

LIFTING

TOMORROW

International Information Magazine of the **FASSI GROUP**

Look to the future

New to the TECHNO range

The new F1250R-HXP arrives on the market, integrating the best of the innovations of the TECHNO range and enjoying use of nine telescopic extensions.

Worldwide

20 years of Gif Modul in Hungary, two F660RAs serving electric vehicles in the UK and a F1450R-HXP TECHNO in action in northern Italy.

Electric

Interview with Emilio Bertazzi, Sales Director of Fassi, on the market's reaction to the opportunities and electric solutions that are available today in the lifting sector.

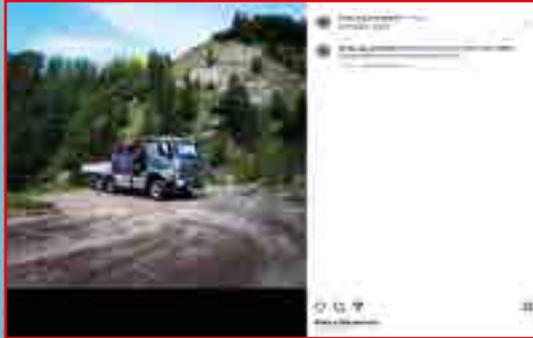




Share your photos of Fassi cranes at work with us



Fassi cranes operate worldwide in new and diverse sectors and locations. Their stories speak through the images sent by dealers and clients spread over five continents and posted over several months on Instagram. In this section, we have chosen and shared the posts (with the five Fassi hashtags) that have received the most likes in the period from May to September 2023.



#fassicrane
Jenal Ad Transporte
168 likes



#fassicranes
Fassi Official
300 likes



#fassicgroup
Fassi Emilia
57 likes



#fassicgru
Arsis Ltd
145 likes



#fassicfriday
Fassi UK
53 likes



The “T” rule

The distance as the crow flies between Champdieu (France) and Nilai (Malaysia) is 10,215 kilometres. The headquarters of Forez Bennes is located in the French town west of Lyon, a company specialising in tipper trucks and equipment, which recently became part of the Fassi Group. On the other side of the world, near Kuala Lumpur, there is the Fassi production site which focuses mainly on the production of the XR range of cranes. **These are two identities, two perspectives that apparently tell extremely different and distant stories, but which, in reality, explain a lot about the overall vision of our group.**

This is the awareness that comes with having an international soul, capable of approaching over 60 markets in the world with a global organisation. This is combined with the determination to develop a vertical approach and being able to be present with specific and - above all - complete solutions to satisfy comprehensively the particular needs of each market. This is why France and Malaysia, although distant, are two examples that represent a single philosophy. Forez Bennes' product selection in the lifting sector is enriched by approaching the needs of a market that can now find the broadest solutions in the Fassi Group: from knuckle-boom cranes to hooklifts, from bodywork to tipper trucks.

Single-arm cranes are made in Malaysia and find a perfect match in the applications specific to that area, offering production, distribution and support in close contact with the market.

For the Fassi Group, we can represent a “T” development model where the upper line expresses a vision and horizontal organisation that embraces all areas and the lower line which develops vertically, going in depth with respect to specific contexts, situations, needs.

But beyond actions, thoughts live and values live beyond thoughts. Because, perhaps, it is not enough to talk about strategy, about vision, we need to take a step forward, indeed once again in depth to acquire greater awareness. The certainty that behind every choice there is the desire to be present where the customer needs it, with a spirit of service, with the belief that we are not just a manufacturer, but a partner ready to share a path of growth and value. To travel together.



Foreground



TECHNO

P. 06

The TECHNO range grows with the new F1250R-HXP

Extraordinary lifting performances are combined with nine telescopic extensions, defining a new standard in the evolution of Fassi hydraulic cranes.



P. 10

Quality and safety in service of the future

From the innovative Quality Laboratory, to international certifications, to the active involvement of operators, Fassi's commitment to guaranteeing high-quality standards.



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Teleoperation that revolutionises the operation and control of cranes

Fassi presents the innovative technological development project that allows you to control the movement and operations of a crane from hundreds of kilometres away.



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The news from Marrel and Cranab

The excellence of Cranab grapples for forestry, construction and industry and the new Low Profile range from Marrel.



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Silvio Chiapusso

Editor-in-chief
Mauro Milesi

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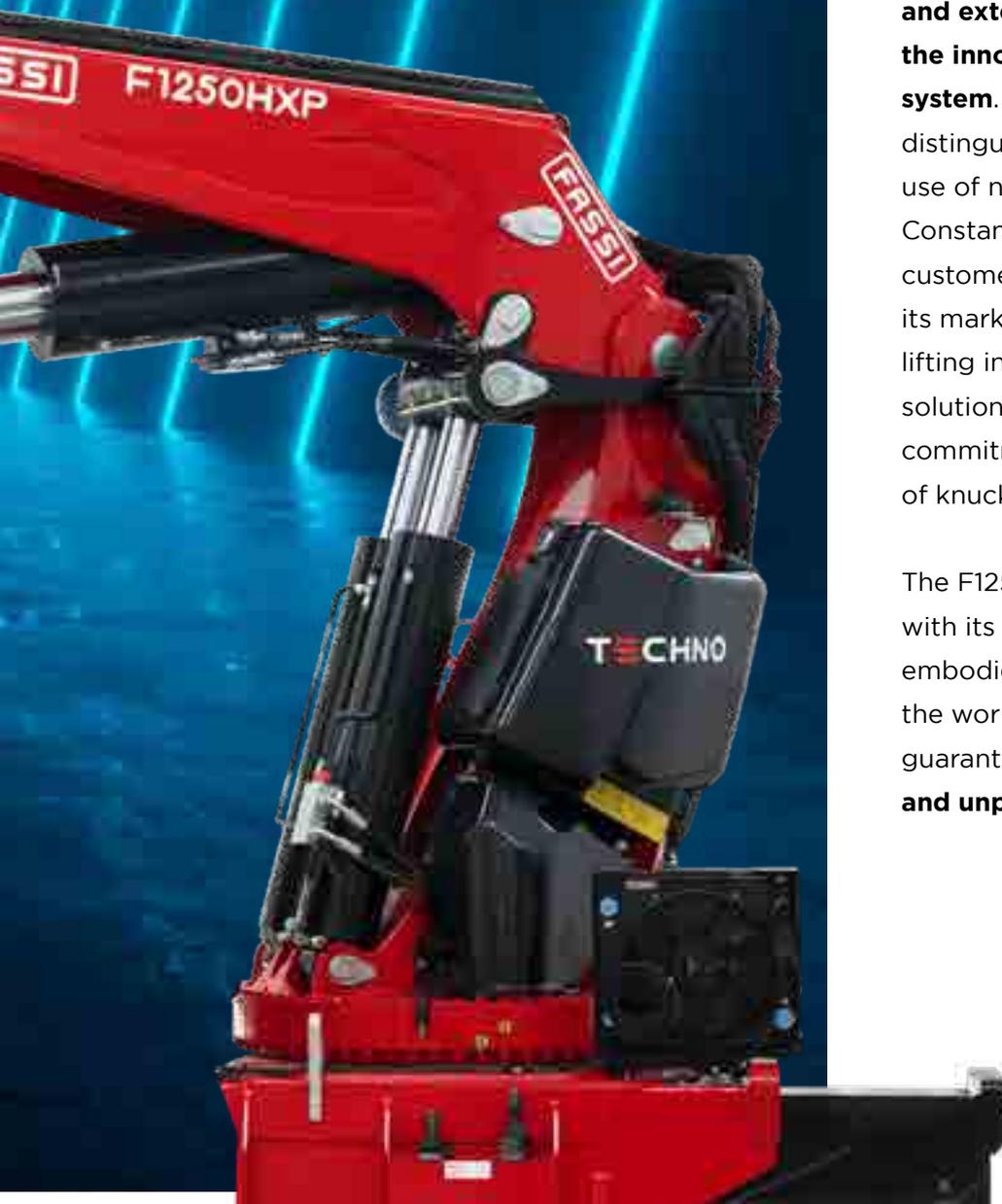
THE TECHNO RANGE GROWS WITH THE **NEW** **F1250R-HXP**



The new crane integrates the best of the TECHNO range's innovations, from digital control to the cutting-edge display interface, to the decagonal design of the secondary boom and extension booms.



