

WITHOUT COMPROMISE

No.21 - year 2017

International information magazine of the **FASSI GROUP**

LIFTING IN CONCERT

Fassi, Marrel, Cranab and Jekko together, creating new opportunities, products and strategies to conquer international markets

Interview

CEO Giovanni Fassi explains what it means nowadays to speak about the "Fassi Group". Evolution, challenges and opportunities to be taken together, beginning with the meeting in Lyon

The Group

Comments from the CEOs of Marrel, Cranab and Jekko: short-term objectives and prospects

News

The new F1150RA, F345A and F345RA offering top class performance and enhanced potential

CONTENTS

WITHOUT COMPROMISE

No.21 - year 2017

International information magazine of the FASSI GROUP

The Fassi Group
Special Convention

04

Special Convention

10

▶ An interview with CEO Giovanni Fassi, who assesses the current position and explains what it means nowadays to speak about the "Fassi Group".

Special Convention

12

▶ The CEO of Cranab AB, Anders Strömgren, outlines the opportunities, prospects and expectations arising from the new collaboration with Fassi

Special Convention

14

▶ Marrel CEO Jérôme Semay talks about Marrel's new international challenges and the opportunities created by the collaboration with Fassi

Product news

18

▶ An interview with the CEO of Jekko, Diego Tomasella. New products and new commercial opportunities

Cranes in action

26

▶ All the technical characteristics and performance data of the new F1150RA, F345A and F345RA

Cranes in action

30

▶ The F110 makes its debut at the Indianapolis 500 racetrack with Giuffrè Bros. Cranes Inc. and distributor Fascan

Cranes in action

36

▶ Several Marrel AL 20 vehicles with roll-off-devices and two Fassi F135K loading cranes hold a key position in Awista's business

The online world

40

▶ The brand new Cranab TZ12 at work in a forest on the outskirts of Postojna in Slovenia

▶ Fassi Group's recently upgraded website brings all the brands together



Without Compromise
no. 21 - year 2017
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
phone +39.035.776400 - fax +39.035.755020
www.fassi.com
Published by: Cobalto Srl via Maj, 24 - 24121 Bergamo

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 difference between EVENT and PROCESS

Both in life and in the world of work, we often focus on events. Situations, episodes and events which, through their singularity, leave a permanent mark, becoming more or less memorable, they set boundaries, objectives, goals, or, in certain cases, a starting point.

A classic example comes from sport, when the most memorable and climactic moment, at least from an emotional perspective, is often found in the lifting of the trophy. This is one example, just like a goal in football, a knock-out in boxing, or the first car to cross the line in Formula One. These are identified by all as conclusive events and they generally draw the focus of our attention.

We could say that the concept is very similar in business, when the event might be, for example, an important sale, strong profits, a call from a delighted client, the launch of a new product on the market.

Events, specific key moments. There have been many of these for Fassi in recent years: from the fiftieth anniversary to the acquisition of Cranab and Marrel, from the new production plant in Malaysia to the crane on Mont Blanc, from the Internet of Cranes to this very issue of "Without Compromise", which you are reading now. To consider them all, to make a list, is actually irrelevant here. What we really want to highlight is the underlying concept. Beyond the events, the moments, the situations and episodes, there is much more.

It is necessary to look at the overall picture, concentrate on the event, but maintain full awareness of the process, the journey: no team in the world raises a cup after simply charging head first onto a playing field. That decisive moment is preceded by all the rest: training, sacrifice, defeat and intermediate successes, strategy, the putting together of the team, accidents, the contribution of all the members of staff over time. Daily events both great and small, repeated efforts, tiny steps forward, slow growth and sudden bursts. Let's consider, for example, how a crane is made: the thousands of hours of work, the designing and testing, the lines drawn on paper that then become living metal and technology.

We can only focus on the events if we have a clear idea of the process, if we work hard throughout the various stages of the journey. These are moments which, when combined with each other, take us to where we want to be in the end. We set out our plan for the future a long time ago, and every day we take another step along the way. But to get to where we deserve to be, we must not forget to look back occasionally and see how far we have come.

EDITORIAL

The lifting **ORCHESTRA**



FASSI GROUP

After having acquired majority shares in Cranab and Marrel, participating in the Jekko enterprise and the development of a production plant in Malaysia, the Fassi Group has definitively laid its foundations. This brings many opportunities, new perspectives, important strategies. The challenge? Similar to that of a large orchestra that brings together many instruments and unites them to create a single harmonious symphony. In this "Fassi Group Special", read the interviews with the key figures and all the related in-depth analyses

The Fassi Group: **EVOLUTION**, challenge, opportunity

2017 saw the completion of the acquisition process that over the past few years has seen Fassi acquire majority stakes in Marrel and the Cranab Group, as well as investing in the share capital of Jekko. These moves are in addition to the development of a production plant in Malaysia.

Together they represent a considerable investment in terms of time, personnel, planning and obviously resources. This is why, now more than ever, we are witnessing the progressive evolution of Fassi's identity towards a group scenario, with all that such a prospect entails. In this interview, CEO Giovanni Fassi, shares with us the bigger picture, explaining what it means nowadays to speak about the "Fassi Group".

Let's begin with a very basic question: what does it mean nowadays to speak about the "Fassi Group"?

It means evolution, with all that this entails in terms of vision, investment, and identity. It is a challenge, because the group scenario forces us to look at things differently and adopt a new perspective. It means more opportunities for internationalisation of the business, with a cross-sector portfolio of brands and products across the fields of lifting, recycling and forestry.

What do you mean by going beyond established boundaries?

Well, Fassi is a company with more than fifty years of history, a recognised market leader, with a clear identity and a wide portfolio of products and services covering more than 60 countries around the world. But it is one thing to think about what Fassi is, it is another thing to think about the whole group. This applies to all levels, including the strategy for our international distributor network. We have been working on this front for some time with the aim of making our distributors principal actors in this process, not just as mere spectators, but having them take an increasingly



Giovanni Fassi, CEO Fassi

An interview with Giovanni Fassi, who takes a look at how the company stands today, and explains what it means nowadays to speak about the "Fassi Group"

FASSI GROUP

2017 saw the completion of the acquisition process that over the past few years has seen Fassi acquire majority stakes in Marrel and the Cranab Group, as well as shares in Jekko. This is in addition to the development of the production plant in Malaysia

active role. It is not enough to simply be a group, we must truly all become part of that group, acting as a group. We need to be aware of change, understand the effects it will have on our work, seize opportunities, learn to look to the future with new perspectives. We need to learn to think differently, to think of ourselves differently. We need to work towards a group identity to realise many, many new opportunities that result from the wider range of products and services that we now have available. Obviously, this is not something that just happens at the flick of a switch. But it is just as obvious that becoming a group is an evolutionary process bringing change not just at the centre but throughout the network, thanks to our distributors, their energy and their enterprise.

Several competitors have developed a similar strategy of diversifying their product ranges into wider lifting applications. Do you think this is the direction the market is heading in general?

If we look at our most important competitors, they have developed an all-inclusive offer which is very similar to ours: they have cranes, they have roll-off systems, they have loaders. I think that this is, to some extent, a natural response to an increasingly complex global market, but it is also a way to maximise the opportunities of the wider world of lifting, recycling and forestry. One needs to bear in mind how important it is to be seen as someone who can meet all the needs of the customer. It is also clear that from a geographic viewpoint, each individual market has its own particular

characteristics, with its own needs and opportunities. Then there are all the industrial dynamics that are strategically important in terms of optimisation, development and synergy.

On the subject of evolution, you also made reference to the theme of identity. What does this mean precisely?

When I talk about a "group", I am not thinking of an abstract concept, but an extremely real entity, which affects what we do on a daily basis and how we go about growing the business. But it is deeper than this. The group revolutionises our very identity without actually changing it, and thrusts us towards new horizons: we are, to all effects, a global company, present in more than 60 markets of the world, strengthened by international relationships, a range of brands and roots set down in various geographic areas.

An important objective...

Like with Fassi, the world now recognises our leadership in designing, manufacturing and distributing knuckle-boom cranes. This is important, it is what we do, it is the foundation on which we have built our credibility and the values that everyone knows us for. But today, with our whole global network, we need to see ourselves joined together as part of a greater idea, understanding that this greater idea makes us bigger, stronger and more mature. We must seize the initiative and roll up our sleeves for the tasks ahead, fired up by all the opportunities that have now become available.



