

Date: **2011**
Product / Model: **CRANE / PK50002EH**
Industry sector: **Freight forwarding/transport/haulage companies**
Company name: **SOTRAMA**

SOTRAMA or how crane PALFINGER made its mark in the world of lifting

In 1941, the Germans, who occupied France, chose to re-locate one of the headquarters of their submarine fleets to Lorient. It became evident that submarines were to be the object of constant bombardments on behalf of allied aviation. Germany thus decided to set up the biggest submarine base of the Second World War. In 1944, Lorient was almost completely demolished by allied bombardments and thus destroying this base. After the war, it was necessary to reconstruct this harbour city. On the ruins of Lorient, Mr Cardiet settled down and started to participate in the reconstruction of the city. In 1966, Jacques Guénault resumed the business and created the Sotrama Company of transport and handling, lifting and demolition. His son, Marc Guénault, who has managed the company since 1992, welcomes us there. In 1968, Sotrama equipped himself with the first auto-driving crane/ mobile crane. Since then, he has a collection of 21 machines. In 1993, the company had to adapt itself to the market; the auto-driving cranes were not sufficient enough, operating costs were high and customers demands even more. The Sotrama thus chose truck cranes to find new markets. They bought their first truck-crane: a 32 mt crane PALFINGER. With its auxiliary cranes, he brought new handling solutions to his customers, an important lifting capacity in places where accessibility was almost impossible with an auto-driving crane.

Marc Guénault saw a double advantage: a combination of transport and handling. The demand in the truck crane increased, because of it being a multipurpose/versatile tool. They bought 2 new trucks with 18 mt cranes. Marc Guénault explains to us, that with its PALFINGER cranes, he was able to strike new deals in industrial moving and re-location. Sotrama can work in places difficult to access and with its PALFINGER truck cranes; he handles and transports at the same time on his customers construction sites. If he only had auto-driving cranes, he would have to use a trailer too, besides the auto-driving crane. Faithful to PALFINGER, he continues his acquisitions with us as his privileged partner: PALFINGER PK56002 in 2002, PK27002 in 2003 and this year a PK50002EH. It is necessary to move the containers on construction sites, 18 mt are not sufficient enough, explains Marc Guénault. Over the years, the containers on construction sites within the building industry, which were empty, weighed 1.8 tons but upon building completion they finally weighed 5 to 6 tons.

Reinvestment in spite of the crisis for better working possibilities: a PALFINGER crane and an adapted body-building solution. The PK50002EH brings a judicious compromise: Power Link Plus enables handling solutions in industrial premises thanks to the second arm which extends up 15 ° beyond the first arm.

Caridro, PALFINGER France Dealer develops a special truck edge patented for an easy strapping solution. In addition, an ingenious system of storage space, which allows the crane operator to take chains effortlessly with the crane. Finally, Caridro bodybuilder studied the front face of the platform body for the intergrated construction of lifting accessories. This solution also includes an anti theft device. The range of activities that Sotrama offers broadens.

JOBREPORT

PALFINGER

The city of Lorient is a seaside location. This tends to take its toll on the equipment prematurely. But Marc Guénault takes care of his machines. After their working day, PALFINGER cranes are stored in a shed. He explains that his PALFINGER truck cranes have particular paint surface which makes them far more resistant than other materials. Indeed, thanks to the KTL treatment, the material conditions remain perfect. With more than 40 years of experience in the business, Sotrama also offer training programs. Benefiting from experienced feedback, they train users on how to handle machinery on PALFINGER cranes. Always concerned about diversifying, Sotrama has been asked to work with wind turbines. He thus chooses a workman's basket, the Wumag PALFINGER of 61m for a subsidiary Company Bretagne Nacelle. Marc Guénault is a man of his word. When they take a job on a construction site, they are always on time. To fulfil "customer service", Sotrama has confidence in the reliability of PALFINGER products. Marc Guénault manages his company with the utmost care and attention. He needs quality machines and this is the reason why he has complete faith in PALFINGER products. Marc Guénault possesses 6 PALFINGER cranes and manages one hundred employees on a 2, 8 acre site. PALFINGER wishes him good luck and will always insure him support for future.



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