WITHOUT compromise

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Fassi Gru international magazine with information and updates

FASSI
CRANES WITHOUT COMPROMISE

Bianchi Errepi Associati

Balance of power

Energy and power, balance of forces for safe control of movement

FASSI

CRANES WITHOUT COMPROMISE

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In this edition:

We start this issue of the magazine with a topical subject: reduction in consumption and eco-sustainability. Fassi is involved in ongoing research to meet this challenge and help safeguard the environment. In this scenario an essential part is played by reduction in the weight of cranes, by the installation and for the future by working towards optimisation of the dialogue between vehicle and crane. In terms of new Fassi devices, we present the new FX500 lifting moment limiting device, which is designed to be fitted on light and medium-light cranes. The FX500 forms part of a design plan that sees electronics as an opportunity to improve both performance and safety. Fassi is involved in making specific installations and predispositions more versatile and rational, for instance the use of operator basket and platforms. Our focus section deals with this subject. There is a special presentation on the F1500AXP, which makes it possible to achieve lifting performances like those of mobile cranes. New market needs are satisfied for by the "small" F30 City, which is able to enter town centres and restricted areas without problems. The contents of the "cranes at work" feature is also extremely interesting, dealing with three cases in which Fassi cranes have met the expectations of users, whether these relate to excavations to lay gas pipelines, or setting up the Ferrari paddock at Formula 1 racetracks.

Reduction in consumption and eco-sustainability

Fassi research is involved on two technological fronts to limit fuel consumption: reduction of the weight of cranes and intelligent dialogue between the truck engine and the crane functionality.

Here at Fassi we believe that it is possible to implement choices that will allow a reduction in fuel consumption during the production cycle, but above all during day-to-day use of the cranes. A crane in motion always results in some form of fuel consumption, and it is on this aspect that it is possible to work and carry out adjustments that will reduce its impact. We are convinced that we can take an active part in achieving a more healthy, less polluted ecosystem. We share the efforts made by that part of the economy that looks to reductions in fuel consumption as a priority, with the dual aim of creating a state of wellbeing that is ecologically sustainable but at the same time does not penalise development, on the contrary encouraging it. As has been underlined during many of the most authoritative world economic forums, we are already in a position where industrial development can be reconciled with a greater attention to ecologically sustainable factors. It is a question of choice and of responsibility, as the new President of the United States also stressed during his installation at the White House. The more industrialised countries are decidedly orientated towards the application of manufacturing models and the creation of products along these lines. Emerging countries are also becoming aware that a greater balance between progress and the environment is, in the end, an advantage both for their present and above all for their future. The result of this scenario is that the points drawn up in the Kyoto agreement, the International treaty signed in 1997 which came into force in 2005, actually seem out-of-date with respect to what many nations and economies would like to do in favour of ecologically sustainable development. This goal, it is almost unanimously agreed, sees applied research as one of its key factors for change.

Reduction of crane and installation weights

Fassi is actively engaged in research on two parallel, yet connected fronts, which basically address towards reduction of crane weight and optimisation of the dialogue between truck and crane. The aim of reducing weight is above all in order to limit fuel consumption during movements of the truck. In order to achieve this goal it is possible both to reduce the crane weight, and also to take action on certain structural requirements in the installation. The decision to use high resistance steel for Fassi cranes means that there is a significant reduction in the weight of the heaviest machine parts, while at the same time these are made stronger and given an excellent physical and mechanical response to strain. The valuable high-resistance steels, which are supplied to us exclusively by world leaders in this sector, make it possible to build even larger cranes, while considerably decreasing their weight. Without the use of these steels it would be impossible to create a crane like the Fassi F1500AXP, or to make a Fassi F950AXP so versatile. Lighter cranes also means lesser “load” requirements on chassis and on reinforcements characterising the installations. This in turn means a further limitation of fuel consumption.

The new challenge: optimising the dialogue between vehicle and crane

The new area of research currently in progress at Fassi is aimed at making the dialogue between vehicle and crane pro-active and two-way. It is a question of electronics, of intelligent management of the powers involved using the vehicles power take-off. What we want to achieve is a constant interchange of information, so that the truck engine, and therefore its fuel consumption, is used exactly where and when it is needed, thus reducing wastage to a minimum. Once again, electronics have proved to be an important conquest for the evolution of this sector. And here at Fassi we are going ahead with advanced projects thanks to the experience gained in this area.