Sectors of **APPLICATION** of Fassi Group's products



Fassi is a multi-sector Group, able to operate in different sectors thanks to the specificity and flexibility of its different companies





“Together with Fassi in the forestry crane market for **TIMBER** haulage and waste recycling”

CRANAB

The CEO of Cranab AB, Anders Strömgren, outlines the opportunities, prospects and expectations arising from the new collaboration with Fassi

The Cranab Group includes the companies: Cranab AB, which manufactures cranes and grass and brushwood clearing machines; Vimek AB, which makes small forest machines; and Bracke Forest AB, manufacturing scarifiers, planting machines and felling heads



Anders Strömgren CEO Cranab AB

The collaboration between Fassi and Cranab centres on cranes for timber haulage and waste recycling. It provides an opportunity for international growth for Cranab, already a major player in the forestry sector, as well as for Fassi, with its highly developed sales network to support the Swedish company. In this interview, Anders Strömgren, CEO of Cranab AB, examines the expectations and prospects for this winning combination.

Becoming part of a bigger organisation like Fassi has increased Cranab’s international exposure. How are you responding to this opportunity?

Cranab boasts extensive experience in the worldwide sale of cranes,

accessories and machinery for the forestry sector. The main difference that we see and feel in working together with Fassi is that we are working with a new type of client. Until now our principal contacts were companies producing harvesters and compact vehicles for timber handling in forestry. With Fassi, we are meeting new dealers and their end users, which means more business – for which we have much to learn.

Which Cranab products do you expect will generate the most demand on the international market?

Truck loader cranes for timber haulage and recycling are most certainly the Cranab products which have the highest opportunity for growth thanks to the cooperation with Fassi. This is

Anders Strömgren

Anders Strömgren has been CEO of Cranab since March 2016. His career and professional training has always been linked to the forestry sector. He joined Cranab from John Deere Forestry AB, where he had worked since 1999, latterly as general manager for machine sales, Europe. He is married with three children and three dogs, and his main is passionate about forest and woodland conservation.

CRANAB

Cranab was established in 1963. The company, a world leader in the forestry sector, makes truck loader cranes for timber haulage which are exported all around the world.

Cranab AB is located in two modern and well-equipped plants, and has a long-standing close collaboration with the Swedish forest rangers, particularly in the design and testing stages.

Location - Cranab AB
922 82 Vindeln

VIMEK

Vimek is a leading manufacturer of light forestry machinery, founded at the end of the 20th century in Lidvågen, in Northern Sweden.

It produces innovative, light and compact machinery, designed to meet the requirements of those who have chosen to invest in forestry, both in the public and private sectors.

Location - Vimek AB
Allan Jonssons väg 11
SE-922 31 Vindeln

BRACKE FOREST AB

Bracke was founded in 1922. It is a world leader in the design and manufacture of machinery and accessories for forestry, supplying technology that connects tree-felling with soil regeneration through methods such as scarification.

Location - Bracke Forest AB
Svedjegatan 11
840 60 Bräcke , SVEZIA



a new product category for us and we have a great opportunity to become an important market player.

What type of applications do you expect Cranab to have access to thanks to the new group?

Truck loader cranes for timber haulage and waste recycling are definitely our new opportunities.

We tried to introduce them into our portfolio at the beginning of the 1990s, but the then owners decided to abandon that business and concentrate solely on cranes for forestry machinery. When Fassi began investing in Cranab, in 2013, there was already a plan to return to the timber and recycling sectors. With Fassi we have a competitive advantage: Cranab enables Fassi to expand its own range of products and we have access to Fassi's top-class distribution network, which would have been difficult to develop by ourselves.

In which of Fassi's markets do you expect to grow the most?

Certainly in European markets. All the markets in central Europe will be important for cranes for recycling. For timber cranes, on the other hand, we expect an increase in sales in Sweden, Finland, Germany and France, which are the markets with the highest levels of deforesting in Europe. There are also some great opportunities outside of Europe, such as in Japan and in South Africa.

What influences will the new markets have on the development of new products?

Listening to and understanding the needs of the customer is the foundation of all our new product development. We will do our best to adopt and develop products that meet customer requirements.. For this to take place, it is essential to have good contacts with the dealers and the end users.



Marrel's INTERNATIONAL challenge

Marrel CEO Jérôme Semay outlines the opportunities, prospects and expectations created by the new collaboration with Fassi

MARREL

Marrel SAS is a historic company based in Andrézieux-Bouthéon, not far from Lyon, with 120 employees and roots dating back to 1919. It produces hooklifts for roll-off fittings and skip loaders, tipper scissors and hydraulic cylinders



Jérôme Semay CEO Marrel

New opportunities in the waste logistics and military sectors; new markets offering growth opportunities including Southern and Eastern Europe; and new products to work on. The collaboration between Fassi and Marrel promises to be rich with challenges to take on and markets to conquer. The collaboration began in 2013 and has now become a true launch-pad for both companies. In this interview, the CEO of Marrel, Jérôme Semay, speaks about current projects and prospects for the immediate future.

Becoming part of the Fassi Group has brought Marrel onto the international stage. How are you responding to this opportunity?

The process of internationalization for Marrel began as far back as the 1980s, exporting our hooklifts for roll-off fittings to the USA. Since then, we have become leaders in that market. Now, being part of the Fassi Group gives us the opportunity to grow much

more quickly on a global scale, moving into new markets where we have never been present.

It is an exciting challenge for the whole company. We have strengthened our capacity for the development of new products, particularly with regards to hooklifts: each country can specify tailored products according to the size of the container and/or local safety standards. We have also strengthened our sales team with the arrival of Mario Bortolussi, who joined us as export manager in 2015.

Which Marrel products will generate the most demand on the international market?

The Marrel hooklifts for roll-off fittings equipped with the innovative Ampliroll® system represent the most popular product line, especially in the 14- to 22-tonne capacity range, for vehicles of between 15- to 26-tonne GVW. The new S generation was launched on the market last year. The high-performance aspects include:

Jérôme Semay

Jérôme Semay, 41 years old, has been the CEO of the Marrel Group since 2013, when Roger Boutonnet and Fassi purchased the company. Semay joined Marrel in 2010 as chief operating officer following an education in engineering and 10 years' experience in the automobile sector. He lives in Lyon with his wife and two children.

MARREL

Marrel has been a leader in Europe for fitting-out industrial vehicles for almost a century. Since 1919, the French company has produced ground-breaking inventions: hydraulic tipping systems (the first on the market), the Ampliroll, a hooklift for roll-offs; and the skip loaders.

Location - Rond Point Auguste Colonna BP 70056
42161 Andrézieux Bouthéon



technology in the product portfolio of the Fassi Group will allow a number of dealers to enter this sector. Some of them are already present and use these applications, and they will help us to increase our sales.

Marrel's experience and know-how in the military sector can also provide the opportunity to respond to enquiries for hooklifts for container handling combined with knuckle-boom cranes, products that are used in military logistics.

Of all the markets where Marrel is already present, which do you expect will show the most growth?

Eastern and Southern Europe seem to offer the highest potential for growth.

What influence will these new markets have on the development of new products?

We currently have in development a hooklift for roll-off fittings that will integrate the heavy-duty segment of the range with 20- to 22-tonne units that are longer, and units with a higher capacity of 24- to 26-tonnes. These products will take on the market by using longer containers (up to 7500 Kg) with fixed bumper bars, which will complete our range for larger units.

a higher useful load capacity, quicker and safer operation, easier installation for the dealer with a completely reliable solution and a wide range of dedicated accessories.

The S generation is available in both telescopic and telescopic/articulated versions.

Which types of hooklifts for roll-off fittings will see the most sales growth as a result of the collaboration with the new group?

The industrial sector that leads the business of roll-off fittings is currently waste collection. Having the Ampliroll®



Fassi and Jekko, a new challenge TOGETHER

Collaboration between the two companies has led to the creation of the JF545, JF30 and JF40 cranes, which have generated significant demand from the market. An interview with the CEO of Jekko, Diego Tomasella

JEKKO

Fassi became involved with Jekko in 2016, with the aim of providing increased impetus for development and international expansion. Jekko the company, based in Colle Umberto (Treviso), was created as a spin-off of Ormet S.p.A. as recently as January 2016. But Jekko the brand had already been on the market for more than 15 years with minicranes, minipickers and vacuum-lifts



Diego Tomasella CEO Jekko

Fassi and Jekko's journey began just over a year ago, and in these 12 months the compelling synergy between these two companies has led to the creation of three models that are already enjoying market success. The heavy-duty JF545 and the light-duty JF30 and JF40 cranes embody, on the one hand, the expertise of Jekko in mini crawler cranes, and, on the other hand, the experience and power of a company like Fassi that is so well established on an international level. In this interview, the CEO of Jekko, Diego Tomasella, speaks about the objectives and expectations for the immediate future.