#FassiGruTechno



In a concentration of technology and innovation, **the F1250R-HXP TECHNO represents the pinnacle of the new TECHNO range.**

This model incorporates all the leading innovations, from **advanced digital control solutions to the cutting-edge display interface, from stability control to the decagonal design of the secondary boom and extension booms, as well as the innovative dynamic lift control system.** However, what further distinguishes this crane is its possible use of nine telescopic extensions. Constantly attentive to anticipating customer needs and to making its mark on the history of the lifting industry with revolutionary solutions, Fassi Gru has confirmed its commitment to expanding its range of knuckle-boom cranes.

The F1250R-HXP TECHNO model, with its innovative solutions, embodies evolution and progress in the world of knuckle-boom cranes, guaranteeing **superior performance and unparalleled effectiveness.**

NEWLY DESIGNED EXTENSION GROUP AND VERSION WITH NINE TELESCOPIC EXTENSIONS

The design of the extension group has been completely updated, significantly contributing to vertical development performance. Furthermore, **the version with nine telescopic extensions represents a never-before-seen innovation in the Fassi crane sector, facilitating an exceptional reach of up to 40 metres vertically and 35 metres horizontally with the addition of the L616 hydraulic jib.** With the crane folded in the rest position, the geometrical design of the arms to fit under the truck floor does not limit the use of customisable spaces, for storage compartments, tanks or other uses. This is a significant advance in extensibility that opens up new possibilities and challenges when lifting heavy loads.

THE FX990 CONTROL UNIT

The FX990 control unit is one of the salient features of this TECHNO crane. Thanks to the three dedicated CAN-bus lines, the unit optimally manages the sensors, controls and connection to the vehicle, making considerable use of available resources. But the innovations don't end there: **two Ethernet lines further expand connectivity and processing power, giving Fassi a pioneering role in the sector.** This allows for new solutions, such as connection to the FX991 7" colour touchscreen display and the gateway unit with multi-connectivity for the IoC (Internet of Cranes) function and other future innovations.

FSC-TECHNO AND SOFTTEND: INNOVATION FOR STABILITY AND SAFETY

Stability is one of the key elements of the new F1250R-HXP TECHNO. The FSC-TECHNO stability control system, derived from the combination of the performance of the FSC-H and FSC-SII systems, guarantees precise and reliable control. Furthermore, **thanks to the geometric monitoring of all the crane articulation points (main boom,**



In addition to these key innovations, the F1250R-HXP TECHNO crane offers a series of other features, including the foldable pulley system combined with use of a winch, the possibility of combining different Fassi jibs and an excellent weight/power ratio. The use of ultra-high strength steels (UHSS) combined with the specific decagonal section (not a new feature for Fassi, who already used it a few years ago on cranes for the US market) guarantee excellent mechanical performance.

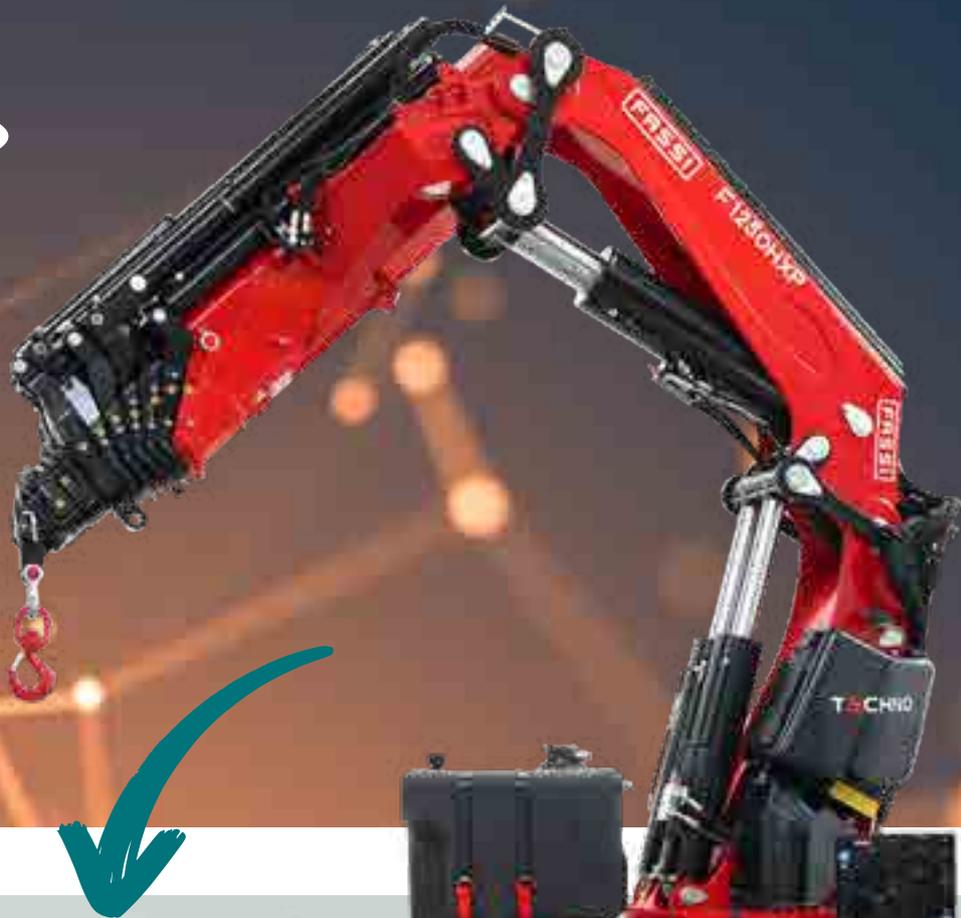
secondary boom and extension booms), the mechanical endstop of the movement jack of the joint itself is managed in a "soft" way through the progressive deceleration in the last millimetres of travel.

By managing the movement, this function (called SoftTend) will enable an increase in speed, simultaneously cancelling the dangerous triggering of load oscillations caused by the impact of the mechanical endstop.

It will also be possible to create compartmentalised work areas, thereby increasing safety and relieving the operator from having to monitor these areas for possible interference, allowing them to pay more attention to load movement.

These innovations not only improve safety, but also increase work efficiency and reduce the risk of damage to the load or obstructions adjacent to the work area.

NEW



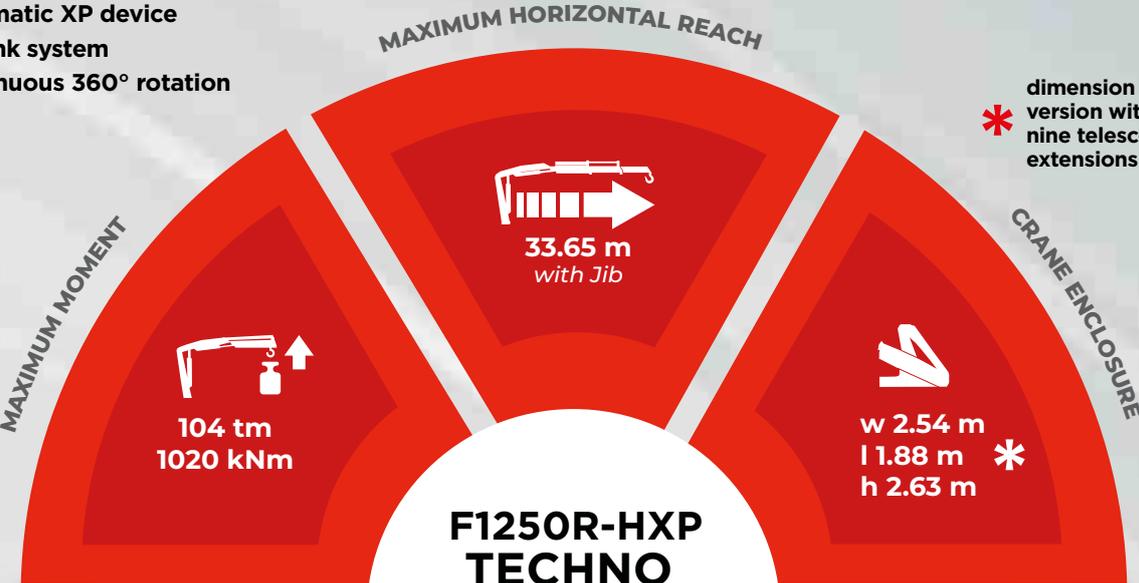
**Fassi
F1250R-HXP
TECHNO**

Electronic/hydraulic equipment:

- FX990 electronic movement limiter
- D900 digital proportional distributor
- V7S radio remote control unit
- IMC and ADC dynamics control
- Flow sharing
- XF system

Features:

- Version with 9 telescopic extensions available
- dynamic version (.2) with connecting rod
- Automatic XP device
- ProLink system
- Continuous 360° rotation



QUALITY, SUSTAINABILITY AND SAFETY IN SERVICE OF THE FUTURE

Fassi is committed to ensuring high quality standards, reflecting this mission in every aspect of the business.