FASSI F1500XP

THE FUTURE IS IN ELECTRONICS

The Evolution project underlines how Fassi has anticipated the evolution of cranes towards electronics

Fassi was the first company in its sector to realise the potential of introducing electronics to cranes, and to understand how strategic the application of electronics might be in terms of performance and safety. Electronics is the technology that allows real-time control and management of all the information relating to operation of the crane when at work, as well as control of the devices dedicated to crane safety. Awareness of this resulted in the Evolution project, which was at the forefront of development for the entire sector. The project is based on electronic units that process the information received from a widespread network of sensors. The crane's "brain" processes the incoming data in real time, providing feed-back that is aimed at giving ideal control of the crane itself. Electronic management makes it possible to store incoming and outgoing information, thus creating a database for operation. This information is constantly available, simply by connecting a PC to the "memory", to give a complete and detailed history of the crane's working life. The experience gained by Fassi with the Evolution project represents know-how that is unique to this sector, confirming the competence of Fassi research.

The New FX500 Lifting moment limiting device:

Fassi has perfected the new FX500 lifting moment limiting device, which is designed to be fitted on light and medium-light cranes.

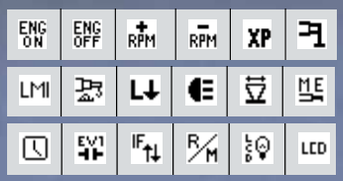
Today, at Fassi, each new technology is designed to be made available over the whole range of cranes. A witness to this modus operandi is the new FX500 lifting moment limiting device, developed to operate to its best capacity on cranes in the light and medium-light range. It should be remembered that this new system is born from the experience gained with the FX800 Evolution lifting moment limiting device.

The FX500 system manages the safety devices on the crane in a fully automatic manner and interacts to control performance and provide working and operational management, if the crane is fitted with a radio control, using the specific ADC (Automatic Dynamic Control), Electronic Flow Sharing and XP (Extra Power) devices.

The new FX500 controls the operation of various devices: rotation arc limiter, management of the lifting moment limiting device for one or two working zones controlling as well loads applied to the manual extensions, etc.. From a point of view of legibility and easy controls management, the FX500 lifting moment limiting device has an “icon type” control panel that is both rational and complete. The operator interface ensures full monitoring of functions and of the state of working conditions with respect to movements and the load. Finally, it must be noted that the system is expandable, as it is designed to be combined with additional devices, by means of simple assembly-installation-adjustment procedures that can be carried out at a later date.

Three buttons to scroll through working icons

These can be used to scroll to the right or to the left, in rotation, along the bar with 18 icons for the crane functions. Once the required function has been selected, press OK to confirm the command.



Dual function button

This button can be used to view the percentage pressure in the various hydraulic devices, or change the unit of measurement used on the display.

Home button

This button can be used to restore the pre-set conditions or go to the start menu.

Horn activation button

This useful safety function is available on the control panel.

Select data button

Simply by using this button you can select the various data and operating pages that are visible on the display.


Strip with 5 indicator LEDs
These indicate the percentage load, using various colours: green covers loads from 0 to 90%; yellow those from 90 to 100%; red indicates loads that exceed 100%
90%
100%
%
INDEX
OK
ENTER
STOP
FASSI

The advantages of electronics in crane management

The control and command systems used on Fassi cranes are used to manage performance and safety: an intelligent device for crane control.

The electronic solutions presented on Fassi cranes base their efficiency on the synergism between control of the machine and control of the dynamics. The data from the extensive network of sensors is analysed by the IMC and ADC systems, which also dialogue with each other. The control unit selects how to carry out the crane movements in the best possible way, identifies any safety issues and, if necessary, is also able to control itself automatically according to the load and the movement. This means that the crane is able to foresee and control risk situations, even in a fully automatic way.

Everything that is received and processed by the crane's "brain" is communicated in real time to the operator, on the remote control display or on the screen of the unit fitted on the crane.

The systems adopted on Fassi cranes are designed to allow the operator to operate the machine with the greatest possible ease and tranquillity in all working conditions. Design and prototyping of Fassi components has made it possible to adopt state-of-the-art hydraulic solutions and to perfect multifunction distributors suited to the various operating needs. The electronic systems are of fundamental importance in the synergism between pressure transducers and sensors, and allow activation of other functions that go beyond the standard ones required for management of crane operation and the load control systems. For example, it is possible to monitor the state of stability of the crane/truck unit, transmission of data relating to the pressure and lifting capacity of each ram, management of the winch torque limiter and the information required to work the crane in safety condition in the presence of manual extensions.