Fassi taking a stake in Jekko has widened the company's international horizons. How are you responding to this opportunity?

Before Fassi's entry, we were already operating in the main international markets and we already had relations with many Fassi dealers worldwide, for example in the United States, in Canada, in France, in Spain and in Australia. Following Fassi's entry, we are working to build commercial synergies, while still maintaining our Jekko distribution network. This collaboration has led to a detailed exchange of technical-operational experiences, which led to collaboration between technical and commercial

JEKKO

Jekko is a world leader among minicrane manufacturers, the result of more than 45 years of experience, from which the company has developed in the field of handling and lifting. The entire range of Jekko minicranes is exported and distributed worldwide by a network of 35 official distributors. The products have been created as a solution to the special needs of customers and are designed to operate in restricted and limited spaces, allowing easy access via internal and external doorways, according to the model.

Location - Via Campadone 1
31014 Colle Umberto (TV) Italy



demand on the international market?

Most definitely these three products. There is also reasonable demand for medium-duty machines such as the SPX424 and the SPX527, for which we have very long waiting lists.

In which of Fassi's markets do you expect to grow the most?

The most important markets for us are Germany and the United States, and they are producing excellent signs. Thanks to Fassi, we predict we will grow in the French market, where the Albino-based company has made important investments.

What influences will these new markets have on the development of new products?

More than new markets, I believe that it is this very collaboration between Fassi and Jekko that will create new product synergies, and therefore make new business opportunities possible. All of this, obviously, without ever losing the fundamental characteristics that are cornerstones for Jekko: extreme attention to detail, commitment to customer service and close involvement of the sales network.

We are looking at the recent experiences of the JF545 and the two light-duty JF30 and JF40 cranes, and we believe that this collaboration can produce great results with further development of the range.

offices to develop new products.

Speaking of new products, what are the first results of this collaboration?

I can name three: the JF545 model for the heavy-duty range and the JF30 and JF40 cranes in the light-duty range. These three models represent the meeting point of our experience of crawler handling systems with diesel and electrical power, on the one hand, and Fassi's long-established expertise in cranes on the other.

We can confirm that the market is responding well. We have a large number of orders for all three products. The JF545 is the biggest in terms of outreach and lifting capacity, and is aimed principally at companies that base their business on handling and transportation. With this machine, we are targeting the most evolved markets in Europe, such as Germany, Belgium, the Netherlands, France and Scandinavia. The light-duty machines, conversely, are aimed at the hire sector and companies that need to carry out small-scale handling such as the installation of glass facades in complete safety. These products are also ideal for new developing markets, where users are looking for alternatives to the traditional machines that tend to be very well-equipped but are not so affordable.

Which Jekko product/s do you expect will generate the most



The journey for the new **FASSI GROUP** begins in **LYON**

From 19 to 22 September, the main players in the new international group have met in Lyon to discover the innovations, strategies and actions to be developed together for the market



FASSI

2017 FASSI CONVENTION

The 2017 Fassi Convention took place between Lyon and Andrézieux-Bouthéon, at the Marrel headquarters, in the presence of Fassi main partners and distributors as well as the new members of the group: Cranab, Jekko and Marrel

Fassi has always been characterised by quality, excellence and innovation. Characteristics that, over the years, have become the principal guidelines allowing the company to go far, reaching all kinds of industries around the world and thriving as a business. Now it has become an international group organisation thanks to the presence of Cranab, Marrel and Jekko.

Fassi has grown but the compass remains pointed in the same direction, towards which the group now heads as one, towards new goals.

The starting point for this major journey has been Andrézieux-Bouthéon, a town near Lyon, home to Marrel's headquarters. The choice is deliberate, to underline the desire to start out together with new opportunities – opportunities in the shape of new revenue streams, new markets, new products and a sales network able to offer the international market even more cranes, machinery and accessories.

Andrézieux-Bouthéon has been the location of the Fassi meeting that has brought together partners and distributors, as well as the new members of the group: Cranab, Jekko and Marrel. Every Fassi distributor from the five continents, as well as the entire sales organisation, has been presented with all of the news and

values that represent the common thread for strategies and actions to be jointly developed for the market.

The meeting has been the launch-pad for finding new business opportunities in new sectors with new machinery. The main players will be the distributors, because they are the bridge between the group and the market, they are the spokespeople for Fassi's commitment and promise to its clients.

The meeting has been an opportunity to get up close with Marrel, to see its full product line first-hand, to appreciate the quality of the product and to learn about the company's high-tech processes. It has been lay the foundations for increased awareness of the quality, excellence and innovation of products that enrich Fassi's portfolio.



MARREL

Since 1919 Marrel has been in the business of inventing new fittings for industrial vehicles. Over almost half a century, there have been many innovations: hydraulic tipping systems (the first on the market); the Ampliroll, a hooklift for roll-offs; and the skip loaders. These are systems designed to make the operator's work easier, combining efficiency with the best raw materials, durability and productivity. For Marrel, innovation begins with the idea, to

arrive at the finished product. Latest-generation systems guarantee the highest levels of efficiency and above all the highest levels of precision throughout all stages of production, always guaranteeing the highest standards. The French company has extensive experience and expertise in working with sheet metal. It uses the best steel with an excellent strength/weight ratio. It was also among the first manufacturers of industrial machinery to use high-tensile steel.



The new **F1 150RA** is even more powerful than before

The key attributes of the new crane in the XHE range are its agility, enhanced power-to-weight ratio and its compact size

AESTHETICS AND DESIGN

Engineered dimensions and the "Carbon look" protective casing make this crane a thing of beauty

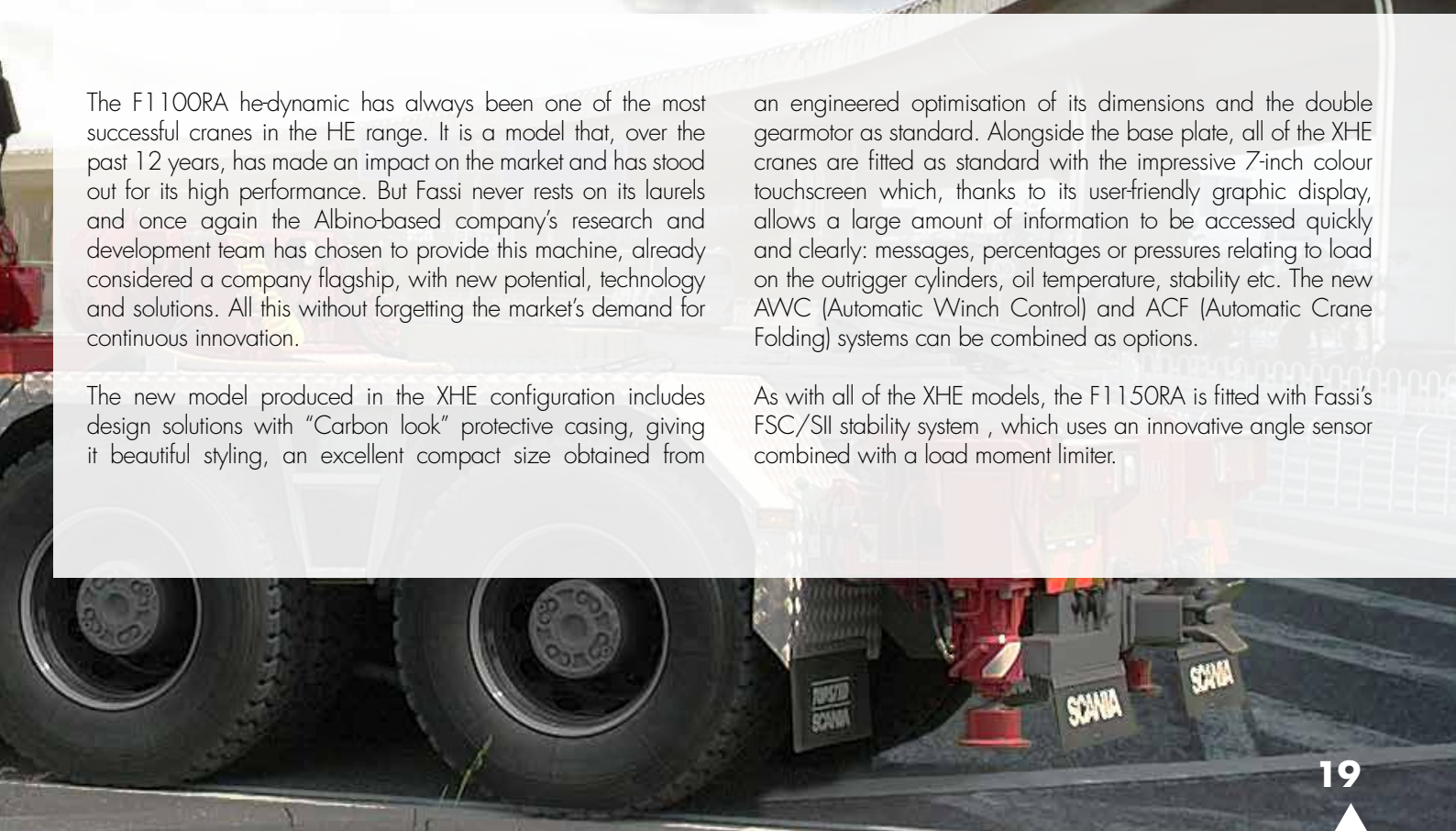


The F1100RA hedynamic has always been one of the most successful cranes in the HE range. It is a model that, over the past 12 years, has made an impact on the market and has stood out for its high performance. But Fassi never rests on its laurels and once again the Albino-based company's research and development team has chosen to provide this machine, already considered a company flagship, with new potential, technology and solutions. All this without forgetting the market's demand for continuous innovation.

