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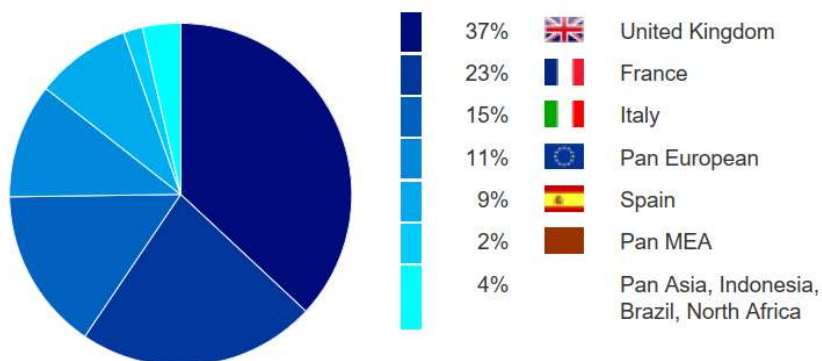
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PUBLICATION:
L'USINE NOUVELLE

DATE:
July 2024

SUBJECT:
EUROBLOC VF

LOGISTIQUE - EMBALLAGE

SYSTÈME DE GÉOLOCALISATION INTÉRIEURE

Fixation aisée et robuste



Constituée d'étiquettes radiofréquences (ou tags) ino-BLE et d'antennes ino-Anchor, la solution ino-Lock géolocalise toutes sortes de produits, d'équipements mobiles (chariots...) et de documents en temps réel et en milieu industriel dans un rayon de 100 m. Mesurant 44 x 44 x 15 mm, les tags disposent d'un système d'accrochage qui facilite leur fixation sur les objets à localiser. Ils sont protégés par un boîtier IP67 adapté aux environnements hostiles et sont alimentés par des piles assurant dix ans d'autonomie. Bénéficiant elles aussi d'une protection IP67, les antennes mesurent 80 x 280 x 55 mm. Elles offrent une autonomie de cinq ans et se fixent aisément sur n'importe quel support (mur, plafond, rack d'entrepôt...) à l'aide de vis, de colliers ou d'adhésifs. L'association entre les équipements et les tags peut être réalisée soit individuellement, soit en masse par l'intermédiaire d'une plateforme cloud. En cas de besoin d'appairage temporaire d'un tag avec plusieurs équipements, l'opération s'effectue à partir d'un smartphone via une application Android avec lecture de QR codes ou de code-barres.

Fabricant **Inotec**

CHARIOT DE COMMANDE ULTRA-SÉCURISÉ

Fiabilité et ergonomie



Le préparateur de commande MV01 est un chariot compact maniable et polyvalent. Grâce à sa plateforme qui atteint les 3 m, il accède aux marchandises jusqu'à 4,6 m. Son mât permet une préparation de commandes aux deux premiers niveaux, pour une charge allant jusqu'à 90 kg. Sa longueur

totale de 1,14 m facilite les manœuvres dans les allées étroites. Roulant à 6,5 km/h, le chariot adapte sa vitesse à la hauteur de levée. Des capteurs, présents sur les deux leviers, repèrent si le conducteur tient les commandes à deux mains. L'opérateur doit appuyer sur la double pédale pour déplacer la nacelle. Des signaux lumineux et sonores alertent les piétons évoluant à proximité. La nacelle reste bloquée en hauteur si un piéton se trouve en dessous. À l'intérieur de la cabine, les organes de commande sont facilement accessibles. Alimenté par une batterie lithium-ion avec chargeur intégré, le moteur électrique permet au chariot d'avancer tout en levant ou descendant la cabine. Toutes les données peuvent être transmises à un ordinateur portable via une connexion CAN bus, pour les consulter facilement.

Fabricant **Fenwick-Linde**



Solution logistique robotique

Item Picker est un équipement intralogistique. Il est composé d'un robot (type IRB1200/1300/2600), d'un préhenseur polyvalent et d'un logiciel industriel de vision qui accélère, grâce à l'intelligence artificielle, le prélèvement d'articles. L'automate fonctionne à une cadence de 1 400 produits par heure et manipule une charge utile de 3 kg avec une portée de 1,66 m.

Fabricant **ABB**



Système hygiénique de déchargement et de transport

Ce système mobile de déchargement et de transport est destiné au transfert de matières solides en vrac, sensibles à la contamination depuis des conteneurs IBC jusqu'à un processus aval. Il peut être réalisé en acier ou carbone (avec surfaces de contact en inox), ou entièrement en inox avec une finition conforme aux normes industrielles, alimentaires, laitières ou pharmaceutiques.

Fabricant **Flexicon**



Opérculeuse flexible haute cadence

La QX-500 offre une cadence de travail allant jusqu'à 25 cycles/minute (opercutage simple) et par des changements d'outils réalisables en dix minutes. Elle bénéficie d'une mise sous atmosphère protectrice, avec une cadence allant jusqu'à 17 cycles/minute. Elle est compatible avec une grande variété de conditionnements : film rétractable, skinpack... Elle accepte aussi bien le carton que le papier ou les plastiques.

Fabricant **Ishida**



Impression pour système CVP

L'intégration d'un système d'impression aux unités d'emballage automatisées CVP Impact et Everest permet l'ajout de couleur ou de logo. En version monochrome ou CMJN, l'imprimante à plusieurs buses peut travailler les trois faces d'une caisse en un seul passage. L'encre LED UV, à séchage ultrarapide, reproduit jusqu'à 360 dpi tout type de textes, d'images ou de labels.

Fabricant **Sparck Technologies**



Moteur d'impression d'étiquettes

Intégrable à des systèmes de dépose automatique d'étiquettes thermiques, le PEX 2000 est une solution d'impression matérielle et logicielle en continu. Elle se connecte au PC via une interface GPIO et des connecteurs DB15 et DB25. Tous les langages d'imprimantes sont pris en charge afin de maîtriser les différents modèles d'étiquettes et d'exploiter les fichiers de configuration.

Fabricant **TSC Printronix**



Palans électriques à câble synthétique

À la place des traditionnels câbles de levage en acier, les palans électriques Eurobloc VF utilisent une fibre de 12 brins en polyéthylène (Dyneema), jusqu'à 15 fois plus résistante que le métal. Plus légère, elle absorbe l'énergie des chocs sous une faible elongation. Sans lubrification et avec de faibles besoins d'entretien, elle est adaptée à de nombreuses configurations (antigrainage, usage intensif et toronnage).

