

# WITHOUT

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compromise

Fassi Gru international magazine with information and updates

A HISTORY  
OF BRAVE,  
COHERENT  
CHOICES

FASSI AT  
BAUMA 2010  
FASSI CELEBRATES  
45 YEARS

1965-2010

45

YEARS  
AT WORK

bauma  
2010

NEWS FASSI



FASSI

CRANES WITHOUT COMPROMISE

# Lighter cranes, more space for the load

A concrete solution to reduce the operating costs of working means and offer more loading capacity, by reducing the weight of the crane.



**FASSI**

[www.fassi.com](http://www.fassi.com)

# In this edition

We thought it significant to open this edition of the magazine with a **SPECIAL BAUMA 2010**, as Fassi will be present at this trade fair event with important news, relating both to hydraulic components, electronics and an extension of the range with new versions and new models. Fassi has always considered Bauma to be a strategic display point, capable of combining international visibility with the best opportunities for meetings and professional discussions. Fassi's historic presence at Bauma this year takes on even greater significance. The trade fair in Munich actually coincides with a three-way celebration for Fassi: **45 years since the company was founded, the 80th birthday of its founder Franco Fassi and the 40th birthday of its CEO Giovanni Fassi**. For this reason we have also created an **ANNIVERSARY SPECIAL** inside the magazine, in which we detail and look back at the business and product choices that have characterised and continue to distinguish Fassi's identity on the market. Decisions that have often been brave and taken against the current trend, but have always been followed in a coherent, transparent manner, turning out to be of decisive importance for growth on the world markets and affirmation of Fassi products of a quality that is recognised by users. This is also demonstrated by the case histories we are publishing in this issue of the magazine, in which the way that company values translate into product values are highlighted in the field, on working cranes.



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For the past 29 editions, Fassi has been present at Bauma with its innovations and experience.

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With over 4,500 guests and more than 8000 people present, the Nimshuscheid Beach Party is one of the most popular events of its kind in Germany.





## Brave choices and coherence in their application

For Fassi, 2010 marks three anniversaries: 45 years since the company was founded, the 80th birthday of its founder Franco Fassi and the 40th birthday of its CEO Giovanni Fassi.



**There has always been one thing uniting Franco and Giovanni Fassi: their tenacious determination to build the best possible cranes**

Here at Fassi we have shared a dream that has guided us right from the beginning: the dream of building the best possible cranes. In this mission Fassi has become one of the most technologically advanced manufacturers of behind-the-cab cranes in the world. This vision has bound Franco and Giovanni Fassi together, linking two generations of businessmen. **In 45 years we have completely rebuilt our production plants four times**, always aiming for excellence and taking our inspiration from values such as good practice and transparency.

**Fassi Gru was born in 1965 in an area of the country with a high vocation for industry, which has now become a technological centre within what is a real district of excellence**

In the Sixties, the province of Bergamo was characterised by extraordinary business fervour, with great development of potential in two main manufacturing sectors: textiles and mechanical engineering. Our company is an integral part of this and has provided an active contribution to this development in the area. Although we have grown to the current production volumes, we have decided to continue producing the great majority of our cranes right here where it all started.

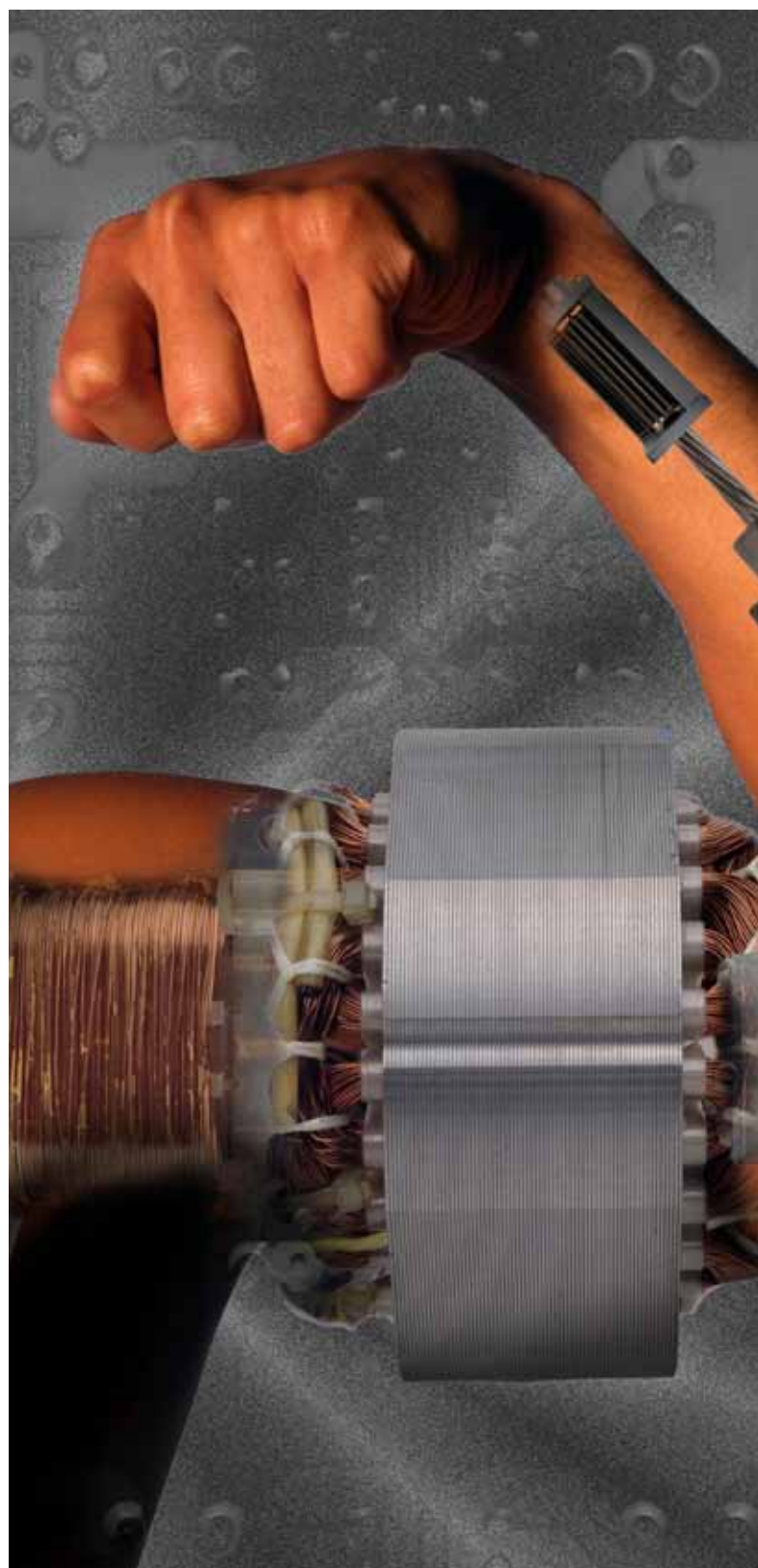
**The heart of our assembly line lies within an area that measures just 25 kilometres.** This technological centre is aware of the profound evolution that has taken place over 45 years of history and it has already equipped itself to face new challenges, above all thanks to the integration of mechanical and electronic engineering: mechatronics. **Co-operation with the international centre for applied research "Kilometro Rosso"** ([www.kilometrorosso.com](http://www.kilometrorosso.com)) where the Mechatronics Consortium also has its headquarters, sees us involved in planning and testing solutions that can be applied successfully to our cranes.