The new model produced in the XHE configuration includes design solutions with "Carbon look" protective casing, giving it beautiful styling, an excellent compact size obtained from

an engineered optimisation of its dimensions and the double gearmotor as standard. Alongside the base plate, all of the XHE cranes are fitted as standard with the impressive 7-inch colour touchscreen which, thanks to its user-friendly graphic display, allows a large amount of information to be accessed quickly and clearly: messages, percentages or pressures relating to load on the outrigger cylinders, oil temperature, stability etc. The new AVC (Automatic Winch Control) and ACF (Automatic Crane Folding) systems can be combined as options.

As with all of the XHE models, the F1150RA is fitted with Fassi's FSC/SII stability system, which uses an innovative angle sensor combined with a load moment limiter.



New F1150RA

The models:

- Version .2.24: 11.45 metre outreach
Lifting capacity: 94.39 tm - Weight: 7800 kg
- Version .2.25: 13.55 metre outreach
Lifting capacity: 92.76 tm - Weight: 8200 kg
- Version .2.26: 15.75 metre outreach
Lifting capacity: 91.54 tm - Weight: 8500 kg
- Version .2.27: 17.85 metre outreach
Lifting capacity: 90.83 tm - Weight: 8800 kg
- Version .2.28: 19.95 metre outreach
Lifting capacity: 90.01 tm - Weight: 9100 kg
- Version .2.25/L616: 25,60 m outreach
Lifting capacity: 92.76 tm - Weight: 9765 kg
- Version .2.26/L616: 27,75 m outreach
Lifting capacity: 91.54 tm - Weight: 10035 kg
- Version .2.27/L426: 29,80 m outreach
Lifting capacity: 90.83 tm - Weight: 10100 kg
- Version .2.27/L616: 29,75 m outreach
Lifting capacity: 90.83 tm - Weight: 10335 kg
- Version .2.28/L426: 31,80 m outreach
Lifting capacity: 90.01 tm - Weight: 10370 kg
- Version .2.28/L616: 31,80 m outreach
Lifting capacity: 90.01 tm - Weight: 10630 kg

F1150RA

| | | | |
|---|--|---|---|
| ADC Automatic Dynamic Control control | FS Flow Sharing performance | OTC Oil Temperature Control control | CPM Crane Position Monitoring control |
| D900 Digital Multifunction Distributor Bank control | FL Full Lift performance | FWD Fewer Welds Design strength | FSC Fassi Stability Control control |
| FX900 Fassi Electronic control control | FX901 Touch Screen Display control | IMC Integral Machine Control control | 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 | | | |

OPTION

| | | | |
|---|---|---|--|
| IoC Internet of Cranes service | JDP Jib Dual Power performance | ME Manual Extension control | OHT Outrigger Hydraulic Tilt performance |
| ACF Automatic Crane Folding control | AWC Automatic Winch Control control | V7 RRC Radio Remote Control control | FSA Fassi Smart App performance |
| ADC Automatic Dynamic Control control | | | |



Specifications:

- dynamic version (.2): with linkage
- XP system
- ProLink system with double linkage
- Continuous rotation on slew ring
- 94.39 tm maximum load moment
- 32.00 metre hydraulic outreach

Electronic/hydraulic equipment:

- IMC integral control system
- FX900 control unit
- D900 digital hydraulic distributor bank
- RCH/RCS radio control unit
- ADC automatic dynamic control
- FX901 - touch screen display
- Flow sharing
- Double gearmotor



Overall dimensions

w 2.54
l 1.85
h 2.6



Hydraulic reach with jib

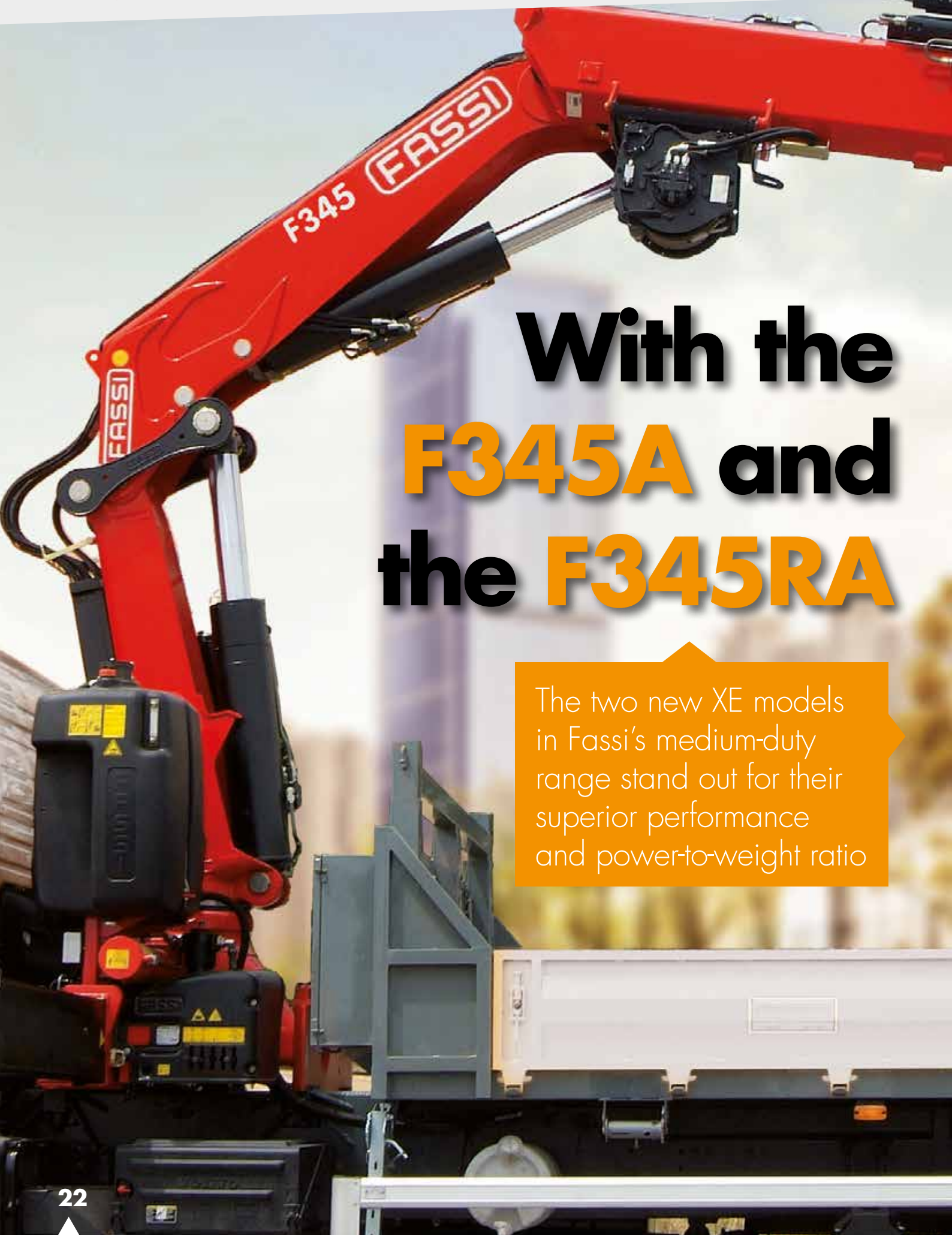
up to
31.80 m



Lifting capacity

up to
926 KNm





With the **F345A** and the **F345RA**

The two new XE models in Fassi's medium-duty range stand out for their superior performance and power-to-weight ratio



EQUIPMENT

Both cranes come with the tried and tested FX500 control system, the D850 hydraulic distributor bank, Fassi RCH/RCS radio control units and FSC-S or H stability controls as standard

Fassi presents the F345A xe-dynamic and F345RA xe-dynamic cranes, two new XE models in the medium-duty lifting range, both characterised by superior performance and power-to-weight ratio.

