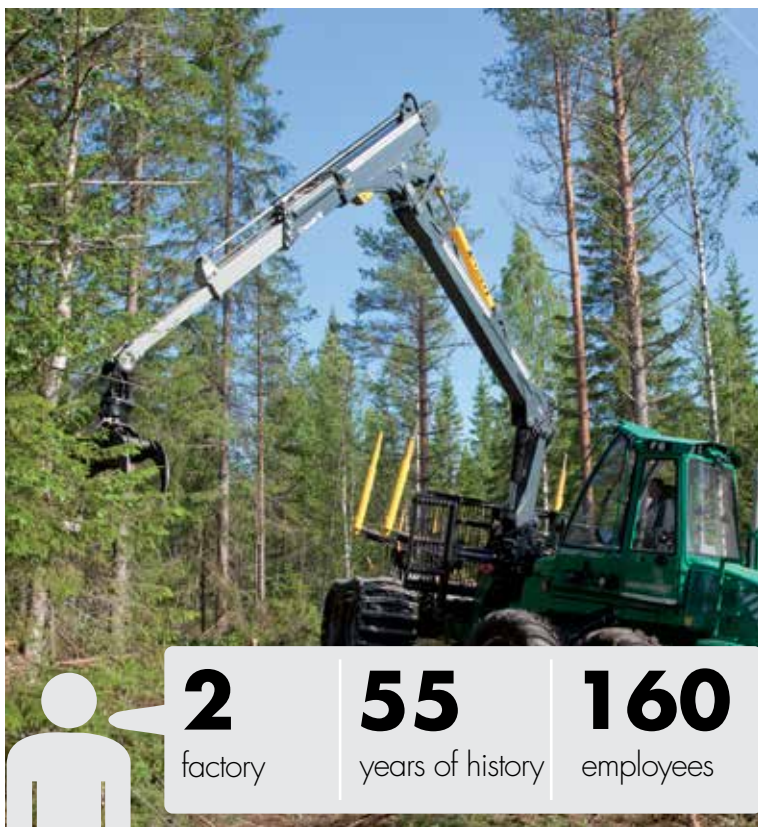
The founding of Cranab

The year 1963 marked a turning point: on the one hand, the Jonsson

Cranab, from the woods of northern Europe, technology to create the best timber cranes the world has seen

SUPREMACY
in the field

the perfect synergy between expertise and experience in the field of forestry technologies.



acquired by the larger Partek Corporation in 1996.

The new millennium

The year 2002 started with another change in ownership for Cranab: Partek Corporation became part of Kone. This was only the beginning of another period of profound changes that will bring the Jonsson family, and specifically Fredrick Jonsson, the current C.E.O., back at the helm of the company. It all began in 2004 with the acquisition of Valmet Logging by Komatsu. The following year, Cranab became a Swedish company once again: Friedrik Jonsson - the founders' nephew - and Hans Eliasson, local business leaders in the forestry sector, purchased the company.

Cranab outside of Sweden

Only one year after its founding, Cranab crossed the Swedish borders and started exporting its products. The first export work-order came from Finland, and it was for a hydraulic forestry crane with grapple loader. In 1967 the company went even further, as it expanded outside the Nordic countries all the way to Yugoslavia and France. In 1970, Cranab conquered approximately 85% of the Finnish market, and has never stopped growing. Today, it is one of the world's largest manufacturer of cranes for timber applications.

brothers confirmed their intention to continue the manufacture of cranes; on the other, the entrepreneur Karl- Ragnar Åström bought Rune Jonsson's shares, thus taking over the company which was then renamed Cranab. The newly-formed company continued to expand, so much so that, in 1964, a new and larger production facility (Cranab1) was built. Between the end of the 1960s and the early 1970s, Cranab continued to innovate, always developing new solutions, including best-known models such as the SK3000, the SK4000, the SK5000, the SK7000 and the SK9000. This growth, including in terms of market shares, resulted in the building of the second production site (Cranab 2) in 1972.

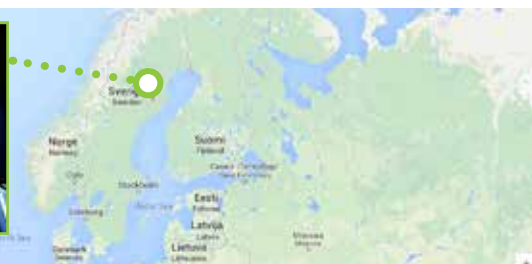
The acquisitions

The company's specialization in the crane sector continued, and in 1974 Cranab manufactured its first crane. That very same year, the company was bought by Jonsereds, and only 4 years after that the ownership was transferred to the Belgian multinational Hiab Foco. Yet the innovation continued, and it was precisely in 1978 that the first parallel boom crane was designed. In the early 1980s, the company became Swedish-owned once again, only to be acquired by Valmet Loggings in 1988. After just six years, Valmet Loggings was bought by the Sisu Corporation, which was in turn