**The Nineties: from electronics as an accessory to electronics integrated in the crane**

From the Nineties onward we have invested in the onboard electronics revolution for our cranes and since that time we have been continually implementing innovations to this technology. Now that electronics are an integral part of everybody's life, the decision may seem totally logical and comprehensible. But at that time it was a question of both vision and a brave decision. **When we first adopted electronics we planned and re-created our range of products again from scratch.** For Fassi, bringing the advantages of electronics onto its cranes did not mean adding optionals, but turning electronics into the crane's "brain", a step forward that was fundamental in order to achieve high performance, precision of movement, total control and safety.

**The future of cranes lies in energy control and reduction of fuel consumption**

The year 2010 has opened a new period in history. During the recent world conference on the environment, in Copenhagen, there was rightly much discussion about the start of the decade of energy and sustainable development. We at Fassi have already taken this appeal to heart. We are convinced that **pursuing a reduction in the weight** of the crane represents a goal that will allow savings in fuel and will help protect the environment. We are also working with passion on solutions that will allow us to **experiment with energy consumption control interfaces.** In the interests of those who use our cranes and of the environment in which we all live.



Giovanni Fassi



## The decision to **PURSUE A REDUCTION IN WEIGHT**

A working method that accompanies all the phases involved in manufacturing a Fassi crane



### The lowest possible weight for the best guaranteed quality

The choice to be honest at Fassi manifests itself already from the crane design phase finalised to the weight containment. In the development of every new crane the purpose is to offer a high performance machine representing an investment in terms of working life. Nothing superfluous, but no saving in strength, safety and quantity of working cycles. It's from here that the lowest possible weight comes, to guarantee the highest possible quality.



### A crane of 12 t/m weighed 2.150 kg in 1970, today 1.640 kg

This reduction in the weight of the crane is the first step towards reducing energy consumption. The lower weight also makes it possible to create installations with a higher payload capacity, thus reducing the energy costs for the items being transported.



### Ultra high resistance steel for excellent performance and restricted weight

Compared with normal steel, ultra high resistance steel with low carbon content has better physical and structural cohesion and higher resilience, meaning less weight without compromising the reliability and strength of the individual components and of the crane as a whole.



### Welding robots in line for an industrialised quality process

To guarantee a constant quality in the welding of ultra high resistance steels, Fassi has equipped itself with robot lines carrying out at the best even the most complex procedures.



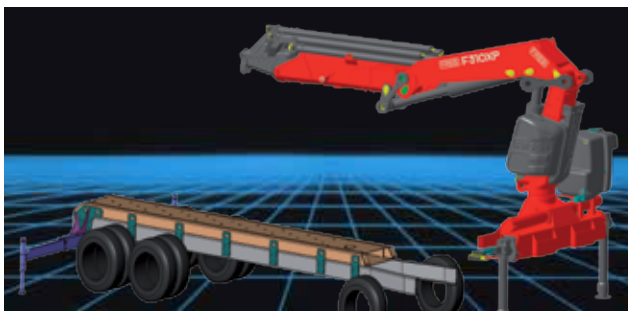
## The decision to **PUT SAFETY FIRST**

Fassi's design and technological choices put safety as the primary quality factor

The Fassi culture of safety is a value that is applied to every aspect of the cranes, from the mechanical structure, to the hydraulic devices and all the other elements that facilitate task management, with or without a radio control. For Fassi, promoting a culture of safety also means offering simple control tools, so that the user is always able to make suitable use of the advanced devices with which the crane is equipped, during every phase of operation.







## Continual research to improve safe use of the crane

Thanks to the levels of advanced electronics integration, Fassi is able to offer the highest standards achievable today in this sector. An example of this is the FX lifting moment limiting device, the arc rotation limiter, the winch lifting couple limiter and the numerous other systems for active protection of the user.

## Involvement in training

Fassi is partner of qualified institutes as for example ISPEL, the state Body for safety at work, and CENPI, a body indicated by the Industry Ministry, with which it has developed a project in the whole national territory for compulsory training of crane operators.