Fabricant **Verlinde**

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BADT Levage supporta l'espansione produttiva di un suo cliente installando un carro ponte e adattando la struttura di supporto

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Vacanza rovinata da inquinamento acustico? Il Comune paga il danno

Lisboa, 09/07/2024 [informazione.it - comunicati stampa - economia]

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"Produciamo una ventina di carri ponte all'anno; il nostro approccio consiste nel coprire l'intera catena di produzione, a partire dal rilievo delle misure fino all'installazione dell'attrezzatura presso il cliente. A tal fine, siamo dotati di tutti i mezzi tecnici di produzione necessari e, in termini di personale, il nostro team è composto da un capo officina responsabile della produzione, tre montatori e nove elettromeccanici. Grazie all'adattabilità del nostro personale e al suo spirito di squadra siamo in grado di gestire tutte queste attività", spiega Xavier Laurence, CEO di BADT Levage.

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INFORMAZIONE.IT**DATE:**
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Si è pertanto rivolto a BADT Levage con la richiesta di dividere la via di corsa in due parti e di installare una nuova gru da 3,2 tonnellate sulla seconda parte.

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- > Certificazione assicurazione qualità ISO 9001 e ISO 14001 EMS (sistema di gestione ambientale).

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BADT LEVAGE SUPPORTA L'ESPANSIONE PRODUTTIVA DI UN SUO CLIENTE INSTALLANDO UN CARROPONTE E ADATTANDO LA STRUTTURA DI SUPPORTO

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BADT Levage supporta l'espansione produttiva di un suo cliente installando un carroponte e adattando la struttura di supporto

10/07/24
di Eloy Fernandes

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BADT LEVAGE SUPPORTS ITS CUSTOMER'S PRODUCTION EXPANSION BY INSTALLING AN OVERHEAD CRANE AND ADAPTING THE SUPPORT STRUCTURE

Established in 1994 and based in Grand-Quevilly, Seine-Maritime (76), BADT LEVAGE is specialized in the design, construction and installation of overhead cranes. The company offers single-girder, double-girder and box-type cranes, for loads of up to 70 tonnes, fitted with lifting equipment. With its team of specialized technicians, it is well-positioned to offer solutions to all types of lifting and handling requirements throughout Normandy. BADT Levage is a member of the Verlinde after-sales service network and of Europort, French's leading network of overhead crane manufacturers. Recently for one of its customers, it installed a 3.2-ton overhead crane fitted with a Verlinde hoist with reduced hook height and a modification to the support structure.

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BADT LEVAGE, which celebrates its 30th anniversary in 2024, has recognized expertise in lifting and handling. The company has won the trust and loyalty of a broad range of local customers in Normandy, both SMEs and major international groups specializing in fields as diverse as aeronautics, boiler making, petrochemicals, metal construction, metallurgy, paper mills and waste recovery.

"We manufacture around twenty overhead cranes A year, our approach is that we cover the whole production chain, first taking the measurements and finally installing the equipment at the customer's site. To achieve this, we are equipped with all the necessary technical means of production, and in terms of personnel, our team consists of a workshop manager in charge of production, three fitters and nine electromechanics. Thanks to the adaptability of our people and their team spirit we are able to handle all these tasks", explains Xavier Laurence, CEO of BADT Levage.

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INDUSTRY EMEA – ONLINE-WEB

DATE:
July 2024

SUBJECT:
BADT LEVAGE

A customer specialising in pharmaceutical packaging, who has been working with BADT LEVAGE for nearly 15 years, was using a crane runway with a 2-tonne suspension crane to mount moulds on injection presses. To increase production, the company wanted to install three new, more voluminous and consequently heavier moulds. However, the customer did not want to replace their existing crane runway.

They approached BADT Levage with a request to split the crane runway into two parts and install a new 3.2-ton crane on the second part.

A tailor-made solution

Xavier Laurence describes the new configuration: "The first crane remains in place, equipped with a EUROCHAIN Verlinde VR12 electric chain hoist which we replaced a few years ago and which has given our customer complete satisfaction. We made a design calculation for the framework supporting the new 3.2-ton overhead crane. According to our study, the framework needed to be reinforced and raised, and we installed these without interfering with the movement of the carts that deposit the moulds at the foot of the presses." "The 3.2-ton bridge serves the three new presses", he continues. "It includes two overhangs, each 1.23 m long, to extend the hoist coverage area. The hoists pick up the moulds from the foot of the presses and feed them into them. We chose a VERLINDE EUROBLOC VT model, a space-saving electric wire-rope hoist. The larger volume of the new press models and the heavier moulds, weighing in at 3.3 tons, meant that there was a height constraint under the hook."



Short lead times

The hook height authorised by the EUROBLOC VT hoist was a critical factor for the manufacturer when choosing the new press models. BADT LEVAGE's recent, high-performance cradle and equipment enabled the installations to be commissioned very rapidly, in just three weeks, which was a major source of satisfaction for the customer. The project demanded the know-how and expertise of three full-time BADT Levage technicians.

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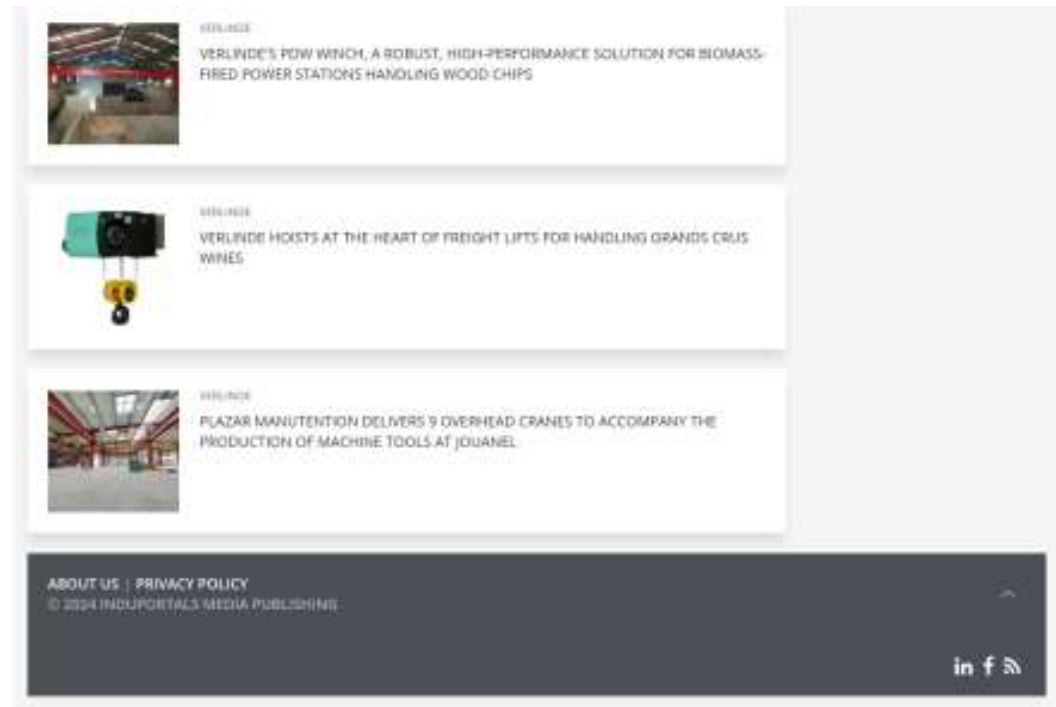


