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80 years of history, looking at the future

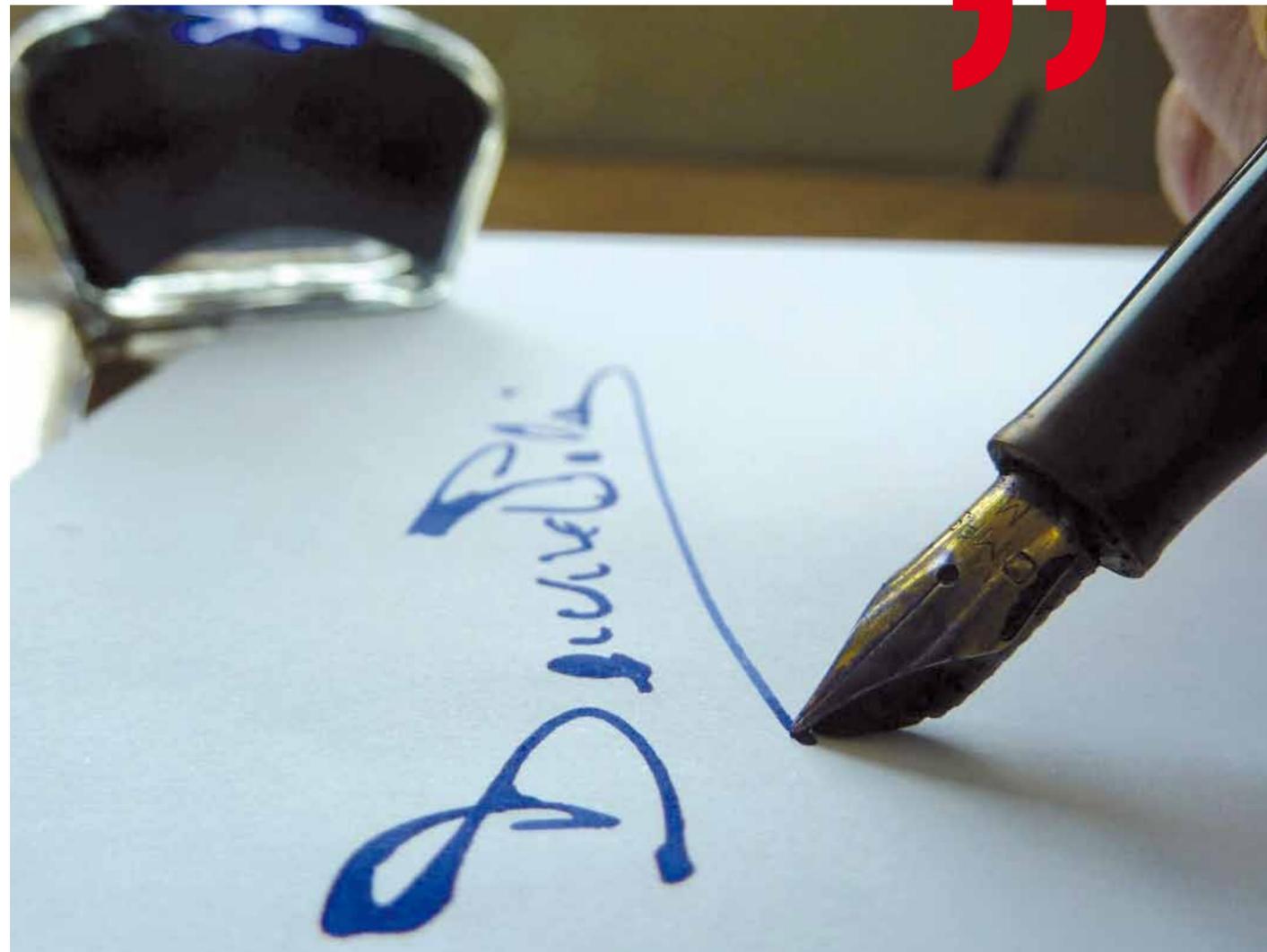
In 2015 Palazzani celebrates this year its 80 anniversary, looking at the future with experience, as the President Davide Palazzani remarks.