Hi-tech **INNOVATION**

The consolidated knowledge of woods and their conditions, the forest-related experience of different generations and the proximity of Cranab to the habitat of the forests make it natural for this company to better understand the changing needs of this particular "market" and to appreciate the development and testing of new products. Cranab is structured into two modern well-equipped plants and works with the Swedish forest rangers especially during the design and experimentation phase. This co-operation between the culture of forestry, modern technology and the work of advanced

development is the best guarantee that Cranab cranes always satisfy the specific needs of this particular segment. That's why Cranab often emphasises the fact that its force is represented by attention to detail. Today its highly qualified staff works using latest generation industrial machines. Before arriving on the market, all the Cranab products must pass stringent testing. The checks of the Swedish company satisfy not only present regulations but also pre-empt future ones in the creation of products that are a guarantee of lasting quality.



The headquarters are located at Vindeln, not far from Umeå (700 km north of Stockholm), in the county of Västerbotten



Slagkraft. Excellence

“under” the TREES

The best manufacturers of underbrush clearing machinery. Technology that also protects the soil, not just the trees



SLAGKRAFT

Innovation at the service of the forestry sector. The new generation of cutting flails that have conquered the world.

Becoming a leader in the sector of technologies for underbrush maintenance was the goal; designing and producing the best and most innovative tools was the way to achieve this goal; launching a new generation of high-quality flails was its greatest success. This, in short, is the history of Slagkraft AB, a Swedish company founded over half a century ago in the city of Vindeln. Its special focus on the environment on the one hand and its close relationship with the territory on the other prompted this company to specialize in the production of machines used for clearing and maintenance operations of the underbrush – grass and scrub –, which are just as important as trees. This is because in Sweden, forests represent an important asset and their protection, from all

standpoints, is considered very important. Its longstanding experience and strong innovative drive were, instead, the main reasons for the company becoming a leader on the international market. North and South America, Eastern and Western Europe, Eastern Asia, South-East Asia, the Middle East and Africa are some of the reference markets of a technology that is winning over the entire world. In fact, Slagkraft-brand machinery are equipped with a tool that is one-of-a-kind: a set of flails, the SH, designed by the company. Simple yet sturdy and easy to maintain, these flails offer an exceptional service, the best in the forestry sector: a precise and clean cut combined with greater stability and longer service life.



New-generation flails

The SH series is characterized by the innovative solution of the nucleus, or shell, of the blade. Compared to the previous version, it is slightly raised with tilted sides, and has no adjusting straps. This change has resulted in improved operational characteristics and easier maintenance.

In addition to superior road holding, these new flails adapt to the ground without having to constantly adjust the trim of the vehicle on which they are assembled.

Moreover, the new design offers better hold in case of uneven ground and more power. This has made it possible to also remove the adjusting hooks, for cleaner underbrush clearing.

The SH series is available in five different cutting lengths: 125, 150, 170, 190 and 210 cm.

The engines

- The Craft 401 engine unit is based on an IVECO 4-cylinder engine. SC45 articulated boom with H150 impact cutter, with capacity of 6.3 m. The Craft 101 can also fit other cranes and impact milling cutters.

- The Craft 601 engine unit is based on an IVECO 6-cylinder engine with a power output of 129 kW. SC85 articulated boom with H170 impact cutter, with capacity of 8.3 m.

The Craft 601 can be used in conjunction with the SC85 crane, and can fit all impact milling cutter models, from the H125 up to the H210.

- The Craft 601 engine unit is based on an IVECO 6-cylinder engine with a power output of 129 kW. SC12 articulated boom with H170 impact cutter with capacity of 10 m.

One frames, **A THOUSAND TRACTORS**

Slagkraft's compact frame was designed to adapt to different tractor types. It is equipped with an actual pump and its own tank, which are directly connected to the tractor power supply through the PTO. A separate

control valve is connected to the hydraulic system of the tractor, which adjusts the pressure signals. Slagkraft articulated booms can be used, depending on tractor size.

Vimek.

SMALL machines for large forests

When size matters: compact technologies at the service of the environment. From Sweden, professional solutions with minimum footprint



THE TOP among light machinery

Vimek is a global leader in the production of small-sized equipment for the forestry sector. To reach places that others cannot get to.