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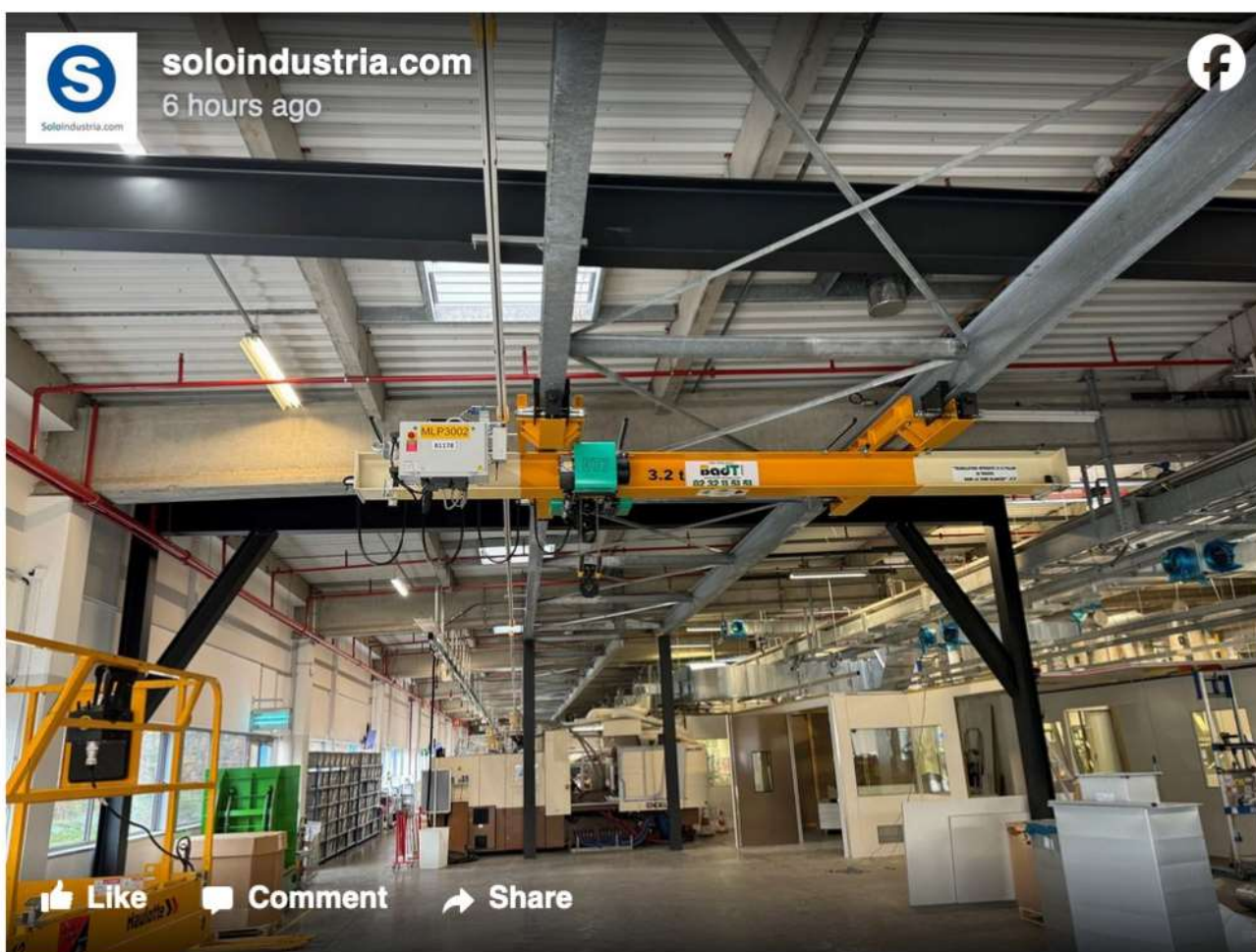
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Creada en 1994 y con sede en Grand-Quevilly, Seine-Maritime (76), BADT LEVAGE está especializada en el diseño, construcción e instalación de puentes grúa.

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BADT LEVAGE SUPPORTA L'ESPANSIONE PRODUTTIVA DI UN SUO CLIENTE INSTALLANDO UN CARROPONTE E ADATTANDO LA STRUTTURA DI SUPPORTO

Fondata nel 1994 e con sede a Grand-Quevilly, nella regione francese di Seine-Maritime, BADT LEVAGE è un'azienda specializzata nella progettazione, costruzione e installazione di carriponte. L'azienda offre gru monotrave, biltrave e a cassone, per carichi fino a 70 tonnellate, dotate di attrezzature di sollevamento.

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BADT LEVAGE APOYA LA AMPLIACIÓN DE LA PRODUCCIÓN DE SU CLIENTE INSTALANDO UN PUENTE GRÚA Y ADAPTANDO LA ESTRUCTURA DE SOPORTE

Creada en 1994 y con sede en Grand-Quevilly, Seine-Maritime (76), BADT LEVAGE está especializada en el diseño, construcción e instalación de puentes grúa. La empresa ofrece grúas monorraíl, biraíl y de cajón, para cargas de hasta 70 toneladas, equipadas con equipos de elevación. Con su equipo de técnicos especializados, está bien posicionada para ofrecer soluciones a todo tipo de necesidades de elevación y manipulación en toda Normandía. BADT LEVAGE es miembro de la red de servicio posventa Verlinde y de Europont, la primera red francesa de fabricantes de puentes grúa. Ha instalado recientemente un puente grúa de 3,2 toneladas para uno de sus clientes, equipando el puente con un polipasto Verlinde con altura de gancho reducida y una modificación de la estructura de soporte.

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BADT LEVAGE, que celebra su 30 aniversario en 2024, cuenta con una reconocida experiencia en elevación y manipulación. La empresa se ha ganado la confianza y la fidelidad de un amplio abanico de clientes locales de Normandía, tanto PYME como grandes grupos internacionales especializados en campos tan diversos como la aeronáutica, la calderería, la petroquímica, la construcción metálica, la metalurgia, las papeleras y el reciclado de residuos.

"Fabricamos unos veinte puentes grúa al año, nuestro planteamiento es que cubrimos toda la cadena de producción, desde la toma de medidas hasta la instalación final de los equipos en las instalaciones del cliente. Para ello, estamos equipados con todos los medios técnicos de producción necesarios y, en cuanto al personal, nuestro equipo está formado por un jefe de taller encargado de la producción, tres montadores y nueve electromecánicos. Gracias a la adaptabilidad de nuestro personal y a su espíritu de equipo podemos hacer frente a todas estas tareas", explica Xavier Laurence, Director General de BADT LEVAGE.