What is the first thought which arises spontaneously celebrating such an important birthday?

"Time goes by too quickly! This may be an obvious statement, but in reality it is a thought full of meaning. For those, like me, who live and work in this Company for a long time certainly is a gratification, but a necessary consideration comes. My family founded the Company in a society that can be defined even archaic, deeply tied to the land, when technologies were almost unknown. Today my daughter, as Sales Director of Palazzani Industries, has to deal with scenarios where technological supremacy seems to be more important than people are, where computer systems seem to dominate everything and everyone. In Palazzani, fortunately, we have always tried to keep people, ideas and dialogue as central values. We are necessarily innovators and our company is made of technology, but we believe that nothing can replace the sensitivity, intelligence, passion that is in the spirit of the manager and human soul. I am convinced that it is precisely for this reason that we have remained a "family" Company, even if we face the big globalized worldwide market challenging without fear and with good results. And it is on this centrality of people, instead of on financial numbers or pure engineering and manufacturing aspects, that we maintain our precise market positioning. Palazzani machines are quality products that differ and are popular because of the very high levels of productivity. I think that the synthesis of this macro plus is the concept of versatility. Our products, earth moving machines or platforms, can adapt perfectly to the needs of today's work, which require great flexibility.



Palazzani is a company with long history, specialising in Earth Moving Machines and Aerial Platforms project engineering and manufacturing. A totally Italian Company, which has been able to confirm its position and to expand its business in a global and internationally competitive market. Our customers are skilled people who recognise and expect quality, especially when it is the result of choices matching technology and passion. They continue to demand the highest quality which meets or exceeds their expectations. They communicate directly with the people at Palazzani who continue to create, innovate and produce the exceptional machines."



The hardness of the recent years global economic crisis has not a bit influenced this spirit and passion?

"Exactly the opposite. We stood up, we endured a real global economic Tsunami, thanks to the flexibility of our organizational structure. This does not mean that we haven't faced any difficulties. Still now we must pay attention to strategies and tactics. Also because we saw many of our Italian and foreign colleagues in crises for not having been able to adapt to these challenging conditions. We have also been quick to realize that we could no longer act on established models. Surely our range of Spider Platforms helped us a lot. We worked on a solid base of engineering, following our slogan SPIDERS ARE US, and at the same time we have improved elements and details, we have introduced more and more electronics without excess and in particular we launched new models, to offer a wider choice.

We also understood how building and construction sectors were moving, as well as need of ordinary and extraordinary maintenance of buildings, green areas, shopping centers, airports, just to name a few applications. Also in Earth Moving Machines Division we haven't stop innovating, improving various models of loaders and launching the new series of telescopic loaders".

What is your vision starting the 81st year of activity?

We'll use our knowledge, energy and skills to further evolve from the role of excellent producers to partners for our customers. The term partner may seem abused, but for us it is exactly this. It means that it's not sufficient only to manufacture excellent machines: we have to communicate to the market why quality is competitive and how investment can be amortized in less time.

So, we will start from the new contacts, worldwide, to transmit our philosophy until we demonstrate concretely how Palazzani products grant more productivity. Our objective is to build business relationships with our Dealers who share our values and identity, supporting them to spread Palazzani uniqueness in their market.



The world looks at Expo 2015

“Feeding the Planet, Energy for Life” is the core theme of Expo Milano 2015. An opportunity to reflect upon, and seek solutions, the contradictions of our world and an event not to be missed also to admire the original pavillon architecture.