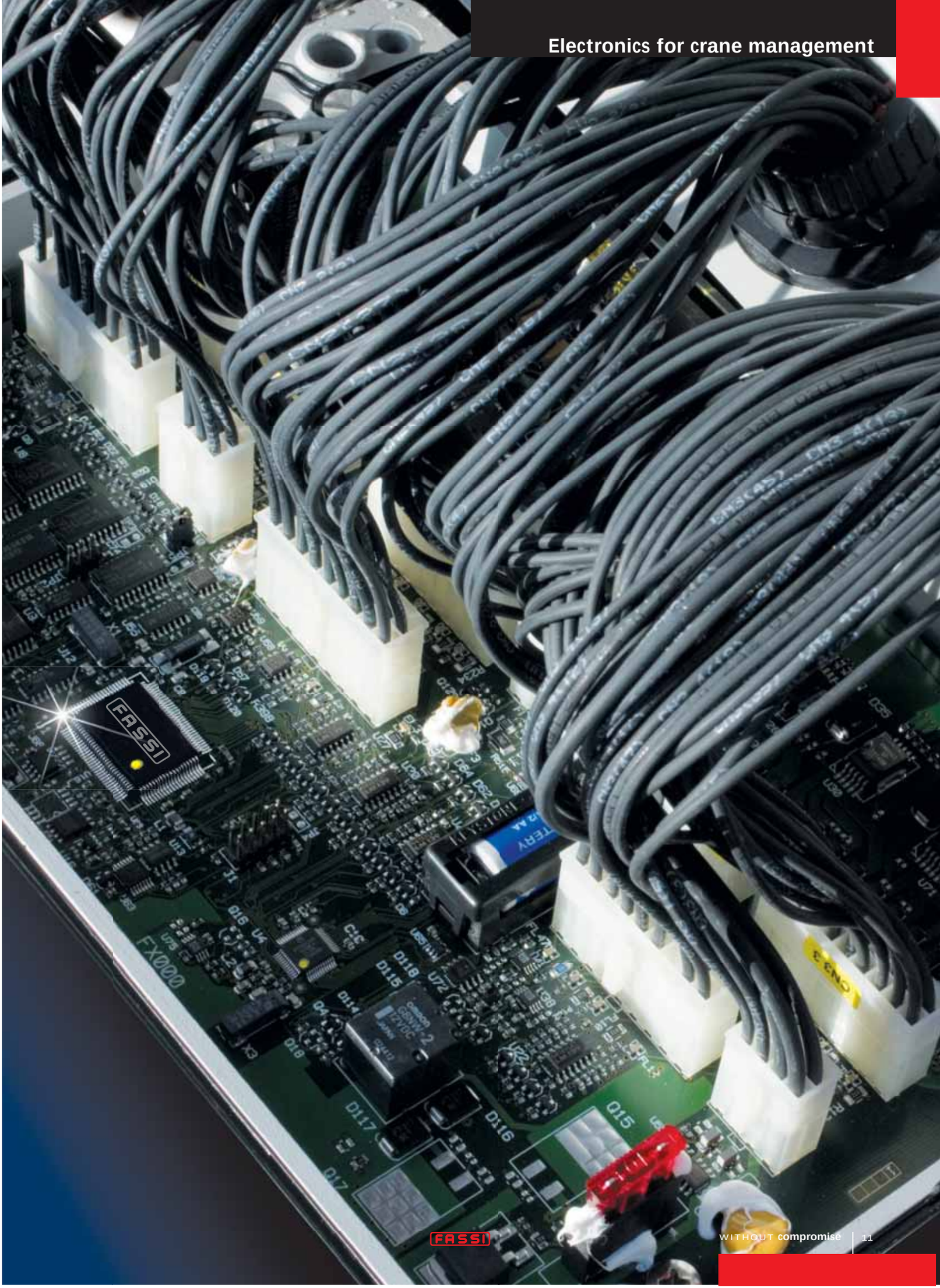
The memories fitted to Fassi systems are able to store the information on operation of the machine, allowing performance of tests on working efficiency, or transfer to an external computer the complete reports on the work carried out during a given period of time, or to obtain a general "history" of crane life.

IMC System

The Integral Machine Control system is the crane's "brain". It acts as a co-ordinator, receiving information from the various sensors and enabling or disabling the hydraulic devices.
It is the IMC system that selects the best possible working conditions, always informing the operator of the selection. The system can also be used in a fully automatic manner.

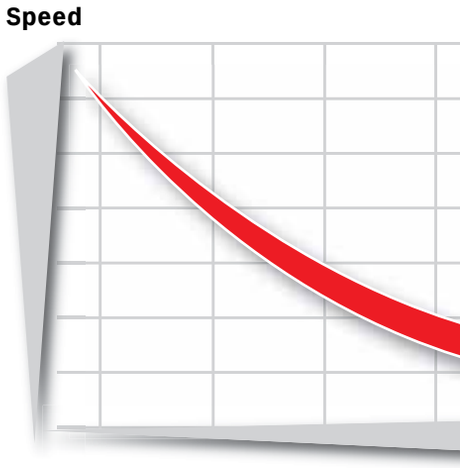
ADC System

The Automatic Dynamic Control system has been designed to control the crane dynamics, in particular so as to achieve maximum working speed according to the load being handled, cancelling out any swing produced by the movements.