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Un cliente especializado en envases farmacéuticos, que trabaja con BADT LEVAGE desde hace casi 15 años, utilizaba una pista de grúa con una grúa suspendida de 2 toneladas para montar moldes en prensas de inyección. Para aumentar la producción, la empresa quería instalar tres moldes nuevos, más voluminosos y, en consecuencia, más pesados. No obstante, el cliente no quería sustituir su pista de grúa existente.

Se dirigieron a BADT LEVAGE con la petición de dividir la pista de grúa en dos partes e instalar una nueva grúa de 3,2 toneladas en la segunda parte.

Una solución a medida

Xavier Laurence describe la nueva configuración: "La primera grúa sigue en su sitio, equipada con un polipasto eléctrico de cadena EUROCHAIN Verlinde VRT2 que sustituimos hace unos años y que ha dado plena satisfacción a nuestro cliente. Hicimos un cálculo de diseño para el bastidor que soportaría la nueva grúa puente de 3,2 toneladas y, según nuestro estudio, había que reforzar y elevar el bastidor, que instalamos sin interferir en el movimiento de los carros que depositan los moldes al pie de las prensas. Además, el puente de 3,2 toneladas da servicio a las tres nuevas prensas", añade. "Incluye dos voladizos, cada uno de 1,25 m de longitud, para ampliar la zona de cobertura del polipasto. Los polipastos recogen los moldes del pie de las prensas y los introducen en ellas. Elegimos un modelo VERLINDE EUROBLOC VT, un polipasto eléctrico de cable que ahorra espacio. El mayor volumen de los nuevos modelos de prensas y los moldes más pesados, de 2,8 toneladas, supusieron una limitación de altura bajo el gancho".



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Plazos de entrega cortos

La altura de gancho autorizada por el polipasto EUROBLÖC VT fue un factor crítico para el fabricante a la hora de elegir los nuevos modelos de prensas. La reciente cuna y los equipos de alto rendimiento de BADT LEVAGE permitieron poner en servicio las instalaciones muy rápidamente, en sólo tres semanas, lo que supuso una gran satisfacción para el cliente. El proyecto exigió los conocimientos y la experiencia de tres técnicos de BADT LEVAGE a tiempo completo.

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BADT Levage supporta l'espansione produttiva di un suo cliente installando un carro ponte e adattando la struttura di supporto

Fondata nel 1994 e con sede a Grand-Quevilly, nella regione francese di Seine-Maritime, BADT LEVAGE è un'azienda specializzata nella progettazione, costruzione e installazione di carriponte. L'azienda offre gru monotrave, bitrave e a cassone



immagine pubblicata da Elroy Fernandes



Fondata nel 1994 e con sede a Grand-Quevilly, nella regione francese di Seine-Maritime, BADT LEVAGE è un'azienda specializzata nella progettazione, costruzione e installazione di carriponte. L'azienda offre gru monotrave, bitrave e a cassone, per carichi fino a 70 tonnellate, dotate di attrezzature di sollevamento. Con il suo team di tecnici specializzati, è in grado di offrire soluzioni a tutti i tipi di esigenze di sollevamento e movimentazione in tutta la Normandia. BADT Levage è membro della rete di assistenza post-vendita Verlinde e di Europont, la principale rete francese di produttori di carriponte. Recentemente, per uno dei suoi clienti, ha installato un carro ponte da 3,2 tonnellate dotato di un paranco Verlinde con altezza del gancio ridotta e una modifica alla struttura di supporto.

BADT LEVAGE, che festeggerà il suo 30° anniversario nel 2024, ha una riconosciuta esperienza nel settore del sollevamento e della movimentazione. L'azienda ha conquistato la fiducia e la fedeltà di un'ampia gamma di clienti locali in Normandia, sia PMI che grandi gruppi internazionali specializzati in diversi settori applicativi, come l'aeronautica, la produzione di caldaie, la petrochimica, la costruzione di metalli, la metallurgia, le miniere e il recupero dei rifiuti.

"Produciamo una ventina di carriponte all'anno; il nostro approccio consiste nel coprire l'intera catena di produzione, a partire dal rilievo delle misure fino all'installazione dell'attrezzatura presso il cliente. A tal fine, siamo dotati di tutti i mezzi tecnici di produzione necessari e, in termini di personale, il nostro team è composto da un capo officina responsabile della produzione, tre montatori e nove elettromeccanici. Grazie all'adattabilità del nostro personale e al suo spirito di squadra siamo in grado di gestire tutte queste attività", spiega Xavier Laurence, CEO di BADT Levage.

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Un cliente specializzato in imballaggi farmaceutici, che collabora con BADT LEVAGE da quasi 15 anni, utilizzava una passerella con gru a sospensione da 2 tonnellate per montare gli stampi sulle presse a iniezione. Per aumentare la produzione, l'azienda voleva installare tre nuovi stampi più voluminosi e quindi più pesanti. Tuttavia, il cliente non voleva sostituire la via di corsa della gru esistente.

Si è pertanto rivolto a BADT Levage con la richiesta di dividere la via di corsa in due parti e di installare una nuova gru da 3,2 tonnellate sulla seconda parte.

Una soluzione su misura

Xavier Laurence descrive la nuova configurazione: "La prima gru rimane al suo posto, equipaggiata con un paranco elettrico a catena EUROCHAIN Verlinde VR12, che abbiamo sostituito qualche anno fa e che ha dato al nostro cliente piena soddisfazione. Abbiamo effettuato un calcolo di progettazione per la struttura che sostiene il nuovo carro ponte da 3,2 tonnellate. Secondo il nostro studio, la struttura doveva essere rinforzata e rialzata, e l'abbiamo installata senza interferire con il movimento dei carrelli che depositano gli stampi ai piedi delle presse". "Il carro ponte da 3,2 tonnellate serve le tre nuove presse", continua. "Include due sporgenze, ciascuna lunga 1,25 m, per estendere l'area di copertura del paranco. I paranchi prelevano gli stampi dai piedi delle presse e li introducono in esse. Abbiamo scelto un modello VERLINDE EUROBLOC VT, un paranco elettrico a fune salvaspazio. Il volume maggiore dei nuovi modelli di presse e gli stampi più pesanti, con un peso di 2,8 tonnellate, hanno comportato un vincolo di altezza sotto il gancio".

Tempi di consegna ridotti

L'altezza del gancio autorizzata dal paranco EUROBLOC VT è stata un fattore critico per il produttore nella scelta dei nuovi modelli di presse. La recente culla e l'attrezzatura ad alte prestazioni di BADT LEVAGE hanno permesso di mettere in funzione le installazioni molto rapidamente, in sole tre settimane, il che ha rappresentato una grande fonte di soddisfazione per il cliente. Il progetto ha richiesto il know-how e la competenza di tre tecnici BADT Levage a tempo pieno.