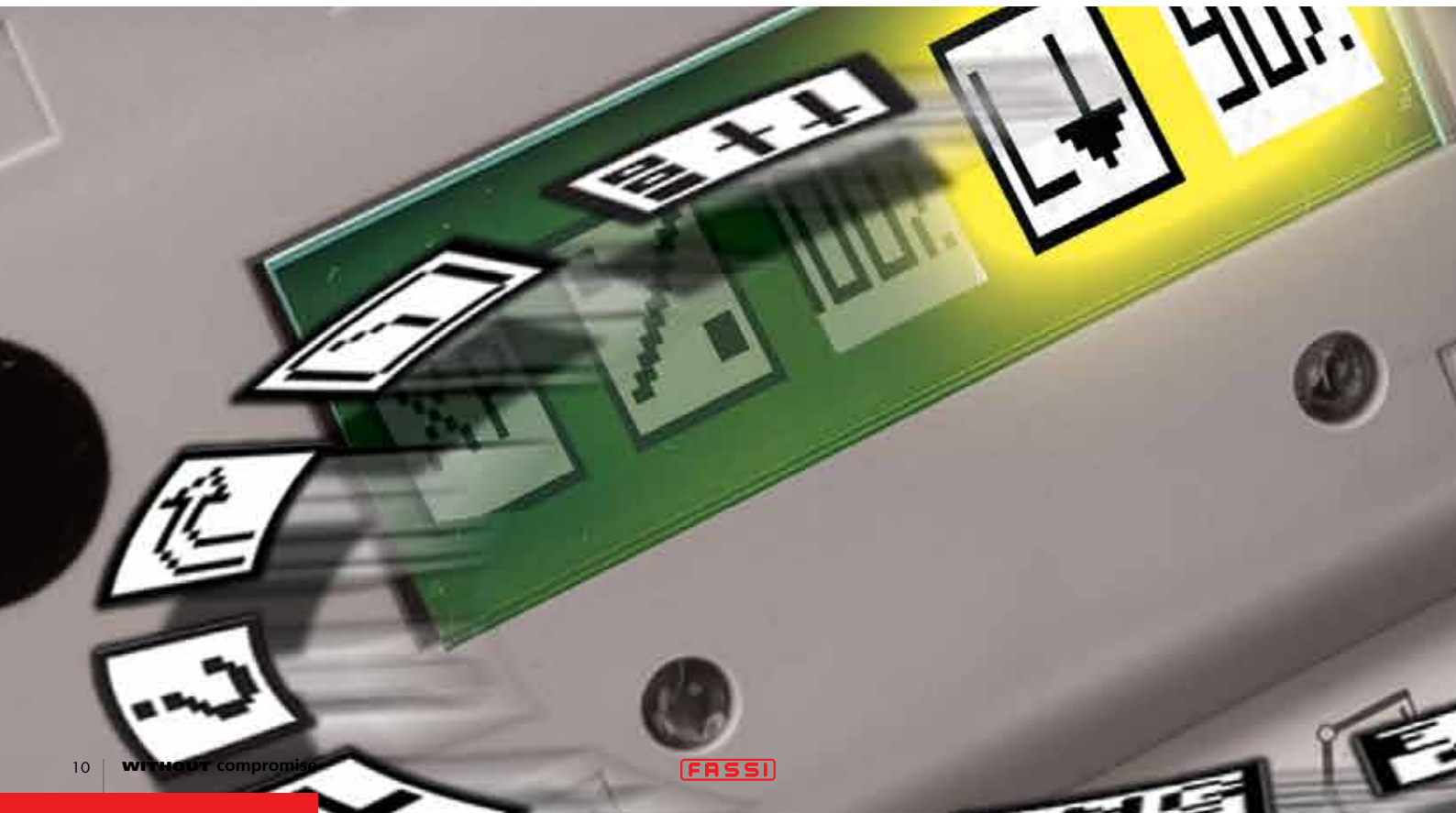


## The decision to **INTEGRATE ELECTRONICS IN THE CRANE**

**Fassi was the first company in the sector to realise the importance of introducing electronics to cranes**



Thanks to electronics it is possible to provide real-time control and to monitor the huge amount of information involved in crane operation and movements; parameters that change continually according to the working conditions. Electronics mean that the situation can be kept under control at all times, preventing risk conditions. Fassi has shown that electronics are not "optional", but the strategic factor thanks to which the user can work to the best possible advantage.



## Precision of movement

Integrated electronics are essential to move a crane with great precision. An example of this is the Fassi IMC system, a co-ordination system that ensures optimum performance of the hydraulic devices to give accurate, precise control of the many hydraulic functions in a Fassi crane.

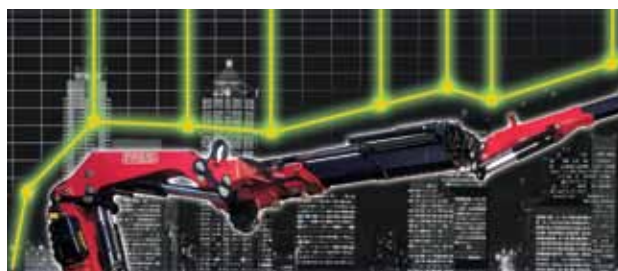


## Better performance

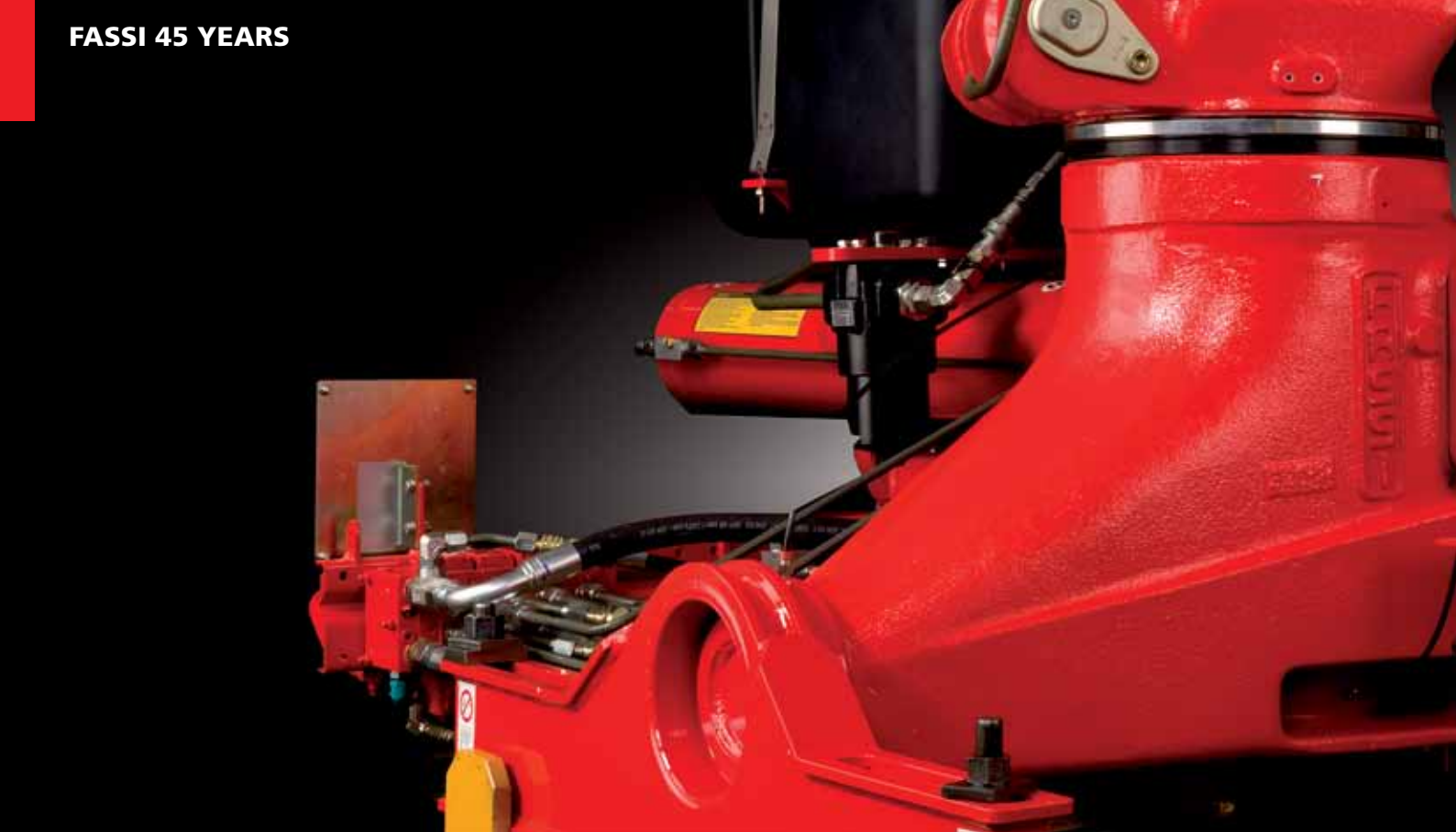
Again thanks to electronics, the best possible crane performance can be achieved: for example, with the ADC System the working speeds are optimised and therefore improved according to the load being handled, eliminating any swing produced by the movements themselves.