FASSI
FX000

Flow-Sharing System

The digital modules in the hydraulic distributors are connected to the central unit by means of a “can-bus” data transmission system. Thanks to this technology, it is possible to adjust the oil flow rate with precision and relate it to the Fassi “Electronic Flow-Sharing” (anti-saturation) system. This system makes it possible to compensate for the tendency of the oil to prioritise functions that require less pressure to set in motion the various moving components in the crane.
This means that movements are always controlled, proportional and fluid, with a reduction in working time.



The crane sensors collect information

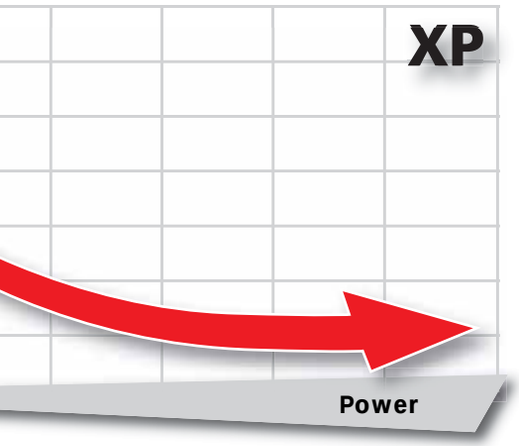
A widespread network of sensors ensures that Fassi cranes are given highly evolved feedback.

The hydraulic system manages movement

The cranes’ hydraulic functions ensure multifunction capacities, optimum speed and particularly smooth, precise actions.

RX System

The digital electronic technology in Fassi cranes has resulted in the implementation of new generation solutions in the control devices too.
Not only has it been possible to use graphic displays, but these are interfaced with a rotating function selector (Fassi RX system) on the remote control, just like the one used on the most innovative, high-range cars. Thanks to the RX selector it is possible to access the various crane function control menus, shown on the display as icons, to call up information and access programs at the touch of a finger.



XF and XP Systems

The Fassi technological innovation, based on the use of electronics, has made it possible to adopt systems that offer the crane greater speed and power when required. The XF system acts on the extension rams of the outer boom, adjusting the incoming and outgoing oil and increasing the speed of the extending booms considerably. The XP system, on the other hand, is a power reserve that can be used in the most difficult lifting conditions. This system activates a power surplus just when it is needed, reducing the speed of crane movements but at the same time increasing the lifting capacity.

The crane operator interface controls all the crane functions and safety devices

Crane predisposition for operator basket

According to the requests made by our dealers and the needs of users, Fassi is available to supply cranes that are prepared to fit operator baskets and aerial platforms. The predisposition is in harmony with the provisions of European standard EN280.

The ability to fit the crane with an operator basket or an aerial platform is an important opportunity that allows many different activities to be carried out at height in full safety. Baskets and platforms must, however, be considered as much more than just options or accessories, as they transform the crane from an ordinary lifting device into a device to lift persons, and are therefore subject to much stricter safety regulations.

In particular, Harmonised European Standards EN280 set very specific parameters with which those carrying out the transformation must comply. This is generally the fitter who installed the crane, who becomes to all intents and purposes the manufacturer of the operator basket, with all the obligations and responsibilities attributed to the manufacturer according to the Machines Directive.

Always with an eye to problems relating to safety, and to facilitate the job of its fitters, Fassi intervenes indirectly in the operator basket transformation cycle. In effect, Fassi offers the necessary predisposition in compliance with EN280 standards as an option for its cranes, to complete the fittings required for devices used to lift people.

Another important support to the operator basket fitter, which is also useful as a guarantee for the user, is the Certificate of Compliance issued following a voluntary examination by CENPI (a Notified European Body) as to the suitability of the crane for application of an operator basket. With this certificate, the fitter does not need to apply for approval from the crane manufacturer, and is immediately aware of whether or not the set-up is feasible.

Behind a crane that is “set-up” to carry an operator basket there is a large number of fitment elements that relate both to the software part, that is to say the electronics, and the hardware, that is to say the mechanical and electrical components that allow the basket and platform to be fitted and used in compliance with all the safety requirements.

As regards the software implementations, it must be stressed that the control unit is interfaced with the FX electronic system, for control and management of stability even in differentiated areas, the crane/outrigger interlock, partialisation of


F1100XP
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movements and inhibition of controls from locations that are not in the basket. The latter two functions, connected to use of the radio control provided, in safety class 3, foresee installation of a presence detector in the basket or in the platform.

Among the other predispositions that are of use for the fitter and to make transformation as rational as possible are the hose protections system: positioned along the crane's telescopic booms and the hydraulic jib, for the hydraulic feeding necessary for self-levelling of the platform, insertion of electrical cables for the emergency button and other electric services in the basket .

Finally, the predisposition kit for operator basket includes a digital coiler for radio/cable remote control, predisposition of the on crane distribution for the emergency pump connection, and swivel outrigger plates.