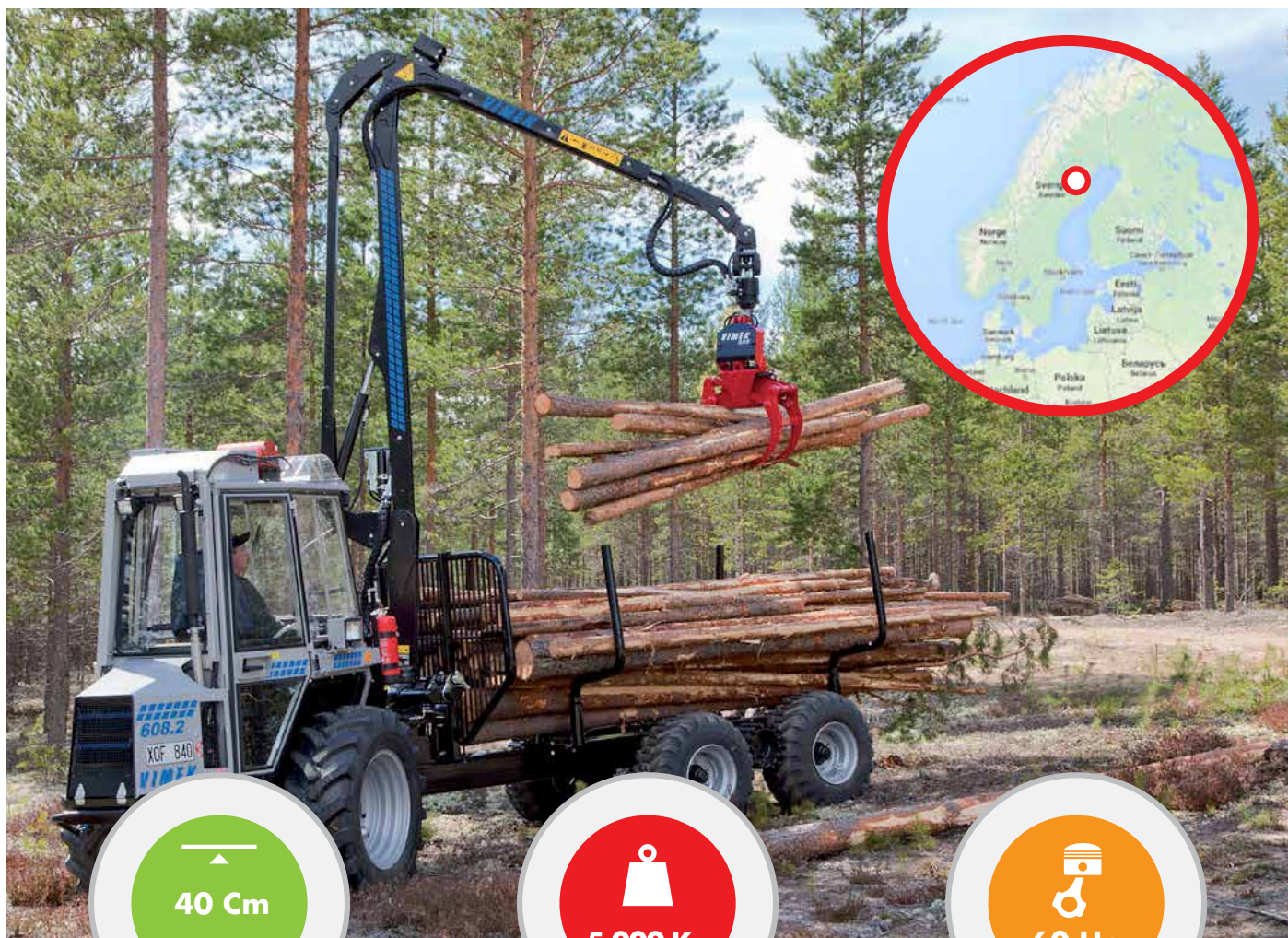


Cutting down trees to breathe new life into forests, protecting and at the same time strengthening a precious resource to be handed down to future generations. This simple concept underlies the activities carried out by Vimek, leader in the production of light forestry equipment.

Because you do not have to necessarily build huge machines in order to be a giant, on the contrary. In the forestry sector, small dimensions may turn out to be an important added value, especially in the case of thinning, a method that consists in pulling down trees when the forest is too thick in order to encourage selective growth. Founded at the end of the twentieth century in Lidvågen, in the north of

Sweden, Vimek has made a name for itself on the market thanks to its ability to listen to its customers' needs and to meet them through "fast, simple and smart" technologies. This is the starting point for cutting-edge equipment, light and compact, designed to satisfy the needs of those who have decided to invest in forestry, in both the public and private sector.