From the innovative Quality Laboratory, to international certifications, to the active involvement of operators, a path of excellence emerges.



#FassiQuality

QUALITY FOCUS





The definition of Quality, now universally accepted, is that of the American Society for Quality Control (ASQC) which states: **“Quality is the set of aspects and characteristics of a product, process or service, on which its capabilities depend to completely satisfy a given need: physical characteristics, appearance, durability, usability, reliability, ease of maintenance, logistical support, ease of repair, practicality”**.

Quality has always played a role of primary importance in Fassi’s identity, extending not only to its products, processes or services, but also to the lives of those who conceive them and the environment in which they operate. Ensuring high quality standards goes beyond the mere certification of a result; it means outlining guidelines to guarantee excellence in every action, always and in every context. In this way, quality becomes an integral element of every aspect of company life. Over the years, the approach to this concept has matured, moving from the control,

assurance and quality management phases to an integrated quality system logic, rooted in the company’s philosophy.

One of the cornerstones is the Quality Plan, a structured and detailed document that organises every aspect of the company’s processes. The Operating Instructions arise from it, which outline the processes and quality standards to be respected both internally within the Fassi organisation and externally to all suppliers and stakeholders involved in the production and organisational processes.

The Quality Department, the beating heart of the system, operates in a modern, well-equipped environment of constantly updated and state-of-the-art resources and equipment.

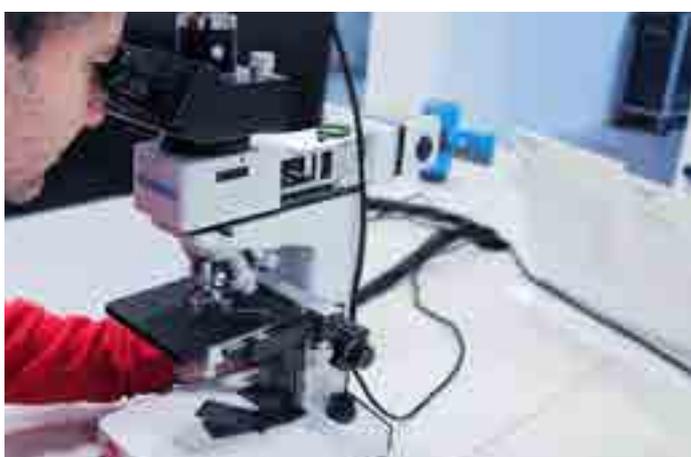
Quality control extends from the management of raw materials and semi-finished products, with strict incoming controls, to every single company activity. Fassi cranes adapt to a vast range of environments and climatic conditions, and this requires the ability to accurately simulate every

Code of Ethics



Fassi also recognises the importance of a Code of Ethics and corporate social responsibility, integrating them into corporate strategy. The HSE office coordinates these distinctive elements, promoting widespread awareness among staff and in the society in which Fassi operates. HERE'S FYOUTURE is therefore confirmed not only as awareness of the present, but as a look towards the future, aware that

quality is something that significantly influences not only the products but also the lives of those who create them and the environment in which they will come to operate. Guaranteeing quality is not limited to certifying a result, but means drawing up guidelines to ensure we always do every action of our work well and always to the best of our ability.



possible future scenario. The Fassi Group's Quality Laboratory plays a fundamental role in this, recreating controlled conditions in the laboratory such as salt corrosion, the impact of sun's UV rays and exposure to extreme temperatures. Beyond that, many other tests are carried out.

The data and samples collected are carefully analysed, contributing significantly to the constant improvement of the solutions and technologies applied to Fassi products.

Inside the Quality Control Department laboratory, there is a vast range of equipment and instruments designed to measure, detect, test and analyse the characteristics of each individual component and material that makes up Fassi cranes.

These instruments are constantly calibrated and maintained at the highest level of efficiency, guaranteeing high quality standards and consolidating Fassi's position among the world leaders in the truck-mounted crane sector.

APPROVING THE PROCESSES

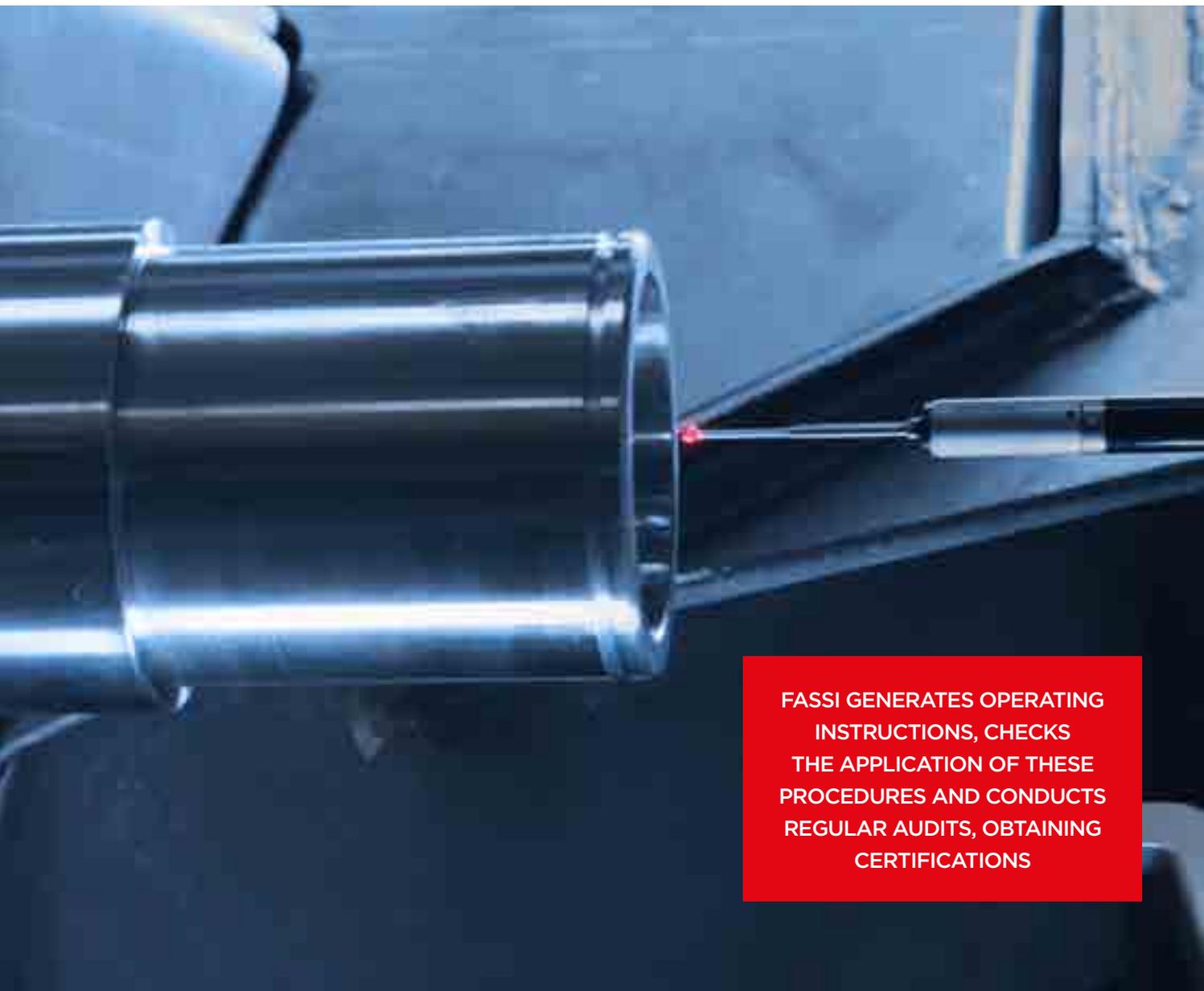
Quality does not only concern products and materials, but also Fassi's management systems. **Fassi generates Operating Instructions, monitors the application of these procedures and conducts regular audits, obtaining certifications such as UNI EN ISO 9001 and UNI EN ISO 14001. The new slogan "HERE'S FYOUTURE", symbolising a new Fassi perspective, is also reflected in the operations of the Quality Office.** Fassi's intrinsic awareness of the importance of the human factor in the manufacturing environment is reflected in a careful training and qualification programme for welding operators. These professionals, respecting rigorous procedures and standards, annually obtain a skill certificate of which certifies their level and ability to guarantee the highest quality workmanship. This programme involves not only internal operators, but also external ones who collaborate directly with the company. Fassi maintains direct and constant communication with the market, analysing feedback and reports of problems from operators spread across every corner of the planet. This approach allows the development of innovative solutions in terms of processes and materials, ensuring the achievement of the high-quality standards that Fassi sets itself. Processing cycles, improper use of machines, inadequate maintenance and manipulation of sensors or limiters can cause breakages or malfunctions. Each of these events is subjected to careful analysis, aimed at further increasing Fassi standards, to minimise any possible inconvenience. Our close collaboration with retailers and installers spread throughout the world constitutes an essential channel for collecting data and disseminating knowledge and detailed instructions on how to correctly manage Fassi cranes.