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VERLINDE

BADT LEVAGE SOUTIENT L'ESSOR DE LA PRODUCTION DE SON CLIENT GRÂCE À L'INSTALLATION D'UN PONT ROULANT ASSORTI D'UNE ADAPTATION DE LA CHARPENTE

Implantée au Grand-Quevilly en Seine-Maritime (76) depuis 1994, la société BADT LEVAGE est spécialisée dans l'étude, la construction et l'installation de ponts roulants. Elle propose des ponts monopoutre, bipoutres ou à caisson, pour des charges allant jusqu'à 70 tonnes et équipés de matériels de levage. L'équipe, composée de techniciens spécialisés, répond à toutes problématiques de levage et de manutention sur l'ensemble du territoire normand. BADT Levage est membre du réseau SAV Verlinde et du premier réseau européen de constructeurs de ponts roulants Europont. Elle a récemment installé pour un de ses clients un pont roulant de 3,2 tonnes équipé d'un palan Verlinde à hauteur sous crochet réduite, avec une modification de la charpente.

www.verlinde.com



BADT LEVAGE, qui célèbre les 30 ans de sa création en 2024, dispose d'une expertise reconnue dans le domaine du levage et de la manutention. La société a gagné la confiance et la fidélité d'acteurs locaux en Normandie, aussi bien auprès de PME et que de groupes d'envergure internationale spécialisés dans des domaines aussi divers que l'aéronautique, la chaudronnerie, la pétrochimie, la construction métallique, la métallurgie, la papeterie et la valorisation des déchets.

« Nous fabriquons une vingtaine de ponts roulants par an et notre volonté est de maîtriser toute la chaîne de production, depuis la prise des côtes jusqu'à l'installation chez le client. Nous disposons pour cela de tous les équipements techniques nécessaires à la fabrication et sur le plan humain, notre équipe se compose d'un chef d'atelier responsable de la fabrication, trois monteurs et neuf électromécaniciens. La polyvalence des personnes et l'esprit d'équipe nous permettent d'assurer toutes ces opérations. », déclare M. Laurence, PDG de BADT Levage.

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Un client spécialisé dans l'emballage de médicaments, chez lequel BADT LEVAGE intervient depuis près de 15 ans, utilisait un chemin de roulement avec un pont suspendu de 2 tonnes pour monter des moules sur des presses à injection. Afin d'augmenter sa production, il souhaitait installer trois nouvelles presses de plus gros volume, et donc des moules plus lourds. Cependant, le client ne souhaitait pas remplacer son chemin de roulement.

Il a consulté BADT Levage pour scinder le chemin de roulement en deux, afin d'installer un nouveau pont de 3,2 tonnes sur la seconde partie.

Une réalisation sur mesure

M. Laurence explique : « Le premier pont reste en place, il est équipé d'un palan électrique à chaîne EUROCHAIN Verlinde VR12 que nous avions remplacé il y a quelques années et qui donne entière satisfaction à notre client. Nous avons réalisé une note de calcul pour la charpente qui supporte le nouveau pont roulant de 3,2 tonnes. D'après notre étude, la charpente nécessitait des renforts ainsi qu'un rehaussement, que nous avons posés en veillant à ce que ces derniers ne gênent pas la circulation des chariots qui viennent déposer les moules au pied des presses. » Il poursuit : « Le pont de 3,2 tonnes dessert les trois nouvelles presses. Il comprend deux porte à faux de 1,25 m de longueur chacun afin d'étendre la zone de couverture du palan. Les palans viennent récupérer les moules au pied des presses pour les introduire à l'intérieur. Nous avons choisi un modèle VERLINDE EUROBLLOC VT, un palan électrique à câble à encombrement réduit. En effet, le volume des nouveaux modèles de presse, plus conséquent et les moules plus lourds, de 2,8 tonnes, introduisaient une contrainte de hauteur sous crochet. »



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Des délais courts
La hauteur sous crochet autorisée par le palan EURDBLOC VT a été déterminante dans le choix des nouveaux modèles de presse souhaité par l'industriel. La nacelle et le parc matériel récent et performant de BADT LEVAGE ont permis une mise en service des installations dans un délai court, en trois semaines, à la grande satisfaction du client. Elle a fait appel au savoir-faire et à l'expertise de trois techniciens à temps plein de BADT Levage.

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PUBLICATION: SOLOINDUSTRIA.COM	DATE: July 2024	SUBJECT: BADT LEVAGE
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Creada en 1994 y con sede en Grand-Quevilly, Seine-Maritime (76), BADT LEVAGE está especializada en el diseño, construcción e instalación de puentes grúa. La empresa ofrece grúas monorraíl, birraíl y de cajón, para cargas de hasta 70 toneladas, equipadas con equipos de elevación. Con su equipo de técnicos especializados, está bien posicionada para ofrecer soluciones a todo tipo de necesidades de elevación y manipulación en toda Normandía. BADT LEVAGE es miembro de la red de servicio posventa Verlinde y de Europont, la primera red francesa de fabricantes de puentes grúa. Ha instalado recientemente un puente grúa de 3,2 toneladas para uno de sus clientes, equipando el puente con un polipasto Verlinde con gancho reducida y una modificación de la estructura de soporte.

BADT LEVAGE, que celebra su 30 aniversario en 2024, cuenta con una reconocida experiencia en elevación y manipulación. La empresa se ha ganado la confianza y la fidelidad de un amplio abanico de clientes locales de Normandía, tanto PYME como grandes grupos internacionales especializados en campos tan diversos como la aeronáutica, la calderería, la petroquímica, la construcción metálica, la metalurgia, las papeleras y el reciclado de residuos.

«Fabricamos unos veinte puentes grúa al año, nuestro planteamiento es que cubrimos toda la cadena de producción, desde la toma de medidas hasta la instalación final de los equipos en las instalaciones del cliente. Para ello, estamos equipados con todos los medios técnicos de producción necesarios y, en cuanto al personal, nuestro equipo está formado por un jefe de taller encargado de la producción, tres montadores y nueve electromecánicos. Gracias a la adaptabilidad de nuestro personal y a su espíritu de equipo podemos hacer frente a todas estas tareas», explica Xavier Laurence, Director General de BADT LEVAGE.



Un cliente especializado en envases farmacéuticos, que trabaja con BADT LEVAGE desde hace casi 15 años, utilizaba una pista de grúa con una grúa suspendida de 2 toneladas para montar moldes en prensas de inyección. Para aumentar la producción, la empresa quería instalar tres moldes nuevos, más voluminosos y, en consecuencia, más pesados. No obstante, el cliente no quería sustituir su pista de grúa existente.

Se dirigieron a BADT LEVAGE con la petición de dividir la pista de grúa en dos partes e instalar una nueva grúa de 3,2 toneladas en la segunda parte.