Fassi's industrial strength is founded on the group's capacity for innovation, which allows for the continuous new product development, always focused on meeting the needs of the lifting industry. Every project entails a new series of challenges and objectives, responding to of the shifting sands of the market. In this case the XE range is enhanced by two new models in the medium-duty range: the F345A xe-dynamic and the F345RA xe-dynamic cranes. These models belong to the HC1 HD5 S2 class (if fitted onto trucks), according to the EN 12999:2011 standard, and giving a maximum load moment of 33.4 tm, with a maximum hydraulic horizontal outreach of 20.5 metres. This reach can be increased to 26.7 metres in the version with six telescopic booms combined with the L214 hydraulic extension.

Outstanding lifting capacity makes these new cranes the perfect choice for those looking for excellent performance from cranes in this lifting class: the weight and dimensions of both models makes them perfect for fitting onto three-axle vehicles. Thanks to their exceptional = power-to-weight ratio, the F345A and F345RA cranes successfully combine total lifting performance with generous load space in the truck.


The new F345A model is a rack and pinion rotation crane, while the F345RA offers continuous rotation on a slew ring. They both come with the market proven FX500 control system, the D850 hydraulic distributor bank, Fassi RCH/RCS radio control units and FSC-S or H stability controls as standard.

The cranes will be available in various versions up to a maximum of eight hydraulic booms in the standard configuration, and in three versions with a short secondary arm. To further increase the working range, a number of extensions are available with jibs to meet all needs.

F345A xe-dynamic

Lifting capacity up to
33.4 tm

26.705 m
hydraulic outreach
with jib




- Maximum moment: up to 328 kNm
- Maximum hydraulic outreach: up to 33.4 m
- Dimensions:

F345A xe-dynamic: w 2.51 m, l 1.17* m, h 2.46 m

F345RA xe-dynamic: w 2.51 m, l 1.19* m, h 2.46 m
(* without supplementary hydraulic functions).

The models:

- Version .2.22: up to 8.15 metre outreach lifting capacity: 32.72 tm - weight: 3250 kg
- Version .2.23: up to 10.20 metre outreach lifting capacity: 32.01 tm - weight: 3480 kg
- Version .2.24: up to 12.30 metre outreach lifting capacity: 31.40 tm - weight: 3700 kg
- Version .2.25: up to 14.60 metre outreach lifting capacity: 30.58 tm - weight: 3900 kg
- Version .2.26: up to 16.70 metre outreach lifting capacity: 30.17 tm - weight: 4100 kg
- Version .2.27: up to 16.70 metre outreach lifting capacity: 29.66 tm - weight: 4280 kg
- Version .2.28: up to 16.70 metre outreach lifting capacity: 29.15 tm - weight: 4400 kg
- Version AC.2.24: up to 16.70 metre outreach lifting capacity: 31.60 tm - weight: 3610 kg
- Version AC.2.25: up to 16.70 metre outreach lifting capacity: 31.29 tm - weight: 3810 kg
- Version AC.2.26: up to 16.70 metre outreach lifting capacity: 31.09 tm - weight: 4010 kg
- Version .2.24/L323: up to 15.20 metre outreach lifting capacity: 31.40 tm - weight: 4455 kg
- Version .2.24/L324: up to 20.05 metre outreach lifting capacity: 31.40 tm - weight: 4555 kg
- Version .2.25/L213: up to 22.00 metre outreach lifting capacity: 30.58 tm - weight: 4480 kg
- Version .2.25/L214: up to 24.60 metre outreach lifting capacity: 30.58 tm - weight: 4550 kg
- Version .2.25/L323: up to 22.25 metre outreach lifting capacity: 30.58 tm - weight: 4660 kg
- Version .2.25/L324: up to 24.15 metre outreach lifting capacity: 30.58 tm - weight: 4760 kg
- Version .2.26 L212: up to 22.80 metre outreach lifting capacity: 30.17 tm - weight: 4560 kg
- Version .2.26 L213: up to 24.80 metre outreach lifting capacity: 30.17 tm - weight: 4640 kg
- Version .2.26 L214: up to 26.70 metre outreach lifting capacity: 30.17 tm - weight: 4710 kg
- Version AC.2.24/L323: up to 18.45 metre outreach lifting capacity: 31.60 tm - weight: 4365 kg
- Version AC.2.24/L324: up to 20.35 metre outreach lifting capacity: 31.60 tm - weight: 4465 kg

F345A/RA

| | | | | | | | | |
|---|---|---|---|---|---|--|--|---|
| 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 |
|---|---|---|---|---|---|--|--|---|

F345RA xe-dynamic

- Version .2.22: up to 8.15 metre outreach lifting capacity: 32.72 tm - weight: 3460 kg
- Version .2.23: up to 10.20 metre outreach lifting capacity: 32.01 tm - weight: 3630 kg
- Version .2.24: up to 12.30 metre outreach lifting capacity: 31.40 tm - weight: 3885 kg
- Version .2.25: up to 14.60 metre outreach lifting capacity: 30.58 tm - weight: 4105 kg
- Version .2.26: up to 16.70 metre outreach lifting capacity: 30.17 tm - weight: 4290 kg
- Version .2.27: up to 16.70 metre outreach lifting capacity: 29.66 tm - weight: 4460 kg
- Version .2.28: up to 16.70 metre outreach lifting capacity: 29.15 tm - weight: 4591 kg
- Version RAC.2.24: up to 16.70 metre outreach lifting capacity: 31.60 tm - weight: 3795 kg
- Version RAC.2.25: up to 16.70 metre outreach lifting capacity: 31.29 tm - weight: 4015 kg
- Version RAC.2.26: up to 16.70 metre outreach lifting capacity: 31.09 tm - weight: 4200 kg
- Version .2.24/L323: up to 15.20 metre outreach lifting capacity: 31.40 tm - weight: 4640 kg
- Version .2.24/L324: up to 20.05 metre outreach lifting capacity: 31.40 tm - weight: 4740 kg
- Version .2.25/L213: up to 22.00 metre outreach lifting capacity: 30.58 tm - weight: 4685 kg
- Version .2.25/L214: up to 24.60 metre outreach lifting capacity: 30.58 tm - weight: 4755 kg
- Version .2.25/L323: up to 22.25 metre outreach lifting capacity: 30.58 tm - weight: 4865 kg
- Version .2.25/L324: up to 24.15 metre outreach lifting capacity: 30.58 tm - weight: 4965 kg
- Version .2.26 L212: up to 22.80 metre outreach lifting capacity: 30.17 tm - weight: 4750kg
- Version .2.26 L213: up to 24.80 metre outreach lifting capacity: 30.17 tm - weight: 4835 kg
- Version .2.26 L214: up to 26.70 metre outreach lifting capacity: 30.17 tm - weight: 4905 kg
- Version RAC.2.24/L323: up to 18.45 metre outreach lifting capacity: 31.60 tm - weight: 4550 kg
- Version RAC.2.24/L324: up to 20.35 metre outreach lifting capacity: 31.60 tm - weight: 4650 kg

The models:



Electronic/hydraulic equipment:

D850 hydraulic distributor bank

- RCH/RCS radio control unit
- Rotation:

F345A xe-dynamic: 400° on rack and pinion.

F345RA xe-dynamic model: continuous rotation on slew ring

- Prolink for the F345A.2 version

OPTIONAL

| | | | | | |
|--|---|---------------------------------------|---|--|---|
| XF Extra Fast performance | XP Extra Power performance | CQ Cast Quality strength | D850 Digital Multifunction Distributor Bank control | FX500 Fassi Electronic Control control | RPS Rack and Pinion System strength |
|--|---|---------------------------------------|---|--|---|

| | | |
|---|--|--|
| 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 | |

The **F110** makes its debut on the Indianapolis 500 racetrack



New Fassi crane makes its debut on the legendary American motor racing track with Giuffre Bros Cranes Inc and the distributor Fascan

101ST EDITION

May 2017 saw the 101st running of the legendary Indianapolis 500. When a serious accident occurred during the 53rd lap, the F110 was put into action to recover the cars involved





Fassi took part in the legendary Indianapolis 500. It did so with the F110 with the three hydraulic extensions crane, thanks to the Giuffre Bros Cranes Inc, a client of Fassi's American distributor Fasca International Inc.