## 1997: Fassi starts experimenting with electronics

As early as the Nineties we opened a department within the company to experiment and test the use of electronics on our cranes. The first to be subjected to these tests were the XF and XP systems, which are still fitted as standard accessories on many of our cranes.







## The decision to **GIVE PRIORITY TO CASTING**

**Casting produces monolithic pieces that require no welding, in the ideal shapes for base and column**

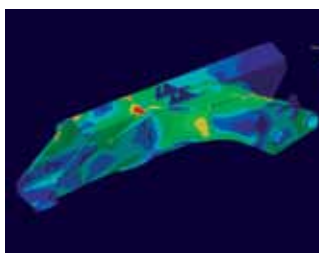


The decision to use cast elements for the base, column and other structural components in the crane allows to achieve levels of reliability, particularly in terms of working life, that are impossible using welded components. It is for this reason that Fassi has adopted cast elements for almost all its products. Particular care is given to the casting process, which takes place in co-operation with specialist suppliers. The entire casting system used by suppliers is analysed by Fassi technicians and must comply with precise specifications. The same rigour is also applied to the tests, which are aimed at preventing casting faults like cracks and blowholes. These processes are approved by Fassi for each casting operation and verifications include controls using magnetic particles, penetrating fluids, ultrasounds and X-rays.



### Casting quality

Cast elements are made of special steel and cast iron, with high mechanical characteristics that are comparable with those of high resistance steels. The physical and mechanical characteristics of castings are “approved” by Fassi, which carries out strict tests on each individual piece.



### Project, prototypes and fatigue tests

Each new Fassi crane project is tested, with prototypes that are subjected to massaging fatigue tests: at least 200,000 loading cycles in the actual conditions to be faced by the crane

### Over 45 years less than 0,02% of non-conformities of cast bases have been reported

The procedures adopted by Fassi, which feature extremely meticulous testing, translate into a level of reliability that is confirmed by the figures: almost zero problems.











## The decision to **USE "MADE IN FASSI" CONSTRUCTION**

Fassi cranes are made in factories with a high level of manufacturing efficiency, which operate on the principle of in-house management of the entire process

### Working as a team

The Fassi company system now numbers 10 factories, all of which are located in Italy. A real "crane district", capable of creating over 90% of the company's products using the resources of individual, highly automated units.



### Innovative process automation and manual tests on the finished product

A significant example of the process innovation in Fassi factories is the FMS - Flexible Machine System - robot-controlled welding station, which allows immediate, automatic changes of welding program according to the piece to be processed.





## The decision to **BE "HONEST" ...**

... starting with the decision to publish the dynamic figures for our cranes, even though many competitors only give static figures



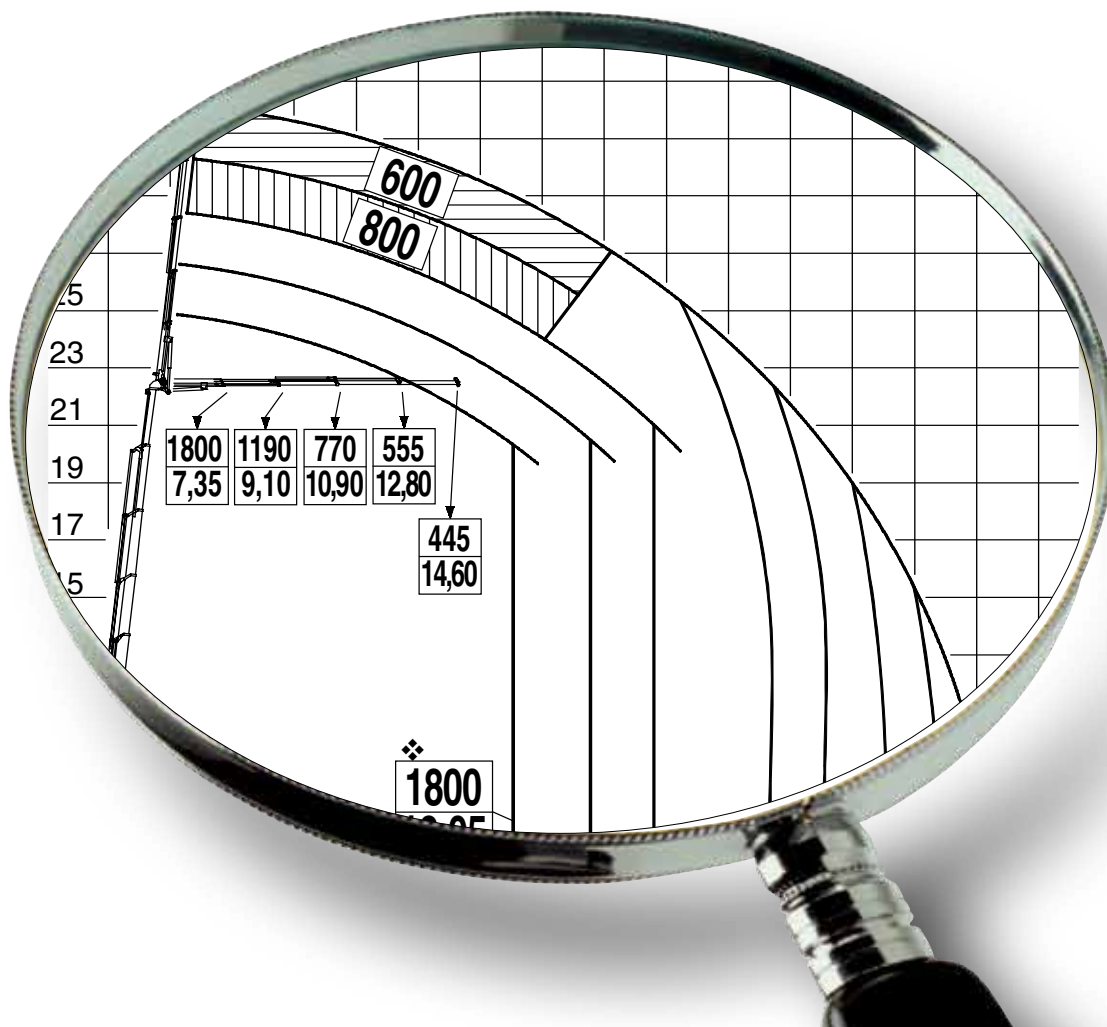
Fassi load diagrams are drawn up to show users the figures for their crane's actual load characteristics (dynamic load capacity)

**Fassi load diagrams indicate the rated loads that can be lifted at any given point in the diagram and the reaches are net of any deformation in crane structure.** This means that the capacity is expressed based on the ratio between load that can be lifted and distance from the crane column.