Una solución a medida

Xavier Laurence describe la nueva configuración: «La primera grúa sigue en su sitio, equipada con un polipasto eléctrico de cadena EUROCHAIN Verlinde VR12 que sustituimos hace unos años y que ha dado plena satisfacción a nuestro cliente. Hicimos un cálculo de diseño para el bastidor que soportaría la nueva grúa puente de 3,2 toneladas y, según nuestro estudio, había que reforzar y elevar el bastidor, que instalamos sin interferir en el movimiento de los carros que depositan los moldes al pie de las prensas. Además, el puente de 3,2 toneladas da servicio a las tres nuevas prensas», añade. «Incluye dos voladizos, cada uno de 1,25 m de longitud, para ampliar la zona de cobertura del polipasto. Los polipastos recogen los moldes del pie de las prensas y los introducen en ellas. Elegimos un modelo VERLINDE EUROBLOCK VT, un polipasto eléctrico de cable que ahorra espacio. El mayor volumen de los nuevos modelos de prensas y los moldes más pesados, de 2,8 toneladas, supusieron una limitación de altura bajo el gancho».

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Piazos de entrega cortos

La altura de gancho autorizada por el polipasto EUROBLLOC VT fue un factor crítico para el fabricante a la hora de elegir los nuevos modelos de prensas. La reciente cuna y los equipos de alto rendimiento de BADT LEVAGE permitieron poner en servicio las instalaciones muy rápidamente, en sólo tres semanas, lo que supuso una gran satisfacción para el cliente. El proyecto exigió los conocimientos y la experiencia de tres técnicos de BADT LEVAGE a tiempo completo.

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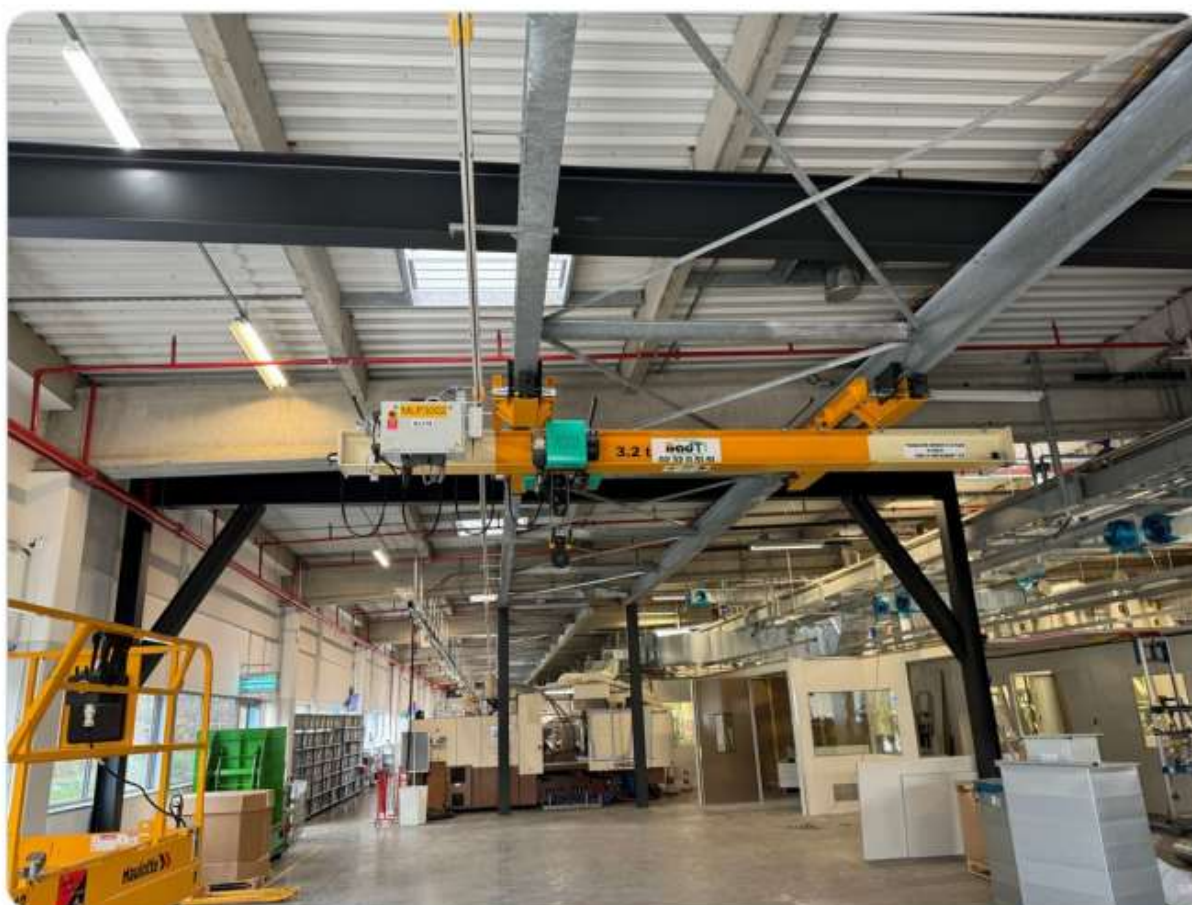
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BADT LEVAGE appoia la ampliación de la producción de su cliente instalando un puente grúa y adaptando la estructura de soporte soloindustria.com/badt-levage-ap...



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BADT Levage supports its customer's production expansion by installing an overhead crane and adapting the support structure

UPDATE MEDIA GROUP • 9TH JULY 2024 • COMMENTS OFF

Established in 1994 and based in Grand-Quevilly, Seine-Maritime (76), BADT LEVAGE is specialized in the design, construction and installation of overhead cranes. The company offers single-girder, double-girder and box-type cranes, for loads of up to 70 tonnes, fitted with lifting equipment. With its team of specialized technicians, it is well-positioned to offer solutions to all types of lifting and handling requirements throughout Normandy. BADT Levage is a member of the Verlinde after-sales service network and of Europont, French's leading network of overhead crane manufacturers. Recently for one of its customers, it installed a 3.2-40m overhead crane fitted with a Verlinde hoist with reduced hook height and a modification to the support structure.

BADT LEVAGE, which celebrates its 30th anniversary in 2024, has recognized expertise in lifting and handling. The company has won the trust and loyalty of a broad range of local customers in Normandy, both SMEs and major international groups specializing in fields as diverse as aeronautics, boiler making, petrochemicals, metal construction, metallurgy, paper mills and waste recovery.

"We manufacture around twenty overhead cranes a year, our approach is that we cover the whole production chain, first taking the measurements and finally installing the equipment at the customer's site. To achieve this, we are equipped with all the necessary technical means of production, and in terms of personnel, our team consists of a workshop manager in charge of production, three fitters and nine electromechanics. Thanks to the adaptability of our people and their team spirit we are to handle all these tasks", explains Xavier Laurence, CEO of BADT Levage.