Since 2013, Giuffre, using Fassi cranes, has been the official supplier of recovery services on the legendary oval racetrack at the Indianapolis Motor Speedway. This year his participation was marked by a debut of the light range crane installed on a Freightliner vehicle with a 15-tonne frame of GVW.

It was 28 May 2017. The 101st running of the Indianapolis 500 race was under way. During the 53rd lap, a serious accident took place involving two cars, which were forced to pull out of the race. The collision, from which the drivers escaped unhurt, also caused damage to the crash barriers and this led to the race being stopped for 20 minutes. The recovery vehicle

immediately made its entrance to clear the damaged cars from the racetrack, allowing the track marshalls to restore the safety conditions necessary for the race to resume. The racecars in the Indy formula weigh approximately 770 kg, so the three-extensions version of the crane easily allows for lifting crashed cars at a distance of 9 metres from the column, giving a perfect working area around the rescue vehicle.

The American distributor for Fassi, Fasca International Inc, helped Giuffre Bros choose the chassis-crane combination for this specific application. 2017 will see delivery of a second, identical vehicle. Participation in specialist trade fairs dedicated to lifting equipment was decisive in bringing the brand to prominence. The very rescue vehicle used at the Indy 500 had earlier been exhibited by Fassi and Fasca back in March at the 2017 Conexpo trade fair in Las Vegas, for which the Fasca staff were grateful to Giuffre Bros.



The recovery vehicle immediately made its entrance to clear the damaged cars from the racetrack, allowing the track marshalls to restore the safety conditions necessary for the race to resume



Giuffre Bros. Cranes Inc.



Giuffre Bros Cranes Inc is a Milwaukee-based family business founded in 1963 by the brothers Frank and Dominic Giuffre. Over its 54 years of activity, the company has grown, widening its range of services, and currently offers both the sale and hire of boom trucks, telehandlers, knuckle-boom truck loader cranes and associated attachments and accessories. Giuffre Bros Cranes Inc sells to construction contractors and other companies across America that use cranes. It has branches in Milwaukee, Chicago, Salt Lake City, Phoenix and Palm Beach. The beginning of June 2017 saw the company celebrate the landmark of selling its 5,000th unit.



HEADQUARTERS

- Milwaukee
- Chicago
- Salt Lake City
- Phoenix
- Palm Beach

Fascan International, Inc.



Fascan International has been the distributor for Fassi hydraulic cranes in the United States since 1992 and has sold more than 5,000 units to clients in various industries. Fascan offers a complete range of knuckle-boom cranes, from 1.9 to 150 tm, through its own network of sales and authorised workshops, with coast-to-coast coverage.



Distributor for Fassi hydraulic cranes in the United States

THE INDIANAPOLIS 500



The Indianapolis 500 is not just a car race. Over the years it has become a legend. The first running of the Indianapolis 500-mile race took place on 30 May 1911.

The racetrack was built two years earlier under the guidance of Carl G. Fisher, a local businessman who wanted to build a racetrack in the city where car

manufactures could test their vehicles and, at the same time, allow racing drivers to improve their skills. The race takes place on Memorial Day weekend (the last in May), on the oval track of the Indianapolis Motor Speedway. The first Indy 500 was won by Ray Harroun driving a Marmon Wasp, while the latest (on 28 May 2017) was won by the Japanese Takuma Sato.

Four kilometres in length, the layout of the racetrack is rectangular in shape, with two long straights and two shorter ones which connect four 90-degree bends. The average speed reached by drivers is around 340-350 km/h. There is always a planet of action. A single race can see the leadership change hands up to 15 or 20 times.



A powerful TEAM

Several Marrel AL 20 vehicles with roll-off hooklifts and two Fassi F1 35AK loading cranes hold a key position in AWISTA's business

AWISTA

Düsseldorf-Flingern is the home town of AWISTA GmbH, a service provider with extensive premises, taken under contract by the Düsseldorf department of public works. The company has a fleet of a varied range of extremely powerful vehicles at its disposal which allows the company to carry out tasks with the highest efficiency

Peter Leuten





One Tuesday, mid-July, Bernd Siebert, who is responsible for acquiring new vehicles within the service provider AWISTA in Düsseldorf, arranged to meet sales manager Ralf Neumüller of the company HGS Fahrzeugbau GmbH, based in Recklinghausen, on the premises of his company.

AWISTA, responsible in Düsseldorf and in numerous neighbouring communities for the disposal of domestic, bulk and recyclable waste, as well as for town environmental and operational services and winter road clearance, is an impressive enterprise with more than 800 employees and a large fleet of vehicles.

A fleet which is absolutely necessary, given that a wide range of tasks has to be dealt with here in the centre of the Rhine area. For this reason, Siebert must also ensure that the fleet of vehicles is equipped as efficiently as possible, whilst adhering to budget restraints at the same time. Evidently, this is a challenging balancing act, in which all elements must harmonize with each other, continuously resulting in new acquisitions.

Now that the latest equipment combinations acquired from HGS in Recklinghausen have been in use for a while, Siebert, with Neumüller's support, is at present taking an up-to-date

AWISTA, responsible in Düsseldorf and in numerous neighbouring communities for the disposal of domestic, bulk and recyclable waste, as well as for town environmental and operational services and winter road clearance, is an impressive enterprise with more than 800 employees and a large fleet of vehicles

overview of the situation in order to investigate an even more practicable approach for problem solving within the company. The fact is that in Düsseldorf alone AWISTA empties approximately 128,000 dustbins, more than 21,000 waste paper bins and around 40,000 containers for recyclable waste, week in, week out.

To add to that, there is the regular emptying of glass and waste paper and also a considerable amount of bulk and green waste waiting for disposal. And it is exactly that sector that



The fact is that in Düsseldorf alone AWISTA empties approximately 128,000 dustbins, more than 21,000 waste paper bins and around 40,000 containers for recyclable waste, week in, week out

both company representatives, who have been working closely alongside one another for many years, want to discuss, namely the possibility of acquiring further waste containers with a combined crane and frame.

One of the first vehicles which came from the company Garant GmbH, based in Bönen, was recently fitted with the necessary hydraulic system and additionally with a Fassi F135AK loading crane by the Recklinghausen-based body builder. Another vehicle fitted with a F135AK crane base, also developed by HGS, has been in use for a longer period of time. The idea to configure both of these special installations goes back to the different requirements that Siebert had to combine: on the one hand, he had to make sure that the two powerful three-axle vehicles could perform the specialized tasks of a collection vehicle for green and bulk waste and also glass and waste paper containers. On the other hand, he had to ensure that the vehicle of the AWISTA MAN TGS 26.320 fleet fitted with a Marrel AL 20 hooklift could carry a normal standard sized 7-metre container. Now, for further development it is not only Siebert's but also Neumüller's main ambition to reflect on how far



“Thanks to their geometric design, the Marrel Ampliroll AL 20s demonstrate an enormous capacity of power due to their high-performance hydraulic cylinders. We, within HGS, do not install anything else anymore.”

these truck-crane-hooklift combinations have proven themselves. In order to do this, Siebert asked two of his most experienced drivers for their advice. Marek Kryzaniak and Torsten Kütke both drive the MAN TGS 26.320 three-axel trucks fitted with those roll-off hooklifts with Fassi F135AK cranes for loading. Both drivers gave the identical feedback that combining the special roll-off device and the Fassi crane at AVWISTA has evidently proven itself within a very short period of time.

The fairly lightweight Fassi has “a large working range and reach, which comes in handy in narrow spaces if you manage to choose a well-thought-out and appropriate parking position”, Krzyzaniak reports. The most use he gets from his truck-hooklift-crane combination is for collecting containers for waste paper and glass for recycling within the city, thus he is grateful to be able to rely on having sufficient reserves of strength, owing to the crane’s 1.2 tm lifting capacity at full extension.

“Due to the crane’s position on the hooklift equipment, the crane is practically positioned in the centre of the vehicle and due to its maximum distance of 10.8 metres, it is able to reach the ground directly around itself”, Kütke adds. “That significantly alleviates the work load and means that you are able to park the vehicle almost anywhere.” Kitted out with the Fassi remote control and thanks to the Kinshofer rotation engine plus the incredibly practical grab bulk, biodegradable waste can safely be transferred into the container in next to no time.