Expo Milano 2015 is the Universal Exhibition that Milan, Italy, will host from May 1 to October 31, 2015. Over this six-month period, Milan will become a global showcase where more than 140 participating countries will show the best of their technology that offers a concrete answer to a vital need: being able to guarantee healthy, safe and sufficient food for everyone, while respecting the Planet and its equilibrium. In addition to the exhibitor nations, the Expo also involves international organizations, and expects to welcome over 20 million visitors to its 1.1 million square meters of exhibition area. The theme is particularly interesting: “Feeding the Planet, Energy for Life”. There’s a real need to make conscious political choices, develop sustainable lifestyles, and use the best technology to create a balance between the availability and the consumption of resources. Expo milano platform for the exchange of ideas and shared solutions on the theme of food, stimulating each country’s creativity and promoting innovation for a sustainable future, Expo 2015 will give everyone the opportunity to find out about, and taste, the world’s best dishes, while

discovering the best of the agri-food and gastronomic traditions of each of the exhibitor countries. The Countries attending the Expo have invested a lot also in terms of architecture and construction: the purpose is no limiting the exhibition to a traditional model, but interacting with the visitor since its impact to the structures. This made Expo area and its pavillons one of the biggest construction site in the world in one only platform: the most famous architecture studies and many young architects and designers have participated to get this event an absolute essay of the worldwide construction trend, in particular toward sustainable materials and bio-architecture. Palazzani Industrie is particularly proud of the fact that their machines have helped in achieve such a significant goal in terms of construction jobs.



Palazzani Earth Moving Machines and Aerial Platforms have been involved by various companies engaged in the construction of Expo platform and pavillons. When the event will start, all the maintenance activity of the structures and infrastructure, will be scheduled. The characteristics of Palazzani Spider Platforms, in terms of stowed dimensions, agility and executions, are the best access solutions in many areas around it.



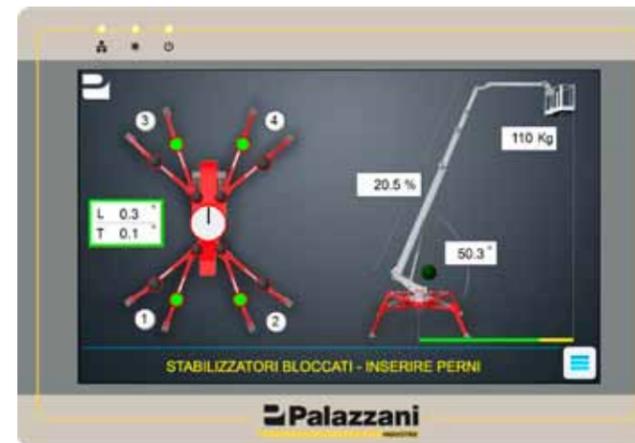
PALAZZANI INVITE YOU TO VISIT EXPO WITH SOME INTERESTING PROPOSALS.

If you plan a trip to Italy during Expo 2015, feel free to take contact with us. We have some interesting offers and solutions to keep your stay and visit easier and pleasant. Please, write to paload@palazzani.it indicating your schedule and specific logistic/operative needs.



Technological innovations for Ragno Palazzani

Palazzani Industrie has decided to introduce, on the whole range of Ragno platforms, some really significant news to improve and make platforms even more performant and customer-oriented, further than easy to use.



The first innovation concerns the main panel of the platform, which has been completely updated: the selectors have been replaced by a new range of controls, with universal symbols of immediate comprehension. The main switchboard has a larger display, with a simple graphic interface, functional and attractive: it shows the operator all information needed during the platform use in a clear way and easy to read. The new display is available in eight different languages: Italian, English, French, German, Dutch, Traditional Chinese, Simplified Chinese and

Sustainable energy and optimum functionality: Lithium batteries available for Ragno ECO - TZX Series

The Palazzani Ragno ECO, with fully electric AC + DC execution, is the most suitable solution to operate in-door with high autonomy, without connection to the electricity and zero emission. The TZX series is now available in ECO version with lithium ion batteries too. This technology enhances the performance of these machines and compared to the version with conventional lead-acid batteries, it offers various interesting advantages: reduced size and weight, no loss of efficiency if repeatedly recharged (unlike the lead-acid batteries), no need to self-discharge in case of non-use (less than 1% per month), no risk of leakage, less maintenance, much faster recharging time and longer autonomy.