SAFETY AND ENVIRONMENT

The HSE office also deals with safety and the environment, recognising the profound link between these aspects. **Safety is a priority in**



every department and production phase, requiring continuous training and careful risk management. Complying with regulations and disseminating precise procedures is essential, actively involving internal and external operators. Fassi's sensitivity towards the environment translates into concrete actions respecting modern recommendations for environmental protection. The HSE office controls emissions into the atmosphere, correct waste disposal, energy efficiency and everything useful for ensuring compliance with the environmental parameters established by current legislation.



FASSI GENERATES OPERATING INSTRUCTIONS, CHECKS THE APPLICATION OF THESE PROCEDURES AND CONDUCTS REGULAR AUDITS, OBTAINING CERTIFICATIONS

Fassi's path of excellence towards sustainability



Quality plan



Operating instructions



Quality Department



Group Quality Laboratory



UNI EN ISO 9001/14001



Code of Ethics

ELECTRIC: **HOW THE MARKET IS RESPONDING**

An initial assessment of the responses that the various markets have given on the topic of electrification. From opportunities to limitations, there are some very different perspectives.



#electric



Emilio Bertazzi
Fassi Sales
Director



What is the market's reaction to the opportunities and electric solutions that are available today in the lifting sector? The answer to this question has several angles. This is the analysis of Fassi Sales Director Emilio Bertazzi, in light of the different reactions recorded in the various international markets in which the Fassi Group operates.

Today the theme of sustainability, especially in the context of “movement” and “lifting”, is combined with the theme of electric. Fassi has already consolidated specific proposals to the market on this front. Is it possible today to make an initial assessment of how the market reacted?

Our positioning in the context of a more sustainable and environmentally friendly approach has been consolidated and allows us to embrace a wide range of opportunities - from the Full Electric setup (such a vehicle + crane were presented last year at Bauma) to the HST system, up to the Plug-in solution. It is clear that market reactions to these prospects are different depending on location. In Northern Europe the push towards electric has undergone a greater acceleration, particularly in urban environments, where there is a growing sensitivity which has had practical repercussions on the policy of reducing emissions, not only pollutants, but also noise. Limitations and disincentives towards endothermic systems push the approach to electric, which also benefits from funded deductions and preferential taxation for this type of purchasing choice.

Is this more favourable context a trigger for a different approach on the part of the customer?

Certainly. We are faced with a real ecosystem of factors and values, which allows the development of a different mentality on the part of the customer, who finds themselves choosing between a traditional solution and an electric one. The possibility of obtaining



a series of advantages and of enjoying favourable regulatory framework allows business owners and entrepreneurs to enjoy greater freedom of action, to consider a whole series of opportunities that favour this type of investment. Not to mention the fact that there are situations, such as within public companies, where the use of electric is progressively becoming an obligatory choice.

We talked about Northern Europe, but how is the Italian market and, more generally, that of Southern Europe reacting?

From this point of view, the situation changes significantly. Unfortunately, the market here is not yet ready. The conditions are not so favourable and the reflections that are put forward have a different flavour. Just think of the issues of



taxation and investment amortisation, in whose folds there are still several knots to be resolved. It is therefore to be expected that there is greater resistance towards an electric-oriented choice.

Are there any opportunities for growth in these markets in the short-term?

I think so. Because, despite all the friction, there are also business leaders who make choices, who have a vision and values oriented towards uncompromising sustainability.

Obviously, I'm talking about choices that are also based on extremely concrete elements. For example, the competitive advantages of being able to operate in indoor work areas with zero emissions, of approaching public clients with greater value and of developing specific marketing initiatives promoting the electric

choice. And let's not forget one aspect that is anything but negligible: with or without tax advantages, one cannot help but keep an eye on the notable growth in the cost of fuel.

“OUR POSITIONING IN THE CONTEXT OF A MORE SUSTAINABLE AND ENVIRONMENTALLY FRIENDLY APPROACH HAS BEEN CONSOLIDATED AND ALLOWS US TO EMBRACE A WIDE RANGE OF OPPORTUNITIES”



#FassilInnovation



FASSI TRIALS TELEOPERATION THAT REVOLUTIONISES THE OPERATION AND CONTROL OF CRANES

Thanks to the innovative technological development project promoted by Fassi within the JOiINT Lab laboratories, controlling crane movement and operations from hundreds of kilometres away will soon become a reality.

Fassi is pushing the boundaries of innovation, thanks to the research project for the development of an automation-based crane drive with delocalised control. This revolutionary technology, previewed during the last edition of Bauma 2023, was developed by Fassi researchers and scientists from the JOiINT Lab, the robotic laboratory set up within the Kilometro Rosso technology park, of which Fassi is a Champion company, i.e. not only does it contribute financially to the JOiINT LAB, but actively participates with its staff in technical development.

The innovative proposal is based on a sophisticated teleoperation and

control framework which has made it possible, for example, to control a Fassi crane located in Bergamo in real time from the Smart Lab of the Intellimech Consortium in Munich, covering a distance of over 300 km as the crow flies.

This technology not only revolutionises the way lifting and object handling operations are conducted, but also opens up new horizons in the sector. The visual immersion guaranteed by the viewers and the immediate reactivity of the joysticks allow operators to control the crane as if they were physically present on site.

The possibilities offered by this system are wide and varied.



**SYNERGISTIC CONNECTION
BETWEEN ADVANCED
TECHNOLOGIES, HARDWARE
AND ALGORITHMS, WITH
THE AIM OF IMPROVING
EFFICIENCY AND SAFETY**

It is a synergistic connection between advanced technologies, hardware and algorithms, with the aim of improving efficiency, safety and environmental impact in the context of crane handling.

Although the project is still in the development phase, Fassi estimates that this innovative technology could

become a reality in the coming months. It is a project that promises to radically transform the way in which we interact with cranes, allowing precise and reliable remote control and leading to greater automation in the future of construction sites, especially in difficult to reach locations or in dangerous conditions.