Tools for cutting down, collecting and transporting timber that also encourage the growth of more resistant trees and higher-quality wood at lower prices. Long-lasting, reliable and low-maintenance machines that, thanks to their low fuel consumption, have a minimum im-



40 Cm

From the ground

5.000 Kg

Loading capacity

60 Hp

CAT engine

compact on the environment and are also cheaper. All with special focus to their footprint.

Thanks to the compact size of Vimek's equipment, you can penetrate into the thick of the forest, even on particularly uneven ground, without ruining the stronger trees or damaging their roots, in short, leaving no trace.

On the strength of this specialization, the company exports its products throughout the world, fully aware that its professional solutions are suited to all environmental conditions. A valuable support to environmental protection and to tangible improvement of the quality of the forests.

Light and **COMPACT**

MINIMASTER

A new generation of machines that are extremely easy to operate thanks to: all-wheel drive with power steering; factory-fitted wide tyres; joystick with 2 optional levels. The height of about 40 cm from the ground and the smooth bottom guard also protect the more vulnerable parts of the machines, thus making them perfect for heavy-duty situations.

From the model 606 TTEX to the 610

Vimek offre un'ampia gamma di Vimek offers a wide range of loaders, from the lightest (606) to the heaviest (610). The latter is also the most powerful, with a loading capacity of 5,000 kg, and it is equipped with the new CAT engine with

60 HP. Moreover, it also fits a modern Bosch Rexroth hydrostatic transmission in combination with the trailer and the crane. **Model 404 T5**

This model is part of a new generation of tree-cutting equipment fitted with a CAT engine with 60 HP and a modern Bosch Rexroth hydrostatic transmission. The front steering axle is wider than the machine (1.80 m or 2.15 m). The operator's cab is roomy and comfortable, and it features a rubber seat, a new and modern control display and a mini joystick. It is extremely easy to manoeuvre thanks to the dual steering. Its low fuel consumption and affordable price make the 404 T5 model a relatively inexpensive investment.



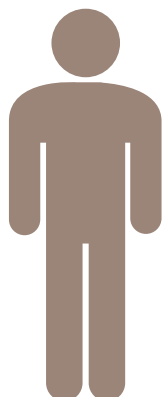
Technologies supporting the ENVIRONMENT

The right balance between protection and forestry development.
The tools for land care and regeneration



BRACKE FOREST

A pioneer in the development of technologies for soil conservation



20

employees

foundation

1922

A particular sensitivity to environmental issues and the desire to support and protect green areas are the underlying values of Bracke Forest, a Swedish company that was set up in 1922 and that over the years has invested in the development of technologies dedicated to land regeneration. Because preparation of the soil is the first step towards sustainable forestry.

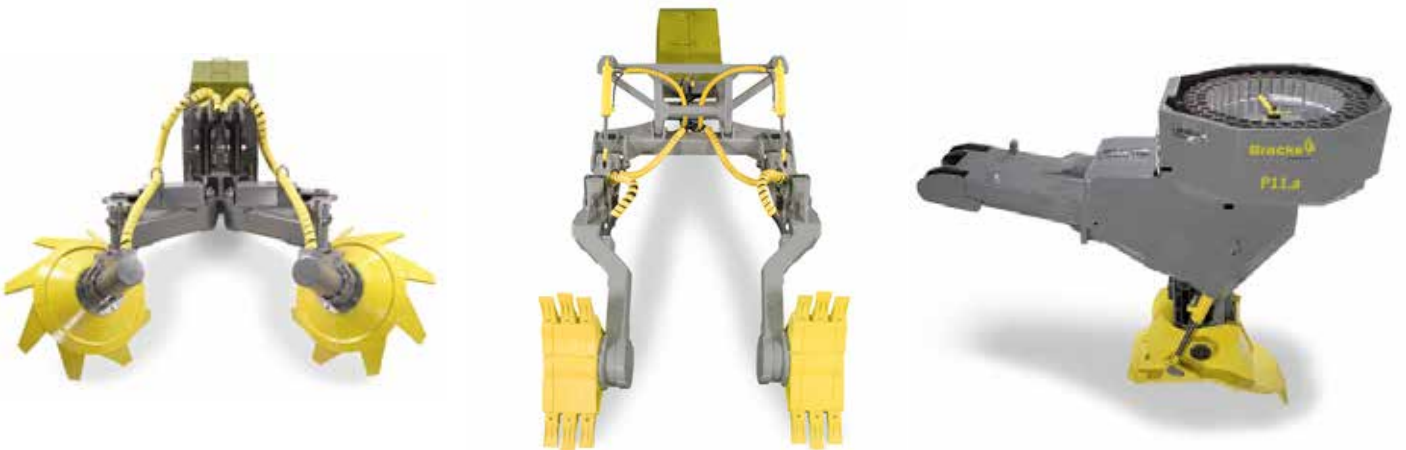
An ambitious goal but one of primary importance in an area where forests represent a key asset for the entire population, and that today can be considered achieved.