Polish and other languages can be required. An important restyling is also on the control box to the basket: new lights, new switches and new joysticks. The latest news on control panels, combined with the last generation hydraulic system, improve even more the accuracy of the machine in every single movement. The continuous innovation by Palazzani aims to meet the customers growing needs and to offer machine more and more easy to use.

Three generations of Monti Family gathered in a Company combining customer focus and technological proposals innovation.



Despite the difficult economic situation in Europe and Italy, Lombardy region remains a pioneer in global economic scenario. A constellation of small and medium Companies form the supporting framework of an industrial, commercial and service system which is characterized by its economic strength and for the typical dynamism of its inhabitants. A significant Company of this business spirit is certainly Lombarda Noleggi, from Garbagnate Milanese, a town between Milan and Varese, located in the important area called Brianza. Three generations of Monti family are all present: Enzo, the founder and President of the Company, Livio his son and Manager Marco Corrado, his grandson and new entry who is already able to provide his valuable contribution. Founded in 1982, Lombarda Noleggi has grown constantly offering to the extensive clientele of Milan, northern Lombardy, Piedmont and also Switzerland a complete range of machinery for rental, especially lifting units, but also cranes, telehandlers and mini-excavators. The Montis are always attentive to keep their fleet up to date, modern

and replying the growing needs of their customers. In this perspective, Lombarda Noleggi didn't miss the opportunity to add to its fleet Ragno XTJ 43/C by Palazzani, a machine which the market received with admiration and success. "We chose Ragno XTJ 43/C," says Mr Livio Monti, "because of multiple considerations: to increase the units range we provide in our territory, to strengthen our presence in the spiders sector with a machine that reaches 43 meters of working height and to demonstrate that our Company meets the market challenges investing promptly on high technology products". "For this reason," Mr Monti says, "We chose Ragno XTJ 43/C, aware of the quality assured by Palazzani products. This is the fifth Spider platform we buy from Palazzani and all spider units we have in our fleet are only by Palazzani. We are their customers since 1995 and we appreciate the technological characteristics and which are definitely up to date on this product. "

Focus the customer

Cammi Group

Palazzani loaders in the machines fleet of one of the most important Italian Companies in the construction and distribution of building materials.



CAMMI GROUP S.p.A., founded in 1966 in Northern Italy (Brescia), is one of the most important and dynamic Italian Companies for the distribution and resale of building materials (cement, bricks, iron, insulation, roofing timber, ceramics and bathroom furniture). The business management, Cammi family and a team of professionalists, has developed and implemented a operative centres network over 45 structures in various Italian regions: Lombardia, Veneto, Emilia. The Group also operates through subsidiaries Companies (Cammi Centredil S.p.A. and Sined S.p.A.). A real logistic and commercial network, offering consulting, materials, technologies and integrated services for the construction sector. In 1994, on intuition of Mr. Sergio Cammi, the Timber Division was created, for the production of wood roofs with the most modern

technologies. Recently it has also been introduced the construction method of private and public housing facilities, made entirely of wood. "We've established a fruitful partnership with Palazzani Industrie S.p.A. over several years, choosing Paload wheel loaders in more than twenty operative distribution centers of the group. Of the models we use (PL 35, PL 145 and PL 155)" - says CEO Mr Alberto Cammi - "I appreciate their compactness, movements speed and most of all their reliability. My warehouses can never remain without wheel loaders. The Company plans plans to cover the entire fleet of wheel loaders by Palazzani units, within a few years. I also appreciate the short delivery terms and after-sales service provided by Palazzani".