This enables the user to learn the actual working capacity of the crane he intends to purchase.

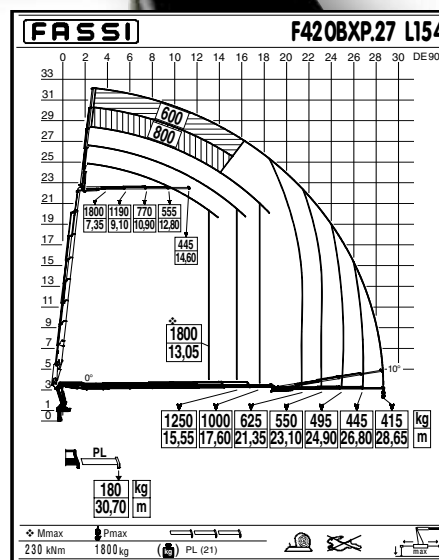
Fassi is involved in training its dealers all over the world, so that they have a thorough knowledge of its cranes and the innovations used on them

The plans and training activities aimed at dealers, which are organised both in house and on the premises of the dealers themselves, mean that the sales network is constantly updated and trained and capable of responding to the expectations of users.



**Fassi has always been responsible for the quality and efficiency of its cranes and their components**

The Fassi guarantee is a form of concrete security for every customer, with effective coverage of the "crane value". The Fassi spare parts warehouse ensures that parts are constantly available for all the cranes manufactured, even when they have been out of production for more than 10 years.





# www.fassi.com - upgrade 2010

Changes in navigation, which immediately centres attention on the crane, its distinctive features and a gallery of 1.000 pictures of cranes at work.

## **Crane section**

The section dedicated to the product has been arranged in four areas: heavy, medium, light and special cranes. A list of the models opens when you click on each of the four areas. For each model there is a description of basic characteristics, together with a picture of the crane. The "Product information" button can be used to access the photo gallery for the model or to download the brochure. The "Info" button can be used to request further information.

## **Gallery section**

The availability of a repertory of pictures for every model of crane at work is a good opportunity for those looking for the machine best suited to their needs. For this reason the new Fassi web site provides a photo gallery that shows various different lifting situations, in a wide range of sectors and with photos taken all over the world. The gallery appears to the user in the form of an interactive album that can be scrolled through.

## **Magazine section**

By clicking on the link "Fassi magazine" you can access a page with a table of contents for the articles found in the most recent issue of the magazine. This table of contents is associated with several pictures that are also on the pages of the magazine. Also on this page there is a menu with the complete list of published magazines. Each issue can be downloaded in pdf form and can therefore be stored and consulted on your own computer. Using the "Info" button you can access a form to request a free subscription to the magazine.



5 languages  
and more  
than 90  
countries



# Fassi at BAUMA: a long history of innovations and personal involvement

For the past 29 editions, Fassi has been present at Bauma with its innovations and experience.

## NEW FASSI PRODUCTS AT BAUMA

### Presentation in advance of the Hawe distributor

This new distributor is foreseen for the whole range of light cranes: starting from the Micro and ending with the model F160AXP. It represents the logical consequence of Fassi's design philosophy, which foresees the extension to the whole range of cranes, even the lighter ones, of the same ideas of development, performance and safety that were initially introduced to the more imposing models. The features of the new HAWE distributor ensure maximum multifunctional abilities, excellent working speeds and smooth, precise operation in all working conditions.

### The new F100AT/F120ATXP

A model that enriches the Fassi range dedicated in particular to installation on car recovery vehicles. The new F100AT/F120ATXP takes the form of a crane with limited weight and dimensions and great versatility.




### The new F240D/F260DXP

A powerful, fast crane, as requested by the market, with a reach that is one of the best in its category thanks to introduction of the version with six extensions, and above all with a reduced weight. A new generation medium crane, excellent for all users who require a model that is fast and at the same time has good lifting capacity performance.

### The new XP range

Considering the advantages that this device offers to users of its cranes, Fassi has decided to extend it to a wider range of models. Six light-weight cranes that can now take advantage of a power reserve, to face all the most severe working requirements, particularly in situations where the watchword is precision of movement.







### **29 editions of BAUMA and 45 years on the market**

*To celebrate its 45th anniversary, we thought it only right to dedicate a space regarding the historic presence of Fassi and its dealers at Bauma. A display case that Fassi has been attending right from the first edition, for three reasons of particular interest: to take stock of the state of its own research, compare itself with competitors on new technologies and present new additions to the range. An unforgettable edition was the one in which the Evolution project was presented, a milestone in the history of Fassi. Years that have seen the Fassi brand gradually growing and gaining the position of leader in innovation.*

bauma  
2010

NEWS FASSI

## A look in advance at the new Hawe distributor

With this new distributor Fassi extends the technology on offer for hydraulic control to models in the light-weight crane range.

The new Hawe compensated proportional is foreseen as option for the whole range of light cranes: starting from the Micro and ending with the model F160AXP.