The company is in fact a world leader in the design and manufacture of forestry machinery and accessories, technologies that combine the felling of trees with regeneration of the soil using methods such as scarification. Through the use of the process of Inverse Humus, and its use, the volumes of seed growth increase from 20 to 100% depending on the type of land.

A pioneer in the production of these tools, the firm has a close and constant collaboration with all the players in the sector, including companies, entrepreneurs and Swedish research institutes.

With its strong synergy, the company is a guarantee of quality, with an excellence that has taken its products from Bracke, the small municipality with which it shares its name and location of the production plant, onto the worldwide stage. A company with just 20 employees but with a vision of growth and development. Canada and Finland are the markets of reference of a technology that is expanding and attracting an increasing number of buyers in Asia, Southern Europe and Russia.

Scarifiers, planting machines, forestry accessories, biomass production and the felling of trees, mechanised seeding equipment, the range is wide and with a high degree of specialisation: tools designed to ensure conservation of the soil and of the environment without compromising the technical and economic standards of forestry development.



Brake Forest **SOLUTIONS**

Discs trencher

Designed for forest machines and agricultural tractors, these are perfect for scarification in most working conditions.

Trencher flails

Powerful and versatile, these can be mounted on mid-sized or larger forest machines. This makes them particularly suitable for wet sites and sites where high manoeuvrability is a priority.

Planting machines

Machines designed to be coupled to, always with the utmost consideration for environmental and ecological aspects.

Machines for tree cutting and for the production of biomasses

A single machine allows the felling and collection of trees, constituting biomasses that can be used for the generation of bio energy.



The AZ generation is here

An original solution to meet new market needs. The F145AZ and F165AZ cranes, the first ones to be completely foldable, are now available; tipper body caisson free from obstructions and added protection for the hoses

The VERSIONS

The F145AZ and F165AZ come equipped with two hydraulic extensions, reach of 8 metres and lifting capacity of 14.0 tm and 15.7 tm, respectively.

In a context where it is becoming increasingly important to understand and anticipate then needs of the market by offering a wider and wider product range, Fassi has launched the AZ series: two crane models characterized by the foldable assembled hydraulic accessory.

Conceived as a tangible answer to the requests of the sector operators, where logistic is a crucial aspect, the F165AZ and the smaller F145AZ allow the tipper body to be free from obstructions, which is especially useful during the transport phase.

These cranes feature a different geometry compared to the other models that allow the crane to be folded within its outline without having to disassemble the accessory fitted on the cranes. An original solution for the Group that anticipates the obligations resulting from the new European Directive that allows the circulation of vehicles carrying inert materials only if their tipper body is covered or closed. Once the national regulations will become effective, it will be prohibited to leave the crane unfolded on top of the tipper body with the hydraulic accessory still assembled, so this feature will undoubtedly turn into a major advantage.

These cranes also offer an innovative geometric solution that allows the reversed folding of the outer boom, in order

to further reduce the overall dimensions when the crane is completely closed. The design of this new series of cranes fully reflects the company's usual philosophy of offering innovative solutions aimed at improving performance without compromising product reliability. Moreover, for the first time ever, it is possible to move the booms through a single chain ram assembled inside the outer boom.

Thanks to the optimized use of the available space, all hoses are fitted inside the booms, for added protection.

In the standard versions, the F165AZ and the F145AZ are equipped with the Hydrocontrol distributor. Versions are also available with the Danfoss compensated proportional distributor and RCH/RCS radio remote control with GAS (Grab Automatic Shake) device.

This device entails software control of bucket movements while unloading materials. This solution offers considerable advantages, such as the complete management of opening and closing movements, with smooth movements even at high speeds. Lastly, another feature worthy of mention is that the crane base comes in two different versions, depending on where the driving position is assembled, either to the right or to the left.



New F145AZ

Technical characteristics

- Lifting capacity of up to 14.0 tm
- Maximum hydraulic reach of up to 8.25 m
- Overall dimensions L 1.08 m , W 2.50 m , H 2.64 m
- FX500 control unit
- Hydrocontrol modular hydraulic distributor
- Active version (.0): without linkage
- 415-degree rotation with rack and pinion



Lifting
14,0 tm
Hydraulic reach
8,25 m



F145AZ.0.22 & F165AZ.0.22

<p>* FX500 Fassi Electronic Control</p> <p>control</p>	<p>* FSC/M Fassi Stability Control / Medium</p> <p>control</p>	<p>* MOL Manual Outriggers Lock</p> <p>control</p>	<p>* CPM Crane Position Monitoring</p> <p>control</p>	<p>UHSS Ultra High Strength Steel</p> <p>strength</p>	<p>FWD Fewer Welds Design</p> <p>strength</p>	<p>CQ Cast Quality</p> <p>strength</p>	<p>RPS Rack and Pinion System</p> <p>strength</p>
--	--	--	---	---	---	--	---