The crane predisposition by Fassi to fit baskets and platforms means you can work better and in full peace of mind: baskets and platforms interact with the crane control electronics, and the machine is in perfect harmony with current safety regulations.


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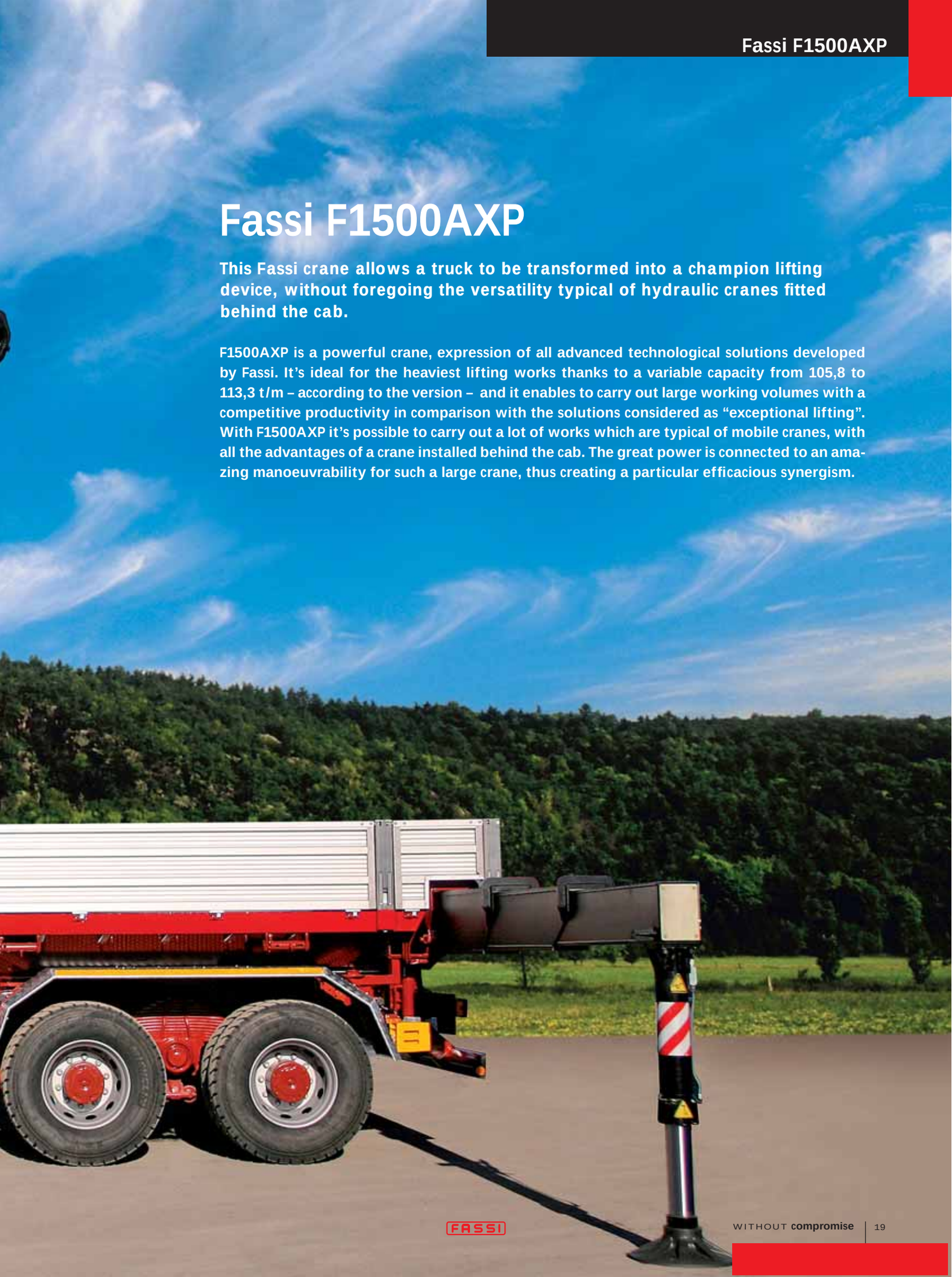
Fassi F1500AXP

This Fassi crane allows a truck to be transformed into a champion lifting device, without foregoing the versatility typical of hydraulic cranes fitted behind the cab.

F1500AXP is a powerful crane, expression of all advanced technological solutions developed by Fassi. It's ideal for the heaviest lifting works thanks to a variable capacity from 105,8 to 113,3 t/m – according to the version – and it enables to carry out large working volumes with a competitive productivity in comparison with the solutions considered as "exceptional lifting". With F1500AXP it's possible to carry out a lot of works which are typical of mobile cranes, with all the advantages of a crane installed behind the cab. The great power is connected to an amazing manoeuvrability for such a large crane, thus creating a particular efficacious synergism.