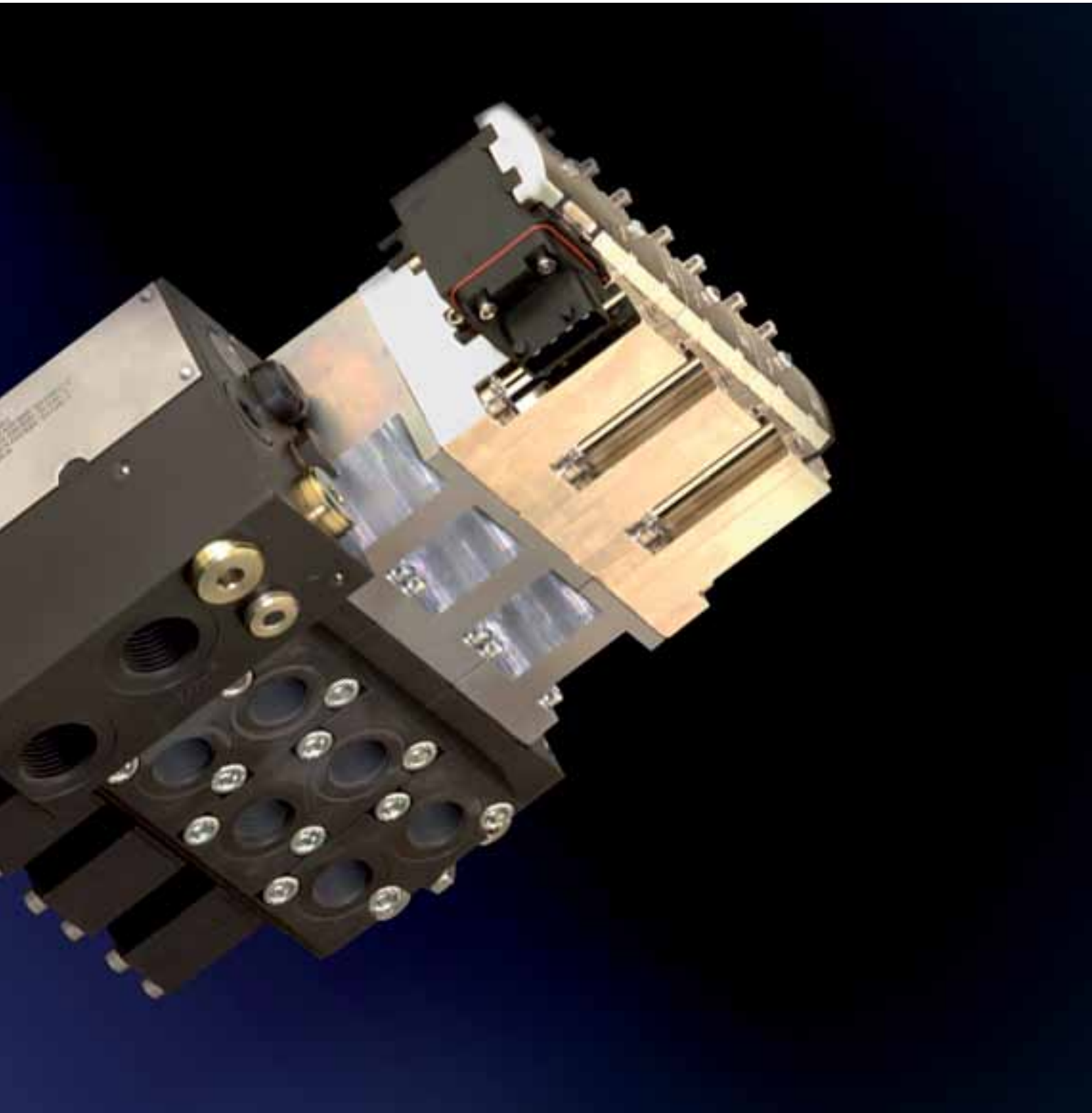
The features are similar to those of the latest generation Fassi distributors, ensuring maximum multifunctional abilities, excellent working speeds and smooth, precise operation in all working conditions.

The Hawe distributor allows several movements to be carried out simultaneously, managing speed and precision of movement in the best possible way thanks to the fact that the outgoing

oil pressure is kept constant regardless of the manoeuvres being carried out or the loads being lifted or moved. Its limited dimensions make it particularly congenial for smaller cranes up to an oil capacity of 45 l/min maximum.

Optionally, it can be combined with new concept CAN Bus digital modules, allowing configurations with Fassi RCS or RCH radio controls, with the device that controls dynamics (ADC), with the Electronic Flow Sharing system and enabling integrated management of the machine thanks also to the FX500 electronic control unit.









## The new XP range for light-weight cranes

The Fassi Extra Power System is now also available for the light-weight range of cranes. A power reserve, to face all the most severe working needs, particularly in those situations where the watchword is precision of movement.



### The new range

Presented for the first time at BAUMA 2010, the new range of light cranes equipped with the XP device is available in six models: F55AXP, F70AXP, F90AXP, F105AXP, F120AXP and F160AXP.

### The XP (Extra Power) system

Maximum power and extreme precision of movement. These are the potentials and advantages of the Fassi Extra Power system. This system allows use of an energy reserve that it 's made available when it is most needed. The system activates a power surplus, reducing the speed of crane movements but at the same time increasing the lifting capacity. The operator can turn the device on with ease using the control handle of the radio, and in this way can complete any operation in full safety. The XP system can thus be used to overcome with ease even the most complex situations, without ever endangering the performance and safety of the crane.



### Main technical characteristics

- F55AXP** - lifting capacity 5.00 t/m - max hydraulic reach 9.25 m
- F70AXP** - lifting capacity 6.85 t/m - max hydraulic reach 10.30 m
- F90AXP** - lifting capacity 8.50 t/m - max hydraulic reach 11.10 m
- F105AXP** - lifting capacity 10.05 t/m - max hydraulic reach 12.25 m
- F120AXP** - lifting capacity 12.30 t/m - max hydraulic reach 12.30 m
- F160AXP** - lifting capacity 15.85 t/m - max hydraulic reach 14.70 m



## The new F240D/F260DXP

A powerful, fast crane, as requested by the market, with a reach that is one of the best in its category thanks to introduction of the version with six extensions and above all with a reduced weight.

**The newborn is a concrete example of Fassi WPL concept:**

**- Weight  
+ Performances  
+Life**

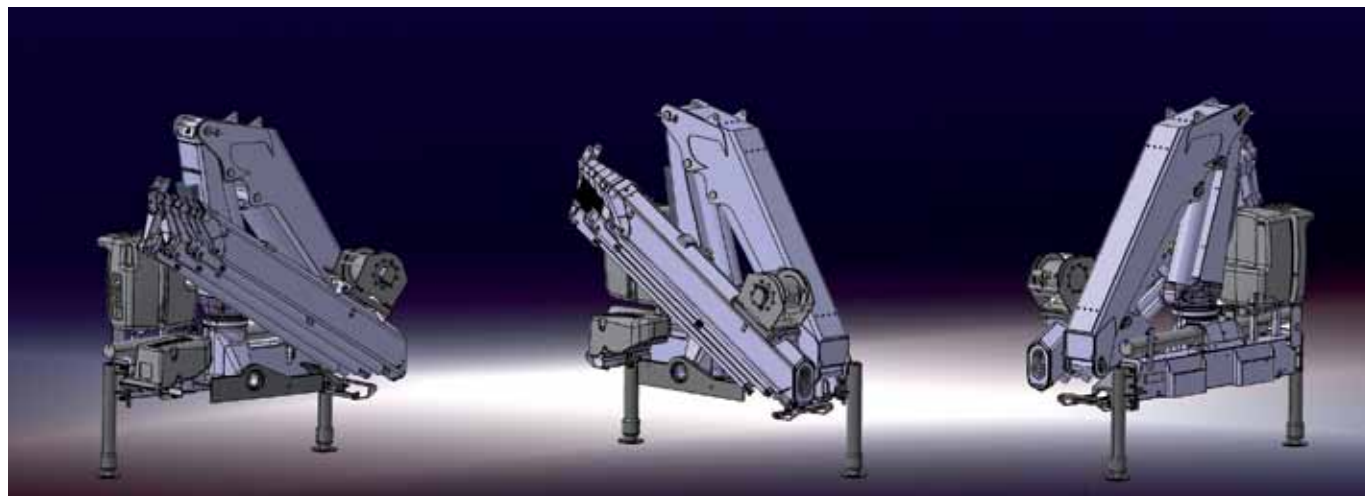
The WPL is the new border of Fassi design oriented to develop high performance machines with limited weight. A reduction in the weight that eliminates all the superfluous without affecting the working life and the safety of the crane. It's from here that our lowest possible weight comes, to guarantee the highest possible quality.