* Compulsory for EU market

New **F165AZ**

Technical characteristics

- Lifting capacity of up to 15.7 tm
- Maximum hydraulic reach of up to 8.25 m
- Overall dimensions L 1.08 m, W 2.45 m, H 2.64 m
- FX500 control unit
- HC/D4 Hydrocontrol modular hydraulic distributor
- Active version (.0): without linkage
- 415-degree rotation with rack and pinion

Lifting

15,7 tm

Hydraulic reach

8,25 m



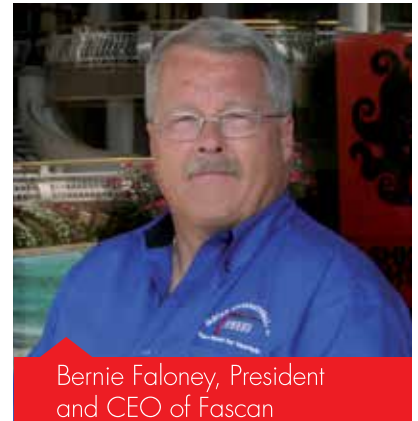
OPTIONAL

D850 Digital Multifunction Distributor Bank control	D900 Digital Multifunction Distributor Bank control	S800 Multifunction Distributor Bank control	S900 Multifunction Distributor Bank control	* FSC/H Fassi Stability Control / High control	OTC Oil Temperature Control control	GAS Grab Automatic Shake control	RCH/RCS Radio Remote Control control	OHT Outrigger Hydraulic Tilt performance	FS Flow Sharing performance
--	--	--	--	---	--	---	---	---	---

“The red wave” OVERSEAS

After-sales assistance and the ability to adapt: these are the keys to success of Fascan, Fassi’s branch in the United States for 22 years, according to Bernie Faloney, President and CEO of the company

A relationship established over 20 years ago, which has grown by adapting to renewed market needs and is even stronger today in spite of the complex economic situation. We are talking about the collaboration between Fassi and Fascan, its North American dealer. Interview with the president and CEO Bernie Faloney, who explains this collaboration beginning with its ability to go beyond: beyond the construction industry by entering new sectors such as Oil & Gas and Military and beyond just sales by providing an efficient assistance service.



Bernie Faloney, President and CEO of Fascan

The US market represents a strategic market for Fassi, after the European one. Numbers have been growing since 2007, proving that right strategies and choices have been taken. What has rewarded you?

Prior to 2007, Fascan was heavily invested in supplying Fassi Cranes to the industries of the housing construction market, such as roofing, foundation, precast, wallboard/building material supply and others. The financial crisis of 2007 forced Fascan International to re-evaluate its customer base and to look for new markets. The strategy was to get “Lean & Mean” to survive and to find growth/sales without any expansion of Fascan. We did just that.

Also the economy has changed. The building sector was hit by a strong crisis and this has led to a change of course for the companies, like Fascan, that used to work a lot in this sector. Has the company been able

to find new channels, new important customers and commissions like US army?

The Building Sector, which was Fascan’s major source of Fassi Crane sales, did not slow down, IT JUST STOPPED! The only markets that were still showing signs of life were related to Military and Oil & Gas. To access these markets we had to modify our thinking, how we did business, and be innovative with the Fassi Crane. With Fassi’s assistance, I am pleased to say that not only we succeeded in surviving this crisis but we grew during that period. Our reward was that we are still here today and now that this other markets are coming back we are selling more Fassi Cranes. This shows the importance of diversification in market sectors. Another important strategy employed by Fascan was to concentrate on “Product Support” which has borne significant results.

Fassi is more and more global, as well as open to internationalization and to the requests of the various markets. How much and how have you, and of course the US market, influenced

FASCAN International

The company has 29 employees and is widely established in the area with a sales network of more than 60 dealers and over 200 service centers.



29

employees

60+

dealers

200+

service centers

6000+

cranes sold since 1992

the choices of Fassi company?

During the recession of 2008-2010, I feel that we had a lot of influence with Fassi, especially with our anti-IED arm for the U.S. Military. To date Fassi/Fascan has supplied over 1,800 of these cranes world-wide to seven different armies. There have also been some successful new model configurations suggested by Fascan, to suit evolving U.S. market needs.

What, among the various Fassi products, is mostly requested and used in the US market?