Siebert would like to see this for himself and asks Kütke to circle the crane around the vehicle once. In almost no time at all the Fassi crane is ready for use. After repeating the circling movement that Siebert asked to see and placing the crane back on top of the main body, the driver is now asked to demonstrate the tipping motion. Then suddenly, at an angle of 30°, the load begins to slip away and Kütke lowers the crane a little bit further, in order to be able to secure the bulk waste more precisely. “Does that work in the tipped position, too?” the experienced head of acquisition enquires. “Yes, no problem”, replies Kütke, “the only thing I can’t use is the “in theory reachable” maximum back end position of the vehicle. That’s where the positioning detector gives out an alarm signal. Well, otherwise the hydraulic lines would tear off.” And that, incidentally, is exactly what makes the combination of a crane container and a cargo vehicle so extraordinary: in order to achieve a combined tipping-movement in connection with a crane, the indispensable hydraulic supply allowing the superstructure to separate from the vehicle had to be transferred to the back of the model. Of course, this also entailed moving the appropriate supply line to the rear end of the vehicle and subsequently along the frame of the container, back to the front of the crane.

Kütke is convinced that acquiring a hooklift with a roll-off



container in order to follow the method by which each load is emptied into a larger, lower positioned depository after every collection tour, was a great gain and was definitely worth doing.

Siebert explains the sense in having the nearby waste incinerator but he emphasizes that if the collection vehicles were to go straight there queuing would be very time consuming. The interim possibility of storage enables the MAN TGS with its specialized fittings to carry out two collection tours per day.

Emphasising the fact that two collections daily, and therefore, two transfers into the ordinary standard containers take place, it is evident that the drivers welcome the use of the patented tilting frame of the Marell hooklift, as it enables the content of the container to be emptied in any desired position.

Neumüller points out that: “The Marrel tipping frame system with hooklift proves its great strength when it is, for example, filled to the brim with degradable waste, when standard containers are ready to be taken to centres for composting, or if it is loaded with bulk waste for the waste incineration plant or to a waste separation plant and has to be levered out of the pit. A container like this, when it is filled to the brim, is a really heavy mass and has worn out many hooklifts in the past. Thanks to their geometric design, the Marrel Ampliroll AL 20s demonstrate an enormous capacity of power due to their high-performance hydraulic cylinders. We, within HGS, do not install anything else anymore.”

The procedure that has been put into practice in Düsseldorf has brought about an extensive conversion of the Garant superstructure. In order to meet the requirements and minimize change-over times, the F135K loading crane was not to be

fully folded in after approaching each collection point, but placed on top of the load while travelling to the next loading point. As the crane, however, would exceed the maximum permitted height in this position, the vehicle manufacturer was obliged to fit the frame of the container's superstructure with an elaborate crank, enabling the crane to be positioned approximately ten centimetres lower.

Moreover, Krzyzaniak assures that both three-axle vehicles could be fitted with the appropriate superstructures within a very short period of time and were ready for other purposes.

Siebert would like to test taking up use of one of the four existing AWISTA winter sprinkler superstructures. These specialized superstructures are supplied by the expert Aebi Schmidt Holding AG, are still brand new and have not only a conventional road salt container with a hydraulic powered sprinkler but also several

containers for liquid salt at their disposal, which has been in use within Düsseldorf for a while, in order to effectively combat black ice.

"That, incidentally, is one further major advantage of the Marrel brand", Neumüller announces: "Once the hook is worn off, which inevitably occurs under those hard field conditions, it can simply be exchanged by loosening two bolts, without having to exchange whole groups of equipment." Towards the end of the meeting Neumüller gives this whole conversation a new object by emphasizing that this extraordinary performance of the Marrel machines can also of course be found in the smaller hooklift models. "This MAN TGW 18.290", he remarks while pointing out a truck which is parking as a perfect example of punctuality at 2.30 pm, marking the end of a day's work for one in a long line of AWISTA duty vehicles, "was recently fitted with a Marrel AL 14. AWISTA acquired this vehicle in order to be able to deal with



"Once the hook is worn off, which inevitably occurs under those hard field conditions, it can simply be exchanged by loosening two bolts, without having to exchange whole groups of equipment."

industrial waste containers and to take load containers to confined areas. It already holds a key position in the waste disposal of a block of flats in the district of Ratingen, where the waste is disposed of via a waste shaft." Here a three-axle vehicle would have been a better choice, he adds, however, there is simply not enough space there to allow a three-axle vehicle to manoeuvre. Thus, the AL 14 has to offer the same performance for which the larger AL 20 was originally intended. Returning to the main reason for arranging this meeting, Siebert and Neumüller agree for the moment to wait for further development to take place and to get together again in the autumn.



Cranab and Fassi conquering the Slovenian market for **TIMBER CRANES**

A meeting with Mitja Benčič, a Slovenian entrepreneur working in timber haulage, who uses a Cranab TZ12 in a forest on the outskirts of Postojna

CRANAB TZ12

The TZ12 is a 12 tm crane available in three lengths: 8.3 m, 9.3 m and 10.5 m. Made according to the principles required for forestry machines, this new crane guarantees solidity, safety and quality





It was just one year ago when Fassi Gru announced the acquisition of a majority stake in the Swedish company Cranab, a leading manufacturer of cranes for forestry machinery, and the synergy in commercial strategies is already beginning to produce substantial results.

We are on the outskirts of Postojna, , about 50 kilometres away from Trieste, in a sprawling forest bordering the motorway. We are here to meet Mitja Benčič, a dynamic Slovenian entrepreneur in the timber haulage business. With him is his brand-new Mercedes-Benz Arocs 2551 fitted with a Cranab TZ12 crane, the flagship model of the Swedish manufacturer and the first Cranab in Mitja's lengthy career. The timber trade is one of the biggest industries in the economy of this region and has already begun to attract several of Cranab's international competitors. This is why the opinion of this highly competent Slovenian businessman, who works with his vehicles on a daily basis, is particularly important.

"I am totally satisfied," explains Mitja Benčič. "The Cranab TZ12 works very well, it moves with precision and speed, thanks to the effectiveness of the controls, and has excellent lifting capacity close to the column. The seat is also really comfortable. This may only seem a secondary factor, but when you are sitting there for the entire length of a truck-loading operation, it can be very important. I have only been using it for a few weeks, so I can't comment on its reliability yet, but just by looking at it you can tell that it has been designed to last without creating problems. For example, the protection of the hydraulic components, with the hoses inside the column, is a very smart solution, and the crane as a whole has the feel of being very robust. As I work, I always keep operating temperature under control, so I don't run unnecessary risks, but actually I've not had to pay so much attention to this aspect recently and I have had no problems in even the most extreme conditions. It's Swedish,

and in Sweden hauling timber is a very common activity and a unique testing ground, just like here."

The Cranab TZ12 is fitted on a Mercedes-Benz Arocs 2551 6x2 equipped with Hydraulic Auxiliary Drive on the front axle. This is a supplementary hydraulic transmission that, when grip is poor, switches the vehicle to 6x4, while on the road it drives just like a normal vehicle. This is a solution which, combined with the Cranab TZ12 crane and the trailer, makes it a true champion of versatility. The driveline is made up of a six-cylinder in-line turbodiesel 12.8 litre OM471 engine producing 510 hp, combined with a PowerShift automatic gearbox.



Fitting the Arocs/Cranab combination was carried out by Hidravlik Servis in Postojna, the Fassi Gru dealer for Slovenia and Croatia. "Having the technical competence and capacity to produce fittings that are tailored to the requirements of each individual customer is a benefit that the market has recognised for years," explained Mateja

The Cranab TZ12 is fitted on a Mercedes-Benz Arocs 2551 6x2 equipped with Hydraulic Auxiliary Drive on the front axle.



Umek Simšič, the financial manager. "We have been Fassi Gru dealers for Slovenia for 16 years, and for Croatia for four years: there are strong advantages with Fassi cranes, as there are with Cranab's, which guarantees added-value to our focus on customer service – often a determining factor in beating ever-stronger competition. Fitting the Mercedes Arocs was handled entirely by our workshop according to the instructions of our

technical office: we took care of the subchassis and all the hydraulic and electrical systems. It is the first of a multi-vehicle order that we are handling for Mercedes-Benz Slovenia and they will all be fitted with Cranab TZ12 cranes. It is a partnership that highlights the advantages of our cranes and how well-suited the German-made chassis is for fitting them to."

The importance of service is also underlined by Mitja Benčič, with his

daily experience: "It is fundamentally important to be able to count on an efficient set-up, which is ready to help out with its mobile workshop if there is ever a problem, and always has spare parts available. Then there is, of course, the technical capability to fix the problems swiftly. Machinery is important, but service is also a crucial factor."