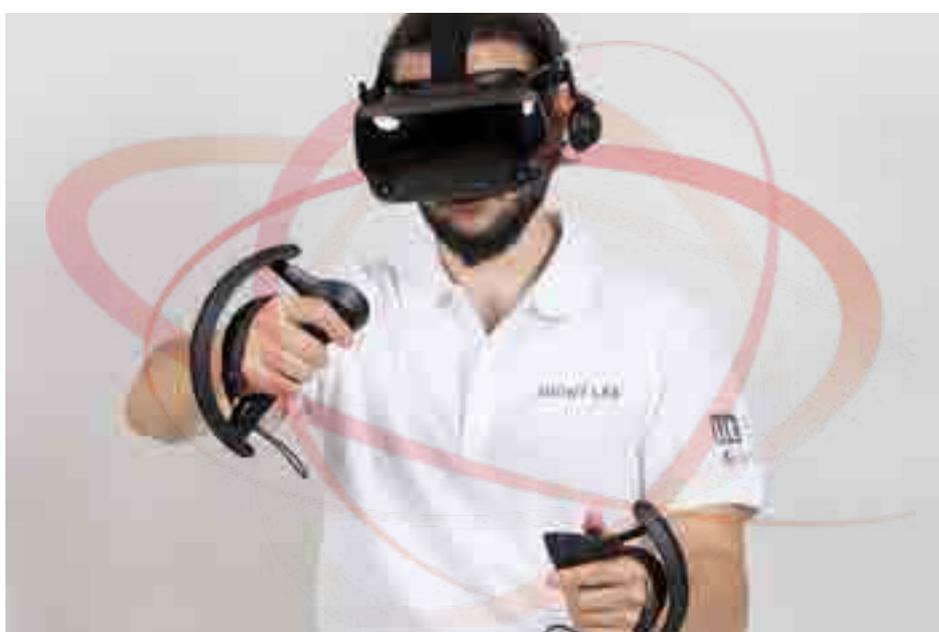
Rossano Ceresoli
Fassi R&D Manager

“Fassi Gru has placed particular emphasis on the interconnection of technologies, thanks to the collaboration with the JOiiNT Lab. This research laboratory focuses on excellence in different sectors, including advanced robotics, seeking to apply technological progress in the world of cranes.

Innovation arises from the synergistic integration of existing technologies that are not yet widely spread in the sector, demonstrating Fassi Gru’s constant commitment to tackling complex challenges and bringing forward disruptive innovations. Fassi R&D has developed a method and a

model that uses data analysis to identify innovative solutions efficiently and safely. Safety is a central value for the Fassi Group, which considers each crane as part of a complex ecosystem, promoting solutions that guarantee the safety of operators and the surrounding environment”.





Intellimech and JOiNT Lab



INTELLIMECH is a Consortium of high-tech companies dedicated to interdisciplinary research in the field of mechatronics of which Fassi is a member and founder. The Consortium includes advanced electronics, computer and ICT systems and mechanical design for applications in a wide range of industrial sectors.



JOiNT LAB is a joint laboratory between the Italian Institute of Technology and the Intellimech Consortium, promoted by Confindustria Bergamo, Kilometro Rosso and the University of Bergamo. Founded in 2020, it is aimed at the transference of technology and creating a synergy between the world of research and industrial demands. The innovation processes are led by nine Champion companies, including Fassi, which provide the fields of application for the technologies developed in the laboratory.

CRANAB GRAPPLES: VERSATILITY AND QUALITY FOR FORESTRY, CONSTRUCTION AND INDUSTRY

Cranab grapples represent industry excellence, delivering quality, durability, and versatility. Our ongoing dedication to innovation and product optimization underscores our commitment to surpassing expectations and offering dependable solutions for professionals globally.

Cranab, a leading company in the forestry machinery sector and part of the Fassi Group, boasts more than 60 years of experience in the production of grapples for forestry machinery.

During the grapple development process, focus was placed on features and weight, key aspects that guided design decisions. The goal was to optimise weight and dimensions without compromising performance, reliability and manoeuvrability. Through meticulous work and intelligent choices, Cranab has managed to reduce the thickness of the grapple material, ensuring resistance and durability.



#Cranab

THE WORLD OF CRANAB

CT50
Cranab

EXTE

EXTE

Cranab®

FASSI GROUP

A fundamental element is the use of high-strength steel with optimal properties, which allows it to meet the daily challenges of work and the high demands for durability and reliability made by professional operators.

The Cranab range of grapples is wide and varied, and adapts to different applications. The CR40, CR45 and CR55 models complete the series for on- and off-road applications, offering diverse choices to meet customer needs.

For truck cranes, three sizes of grapples are available: CT35, CT40 and CT50.

In the off-road sector, with forwarders, stationary cranes, forestry trailers and agricultural tractors,

you can choose between 11 variants, which further expands the possibilities of use. The innovative design, characterised by a black frame and red claws, completes the product, making for an eye-catching appearance.

Finally, the Cranab construction site grapple series with 8 different models is a valuable complement to the product range. Applications range from stone processing, sorting, brush handling, demolition and general lifting. These grapples significantly extend the capabilities of an excavator, making it an even more multifunctional and flexible piece of equipment.



Anders Strömgren
Cranab CEO

“With the development of our brand new grapple series, we are fulfilling our customers’ wishes for a high-quality product at attractive prices.”

CRANAB: Innovation and growth towards the future

Cranab is experiencing a moment of important growth, with an eye towards a sustainable future. Based in Vindeln, in the heart of the vast forests of northern Sweden, Cranab has deep roots in forestry culture, boasting generations of experience in the industry.

Each Cranab product is the result of a synergistic connection between forestry tradition, modern technology and advanced development work. The proximity to the territory and the forest has always inspired Cranab in following a path of innovation. Thanks to this proximity and the presence of two modern, well-



equipped factories, the company is able to explore, examine and test products in a real environment, working in close collaboration with forestry professionals of all kinds.

Cranab’s pioneering approach is based on the integration of expert knowledge and advanced

technology, ensuring that products conform to the highest standards.

Looking towards the future, Cranab has undertaken a massive investment in the 2023-2024 period of a total of approximately 6 million euros. This investment made it possi-



New generation equipment for advanced production



ble to expand the production area by 2,100 square metres. This expansion involves the integration of three pieces of state-of-the-art production equipment - a laser cutting machine with automation and storage system, a press brake and a nitrogen gas generator - elements that will raise Cranab's production facilities to a higher level of efficiency, quality and environmental sustainability.

Cranab is investing not only in expanding its production facilities, but also in modern machines and equipment to meet future needs for greater carrying capacity, faster delivery and better quality. Not to mention the environmental aspects and savings in precious resources.

- **Laser cutting machine with automation and storage system**
- **Prima Power HP3340 press brake**
- **Atlas Copco nitrogen gas generator**



MARREL, A GLOBALLY COMMITTED TEAM

A large industrial truck with a crane-like lifting mechanism is parked in front of a modern building with a perforated facade. The truck is white with a large black lifting arm and yellow hooks. The building has a distinctive architectural style with vertical panels of perforated metal. The scene is set outdoors on a paved area with a grassy field and a street sign in the background.

From customer needs to equipment design and manufacturing, including delivery and after-sales follow-up, the Marrel team is committed to providing the best service to its customers and partners.



#marrel

THE WORLD OF MARREL



MARREL

FASSI GROUP



SKILLS AND FLEXIBILITY

The technical pre-studies department analyses in details, in partnership with the R&D team, the customers' needs and considers the potential constraints and the specific business features. The appropriate product is then defined, either by selecting the right equipment within the MARREL range, or - if the machine configuration requires it - by creating a customized product.

CONSULTATION

A complete Marrel team is dedicated to customers, from order acceptance, follow-up and delivery of products, to training on the equipment or requesting spare parts.

ASSISTANCE

The technical teams are available to train customers, both remotely and directly at their offices, to offer support at any time.



Welcome to the Marrel team



Alexandre DERUPTI
International Sales Director

Alexandre joined the Marrel team last June as director of international sales. Thanks to his 17 years of experience in the industrial sector, he has developed an in-depth knowledge of technical markets and commercially oriented work. "I started as a salesperson and in recent years I have held the role of Director of Innovation. International sales were starting to increase and I wanted to go further. When the opportunity arose at Marrel, I didn't hesitate: Marrel is a company I've always heard spoken about. Being part of the international growth of a company like Marrel was the challenge I was looking for."

The next challenges

"One of my main tasks is to understand problems that arise and transform them into industrial and commercial opportunities. The goal is to create a deep synergy in communication between Marrel and its partners. It is a key point for our international development, essential in taking the right direction for our future products."