### All the available configurations

This new Fassi crane will be available in a more performing configuration, with the XP system, again in the .22, .23, 24, 25 and 26 versions. Combination with the jib L214 is foreseen as standard for versions .23 and .24, while version .25 will be combined with the jib L102. To complete the available configurations there are also three C versions with a short outer boom, allowing the .23, the .24 and the .25 to have greater under hook lifting heights and thus enabling vertical lifting of bulky loads close to the column.

### Features

- Particularly reduced weight
- Available in versions with 2, 3, 4, 5 and 6 hydraulic extensions
- Fassi S800 distributor
- Predisposition for installation of higher category distributors and/or radio control
- Lifting capacity equal to 22.5 tm for the version .24
- Hydraulic reach equal to 16.80 m for the version .26

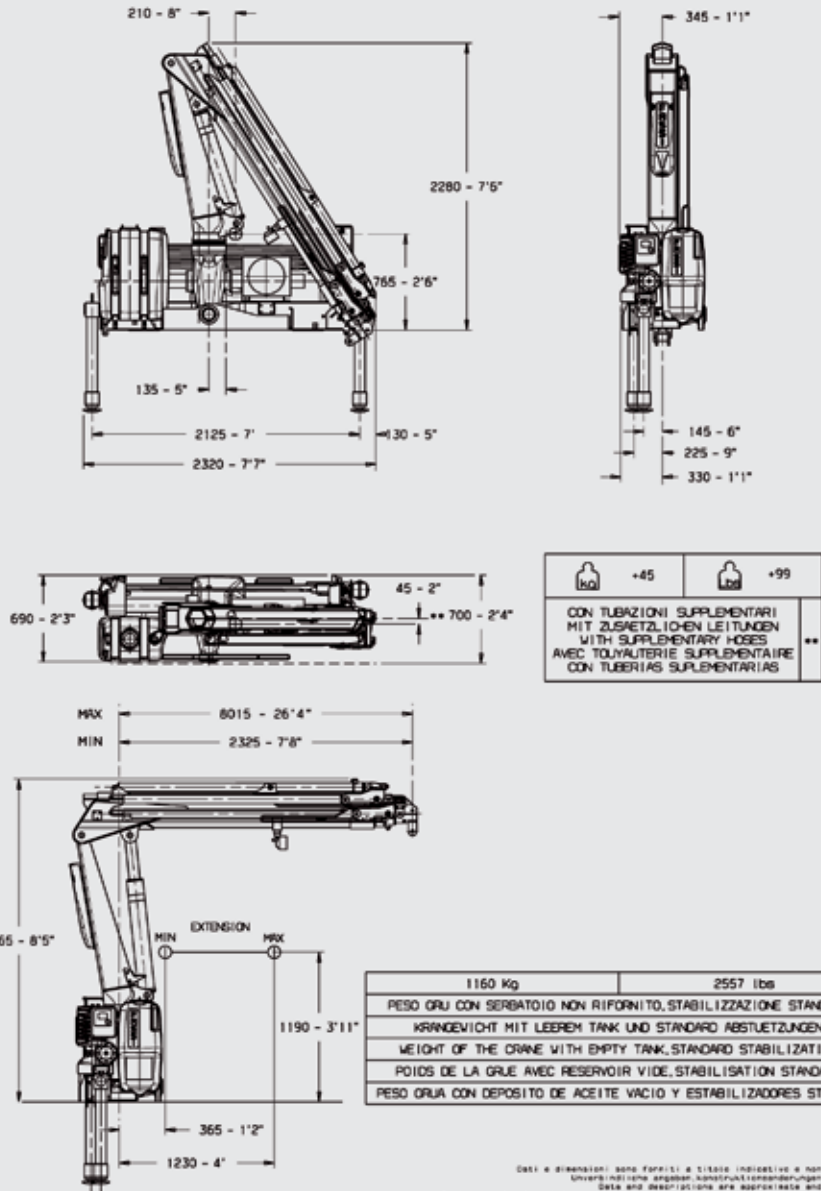






Fassi F100AT

Fassi F120ATXP





### THE NEW MODELS

#### F100AT

LIFTING CAPACITY: up to 9.4 tm  
 MAX HYDRAULIC REACH: up to 8.00 m

#### F120ATXP

LIFTING CAPACITY: up to 10.3 tm  
 MAX HYDRAULIC REACH: up to 8.00 m

### THE EXISTING RANGE

#### F130AT

LIFTING CAPACITY: up to 12.3 tm  
 MAX HYDRAULIC REACH: up to 10.05 m

#### F150ATXP

LIFTING CAPACITY: up to 13.3 tm  
 MAX HYDRAULIC REACH: up to 10.05 m

#### F170AT

LIFTING CAPACITY: up to 14.9 tm  
 MAX HYDRAULIC REACH: up to 10.05 m

#### F190ATXP

LIFTING CAPACITY: up to 16.0 tm  
 MAX HYDRAULIC REACH: up to 10.05 m



## Addition of the new F100AT/F120ATXP to the T series

A model with particularly limited weight and dimensions, it is ideal for use on vehicles designed for car recovery

Initially designed and built to satisfy the lifting needs of car recovery vehicles, Fassi cranes of T range are now used in those situations that require a crane with excellent lifting capacity and high performance, but at the same time limited weight and dimensions. These characteristics stand out in particular in this new F100AT/F120ATXP, which positions itself at the bottom of the range. With a lifting capacity of up to 10.3 tm and a hydraulic reach of up to 8 m it shows itself to be a very versatile crane, a "light-weight" that when it comes to work is perfectly able to stand up to more high performance models.





# Works of art transported from London to Montecarlo

Lifting and transporting works of art is a particularly complex test for a crane. This is how Fassi cranes behaved in the prestigious scenario of the Principality's Oceanographic Museum..

The company Charles Russell Transports Group of Gloucester, in south-west England, has a considerable reputation in the transport of "special" loads like sculptures and works of art, even of considerable and very considerable size. These experts, with their faithful Fassi cranes, were assigned the task of moving works of art from certain locations in the UK to the Monaco Oceanographic Museum in Montecarlo. The men from Charles Russell Transports are used to dealing with extremely delicate and difficult jobs, such as moving and transporting articles of value (aeroplanes, boats) and above all works of art. When you are dealing with a sculpture (the pieces in question are almost always unique), it requires a level of attention that goes far beyond what would be required for other loads. Then it is necessary to take into account the requirements in the field, for example how to carry the sculptures exactly to the place where they must be displayed, outside but also inside museums and art galleries. When working indoors this sometimes means passing through doors or other openings that are less than one metre wide.