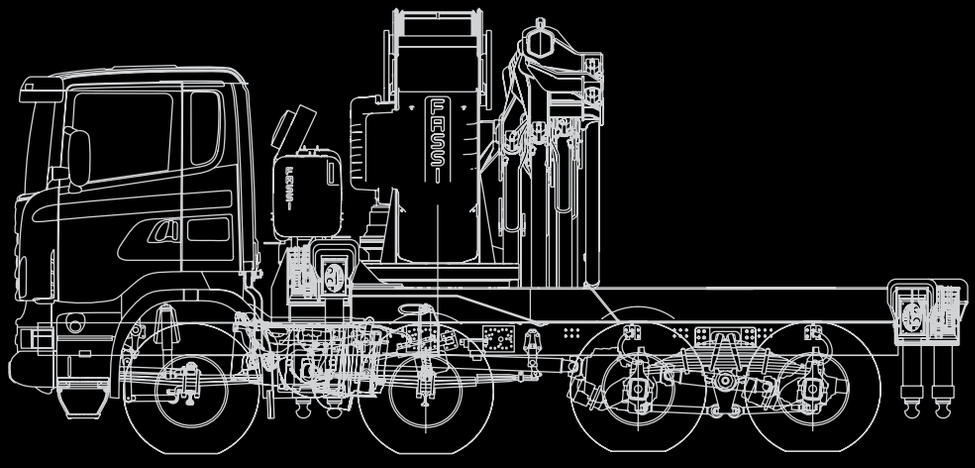


The performance can be further extended by fitting a boom equipped with a jib: additional hydraulic joint allowing an increase in the crane reach and, when the required height is reached, movement of the load horizontally with respect to the ground. All this without having any influence on the standard configuration, and therefore dimensions, of the crane when at rest. The F1500AXP adopts state-of-the-art systems and devices that are the fruit of research in this sector, which Fassi identifies using the concept of "Evolution". Thus we have the XP (Extra Power) system, which, together with the FX (Fassi Electronic Control System) load control system, acts on the crane's hydraulic power supply to reduce the speed of movement and increase the power in proportion, consequently also increasing the lifting capacity. The latter, in particular, checks and displays the crane loading conditions, including the manual extensions, and the lifting moment according to the stability conditions of the vehicle and crane, allowing operation in two distinct working areas.

The F1500AXP uses a compensated LS (Load Sensing) proportional multifunction hydraulic distributor, which when combined with the Fassi XF (Extra Fast) system increases sensitivity, guaranteeing great fluidity and speed during simultaneous manoeuvres. Another contribution to this result is given by the continuous rotation achieved with double ball track turntable with two motoreducers. The electronic fittings on the crane are completed by the ADC device which, acting together with the CAN-BUS IMC (Integral Machine Control) data transmission system, guarantees control of the speed in full safety according to the load being handled, limiting any swing caused by movements. Among other prerogatives of this model the Prolink function allowing the 20° pitching above the horizontal line of the six extension jib. In this case an electronic device guarantees maximum verticalisation in full safety, which for the inner boom can reach a maximum of 83°, a value that allows operation in restricted spaces and under overhead beams.

Control unit, digital distributor, radio control and ADC system are constantly working together thanks to the CAN-BUS protocol, and are co-ordinated by the IMC (Integral Machine Control) system.
These systems, together with the synergism between the double linkage system and the Prolink function, allow exceptional performance levels in maximum safety.

The F1500AXP crane has an extended base for integrated sub-frame installation that will limit the installation height.
This crane is available in LP (Low Profile) version with lowered base, or in a special version with incorporated supplementary outriggers and the crane in a central position, particularly suitable for removable installations.
Rotation is continuous on double ball track turntable with two motoreducers. The extension boom sliding pads are “force” fitted, to reduce vertical and side play and guarantee an extended working life; the adjustable lower sliding pads can be changed without dismantling the extension booms.

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More than ever before, now is the time for “City Cranes”

With the F30 CY, a 3 tm with three hydraulic extensions just 1.6 m wide, Fassi offers the ideal crane for moving and working even in town centres, where access is limited or restricted.

The traffic in town centres or in places where road access is difficult, for example old towns, creates a whole series of problems for those involved in transporting goods and materials. The increase in restricted or low access areas is accompanied by a need to respect precise regulations, set down by local authorities or by the objective limitations of the roads to be used. Then it is necessary to take into account exhaust gas pollution, which is sometimes a determining factor in what is already a complex scenario.

This results in the need to work with vehicles that are increasingly light-weight and with restricted dimensions, capable of getting into the narrowest spaces and overcoming the limits traditionally found with industrial vehicles.

It is no wonder that the market for “small”, light-weight and low-pollution transport vehicles is both flourishing and full of new proposals, offering solutions with extremely limited working dimensions and eco-sustainable engines.