500 kg hydraulic winch: now available for various Spider models.

Considering the clever idea and the remarkable success quickly achieved on the market, Palazzani has decided to apply the hydraulic winch on all models of Junior and Master series.



The hydraulic wire-winch of 500 kg, applied for the first time some months ago on Ragno TSJ 25/C was launched at Samoter 2014 exhibition in Verona and got immediately great interest and success from the customers.

This is the reason why Palazzani decided to apply this useful and clever equipment on various Aerial Platforms models, on crawler and wheel versions: TSJ 25, TSJ 27, TSJ 30.1, XTJ 32, TSJ 35, XTJ 35, TSJ 39, XTJ 43, XTJ 48 e XTJ 52.

The 500 kg hydraulic wire-winch is composed by a hydraulic motor, the certified rope of 7 mm diameter and of 25 to 46 m length, a certificate hook with 800 kg capacity and a wireless control for the rope lifting and lowering.

Among the winning aspects of this optional equipment, there is surely the versatility: a spider Platform for people lifting becoming a spider crane for material handling. The cage is, in fact, easily and quickly interchangeable with the hydraulic wire-winch without any effort. A special mobile support where the cage is placed during the work with the hydraulic wire-winch is provided. Palazzani Ragno can move with 500 kg hydraulic wire-winch with minimum encumbrances, and this is not possible with a standard truck crane.

A Company finds a lot of advantages using this application, most of all in construction sites of narrow dimensions, where a compact crane able to lift materials for the needed activity can be the only solution.

Further to this, of course the operators can be back to use the same platform for the normal aerial work too.

The Aerial Platform Ragno can therefore turn into a crane, which is very useful in construction sites, without losing any of its characteristics or safety.

PT 192, a telescopic loader for loading the furnace in the Company Alcafond

The typical versatility of this Palazzani machine, along with the potential of the double telescopic boom, is the ideal combination for the activity of this Company: continuous loading process for the refining of aluminum and light alloys.



The Company Alcafond, founded and managed by Messrs Gnali, is located in the industrious town of Casto in Valle Sabbia (Northern Italy), where Mr. Luigi Lucchini, an important and unforgotten Italian steel pioneer, was.

Alcafond is a specialized Company with a long and influential experience in the refining of light alloys, especially the secondary aluminum, designed primarily for the foundry industry for die-casting.

The main stage of its production process is the fusion of materials such

as collecting scrap, recyclable metals or processing residues, which are transformed into ingots.

The process requires an ongoing and particularly heavy activity to load the ovens, as well as difficult logistic situations for wheel loaders, which has to combine dynamism, power and ability to easily reach unconventional structures, placed at great heights or placed under complex conditions for normal machines.

Alcafond operates with Palazzani loaders since a long time and it has recently introduced in its factories one Palazzani Telescopic Loader PT 192, characterized by a combination of versatility, agility and maximum extension of load capacity.

PT 192 (from 9.3 to 9.6 tons), with its telescopic booms reaches 4936 mm height at the pin, maintaining its operational

capacity; height and reach that the same category loader could never achieve.

Thanks to its compact size, the machine can also operate in narrow spaces and, compared to higher category machines, it is appreciated for a lower fuel consumption and considerably reduced operating costs.

The versatility is further enhanced by the wide range of available equipment, together with appropriate safety devices for lifting.



Paload: latest news

The most significant innovations of Paload range are represented by the production launch of new models PT 182, PT 192 and new version PL 1105.3, with engines Tier4i (already predisposed for Tier4), renovated bonnets, bodywork and counterweights.