The military uses Fassi Cranes that are have been designed, constructed and mounted to specific military needs and tasks.. As a result of this customization, Fascan has seen a large increase in the sale of the 5-21 Tm class cranes.

What is mostly appreciated by the US market in a product with an Italian heart like a Fassi crane?

Quality, attention to detail, family owned, control of the supply chain, and customer support are all terms that set us apart

from our competition. Crane buyers are very comfortable knowing that they have access to top management at Fassi. We have seen excitement at trade shows when prospective crane buyers realize they are not only meeting with Fassi's dealer, but also with the key decision makers at Fassi. Just like a Fassi crane will last a user many years, it takes an investment in time to see the full result of your efforts in the form of profits. "People buy from people" is a familiar saying in business, and the U.S. consumer wants to be treated as a person and not as a number.

Fassi is above all product innovation and constant research. What is Fascan's view of the future?

What Fascan wants is more directly aligned with the needs of the U.S. market which may not necessarily coincide with the rest of the world. A few products that that would, in my opinion, benefit Fascan and its market are: a broader range of specialty cranes for the U.S. military, a longer wallboard crane, and a broader range of trash and timber cranes.

27 years as a PROTAGONIST

The STRENGTHS

Quality of the marketed brands, assistance and professionalism are the keys to the success obtained by Hans Aumer GmbH

The present and the future of the forestry sector through the eyes of someone who is on the frontlines day after day. Interview with Franz Meilhammer, C.E.O. of Cranab's most important German dealer



Franz Meilhammer,
President and Owner
of Hans Aumer GmbH

Since 1987, Hans Aumer GmbH has been a guarantee of quality and professionalism throughout Germany, and it expects to do even better thanks to the partnership with Fassi.

Franz Meilhammer, C.E.O. of Hans Aumer GmbH, one of Cranab's most important German dealers, provides an overview of the forestry sector in his country and of the scenarios that have opened up thanks to this new collaboration.

With the privileged perspective of someone who works on the field every day, Meilhammer explains the present and the future of a company that has been a major player on the market for over 25 years.

Germany, represents an important market opportunity for Cranab's products. What are the main activities being carried out in this strategic market?

Germany, with its woods and forests, represents an important market for Cranab. However, I believe that there are no major differences between doing business here or in another country, in Sweden,

for example, where the company's headquarters are located. Quality products, efficient service and professionalism are forever and always the keys to success in Germany, as in any other country. In this sense, Cranab is a guarantee.

What are the most requested products? And in which sectors do you operate mainly?

In Germany, Cranab is synonymous with quality and professionalism. All our machines are especially appreciated thanks to their reliability and long service life. If I had to mention a product in particular, I would say that we are getting very positive feedback from the new crane series.

What do think of this new and important partnership between Cranab and Fassi? Do you think it can open up new opportunities for strategy and growth?

The partnership between two such important players in our sector can only have positive consequences. We will become more and more of a



Innovation has always been an important strength of Cranab, an objective to be achieved through commitment and dedication

guarantee on the territory and, consequently, I think and hope that our market shares will be growing even more.

How do you evaluate the opportunities provided by this partnership?

I expect this partnership to bring with it plenty of opportunities, especially in specific sectors where the Fassi Group is particularly active, such as in the use of ultra high strength steels.

As far as your company is concerned, what are you looking at for the future?

Innovation has always been an important strength of Cranab, an objective to be achieved through commitment and dedication. It is written in upper case in its DNA. All products and all solutions are studied down to the smallest detail. At Cranab, nothing is left to chance. This new partnership with the Fassi Group is a further confirmation of this. It is a very important moment for the company; a new page is being written, which we hope is the beginning of a long and mutually profitable relationship.



Hans Aumer GmbH
 Gewerbering 25, 94060 Pocking, Germany

Fassi conquers TURKEY

The F110AFM is the hydraulic boom installed on the new tugboats used by the Turkish Coast Guard. Garp and Sark fit a Fassi crane: safety and easy handling from the docks to the open sea



GARP & SARK

Compact yet extremely easy to handle tugboats : 20 m long, 7.5 m wide, and 3.3 m deep







Garp&Sark

They are both 20 metre long, 7.5 meters wide and 3.3 metres deep, with a 3-m draught.

Turkey has chosen Fassi for safety at the docks and in the open sea. Two F110AFM cranes were installed on two tugboats intended for the General Directorship of the Turkish Coast Guard. Garp and Sark, the names by which these twin pieces of equipment are known by, were recently delivered to the Besiktas Shipyard at Yalova, at the Port of Istanbul, where the customer's HQs are located.

The tugboats were designed by Robert Allan Ltd (RAL), a Canadian company specialized in the construction of carrier ships. From small to large crafts, the projects resulting from the study feature innovation and high design and instrumentation standards.

