

# **BUILDING YOUR BUSINESS**

Count on us, the people behind the product, because the most important thing that we build is your business.

**LIFETIME EXCELLENCE**

# PALFINGER - PASSION IS OUR STRENGTH

EACH DAY BRINGS NEW CHALLENGES.  
HOWEVER VARIED AND DIVERSE YOUR DAILY APPLICATIONS  
MAY BE - WHETHER WOOD, CONCRETE OR STEEL - THEY ALL  
HAVE ONE THING IN COMMON:  
A STRONG PARTNER.

Your obstacles out in the field matter and that's why we put so much passion into our equipment - to make you more successful. Our machines are more than just technology... they are the result of your experiences and our innovations – worldwide. Our products are solutions that we develop *with you*.

From a young age, we have instilled values that shape the relationships we trust today. From friendships, teammates, spouses and business associates, we've learned to carefully select who we can rely on – because without trust, what do we really have?

With PALFINGER, you're in safe hands because we understand that trust is an earned reward. Our relationship doesn't end with a closed sale – PALFINGER goes beyond. You can count on us, the people behind the product, because at the end of the day the most important thing that we build is your business.

We are proud to stand for the best quality on the market and we are even prouder to stand by you.

## A STRONG FOOTPRINT IN NORTH AMERICA

More than 800 sales and service partners  
PALFINGER owned sales & service locations  
Several manufacturing locations  
More than 1,100 employees



## MILESTONES

**1932**

Richard Palfinger founded a repair and mechanics workshop

**1964**

Specialization in hydraulic truck-mounted loading cranes

**1989**

Export rate above 90% and presence in more than 70 countries

**1999**

IPO in June 1999

**-2018**

Continuous diversification with products at the interfaces of the transport chain.

AND  
THE  
STORY  
GOES  
ON...

## KNUCKLE BOOM CRANE



PALFINGER offers some of the lightest-weight knuckle boom cranes in the industry. With models that cover the entire range of working capacities, you can count on

smoother, safer and more efficient crane operations with our Radio Remote Control, KTL protection, superior hydraulics and other features that are unique to PALFINGER.

You can depend on us to add a competitive advantage to your business because we are experts in construction, building supplies, roofing, precast concrete, forming, utilities, municipalities and a variety of other industries. Plus, expert installations and service from our nation-wide dealer network gives you dependable after sales support.



# SERVICE TRUCK SOLUTIONS

Expect the most comprehensive range of work truck solutions and the best rust protection in the industry from Omaha Standard Palfinger.



When it comes to providing superior and efficient service and care for your customers, durable work trucks are essential tools for any fleet in construction, roadway, railway, agriculture, oil & gas, mining, utilities and municipalities. Our service trucks,

equipped with PALFINGER Service Cranes, Compressors and many available options and accessories, along with our committed, nationwide distribution network, make a reliable partner to get the job done right.





**ETI AERIAL LIFTS**



ETI is the fastest growing manufacturer of aerial lift trucks for telecommunications, electrical utility, energy, industrial, and other professionals, like you, every day. Our growth is thanks to a single core philosophy: serving our customer.

The specific needs of your job are matched with custom manufacturing that seamlessly integrates the aerial device and truck body to provide you with the best product, the best payload and an industry-best structural warranty.

Expect us to deliver better 50'-and-under lift trucks because we build every part that we can – from truck bodies and booms, insulated and non-insulated, fiberglass and steel.



## PALFINGER LIFTGATES



Palfinger Liftgates is the premier and cost effective provider for your liftgate needs; offering a full range of products for all applications since 1993. Fleet operators in Auto Parts, Beverage, Food Service, Rental, Studio Rental, General and Special Freight rely on our liftgate technology because it helps keep their trucks on the road.

As the industry innovator in operations and safety, our high standard commitment helps confirm that your transported goods reach their destination on-time and safely. Innovative liftgates from PALFINGER are available in a complete range of styles to suit your specific needs:

Folding, Rail, Slider, Cantilever and Cargo Van solutions. Plus, our gates are finished in a variety of surface treatments depending on your needs to maximize the corrosion protection of your lift.