*Russel Transports works with a fleet of vehicles that have loading capacities of up to 80t, modern articulated vehicles and trucks that have also been carefully selected for their low environmental impact. Most of these vehicles are fitted with cranes and for some time now the company's choice has fallen on Fassi cranes.*





To respond to these widely varying needs, Russell Transports works with a fleet of vehicles that have loading capacities of up to 80t, modern articulated vehicles and trucks that have also been carefully selected for their low environmental impact. The majority of these vehicles are fitted with cranes, and for some time now the company has chosen to use Fassi cranes, taking into account the ability to have both the widest possible range of models, and performance levels suited to specific Russell Transport work on the market.

The company offers a full range of services throughout the United Kingdom, in Europe and worldwide, including the various needs involved in maritime transport, to any destination.

An interesting example of Russell Transports' activities is the recent transport of several works of art from England to Montecarlo, in the Principality of Monaco, to take part in an exhibition held at the Principality's Oceanographic Museum. Transport involved the use of spe-







*The Monaco Oceanographic Institute and Museum stands at the foot of Monaco Castle, directly overlooking the Côte d'Azur. On the second floor, suspended 85 metres above sea level, is a spectacular terrace with a view of the cliffs. The museum promotes public awareness of the ocean, through permanent and temporary exhibitions.*









cial vehicles, bearing in mind the size of the statues. From a point of view of lifting technology, they used Fassi F950AXP and F1100AXP cranes, whose performance levels enabled them to meet needs that combined the considerable weights to be lifted and the precision required in movements. Working in the Principality's museum meant dealing with complex logistics in terms of moving the works.

The company provided personnel specialised in use of the cranes and in all the various lifting procedures, to position the statues in various parts of the museum.

MAIN SALES DEALERS		"The also stops" by searching FASSI	
A	Kearns & Murlagh	Ireland	02830-268720
B	Central Crane Technicians	MI North	01246-889886
C	The Crane Centre	MI Conidor	01270-713435
D	Transactor Services	MI South	01882-764342
E	Walker Crane Services	London & S. East	01708-867251
F	Craney Systems	MI Conidor	01952-733088
SALES & SERVICE POINTS		FASSI crane parts stores & parts	
G	Cranes	North East	01914-111889
H	S W Commercials	Devon / Cornwall	01208-820418
SERVICE POINTS		FASSI service & parts	
1	Mobile Engineer x1	Aberdeen	01226-889779
2	Mobile Engineers x2	Glasgow	01206-889779
3	Forshaw Engineering	North West	01254-831488
4	Truck Hydraulic Services	Midlands	01520-510091
5	Lenswale Hydraulic Services	Norfolk	01603-872403
6	Proten Engineering	Wales	01945-588476
7	Cranes Ltd	Oxfordshire	01844-208652
8	Faestere Services	Hampshire	01489-565777
9	Smita Mechanical Services	South Wales	01696-652323
10	T.G.M.S.	MI Conidor	01977-629311
11	G.P. Services	Somerset	01983-362888
12	County Cranes	Southampton	07830-811380
13	Creighton Commercials	Devon	01365-772417

**Helpdesk 01926-889779**  
Single point of contact

**Fassi UK Ltd**

Fassi operates in the UK market through its daughter company, whose headquarters are in Warwick, that manages a diffused network of sales and after-sales centres in the whole country.

Fassi UK Ltd is a founder member of the Association of Lorry Loader Manufacturers and Importers; it's certified ISO 9001:2008 which assures the highest control standards with the aim of a continuous improvement.

Fassi UK Ltd offers complete services as for crane sale, installation and post-sales services: helpdesk with a single contact point, preventive maintenance contracts, original spare parts supply.

Fassi UK Ltd is also involved in the training activity of crane operators in collaboration with ALLMI ( Association of Lorry Loader Manufacturer and Importers).



# Erecting a large stage for the Beach Party

With over 4,500 guests and more than 8000 people present, the Nimshuscheid Beach Party is one of the most popular events of its kind in Germany. The focal point is the enormous stage, where artists and groups of musicians perform. Assembly of the structures was carried out by the company Udo Lenz of Winterspelt, using a Fassi F950AXP.

The company Udo Lenz, working in the field of scaffolding and overhead platforms, supplies producers from Brussels to Cologne with the scaffolding necessary for bridges, buildings, plants. During the summer season the call for stages to be used for outdoor events is very frequent. Recently, the company invested in a 4-axle Volvo, on which a Fassi crane model F950AXP was installed. "This crane", explains Udo Lenz, owner of the company, "gives considerable advantages, above all thanks to the turntable. The crane has a truly exceptional capacity, and with the jib it is possible to achieve a reach of up to 32 m.

Setting up the stage for the Nimshuscheid Beach Party is a significant example of the potential of the Fassi F950AXP crane and gives a clear demonstration of the advantages with respect to a traditional mobile crane, with a rigid boom that represents a restriction for various operations. In the case of the Fassi F950AXP, on the contrary, thanks to three articulated booms, the inner boom, the outer boom and the jib, it is possible to move loads on the hook much more easily than with a normal mobile crane. This type of crane is, in fact, capable of reaching points located under an obstacle, for example under the roof of a warehouse, passing through another obstacle, and it only requires very little headroom above the load that is being moved. A truck-mounted crane like the Fassi F950AXP is also capable of extending its loaded boom and



*Thanks to Fassi crane F950AXP, installed on a 4-axle Volvo, it was possible to proceed in the most effective way with the set up of the big stage for the Beach Party in Nimshusscheid. The use of the jib allowed to reach with the structures even the most complex and furthest points placed below an obstacle.*





then bending and “inserting” the load fastened to the hook, so that it passes between an overhead obstacle and another one beneath. From an electronic point of view, the Fassi XP (Extra Power) system is particularly useful: it can be activated in certain difficult situations, giving a power surplus right at the point when it is most needed, reducing the speed of crane movements in proportion and at the same time increasing the lifting capacity.

The MPES system (Multi Power Extension System) on the other hand makes it possible to work faster. It ensures a high

working speed with the extending boom, thanks to adjustment of the boom extension system in a manner independent of the extension sequence. Extension does not take place in a pre-set order, as all the extension rams have the same power and are connected in series.

Also extremely interesting is the exclusive Fassi ProLink system that allows the working angle of the outer boom to be increased by up to 12 degrees beyond the horizontal and that of the jib by up to 20 degrees. In certain working conditions, this can be of a great help.







**Fassi is in Germany with its daughter company Fassi Ladekrane GmbH**

*In this issue of the Magazine, mainly dedicated to Bauma, it is particularly significant to highlight the presence of Fassi on the German territory with its daughter company Fassi Ladekrane GmbH of Gründau.*

*The hard work and competence of our German representative, Mr. Wolfgang Feldmann, have enabled Fassi to grow on the German market, receiving positive feedback from extremely demanding customers, like for example the company Udo Lenz specialised in the transport and installation of large structures for events.*

*Fassi's continuing attendance and investments at Bauma, with the excellent relations that this trade fair helps set up on the German market, also owe much to the hard work of Fassi Ladekrane GmbH.*