PUBLICATION: AUTOMATION UPDATE	DATE: July 2024	SUBJECT: BADT LEVAGE
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They approached BADT Levage with a request to split the crane runway into two parts and install a new 3.2-ton crane on the second part.

A tailor-made solution

Xavier Laurence describes the new configuration: "The first crane remains in place, equipped with a EUROCHAIN Verlinde VR12 electric chain hoist which we replaced a few years ago and which has given our customer complete satisfaction. We made a design calculation for the framework supporting the new 3.2-ton overhead crane. According to our study, the framework needed to be reinforced and raised, and we installed these without interfering with the movement of the carts that deposit the moulds at the foot of the presses." "The 3.2-ton bridge serves the three new presses", he continues. "It includes two overhangs, each 1.25 m long, to extend the hoist coverage area. The hoists pick up the moulds from the foot of the presses and feed them into them. We chose a VERLINDE EUROBLOC VT model, a space-saving electric wire rope hoist. The larger volume of the new press models and the heavier moulds, weighing in at 2.8 tons, meant that there was a height constraint under the hook."



Short lead times

The hook height authorized by the EUROBLOC VT hoist was a critical factor for the manufacturer when choosing the new press models. BADT LEVAGE's recent, high-performance cradle and equipment enabled the installations to be commissioned very rapidly, in just three weeks, which was a major source of satisfaction for the customer. The project demanded the know-how and expertise of three full-time BADT Levage technicians.

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BADT Levage supports its customer's production expansion by installing an overhead crane and adapting the support structure

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Verlinde, BADT Levage soutient l'essor de la production de son client

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Implantée au Grand-Quevilly en Seine-Maritime (76) depuis 1994, la société BADT LEVAGE est spécialisée dans l'étude, la construction et l'installation de ponts roulants...

Elle propose des ponts monopoutre, bipoutres ou à caisson, pour des charges allant jusqu'à 70 tonnes et équipés de matériels de levage. L'équipe, composée de techniciens spécialisés, répond à toutes problématiques de levage et de manutention sur l'ensemble du territoire normand. BADT Levage est membre du réseau SAV Verlinde et du premier réseau européen de constructeurs de ponts roulants Europont. Elle a récemment installé pour un de ses clients un pont roulant de 3,2 tonnes équipé d'un palan Verlinde à hauteur sous crochet réduite, avec une modification de la charpente.

BADT LEVAGE, qui célèbre les 30 ans de sa création en 2024, dispose d'une expertise reconnue dans le domaine du levage et de la manutention. La société a gagné la confiance et la fidélité d'acteurs locaux en Normandie, aussi bien auprès de PME et que de groupes d'envergure internationale spécialisés dans des domaines aussi divers que l'aéronautique, la chaudronnerie, la pétrochimie, la construction métallique, la métallurgie, la papeterie et la valorisation des déchets.

– Nous fabriquons une vingtaine de ponts roulants par an et notre volonté est de maîtriser toute la chaîne de production, depuis la prise des côtes jusqu'à l'installation chez le client. Nous disposons pour cela de tous les équipements techniques nécessaires à la fabrication et sur le plan humain, notre équipe se compose d'un chef d'atelier responsable de la fabrication, trois monteuses et neuf électromécaniciens. La polyvalence des personnes et l'esprit d'équipe nous permettent d'assurer toutes ces opérations. –, déclare M. Laurence, PDG de BADT Levage.

Un client spécialisé dans l'emballage de médicaments, chez lequel BADT LEVAGE intervient depuis près de 15 ans, utilisait un chemin de roulement avec un pont suspendu de 2 tonnes pour monter des moules sur des presses à injection. Afin d'augmenter sa production, il souhaitait installer trois nouvelles presses de plus gros volume, et donc des moules plus lourds. Cependant, le client ne souhaitait pas remplacer son chemin de roulement.

Il a consulté BADT Levage pour scinder le chemin de roulement en deux, afin d'installer un nouveau pont de 3,2 tonnes sur la seconde partie.

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Une réalisation sur mesure

M. Laurence explique : « Le premier pont reste en place, il est équipé d'un palan électrique à chaîne EUROCHAIN Verlinde VR12 que nous avons remplacé il y a quelques années et qui donne entière satisfaction à notre client. Nous avons réalisé une note de calcul pour la charpente qui supporte le nouveau pont roulant de 3,2 tonnes. D'après notre étude, la charpente nécessitait des renforts ainsi qu'un rehaussement, que nous avons posés en veillant à ce que ces derniers ne gênent pas la circulation des chariots qui viennent déposer les moules au pied des presses. » Il poursuit : « Le pont de 3,2 tonnes dessert les trois nouvelles presses. Il comprend deux porte à faux de 1,25 m de longueur chacun afin d'étendre la zone de couverture du palan. Les palans viennent récupérer les moules au pied des presses pour les introduire à l'intérieur. Nous avons choisi un modèle VERLINDE EUROBLOC VT, un palan électrique à câble à encombrement réduit. En effet, le volume des nouveaux modèles de presse, plus conséquent et les moules plus lourds, de 2,8 tonnes, introduisaient une contrainte de hauteur sous crochet. »

Des délais courts

La hauteur sous crochet autorisée par le palan EUROBLOC VT a été déterminante dans le choix des nouveaux modèles de presse souhaités par l'industriel. La nacelle et le parc matériel récent et performant de BADT LEVAGE ont permis une mise en service des installations dans un délai court, en trois semaines, à la grande satisfaction du client. Elle a fait appel au savoir-faire et à l'expertise de trois techniciens à temps plein de BADT Levage.

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BADT LEVAGE SOUTIENT L'ESSOR DE LA PRODUCTION DE SON CLIENT GRÂCE À L'INSTALLATION D'UN PONT ROULANT ASSORTI D'UNE ADAPTATION DE LA CHARPENTE

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Il a consulté BADT Levage pour sonder le chemin de roulement en deux, afin d'installer un nouveau pont de 3,2 tonnes sur la seconde partie.

Une évaluation sur mesure

M. Laurence explique : « Le premier pont reste en place, il est équipé d'un palan électrique à chaîne EUROCHAIN Verlinde VRT2 que nous avons remplacé il y a quelques années et qui donne entière satisfaction à notre client. Nous avons réalisé une note de calcul pour la charpente qui supporte le nouveau pont roulant de 3,2 tonnes. D'après notre étude, la charpente nécessitait des renforts ainsi qu'un rehaussement, que nous avons posés en veillant à ce que ces derniers ne gênent pas la circulation des chariots qui viennent déposer les moules au pied des presses. » Il poursuit : « Le pont de 3,2 tonnes dessert les trois nouvelles presses. Il comprend deux porte à faux de 1,25 m de longueur chacun afin d'étendre la zone de couverture du palan. Les palans viennent récupérer les moules au pied des presses pour les introduire à l'intérieur. Nous avons choisi un modèle VERLINDE EUROBLOC VT, un palan électrique à câble à encombrement réduit. En effet, le volume des nouveaux modèles de presses, plus conséquent et les moules plus lourds, de 2,8 tonnes, réduisaient une contrainte de hauteur sous crochet... »



Des délais courts

La hauteur sous crochet autorisée par le palan EUROBLOC VT a été déterminante dans le choix des nouveaux modèles de presse souhaités par l'industriel. La nacelle et le parc matériel récent et performant de BADT LEVAGE ont permis une mise en service des installations dans un délai court, en trois semaines, à la grande satisfaction du client. Elle a fait appel au savoir-faire et à l'expertise de trois techniciens à temps plein de BADT Levage.