With its F30 CY, Fassi is responding to these needs. Born from the experience in light cranes, the F30 CY has been designed with dimensions and characteristics that make it the ideal solution for small transport vehicles, of the type that are able to get into town centres and restricted traffic areas.

Here are some figures to give an idea of how the Fassi technicians went about the job: the F30 CY is just 160 cm wide, so that it can be fitted even to the “narrowest” of vehicles. This obviously also has an effect on the weight, turning the scales at just below 400 Kg, definitely much less even than some cranes with a lower lifting capacity. Because it is there that the F30 CY makes the difference: in spite of its “slimness” it ensures adequate performance levels in all working conditions. Its working abilities are truly surprising, bearing in mind that the F30 CY is able to move around easily and get to any location.


F30CY
1.60 m
80

Fassi cranes at work laying a methane pipeline

A working procedure organised with Fassi cranes and with mobile welding points located along the path of the gas pipeline

Methane gas networks are becoming of more and more central strategic importance, deriving from the need to make use of alternative, non-petroleum power sources. Creating new gas pipelines and maintaining them in full working order is one of the tasks assigned to energy distribution companies.

Services to lay gas pipelines continue to be provided in many of the most important economic areas, often in synergism with the onshore and offshore drilling activities of the main energy supply groups.

In order to lay the gas pipes for the pipeline created in the Modena area, the company assigned the contract turned to a specialist business that employs technology perfected for this specific job. This is what we can see in the job site we visited, which has the task of laying a 37 kilometre section of pipeline. The contractor for the work in question is SALP of Bagnara Arsa (UD). The special vehicles forming the pipe welding line have been constructed by Tractor System Villa of Fiorenzuola d'Adda (PC). These tracked vehicles have been fitted with Fassi cranes, which are used both to move the pipes, and to lift the welding cabins that move along the length of the gas pipeline.


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AUTOMATIC WELDING

A welding cabin that moves with the gas pipeline

The idea is simple: take the welding cabin exactly where it is needed, transporting it and positioning it at the joints connecting the two sections of pipe.

The self-propelled tracked vehicles, fitted with Fassi F65A cranes, first carry the pipes to the ideal welding position, then transport and position the cabin precisely. The cabin itself has the form of a tent, inside which are two welding robots and two operators. This equipment allows automatic, fast welding of the pipes in an environment protected from atmospheric agents such as rain, sun glare and above all wind. What we can see at work in the countryside around Mantova has already been tested successfully, and has become the consolidated working method in various

parts of Italy and elsewhere in the world when welding gas, oil, water, methane and oxygen pipelines. As well as rationalising operations, this has also great significance at environmental level: work is actually faster and less invasive, as it is not necessary for vehicles and people to remain in the fields for a long time. This attention to the environment on the part of the construction site is also shown by the fact that all workers are provided with bags for refuse collection. The construction site must leave no trace of its passing as it moves along its route.

The Tractor System Villa machine fleet

The tracked vehicles working along the gas pipeline on this construction site have been made to measure by a company from Piacenza, lead by Daniele Villa. He tells us: "The idea for these vehicles came from my father, a mechanic with over 50 years experience, who realised the advantages that might result in terms of efficiency and working speed. We perfected the idea, finally creating the Mach range of vehicles, which are now working all over the world.

On this site there are five tracked Mach3, two Mach2, again tracked, and three vehicles with normal tyres. When selecting the cranes to be fitted to our vehicles we turned to Fassi, through the dealer Tecnogru Fassi of Modena. We were looking for cranes that are both extremely efficient and very reliable, capable of hard work without creating problems. But that is not all: we also wanted them to be light of limited size, and easy to use".

"Remember that our machines are frequently working in job sites that are many miles from the nearest town, in deserts or forests. We must have cranes that can be counted on 100%. We are also extremely careful of what we do from an ecological and environmental point of view: for example, Mach3 is the only machine of this type in the world that has only one engine. This means we half the diesel consumption and therefore the exhaust emissions".

Fassi F65A: an untiring worker

The cranes at work on the vehicles produced by Tractor System Villa for the Snam job site are F65A, fitted directly on the Mach3 and Mach2 tracked units.

Its distinctive features include its working capacity and extremely limited working dimensions, which mean that it can be fitted directly behind the cab. Fassi quality translates into reliability even in the most stressful environments, helping the operator to manage the crane easily and in safety. In particular, the Hydraulic Overload Control provides automatic control of the crane's loading conditions and lifting moment according to the state of stability of the special vehicle/crane unit. The crane is fitted in the version with base and without outriggers, for installation on special vehicles without stabilisation. It has 2 independent, single-stage hydraulic extensions. A characteristic feature for this type of use is the oversized rotation power (9.6Knm), necessary to overcome the considerable slopes on which the tracked vehicle has to work.