PT182 and PT192 models are articulated loaders with telescopic booms, with respectively 9.2 ton and 10 ton operative weight and 4.8 m and at 4.95 m maximum height at the pin. Both models are equipped with Tier4i JCB engine, 95.8 kW (130 hp) maximum power, a very "brilliant" engine for this type of machines, able also to work smoothly when the machines operates with attachments at high hydraulic oil flow (asphalt cutters, snow blowers , shredders, etc.). These machines are powered by hydrostatic transmission, combined with a two-speed mechanic transfer, which allows high performances in construction sites, thanks to its modular management of the power. This combination allows to operate with the attachments at reduced speed, with the needed high hydraulic flow, it keeps fuel consumption and tyre wear low and, at the same time, it grants a max transfer speed of 40 km/h.

The front part of the machines, with telescopic booms, is the evolution of more than ten years' experience by Palazzani in the development of PT72 and PT82 models.

In fact, the concept of double telescopic boom is maintained, but the

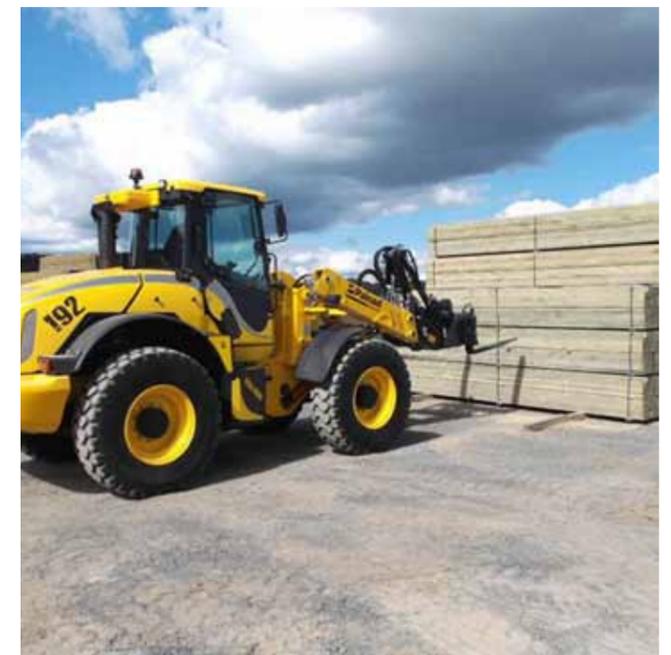
structure has been completely redesigned to introduce wear adjustable pads on both fixed and moving parts, to bring to 1,2 m max extension and to adopt a new bucket kinematic, with upper encumbrance to avoid interferences and damages when getting closed to trucks, walls and hoppers.

The self-loading control of bucket and forks is electronic with a new exclusive software, which allows to manage three different ways of working (bucket, forks and manual), of course maintaining all safety and stability parameters which are connected with the automatic load limiter. These new PT models are very advanced and innovative machine, with great performances in respect to their competitors and to standard loaders equipped with longer booms or high dump buckets. When PT units are with the retracted booms, they work exactly with the performances of standard loaders, with the same balance and maneuverability; on the other hand, when they unload material with the extended booms to the max height, these models behave the same as larger size machines, especially in the handling of light materials in Industry, Agriculture and Ecology applications (ceramics, aluminum

foundries, recycled plastic material, cereals, biogas plants, etc.).