Features of the Cranab TZ12 - 9.3



Overall dimensions
w 2,53-3,88 m
l 0,95 m
h 2,49 m



Maximum load moment
102,8 kNm



Maximum standard hydraulic outreach
9,30 m

Electronic/hydraulic equipment:

- Hydraulic extension: 3.1 m
- Rotation: 425°
- Rotational torque: 29.3 kNm
- Working pressure: 26 Mpa
- Pump capacity: 120-160 l/min
- Weight: 2,100 kg



Fassi Group is "ONLINE"

Fassi Group's recently upgraded website brings all the brands together

FASSI GROUP

On the new website www.fassigroup.com, Fassi Gru, Marrel, Cranab and Jekko come together to share their image. It is a synergy that keeps close track of market needs

FASSI GROUP

FASSI GROUP



- Home
- Sectors
- Products
- News and Events
- Contacts

Lifting Tomorrow

Welcome to the Fassi Group website

Wherever we are, whatever we do, we must always maintain the principles of quality, excellence and innovation. These are the distinguishing features of Fassi's philosophy, not forgetting our great enthusiasm to always take on new challenges. This attitude has made it possible for us to travel down new roads and explore different areas, with all the strength of our tradition and our brand, but always with fresh eyes which are ready to observe and understand which is the best direction to take and which opportunities would be most beneficial.

Fassi Group sectors

Choose a sector in which you are interested, to see which Fassi Group product suits you best and click on the logo to find out more.

- All
- Oil & Gas
- Marine
- Military
- Railway
- Construction
- Logistic
- Road
- Forestry
- Energy



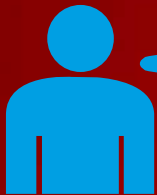
Discover the whole Fassi universe with a single click. A universe which is made up of Fassi Gru, Cranab, Marrel and Jekko, all brought together by a single overarching portal and a single overarching motto: "Lifting tomorrow". This is the new website **www.fassigroup.com**, created to provide a single window onto the group.

The new website brings together the specialists in lifting, ranging from loader cranes and minicranes to specialist equipment for waste management and forestry industries. Each company in the group is united by the shared values of quality, excellence and innovation, characteristics of the Fassi spirit.

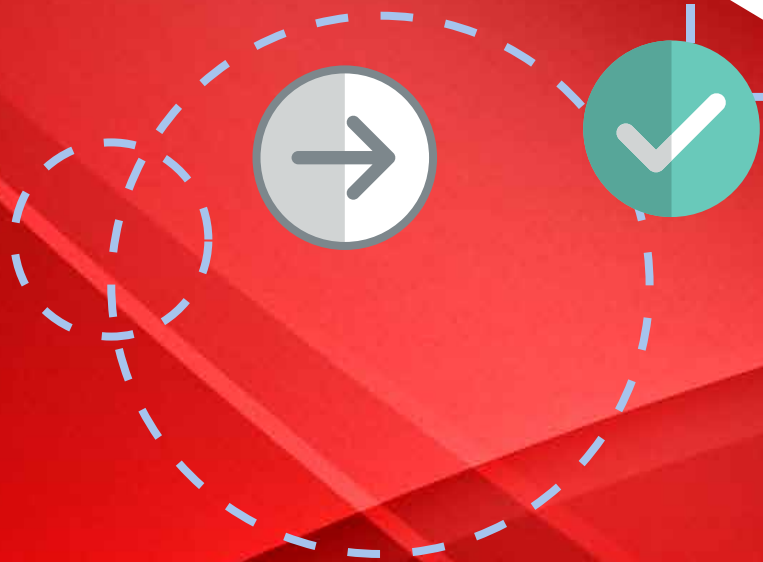
There is a brief overview of all of the brands: Fassi, Marrel, Jekko, Cranab, Slagkraft, Vimek and Bracke Forest, and there are links to their respective websites. At fassigroup.com all the products belonging to Fassi Group companies are listed, along with the various sectors in which they operate: oil & gas, marine, railways, military, construction, logistics, roads, forestry, energy and recycling. The website is subdivided into three broad areas: "sectors" of use, a brief description of "products" and "news and events".

The international spread of the group enables it to offer the global market a wide range of solutions for logistics and materials handling for construction, forestry, waste management and other industries.

Over the last few years, the Albino-based industrial group has evolved by identifying new fields of application in all kinds of different niche sectors. It is this orientation that has led to partnerships with Marrel, Cranab and Jekko. It has been a calculated process that has transformed Fassi from a single-product, single-market and single-sector company to a multi-product, multi-market and multi-sector global group.



The international spread of the group enables it to offer the global market a wide range of solutions for logistics and materials handling for construction, forestry, waste management and other industries



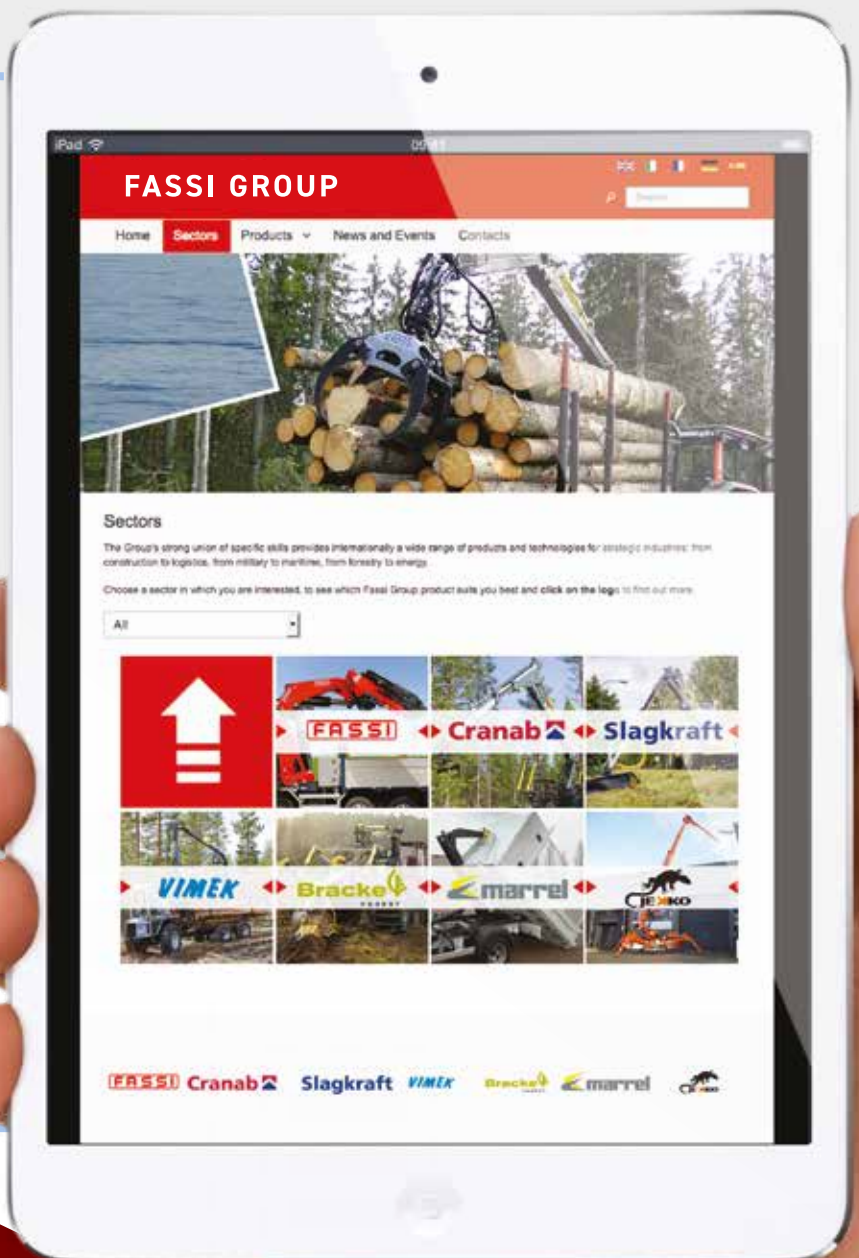
Products are divided into the following categories:

- Fassi lifting technologies
- Cranab Group forestry industry technologies
- Marrel recycling technologies
- Jekko lifting technologies



At fassigroup.com all the products belonging to Fassi Group companies are listed, along with the various sectors in which they operate: oil & gas, marine, railways, military, construction, logistics, roads, forestry, energy and recycling

| | |
|--------------|--|
| All | |
| Oil & Gas | |
| Marine | |
| Military | |
| Railway | |
| Construction | |
| Logistic | |
| Road | |
| Forestry | |
| Energy | |
| Recycling | |





Cranes in action: Cranab's TZ12 in Slovenia, the F110A in Indianapolis and Marrel in Germany