The base and lower part of the column are in cast iron, for ideal distribution of stress and greater strength. The proportional hydraulic distributor ensures fluidity and fast action. More important still for the construction site work in question, is the care with which all the crane's hoses are protected. These are located inside the column, so as to prevent accidental wear and ensure proper operation.


F65
FASSI
TRACTOR SYSTEM
VILLA
TS MACH 3
AUTOMATIC WELDING
AUTOMATIC WELDING

Fassi and the Ferrari racing team

At every Formula 1 Grand Prix, there are two "red teams" in the limelight: Ferraris on the track and Fassi technology in the paddock, when the hospitality area is being set up.

The similarity of colour is almost perfect: red on red. The same passion for technology, which turns into pure performance. The Ferrari team has chosen Fassi performance for the lifting needs that arise from having to set up, one Grand Prix after another, its hospitality area in the paddock area.

As many as 11 large containers, making up the Ferrari headquarters and mobile workshop at racetracks all over the world. Taking into account the size and requirements of this job, the satisfactory choice of a F1100AXP was made. This crane combines extraordinary lifting capacity with a precision and versatility that allow it to work efficiently even in the extremely restricted spaces found in the race paddocks. The crane is fitted on a special 4-axle IVECO Stralis tractor model 500, which is likewise dressed in the Ferrari colours. The crane was fitted to the tractor by the FASSI DEALER OMC gru, based in Montebello Vicentino.

Every Wednesday before races arriving at the racetrack in a genuine “convoy” the hospitality area sets up its base camp. Considering the possible difficulties that may arise during lifting operations in the paddock area, which is usually packed with men and vehicles as well as being typically of very limited size, the F1100AXP has been fitted with an additional stability control to guarantee maximum safety even during the most delicate and complex phases of operation. For all lifting operations while setting up the paddock, the Ferrari team turns to the professional experience of the specialists from Pro.car, an English firm that recommended the Ferrari team to avail itself of the untiring and perfect services of the “red” F1100AXP.

Competitive versatility

Thanks to a large fleet of Fassi cranes, which have been in constant use since 1989, Gruas Y Transportes Caba of Barcelona looks to versatility as a competitive factor.

Grúas y Transportes Caba, S.L. is a transport company that for some time now has chosen FASSI quality as its working partner. The first of its FASSI cranes (a F250) was purchased in 1997 from Transgrúas Cial S.L., the Fassi dealer for the whole of Spain, and from that time forward the working relationship has never ceased. Neither has extension of the fleet of Fassi cranes. Machines of various tonnage have been added to the crane fleet: first a F60A, then a F165AXP, then a F235AXP and a F330B, right up to the F1100AXP.28 with radio control, 3,000 kg winch, and L426 jib. There is a predominance of heavy cranes: 4 F800A, one F600A, 2 F455AXP and one F450BXP. One significant point of interest: the current fleet of cranes still includes a FASSI model F8 purchased in 1989, which is still carrying out its work egregiously!
According to Juan A. and David Cabañero, managers of Grúas y Transportes Caba, what makes the versatility of FASSI cranes stand out is the "Evolution" system, that allows the crane to be configured precisely to meet the needs of the job in hand. "The electronics in Fassi cranes is a very important factor for us: both less experien-

ced and extremely experienced drivers can provide excellent performance, as the crane adapts to the needs of the user thanks to its versatility, multifunctionality and the ease with which it deals with each specific job".

Juan A. considers that "in a company like ours, the ability to configure each crane quickly and easily according to the actual needs of each user is a conquest: the operator can work with any one of the cranes in our fleet, simply changing parameters on the electronic display to get a crane that is "made to measure". For example: we are very active in distribution of delicate products like glass. It is delicate twice over: both when transporting and when positioning. But our operations also embrace many other sectors, and so we do not always need the same speed of movement: the fact that we can modify


FASSI
F65
Caba

the crane's response according to the type of work gives us an advantage with respect to the competition".

Ian Trenzano, Sales Manager of Transgrúas Cial, has a thorough knowledge of his customers' needs, and has the job of deciding case by case which model of crane and which configuration is ideal for them. "Another aspect that is greatly appreciated by Grúas y Transportes Caba is the after-sales technical service we provide for our customers".

Not without reason the after-sales service is one of the "strong points" of Transgrúas and one of the keys to FASSI's widespread presence on the Spanish market.

Although the company operates in a wide variety of different working areas, it has reached a high level of specialisation in power stations, particularly the work carried out at the Camarasa power station and in the substations throughout Catalonia.

For example, during the famous blackout of 2008 in Barcelona, Grúas y Transportes Caba, S.L provided valuable services in the generator sector for the entire city area, using heavy cranes to help solve the problem. The company has also provided its services to set up important installations inside the exhibition halls at the Barcelona Trade Fair.

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