

Date: **2011**  
Product / Model: **CRANE / PK33002EH**  
Industry sector: **Freight forwarding/transport/hauling companies**  
Company name: **CMA groupe Vinci**

## **CMA (Vinci group): In spite of the crisis, they're investing to remain a step ahead at all times**

We head to the Martenat Iveco dealer in St Brieuc, which works with CMA via its rental company, Ellan. It's been 10 years since the Vinci Construction France Group took over the company CMA, which has 300 staff in the departments of Côtes d'Armor (22) and Finistère (29). Mr. Grare, the structural works manager, explains to us that in order to deliver materials to sites, they decided to buy a new vehicle.

In spite of the crisis, they are investing to meet their objectives: technicality, profitability and an environmental approach.

Based on its experiences with PALFINGER over the last 10 years, CMA explained its new requirements to Caridro Ouest, the PALFINGER dealership in Malestroit. Tony Prades from Caridro recommended a PK33002EH cantilever crane: why? The operator, Romain, needs a higher lifting capacity than his old PALFINGER PK24502: in addition to delivering materials to sites, he must position and remove site containers weighing 5 to 6 tonnes. The crane chosen was a PALFINGER PK33002EH with an outreach of 14 m.

Saving time as the sites are further away, to load his lorry and trailer, Romain, the operator, saves up to 2 hours of loading time. With a 14 m remote-controlled boom and the PK33002 cantilever crane, he no longer has to move his lorry and can load big-bags of sand and the materials necessary to supply the structural sites in one go.

This is possible quite safely thanks to the ISC, which adapts the lifting capacity of the crane according to the stability of the vehicle.

An environmental approach to stand out from the competition and address instructing parties' environmental concerns - for PALFINGER, it's not a problem: the crane works with Panolin biodegradable oil. This means that the PALFINGER PK33002EH can work in sensitive areas without any risk of damaging the environment. This is just another feature that sets PALFINGER apart.

The Iveco Trakker AD260 TK45 site lorry is also suitable: it's an EEV (Enhanced Environmentally-Friendly Vehicle) with a motor approved in accordance with the Heavy Duty directive and that meets more demanding limits than the Euro5 (less CO<sub>2</sub>, Nox, HC and particles). Even the tyres have been chosen to reduce consumption.

A more powerful PALFINGER PK33002EH, bodywork designed for increased speed, an environmental approach through the use of biodegradable oil, an EEV lorry with specially-adapted tyres to combine overall performance and savings, a balanced equation and a satisfied customer.

A combination of different know-how to give clients what they want. When CMA selects its suppliers, it can't afford to have a weak link. The lorry dealer and the Caridro Ouest bodywork engineer work together to meet customers' needs.

# JOBREPORT

**PALFINGER**

Romain, the operator of this equipment, is reassured and perfectly satisfied: “The next generation PALFINGER PK33002EH is quicker, the controls are more flexible and I like the LEDs that indicate the crane’s lifting capacity in real time. I’m already getting envious looks!”



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