

Date: **2011**
Product / Model: **Crane / PK 18002 EH**
Industry sector: **Construction materials/DIY store/concrete works/brick manufacture/screed and brickworks**
Company name: **Kraft Group**

Further development of logistical advantage

In recent years the building materials trade has undergone a massive change. Where it was simply enough in the past to offer the widest range of goods possible to those collecting them, these days it is a taken for granted that trade buyers will make use of the specialist retailer's logistics. This key statement was made by Andreas Hartmann, Head of Information Logistics at the Kraft Group.

The vehicle pool at Kraft Building Materials gained new additions a few months ago: three new Volvo FH 420 vehicles fitted with PALFINGER PK 18002 EH truck-mounted cranes of the new *High Performance* generation. They are part of a powerful truck fleet consisting of 11 warehouse trucks, a truck/trailer combination and a vehicle for warehouse supplies. "We use them to supply the whole urban district of Munich and a 50 km surrounding area," says Alexander Patzel. He is responsible for route planning at Kraft and he supports the drivers using state-of-the-art technology. "The three new vehicles have GPS installed. This means that we can pass the orders automatically to the navigation system."

The three trucks were constructed by Weinmann Nutzfahrzeuge Vertriebs GmbH from Feldkirchen near Munich. The new truck-mounted cranes of the *High Performance* range are impressive in practical use by virtue of their perfectly coordinated power/weight ratio and their state-of-the-art equipment. The reverse linkage knuckle boom which can be angled upwards by 15 degrees (Power Link Plus) considerably extends the motion geometry, primarily where space is at a premium or when working inside buildings. Andreas Hartmann acknowledges just how important such kinematics are, "In Munich's city centre, the idea of 'Building within Existing Structures' is becoming increasingly popular. In many cases the material has to be delivered directly to the upper storeys." So all the cranes have a wallboard fork for transporting gypsum boards vertically upright. In his opinion, the crane is an indispensable accessory because usually erection cranes - if they are actually present - cannot be used due to their capacity and their involvement in site operations. Between 700 and 800 truck loads are handled every week from the location in Drygalski-Allee in Munich. The total warehouse volume last year amounted to approximately 22.5 million euros. Direct trade transactions account for over 90%. Most of our customers calculate very accurately and make use of our delivery logistics. Requirements in respect of the unloading points are also increasing all the time. On the other hand the delivery units are becoming smaller - orders are increasingly being made just in time due to the limited storage facilities available.

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According to Andreas Hartmann, experience with the new PALFINGER cranes, which also represent a system change at Kraft, has been extremely positive so far. According to Andreas Hartmann, "We are very pleased with the PALFINGER units. As a supplier, the Weinmann company is cooperative and strongly oriented towards solutions and service. For us it was particularly important to be offered heavy lifting equipment that had a proven track record in the market and that covers all necessities even those it is often impossible to anticipate in advance. The pressure on the operator is lifted considerably when the right tools are available."



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