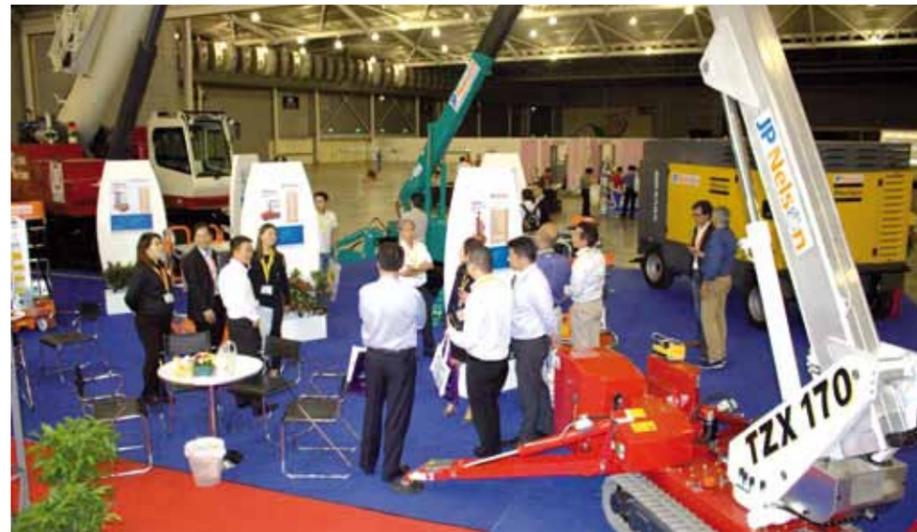
The new version of PL1105.3 wheel loader uses the same components of the previous one (hydraulic and hydrostatic pumps, axles, front and rear chassis), while diesel engine, counterweight and bodywork are different. The new engine JCB Tier4i, with 111Kw (151 hp) maximum power, is now rotated of 180° in order to install a new and increased heat exchanger (with flanked water/air/oil masses), with hydraulic fan-drive at variable speed (or electronically controlled reverse as optional), which allows operating with temperatures of over 50°C.

This layout, which is the same as on PT182 and PT192, facilitates maintenance, allowed to make a different counterweights designed and to place a more powerful battery (185Amp/h) behind the radiator, reducing electrical losses and grouping under the bonnet all new electric/electronic components. Finally, on these machines both the efficiency of the heating system and of the optional air conditioning have been optimized, getting a doubled air flow on the front nozzles and a lower air temperature, thanks to the electrical-cooler condenser placed under the roof.



Palazzani grows with JP Nelson

With the collaboration agreement signed in September 2014, the Company JP Nelson has recently become officially the Palazzani Dealer for a strategic area in Asia: the positive results were not long in coming.



Stand of JP Nelson at Buildtech Asia
Singapore - 14-16 October 2014
The biggest International building
Technology Expo in the Southeast Asia.

The constant development of the reputation and sales of Palazzani platforms in Asia is the result of the unique quality of the machines combined with the professionalism and organization of its representing Dealers. A significant example is happening in Singapore, thanks to the commitment of the Company JP Nelson. Founded in 1992, JP Nelson is the market leader in its own territory for sales and service of equipment for engineering, construction and various types of construction sites (naval, oil & gas and industrial).

The Dealer qualification was formalized last September, but in a few months JP Nelson has shown quickly the interesting perspectives that Palazzani machines can get in this region if well presented, supplied and serviced. The first units have already been already and satisfactorily delivered to the end customers.

Palazzani Spiders have entered in the Company mission, confirmed by the General Manager Mr. Nelson Lim: "For us realizing a business