# CONTAINER HANDLING

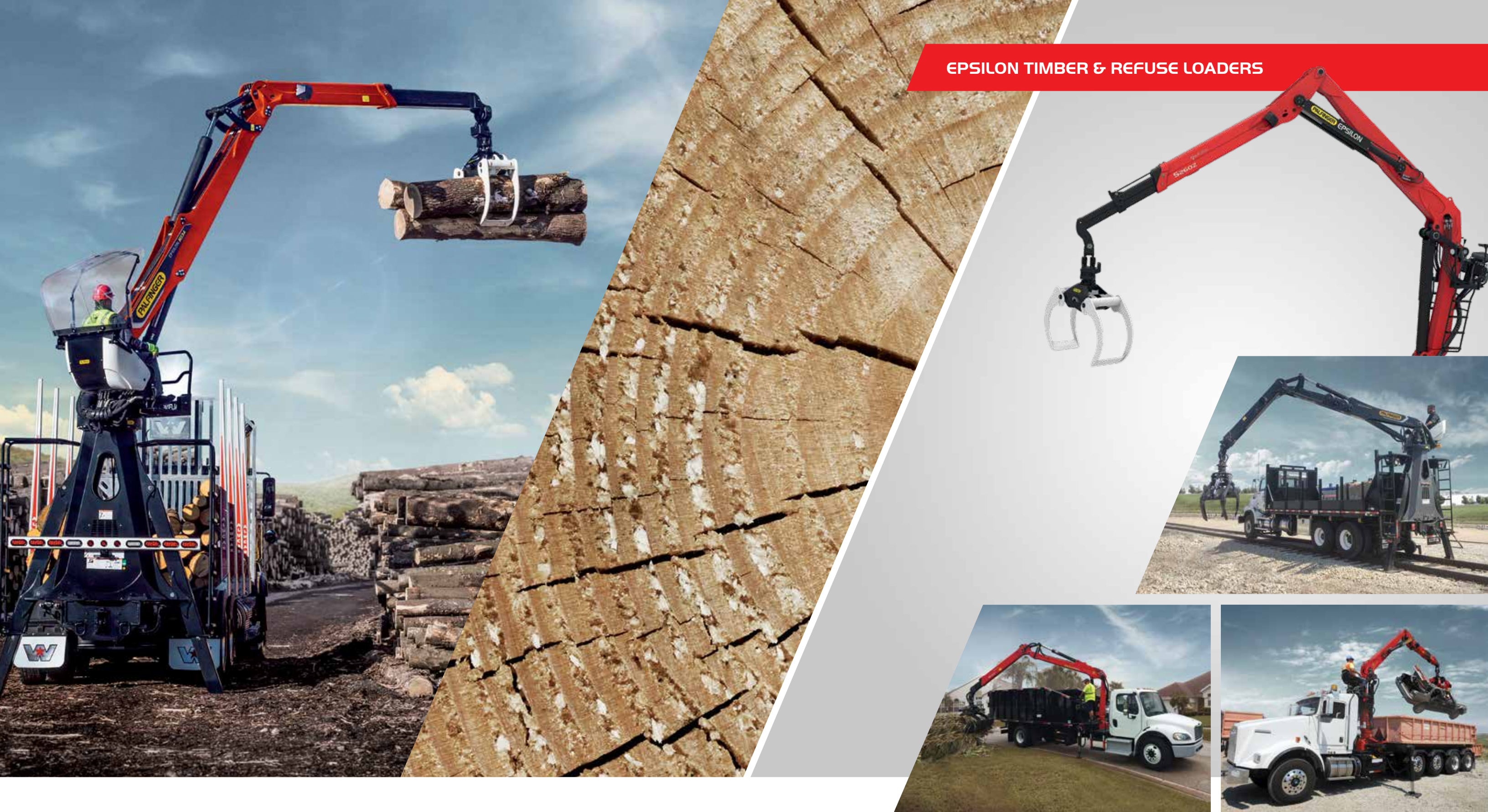


Palfinger American Roll-off is built on the foundation of quality and innovation, earning a reputation for producing the most versatile container handling solutions available on the market since 1972. Our roots mean that we understand

your needs in industries like solid waste, recycling, scrap metal, demolition, landscaping, on-and-off construction and for use in municipalities.

Whether you need to load or dump materials, transport containers or change bodies, we are dedicated to innovation and developing safe, reliable and advanced Cable Roll-off Hoists, Hooklifts and Container Carriers for your unique applications.

## EPSILON TIMBER & REFUSE LOADERS



Even in the roughest environments, your EPSILON Loader will be a strong partner thanks to their strong foundation - EPSCOPE, EPSLINK and KTL are our core principles for solid, long lasting machines.

Our portfolio of Timber and Refuse Loaders is unmatched on the market because we are the only supplier in North America to offer a complete, full line solution with our A, L and Z Lines.

This means that you can rely on our wide product portfolio for the right loader – customized for your needs across timber, refuse, rail, off-road and scrap applications.





## SALES & SERVICE

The main guiding principal of PALFINGER is to make our customers more successful with the help of our advanced machines, market experience, technical skills, committed employees and our passion for innovation. We value that your success also depends on excellent service after the sale. That's why we have more than 800 sales and service centers conveniently located across North America to provide PALFINGER users with the support and dedication that they deserve.

When it comes to spare parts availability, your local PALFINGER dealer / distributor is the first line of customer parts service. Our North American Spare Parts Centers are dedicated to keeping them equipped with access to a large inventory of spare parts and experienced parts staff.

Together, we will provide you with genuine components that will ensure long life and low maintenance costs for your equipment.

**When you choose PALFINGER, you are selecting more than advanced technology. You are choosing a trusted global brand and a reliable partner that's committed to building your business.**

TO LOCATE A DISTRIBUTOR OR SERVICE CENTER NEAR YOU, VISIT [WWW.PALFINGER.COM](http://WWW.PALFINGER.COM)

## WE ALL HAVE CHOICES I CHOSE PALFINGER



"With PALFINGER, I can run multiple functions at once with precision and control. With other cranes, I could not boom out, rotate and lift at the same time without the crane slowing down. PALFINGER cranes are faster and smoother – very impressive machines!"

**Jason, Crane Operator**  
Grand Rapids, MI

PALFINGER equipment is designed with your operator in mind because when you spend most of your time with a machine, it becomes part of you.

Operators deserve equipment that complements their high level of skill and passion on the job – equipment that allows them to excel every day.

It's about more than technology –

it's about pride and motivation.

**Invest in equipment that your operator will love too.**

## **PALFINGER NORTH AMERICA GROUP**

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