

Date: **2011**
Product / Model: **CRANE / PK 18002 EH**
Industry sector: **Freight forwarding/transport/haulage companies**
Company name: **Calipro**

CALIPRO

This morning, we're in Lorient at Calipro, where we're meeting Hakim Zerari, the transport division manager, for the handover of a PALFINGER PK22002EH crane, which he selected with Daniel Bourges, the Purchasing Manager of Cooperl. Cooperl launched a small trading business to help farmers. Building on its success, in 1992 it decided to create a separate material trading company: Calipro in Lamballe. Calipro doesn't just work for farmers anymore: it also supplies tradesmen and individuals. Calipro now has 8 agencies, 180 staff and sales of 43 millions euros. In order to grow, Calipro is looking for partners to put in place an effective logistics set-up.

It needs lorries: it chose Ty VI 22 in St Brieuc created by Bernard Raymond. In 1989, Ty VI 22 grew, moving into premises of 3500 m² with a mechanical workshop, warehouse and offices. In 1992, Ty VI 22 took over the dealerships in Dinan, St Brieuc and St Malo.

In 2006, the Scoarnec group bought shares in the company. Starting in 1986 as seller, Sales manager in 2007, Joël Meheust took charge of the group's Côtes d'Armor (22) division in 2009. After all his years working for TY VI, Joël Meheust remains focused on customer service: listening, advice and customised solutions are his bywords. However, this isn't all: he follows through his approach and customises the handover with a devoted technician for all his customers. "Customer training means we can be sure that the customer is really satisfied with every little detail of their lorry". He's extended this concept of service with the company Clovis Location.

Calipro has tried a range of equipment but has been loyal to the PALFINGER brand for the last 5 years. It has found itself a partner that it can trust to understand its needs. Having been used to the PK18500, at the beginning of the year it bought two PK18002 EHs, which meet the EN12999: 2011 standard, as cranes now have to be equipped with the ISC system: monitoring of the crane's capacity according to its stability. With an LED light on the control panel, as well as on the radio transmitter, the driver always knows the lifting capacity of his PK18002EH. When we load at the depot, there's no problem, explains one operator, but sometimes we deliver to tricky places. Even if we know our job well, with the LED display, we can work with complete confidence.

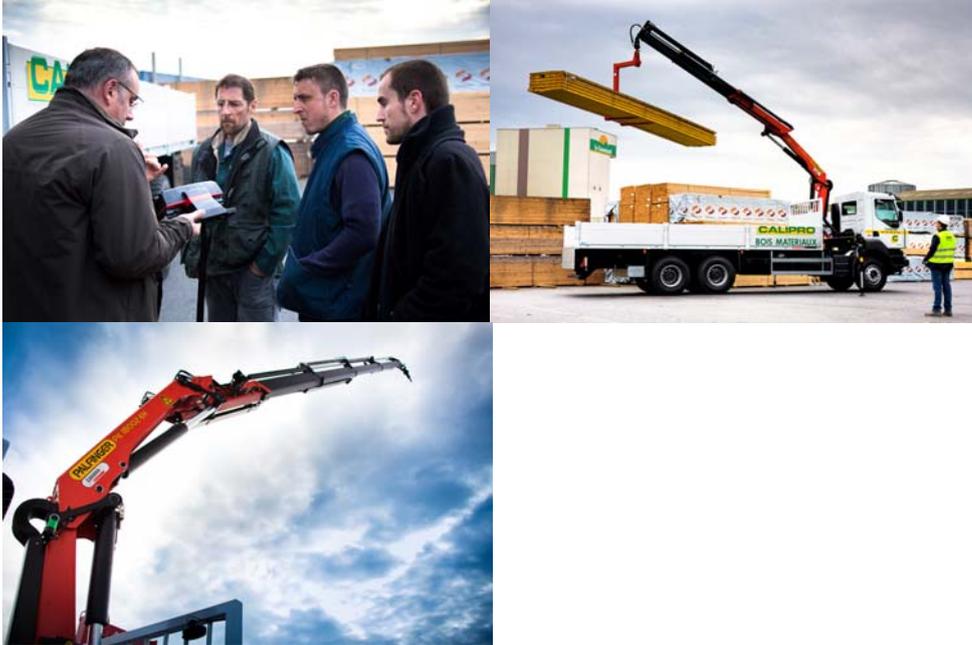
The drivers particularly like the remote-control of the PALFINGER models, which make it easier to handle the loads, the speed and accuracy of the controls, and the circuits inside the arm with the rotator to position the load. Calipro often makes deliveries to farmers who use high barns for storage. Thanks to Power Link Plus, the crane arm tilts 15° up from horizontal and they unload the lorry from a height.

Working in a win-win partnership, Calipro is a relaxed and contented customer. Just two weeks ago, CLOVIS Location, in partnership with Caridro Ouest, delivered the latest new addition to the Calipro family, a PK22002EH with 14 m outreach with a wallboard fork. It is mounted in cantilever position on a Renault Kerax 8X4 chassis.

We would like to thank Messrs Daniel Bourges and Hakim Zerari for their confidence in us.

JOBREPORT

PALFINGER



Tony Prades de Caridro ouest explains how to work with PK18002EH en to Calipro's drivers : « An essential step for the driver to use all the capacity of a PALFINGER crane »

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