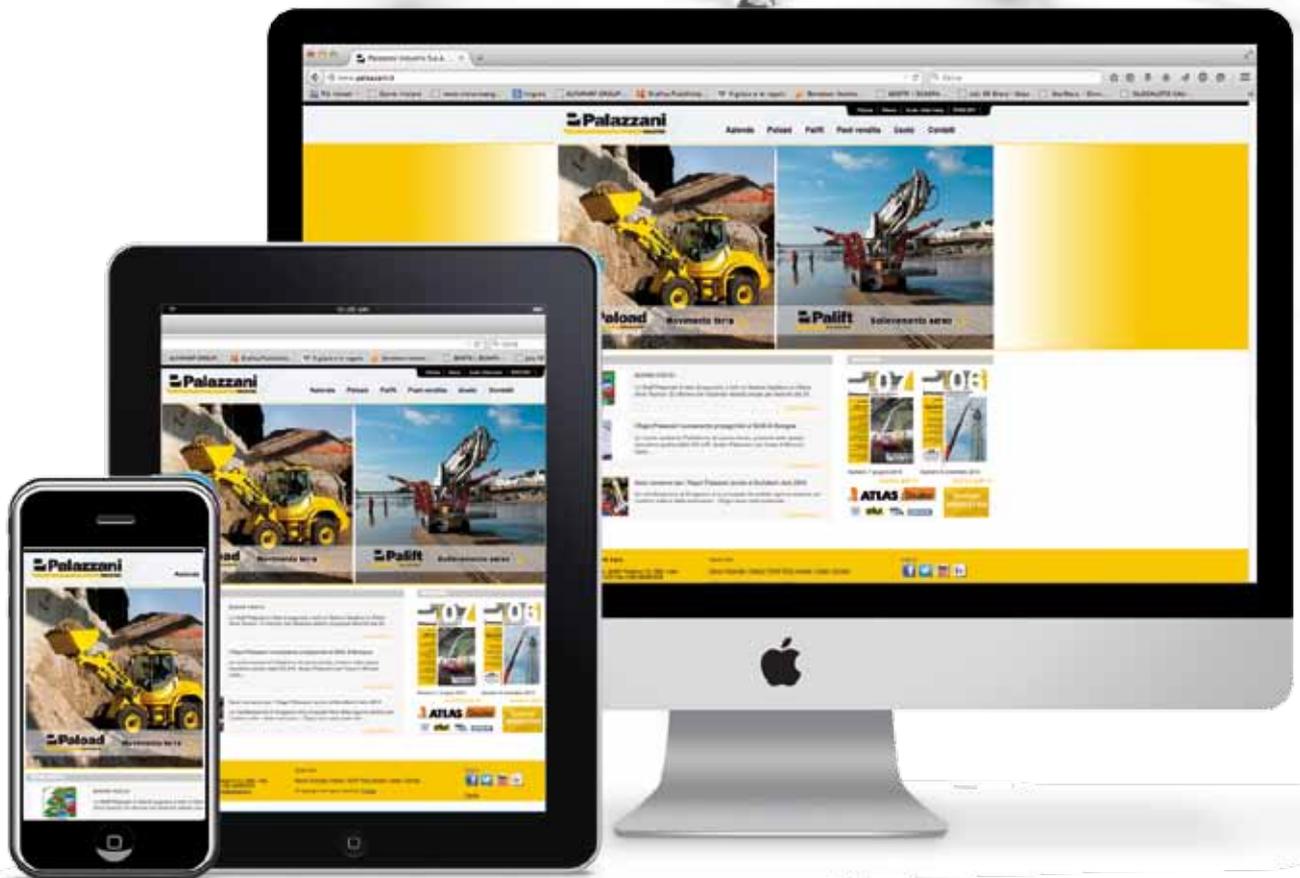
means to create and consolidate long-term relationships. To do this we must remain flexible, responsive and well-organized. We have to meet the needs of emerging markets and cultivate relationships. Together with our partners we pursue and demonstrate the importance of values such as commitment, quality and integrity."

With these same principles, JP Nelson has successfully attended the recent "Buildtech Asia", the largest exhibition in Southeast Asia for designers and construction professionals who meet each other and share global innovations in technology.

Buildtech is not just an exhibition, it includes an extensive program of events, promoted by Singapore Government and public organizations. JP Nelson chose to show Palazzani in this important event and announced their dealership for Singapore and Malaysia. TZX 170 was at the stand, chosen for its combination of compactness and high performances.



Palazzani is more and more “social”!



The presence of Palazzani in the social media channels is an important choice in the Company marketing strategy. Being present in the most important social network means to be always and constantly in contact with customers and suppliers. Interaction and wide possibilities of communication.



 **Palazzani**
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Palazzani Industrie S.p.A. Via del Pavione, 4 - 25050 Paderno F.C. (BS) - Italy - Tel. (+39) 0306857073 - Fax (+39) 030657079 - info@palazzani.it

www.palazzani.it