This is the reason why Fassi hydraulic cranes were chosen.

Garp and Sark are small in size, and they were specifically designed to be extremely easy to handle and quick, two important qualities when it comes to Coast Guard's operations. This last characteristic in particular was a request on which the customer placed great focus.

The tugboats reach speeds of 11 knots at the bow and 7 knots astern, the highest possible speeds for tugboats of this size. In addition, thanks to a low floating line and limited

draught, they can get to the hardest-to-reach places. They are both 20 metre long, 7.5 meters wide and 3.3 metres deep, with a 3-m draught and a maximum floating line of 6 metres.

The Fassi F110AFM.0.22 crane is installed astern together with a winch and a 27-ton tow hook from sea level

The **DEALER**

Rasim Otomotiv Ltd.

Is a family-run business founded in 1993 in Ostim, the industrial area in the Turkish city of Ankara. Its founder, Mehmet Rasim, on the strength of his longstanding experience - he has been working in the sector since 1969 - today is a reference point at the national level. From the repair, maintenance and sale of cranes, including used cranes, his company is synonymous with reliability and professionalism throughout Turkey. Because of its excellent reputation, combined with an in-depth knowledge of the market, in 2007 it became Fassi's exclusive distributor in Turkey. The company's trademark is Rasim Makina Vinc, with two sales offices in Ankara and Istanbul.

Technical characteristics

F110A

- Active version (.0): without linkage
- 390°-rotation with rack and pinion
- FX500 control unit system
- Hydrocontrol modular hydraulic distributor


Dimensions

l 0,78 m
w 2,30 m
h 2,20 m


Reach
8,10 m

Lifting capacity
10,70 tm


The shipyard

Besiktas is one of Turkey's shipyards with the longest experience and the best expertise when it comes to building crafts and boats for industrial uses, such as tanker ships and tugboats. A company that invests on human resources and customer service, and that has made reliability the basis of its activity in order to achieve a single objective: offering a high quality service at the most competitive prices.

Rasim Otomotiv, 1468 CADDE NO:131 İVEDİK
 O.S.B., Ankara 06378, Turkey

Fassi on the ROAD

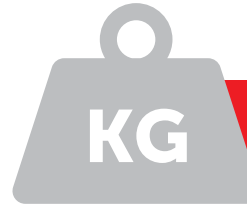


The F66ORA is painted in platinum colour. Axle Haulage treats itself to this extraordinary piece of equipment for its 25th anniversary. And it certainly does not go unnoticed on English roads

A **PLATINUM** 25th anniversary

**Crane and lorry become
the symbol of an important
achievement.**





Lifting capacity
56,27 tm



Overall dimensions
L 1.59 m, W 2.50 m, H 2.46 m



Standard reach
16,40 m

Fassi UK Ltd
26 Blick Road Heathcote Industrial Estate
Warwick Cv34 6Ta
United Kingdom



Much more than a silver wedding anniversary! The UK company Axle Haulage, specialized in road haulage, treated itself to an important and one-of-a-kind gift for its 25 years "on the road", in the literal sense of the term we might add: a F660RA.2.26 painted Platinum Metallic Silver. The crane, assembled on a latest-generation truck painted in the same colour, speeds by on roads throughout the United Kingdom, the symbol of an important achievement for a company that, through the years, has managed to distinguish itself from its competitors, also thanks to its strong and mould-breaking image. An approach that was widely confirmed by the purchase of this new vehicle, which is certain to attract everyone's attention. A rich and diversified fleet and a service that operates 24 hours a day, 7 days a week have made Axle Haulage one of the major players on the UK market, specifically in the transport sector. A leader turning

to a leader: this is the logic behind the company treating itself to a Fassi product. The F660RA.2.26 is an impressive crane, capable of lifting up to 16 tons, reliable and safe under any situation, the perfect piece of equipment for a company that, thanks to careful and sound management, has been able to grow despite the economic crisis.

The crane arrived in England straight from Italy, imported by Fassi UK, the Group's subsidiary and official importer. Fassi UK is a well-established company that has been operating on the UK market since 1979, with a capillary presence strengthened by the main dealers at the regional level, Walker Crane Services, a Fassi dealer since 1996 supplied the F660RA.2.26 to celebrate the 25th anniversary of Axle Haulage. The two companies have been collaborating for years now, and this "gift" is intended to make this relationship even stronger.


F660RA


Technical characteristics

- Dynamic version (.2): with double linkage
- XP device
- ProLink system
- Continuous rotation



Electronic/hydraulic supply

- IMC integral control system
- FX800 control unit
- D900 digital hydraulic distributor
- RCH/RCS radio control unit
- ADC dynamics control
- Flow sharing