A message to the Fassi network

"I can't wait to meet the Fassi network to get a picture of the next commercial opportunities in our markets."

MARREL'S FACTORY EXTENSION : THE INAUGURATION



On November 28th, 29th, and 30th, about 60 partners from the MARREL-FASSI Group distribution network have come to MARREL production site in Andrézieux-Bouthéon (France) to discover the extension of the factory. At the agenda : on-site meeting for an exclusive tour of the factory and a presentation of the MARREL projects, a gala evening in Lyon and a sight-seeing tour of this typical French city. MARREL thanks all guests and was very happy to share this special event with them.



+ 3 200m² have been created to complete the factory
18-month : duration of the work
Investment of 7,5 M€

The new Low Profile range

What is the Low Profile range?

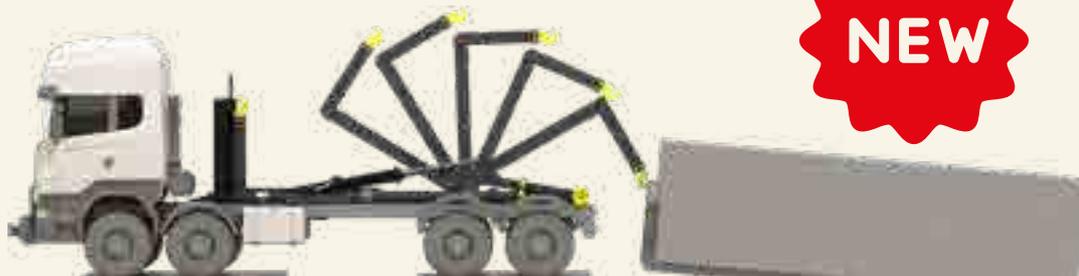
The new exclusive Marrel range from 18 to 24 T with a height of 195 mm

- Available with telescopic arm or with telescopic and articulated arm
- Lengths from 49 m to 61 m
- New Premium controls

New options for Premium controls will be arriving soon on the HIGH S/SL demountable range



Presentation of the new Low Profile range in the Marrel factory.”



Welcome to the Marrel team



Bertrand CHARLES
International Product Manager

Since last September, Bertrand has joined Marrel as International Product Manager, together with Alain Jochum and Dominique Durand. His experience in various industrial backgrounds, combined with his interest in commerce and his engineering degree, are real strengths: “I have always worked in industrial sectors, mainly in the automotive industry, with a direct connection to the product. In recent years I have dealt with key accounts with many international clients and production sites in Europe, Asia and America.”

The daily missions of a product manager

“We are at the crossroads of commerce, marketing and innovation. We are the technical experts, responsible for our products and their development. We are always listening to customers and the market, to understand their needs and be part of the innovation process.”

Bertrand and Marrel

“Marrel is a name that represents a fundamental piece of French industrial history. I am very happy to be part of the team and this adventure. The company is experiencing dynamic growth, with ongoing investments and international prospects. The products are technically complex, and I can’t wait to continue discovering them.”

MARRELTECH

MARRELTECH, AN ONLINE TOOL FOR MARREL CUSTOMERS



Marreltech is an online platform specially designed for Marrel customers. All product data (including brochures, instructions for use, plans, etc.) are available online and users have the possibility to

send their different requests here (warranty certificates, requests for spare parts, questions, etc.). Marrel customer service must be contacted to access and obtain further information.

THE FASSI GROUP ACQUIRES THE FOREZ-BENNES GROUP

Last August Fassi made the acquisition of the Forez-Bennes Group official. The latter joins the other companies in the Group: Fassi France, Marrel and the industrial body shops Miltra Paris Nord, Miltra Provence and Decauville.



Through its CTELM holding company, the Fassi Group in France already owns the companies Fassi France and Marrel. The acquisition of the Forez-Bennes Group completes Fassi's product selection in France, which includes the three main types of lifting equipment for trucks: knuckle-boom cranes, tippers and demountable hydraulic hooklifts. Specialists in cranes and load handling, Fassi France offers a wide range of products specifically designed to meet the needs of professionals in different sectors (public works, lifting, recycling, forestry industry, etc.). The company, which has been distributing lifting equipment for over 50 years, is today the sole distributor of Fassi and Marrel equipment on the French market. Fassi France also owns three subsidiary companies: Miltra Paris Nord, Miltra Provence and Decauville. These are industrial body shops based

in the Île-de-France region and in the south-eastern area of France. Marrel designs, manufactures and assembles hydraulic components and equipment. Creator of the Ampliroll® hooklifts in the 1970s, the company is today one of the world leaders in the market of hydraulic lifting equipment for industrial vehicles. Having joined the FASSI Group in 2013, Marrel today distributes its products in over 60 countries, thanks to the global network of Fassi partners.

Founded in 1969, Forez-Bennes designs and produces different types of tippers known for their resistance and stability. Over the years the company has seen significant growth and has opened several workshops dedicated to bodywork. Today the group owns 5 industrial sites located in the French region of Auvergne-Rhône-Alpes. Its products are distributed in France



#ForezBennes





From left to right: Mr. Emmanuel Chalencon (Chief Technical Officer (CTO) of Forez-Bennes and Thomazet), Mr. Benoît Boutonnet (Fassi France CEO), Mr. Arnaud Thieulin (Marrel CEO), Mr. Giovanni Fassi (Fassi Group President), Mr. Pierre-Jean Lafont (Forez-Bennes CEO) and Mr. David Schneider (Forez-Bennes Services Manager)

through a wide network of partners.

NEW MEANS FOR A LASTING AND COHERENT PROJECT

The way each company’s combined equipment, expertise and skills complement that of the others will generate effective synergies from an industrial, logistical, marketing and commercial point of view. “Each company will maintain its own identity, but these synergies will allow us to optimise the skills and expertise of each of them. We will implement some organisational changes within the group, which will allow each company to focus 100% on its core business.” Giovanni FASSI - President of FASSI. The commitment of all teams represents a guarantee of success for the group. Pierre-Jean LAFONT will retain the position of CEO of the Forez-Bennes Group and will join the Board of

Directors of the Fassi Group in France together with Benoît Boutonnet (CEO of Fassi France) and Arnaud Thieulin (CEO of Marrel). **New investments will also be made to support and sustain the group’s activities, with the aim of participating in important tenders on a national and European scale.**

THROUGH ITS CTELM HOLDING COMPANY, THE FASSI GROUP IN FRANCE ALREADY OWNS THE COMPANIES FASSI FRANCE AND MARREL. THE ACQUISITION OF THE FOREZ-BENNES GROUP COMPLETES FASSI’S PRODUCT SELECTION IN FRANCE, WHICH INCLUDES THE THREE MAIN TYPES OF LIFTING EQUIPMENT FOR TRUCKS

THE FIRST 20 YEARS OF GIF MODUL WITH FASSI

GIF Modul, official Fassi dealer for the Hungarian market, celebrated the important milestone with a new headquarters and many plans for the future.





#GIFModul



Zoltán Imre
General Manager
of GIF Modul



GIF Modul Kft
Gödöllő, Pattantyús Ábrahám körút. 8, 2100
Hungary

www.gifmodul.hu



DEALER

Between 2023 and 2024 the company GIF Modul, official Fassi dealer for the Hungarian market, will celebrate two twentieth anniversaries: its founding in 2003 and the beginning of its collaboration with Fassi in 2004. Since then, **the dealer's synergy with Fassi has followed a trajectory of constant growth that has led GIF Modul to establish itself as a leader in the large crane market in Hungary.** Along this shared trajectory, over the years collaborations with Marrel and Cranab have also allowed the company to further expand its product selection. In this interview, General Manager of GIF Modul Zoltán Imre tells us about the past, present and future of this collaboration.

How and when did the collaboration between GIF Modul and Fassi begin?

I had first contact with Fassi personally in 2000, precisely on 14 September of that year. GIF Modul was founded in 2003 to design and build trucks with special equipment. The collaboration with Fassi began at the beginning of 2004 and from that moment on we became the only retailers of Fassi cranes in Hungary.

How has the collaboration between GIF Modul and Fassi developed over the years?

