

Your Satisfaction is Our Success

 **Palazzani**

INDUSTRIE SPA



Palazzani



“Palazzani values are based on our experience and heritage gained over 70 years of manufacturing quality machinery. Since the beginning, we have maintained our guiding principles which have forged our identity and market position. Our aim is always focused on manufacturing machines, responding to specific customers needs and able to ensure high operational performance. We work on the single product, not on numbers. Every product we manufacture, whether it be an earth moving machine or an aerial platform, is considered as a “unique piece”, even if it is produced under industrial logic.

The non-serial production requires great endeavor, but distinguishes Palazzani machines from the rigid standardization of our competitors, now more than ever. The objective of personalisation is to improve the machine hourly output, that means higher operative efficiency levels; these are our products hallmarks. To achieve the double objective, personalisation + profitability, we apply innovative and unique technological solutions regarding ergonomics, performances, environmental responsibility and safety to our machines. Our Company works with a precise message: aim for success following the customers interest, matching product innovation and performances responding to market needs.

This is our vision, and we're constantly expanding our range in European and worldwide markets.”

The President

Davide Palazzani

PALAZZANI



Production with over 70 years of history

The capacity to innovate, the exclusive technology solutions and the tenacity in each engineering study merge in the entire Palazzani history, which continues with the same passion.

Palazzani Company was born in 1935, from a small workshop which began manufacturing agriculture equipment. In 1954, first earth moving machines were produced, a range of hydraulically operated 4WD wheeled loaders, excavators and cranes. The positive feedback from the market allowed the Company to enlarge and progressively differentiate its manufacturing field.

In 1980 Palazzani became a joint-stock Company and transferred all activities to the headquarters in Paderno Franciacorta (Brescia). At the same time Palazzani started the production of their renowned aerial platforms. Since then, Palazzani has two manufacturing divisions: **Paload** – for earth moving machines and **Palift** – for aerial platforms.

An accurate investments policy, the attention to constant research and exclusive production systems ensures that Palazzani continually offers, high quality innovative machines.



Confidence in the future starts from goals



Palazzani, one of the best known industrial Companies involved in earth moving machines and aerial platforms sectors, has always been significantly present in the market: both in strong and difficult business periods. Palazzani has not only been able to maintain its staff and market share unchanged, but is continually developing innovative new products.

The new configuration in Palazzani production departments and warehouses is a concrete evidence of a positive and optimistic approach to the future.

The layout ensures the process optimization throughout the complete supply chain, allowing in particular to apply accurate quality control procedures, making tests more meticulous, as to confirm the most distinctive Palazzani feature: the machines reliability.

The Company and organization solidity, confirmed by the constant main sales and production levels in difficult economic periods, is the right basis to build new engineering studies.

This has allowed reinvestment in innovation and research, as the range evolution and the new earth moving and aerial platforms models demonstrates.





Paload users never look back



Palazzani Industries has always been convinced that its mission is to distinguish its products from the big earth moving multinational Companies. What is needed is diversification based on the concepts of "tailor-made", excellence and highly personalized communication with sales network and end users.

This is confirmed by the technical offering of the Paload range, which is able to face the global market with optimism.

The Paload range has been developed to meet the ever changing needs of its skilled users and expansion into new markets. Not only has the Paload range been designed for its loyal users, their feedback ensures the machines' development is influenced by its users.

This is concretely shown by the innovative range of articulated and hydrostatic wheeled loaders, named "Skyline", which confirm Paload technical-quality: offering innovative solutions, performance and a modern design in every detail. All models are environmentally friendly with the latest low emissions engines and adopt new generation ergonomic cabs, with integrated cell to lower noise levels.

Excellent products in terms of comfort and reliability, the answer to every working requirement. The same quality of design and construction features in the Paload backhoe loaders range, valued for its versatility, all machines are equipped with hydrostatic transmission increasing performance in all operating conditions, both in 4WS and articulated range.

Loaders and backhoe loaders provide a wide range of attachments (such as asphalt cutters, blades and snow blowers machines, mixing buckets, brushes, wood or paper grabs, hammers, augers, etc.), becoming genuine multi-purpose machines.



Palazzani

ZZP



PALIFT works where others stop

Thanks to the specific work and productive research made in Palift Division, Palazzani Industrie has proved to be among the leaders in aerial platforms sector since the 80's.

Palazzani machines are named "Ragno" which means spider in Italian, (and is now a generic term for this type of machine) have been imitated by many producers, but never equaled in terms of quality, versatility, rationality of space, relationship between weight and performance.

The positive feedback from the market and the growing success achieved with Ragno, allowed the Company to stop the production of traditional truck-mounted platforms, in order to focus their efforts on this product, developing a wide range of models, starting from 17 meters up to 52 meters high.

The platforms range is continually evolving and improving, as are the control and check systems. Compact stowed dimensions, 98 cm wide and less than two meters high, enable these superb machines to enter buildings or work areas where traditional access platforms are too large or too heavy. "Ragno" can be set up on finished flooring, uneven ground, slopes and even steps, thanks to its unique hydraulic outrigger system.

Available in both tracked and wheeled forms, with diesel, battery and electric power options, "Ragno" is always equipped with telescopic and articulated jib.

Recently, much attention has been paid to the development of ECO model, electrically operating, using the latest technology.



Safety on top in quality system

All Palazzani machines comply with strict safety international standards. In addition to the CE declaration of conformity, aerial platforms need a further specific CE certificate, made by an external European notified Institute. Each machine is checked in the facility by an inspector, who releases its certification.

Palazzani has extended this safety control also to earth moving machines, in particular with regard to operator safety. The ROPS/FOPS driving cabs of Paload earth moving machines are, therefore, inspected by a European Notified Institute.

This confirms Palazzani general philosophy regarding safety: meet and exceed the obligations of Machines Directive, to offer the best safety. A big help came from electronic, with digital information transmission which receives and transfers data in an intelligent mode. Devices using a dedicated software, developed by the Company.



Palazzani



An International market with an efficient service

Palazzani's position in International markets is enhanced by the accurate development of its sales and after-sales network, made by skilled and experienced dealers offering full support in order to keep all machines fully functional and to provide solutions for any technical requirement. Palazzani dealers network currently covers about thirty Countries around the world and provides not only prompt technical and commercial responses to the end users, but also precious feedback to Palazzani about market developments and needs. An international presence which allows the Company to compete successfully with the customers needs and expectations and to adopt technological innovations to give real benefits to the product.



A coherent identity

Seriousness and correctness are values spread by Palazzani also in communication, being the basis of its market position and identity. This choice is confirmed in the promotional material made available to its sales network, market operators and end users.

Technical information about **Paload** and **Palift** products, news and event about the Company are constantly up-to-dated and available in the web site **www.palazzani.it** and in the various community tools offered by the web (youtube, facebook, flickr), as well as in the newsletter and magazine.

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