I started out trying to get to know the market and the people who were part of it well. I travelled



Imre Zoltán - General Manager of GIF Modul

around a lot and the objective initially was not to sell but to talk to the potential customer to learn the dynamics of the sector and understand their needs.

The first crane sold was an F40, followed by an F110, and slowly we grew together and continue to do so. Despite the challenges of the Hungarian market, in the past almost 20 years we have made great strides forward which have allowed us to grow our presence in the area, with eight locations for assistance and six locations for the new truck production.

We also recently moved from the old headquarters in Aszód to the new headquarters in Gödöll.

What is GIF Modul's USP that makes it stand out from its competitors?

We focus a lot of our work on customers, prioritising technical and assistance matters. Our goal is to sell complete setups, not just individual components such as a crane or a hooklift. We try to offer a package that ensures the optimal function of the entire vehicle. In the past, some customers may have purchased a crane and truck separately and outsourced the setup, but this was often unsatisfactory for them. We believe it is essential to focus on the complete vehicle, guaranteeing a high-quality final product, which also includes a robust crane like a Fassi. This is

a crucially important aspect for customer satisfaction.

In your opinion, how is the issue of safety perceived by crane operators in your market?

Safety is central for all the companies we work with and in this Fassi cranes are a valuable assistance and a guarantee. I am thinking, for example, of the stability control system with which Fassi cranes are equipped, which guarantee better crane control conditions, facilitating its use and making it safer.

What type of crane is most requested by the Hungarian market?

Above all, heavy-duty cranes



STRENGTHS OF GIF MODUL KFT

- **100% Hungarian Company**
- They **follow the project** from the customer's selection of the truck, through the complete vehicle installation, up to its delivery
- **Twenty years** of experience in outfitting trucks
- Attention to **after-sales assistance**
- Repairs



with capacities above 25 t/m. At the moment the largest crane in Hungary is an F2150. We have specialised in this segment because we have built a structure that is able to respond to specific customer requests, customising every aspect according to individual needs.

From the crane assembly phase to the final setup, the company demonstrates a tangible commitment to customer satisfaction. We intervene on any changes, even weeks after delivery, and this makes us very strong in the large crane segment.

How important is product support for the market?

It's central. Thanks to our new headquarters and the greater availability of space, we are increasing our number of support staff. It is not easy to find experienced and trained people but we know that this is a general problem. Another important pillar for us is continuous and constant training.

We have a large meeting room where we organise technical meetings, not only for our employees

but also for large companies. For us, discussion and dialogue are fundamental.

You have recently changed headquarters and projects are already in the pipeline for the imminent future...

The new headquarters in Gödöllő includes a covered area of 2,000 square metres, 800 square metres of office space and we plan to build a new 220-square-metre laboratory for the sandblasting machine and for automated mechanical processing.

THE SYNERGY WITH FASSI HAS FOLLOWED A TRAJECTORY OF CONSTANT GROWTH THAT HAS LED GIF MODUL TO ESTABLISH ITSELF AS A LEADER IN THE LARGE CRANE MARKET IN HUNGARY



#A-FieldTransport

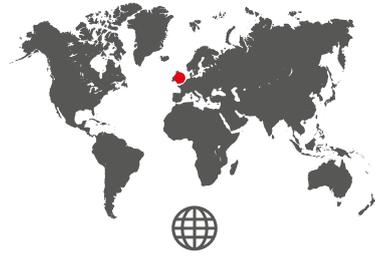
A-FIELD TRANSPORT ADVANCES TOWARDS SUSTAINABILITY WITH TWO NEW FASSI CRANES

The English company invests in two FASSI F660RA cranes to support the construction of electric vehicle charging stations in the United Kingdom. An important step forward in accelerating the transition towards more sustainable travel, addressing the growing demand for charging points and helping to reduce environmental impact.



A Field Transport LTD

Lowfields Way, Elland HX5 9DA, United Kingdom



www.a-field-transport.co.uk

Additional front stabilisers provide 90% lift capacity above the cab.



The 14 m outreach, which allows you to lift 3,925 kg, is sufficient for a large transformer or electrical panel.



A-Field Transport has taken a significant step towards a sustainable future with the addition of two F660RA.2.25 he-dynamic cranes to its Fassi fleet, delivered as complete, ready-to-work vehicles by authorised dealer Macs Truck Sales.

This investment aims to support the construction of electric vehicle charging stations across the UK.

The West Yorkshire-based haulage and logistics company specialises in the transport and installation of high-voltage transformers and switching equipment units required for electric vehicle charging infrastructure.

The UK is expected to require between 253,000 and 661,000 additional charging points by 2035 to respond to the phasing out of internal combustion vehicles. It's a considerable challenge,

considering the current figure of less than 30,000 charging points in the country.

A-Field Transport will undertake the offloading, storage and delivery of these essential components for Tesla, BP and Shell, covering the majority of public charging stations in the UK.

This commitment is crucial to accelerating the transition to more sustainable vehicles on British roads.

The evolution of the electric vehicle charging infrastructure has seen the size of the individual transformer units grow, creating the need to mount the crane with the greatest possible lifting capacity on Volvo tractors.

The F660RA.2.25 he-dynamic proved to be the



perfect match for the Volvo FH 540 3-axle vehicle, combining considerable lifting capacity with low weight and compact dimensions.

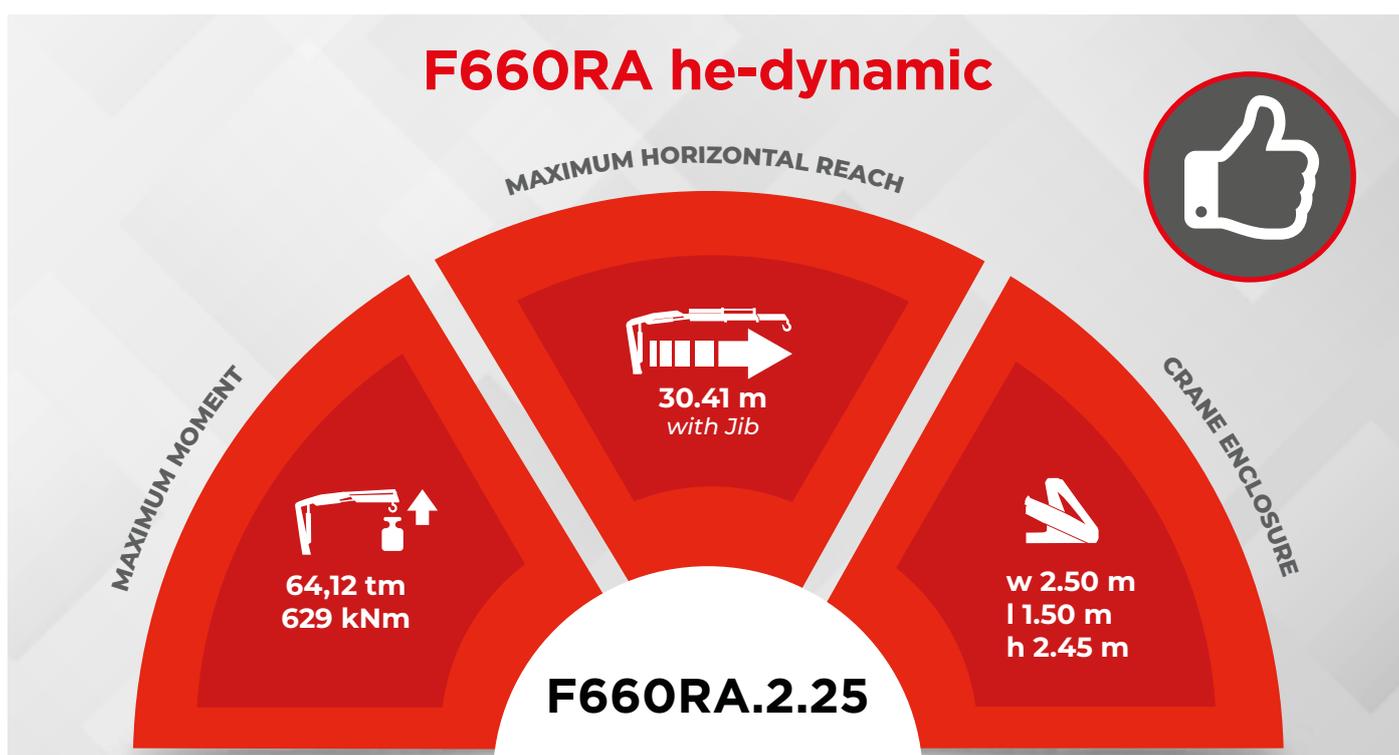
The combination of FSC-SII stability control and the additional HS stabiliser maximises efficiency in every possible outrigger position, transforming all the vehicle's stability into lifting capacity. When placing high-voltage transformers and switching units in charging stations, precision and accuracy are key. **Thanks to the RCS remote control system from Scanreco and the D900 distributor from Danfoss, it is possible to control movements with great precision.** In summary, the adoption of these cutting-edge cranes represents a significant step towards upgrading the UK's charging infrastructure.

This investment will help address the growing demand for charging points and support the transition towards the large-scale adoption of electric vehicles, thereby reducing environmental impact and promoting a more sustainable future.



Photo credit:
Ian Shaw

THE F660RA.2.25 HE-DYNAMIC PROVED TO BE THE PERFECT MATCH FOR THE VOLVO FH 540 3-AXLE VEHICLE, COMBINING CONSIDERABLE LIFTING CAPACITY WITH LOW WEIGHT AND COMPACT DIMENSIONS



UNCOMPROMISING SAFETY: DANPHIX CHOOSES THE F1450R-HXP TECHNO

Thanks to the assistance and advice of Fassi Emilia, the Reggio Emilia company Danphix, specialists in the reclamation of underground or submarine pipes, has chosen an F1450R-HXP TECHNO for its high-safety lifting performance

“We looked for the best in terms of technology and safety and the choice fell on a 750-horsepower Volvo FH16 truck, equipped with the powerful Fassi F1450R-HXP TECHNO crane.” With these words Arnold Cekodhima, founder of Danphix summarises the motivation that guided the Reggio Emilia company towards Fassi, recognising in this choice a significant step towards a future characterised by safety and efficiency.

Danphix is a reference point in the Oil & Gas sector, with prestigious collaborations with companies of the calibre of MM, Eni, Esso, Mobil, Shell and Chevron. Founded in 2017, the company has always focused on cutting-edge technologies and a quality-centric approach. Its USP lies in the type of interventions it carries out: non-invasive reclamation of existing pipes, a process that requires specific, cutting-edge equipment. **Specifically to respond to increasingly complex needs and to guarantee increasingly safe work, Cekodhim has relied on Fassi Emilia, dealer of Fassi cranes for the Emilian territory, in choosing the best possible setup:**





#Danphix

CASE HISTORY



Danphix SpA
Via Galileo Galilei, 7
42024 Castelnovo di Sotto (RE) Italy

www.danphix.com

an F1450R-HXP Techno crane on a 750-horsepower Volvo FH16, configured to offer maximum control and safety, thanks to the use of cutting-edge technologies and advanced automation.

After a month of use, Arnold Cekodhima declared himself fully satisfied with the choice. The Fassi F1450R-HXP TECHNO has proven to be the ideal solution for Danphix's activities. This is especially so on construction sites, where continuity is imperative and tiredness threatens concentration, the constant presence of this technologically advanced crane proves to be a "safety parachute". Safety plays a key role and Fassi's added value is provided by the warning devices and safety functions incorporated into the crane and the vehicle, which contribute to making work easier and more comfortable, confirming technology as an indispensable aspect in this operating sector.

Looking to the future, Danphix is already evaluating the purchase of further Fassi equipment. Betting on Fassi is a future-oriented investment, supporting innovation and safety in the transport and articulated handling industry.



Arnold Cekodhima
founder of Danphix

"I chose a Fassi crane for the technological features of the Techno models, but undoubtedly being able to count on the assistance of Fassi Emilia is also a crucial factor. All activities are planned punctually on our construction sites, and machine downtime can ruin everything, with serious financial consequences and more. This is why the availability and responsiveness of assistance are fundamental. Fassi Emilia has proven to be a partner we can absolutely trust."

**THE FASSI F1450R-HXP
TECHNO HAS PROVEN TO
BE THE IDEAL SOLUTION
FOR DANPHIX'S
ACTIVITIES**



Oscar Marchi
owner of Fassi Emilia

"When Arnold Cekodhima contacted us, we carefully assessed his needs and immediately recommended the F1450R-HXP Techno, a superior model to the one initially considered. The choice was mainly driven by Danphix's lifting needs. At the time of ordering, this model had just made its debut and was enjoying great market success. It was perfect to respond to Danphix's request for a technologically cutting-edge vehicle and crane."

The setup of the Volvo FH16 750 with the F1450R-HXP Techno crane was very complex, and Cekodhima's desire to equip the crane with all the available options required a further effort from the Fassi Emilia technical office, which actively collaborated with the technicians of Officine BPM to take care of the operational phases of the setup.

Now that the crane has been delivered, we are planning a second training session together with Cekodhima and some of his operators. Furthermore, together we are evaluating their needs regarding assistance and maintenance."



1450R-HXP TECHNO



MAXIMUM HORIZONTAL REACH



31.80 m
with Jib

CRANE ENCLOSURE



w 2.48 m
l 2.54 m
h 2.59 m

MAXIMUM MOMENT



119 tm
1167 kNm

1450R-HXP
TECHNO

FASSI SPONSORS THE WES, THE E-MTB WORLD CUP

Fassi also confirms its commitment to environmental sustainability in terms of its sponsorships, supporting the 2023 UCI E-MTB World Cup, the prestigious championship for electric mountain bikes that crossed Europe during the year.



Eight stages around Europe, including single tracks, climbs, descents and trails immersed in nature. Eight events in which sporting competition met contact with and respect for nature. We are talking about the eight E-MTB races which made up the schedule from May to October of the prestigious 2023 UCI E-MTB World Cup, of which Fassi was one of the main sponsors.

“Respect for the environment is a key value for us,” emphasises Giovanni Fassi, CEO of the Fassi Group. “Corporate sustainability is an integral part of our philosophy. We are constantly committed to designing lighter cranes, thus contributing to reducing consumption of the vehicles that transport them.

We use environmentally friendly production processes, such as the adoption of water-based paints, and we implement environmental management practices compliant with ISO 14001 standards, certified since 2018. But our concept of sustainability goes beyond production: it extends to our social involvement through educational

projects for the safe use of cranes and development programmes for young talents in different sporting disciplines. The partnership with WES is another tangible example of this commitment.” The 2023 UCI E-MTB Cross-Country World Cup kicked off in May in the Principality of Monaco, with a breathtaking route in the Breil-sur-Roya area, overlooking the Monegasque bay. It continued successfully through eight stages in Europe, including two exciting dates in Italy in the mountains of Emilia and Bergamo.

The UCI E-MTB World Cup season has seen athletes from around the world compete at exceptional levels, demonstrating their ability on challenging courses. **Fassi supported this exciting competition not only as a sponsor, but as a promoter of a vision in which sport and the environment come together in harmony. Fassi’s choice to support the WES is concrete evidence of how passion for sport, competition and environmental protection can be combined in a single mission of social responsibility and sustainability.**



#2023E-MTBWorldCup

SPONSORSHIP



“RESPECT FOR THE ENVIRONMENT IS A KEY VALUE FOR US,” EMPHASISES GIOVANNI FASSI, CEO OF THE FASSI GROUP. “CORPORATE SUSTAINABILITY IS AN INTEGRAL PART OF OUR PHILOSOPHY”

WES stages:

- 20 May:** Principality of Monaco (France)
- 10-11 June:** Bologna (Italy)
- 15-16 July:** San Paolo d’Argon, BG (Italy)
- 29-30 August:** Spa-Francorchamps (Belgium)
- 2-3 September:** Bielstein (Germany)
- 22-23 September:** Girona (Spain)
- 31 September - 1 October:** Clermont-Ferrand (France)
- 21 October:** Barcelona (Spain)





LIFTING TOMORROW

International Information Magazine of the **FASSI GROUP**

**COMING
SOON**

A new crane on the way

TECHNO