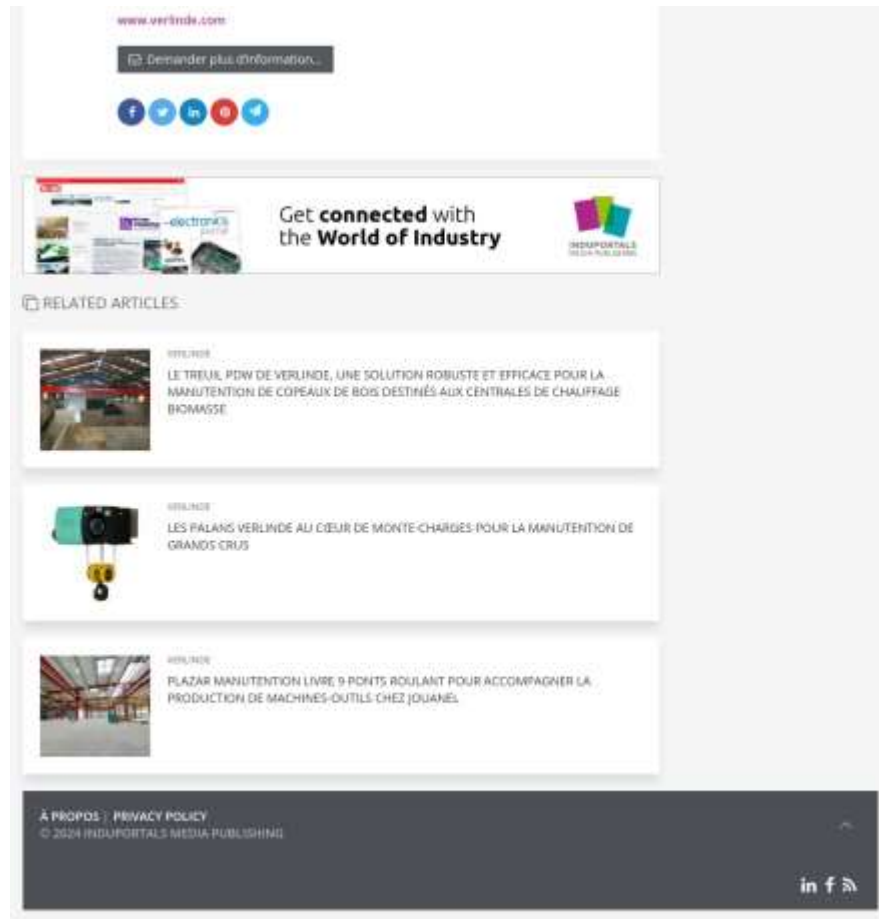
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PUBLICATION: INDUSTRIE – ONLINE-WEB	DATE: July 2024	SUBJECT: BADT LEVAGE
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PUBLICATION: HOIST	DATE: August 2024	SUBJECT: MURISALTIERNE WINERY CONSTRUCTION
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REGION REPORT | EUROPE

The X-series overhead crane system is a successor to Konecranes' CXT model which dates back to the year 2000 and to date has sold well over 100.000 units globally. It has a new compact design, and technology that includes wireless upgrade capabilities, which, says Konecranes, largely futureproofs the machine.

The state-of-the-art electrical architecture of the X-series has been designed with connectivity in mind. "It can flexibly adjust to future customer requirements, maximizing the investment's value," said Jussi Luukomaa, product manager, ISE EMEA, Konecranes.

"This adaptability is enabled by smart, connected components, allowing seamless software upgrades 'over the air'— which is a first in the standard crane industry."

Customers have the option initially to purchase the crane and subsequently upgrade to add Smart Features, incorporating new functionalities as business needs evolve. Troubleshooting and software updates can be conducted from floor level, minimizing potential

downtime. The crane features a new ergonomic Canman radio with an integrated display, providing operators with freedom of movement and essential information at their fingertips, and giving stepless control for safer and more precise lifting experiences. It comes also with Konecranes' Truconnect remote monitoring.

With this Konecranes X-series crane there is also the new Konecranes S-series low headroom hoist that goes with it. It is compact, gives smooth stepless lifting with a load-dependent lifting motor, which reduces cycle times. Its S-series hoist has been specially designed to use synthetic ropes, with all the advantages that they bring over wire-rope or chain hoists – which, just to list a few, are that synthetic rope is lightweight, durable, and, since it requires no lubrication, is clean. Nor does it fray or produce sharp barbs like steel wire rope, so it is safer as well as easier to handle. The Smart Features include sway control, target positioning, inching, micro-speed and snag prevention, all of which, says the company, enhances safety

and productivity - sway control alone can increase speed of operation by up to 60%, they say - and allow less experienced operators to use the hoist as efficiently as practiced ones.

The entire X-series has been created, says Konecranes, with an emphasis on sustainable design and material choices. A more compact and efficient motor and synthetic rope are elements of this. A thrust rocker reduce steel consumption and an optimized belt drive reduces wear, both serving to minimize the overall environmental impact and reduce maintenance needs. The inverter lifting technology gives precise motor speed control, reducing energy waste. The Design for Environment (DfE) approach guided product development, aiming to minimize environmental impact throughout the product lifecycle.

Konecranes is now taking orders for the crane and expects the first deliveries to begin in Q4 2024 in Europe, Middle East and Africa, with deliveries in other regions to follow later.

PUBLICATION: HOIST	DATE: August 2024	SUBJECT: MURISALTIERNE WINERY CONSTRUCTION
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VERLINDE LIFTS FINE WINES

Verlinde of course is a French maker of hoists, and France also makes some of the world's finest wines. It is appropriate, therefore, that a company that equips the wine houses of Burgundy should use Verlinde lifts.

Construction Vinicole Murisaltienne, located in Meursault in the heart of the Burgundy vineyards, supplies its customers with viticulture farm machinery and equipment, such as bottling tables or lifting units for bottle handling. The technicians also provide maintenance for this equipment. For nearly 15 years, Verlinde has been supplying lifting equipment to the company.

Construction Vinicole Murisaltienne is very attentive to the quality of the equipment it uses, for itself and for its customers. It has relied on Verlinde Eurobloc VT type electric cable hoists for the construction of freight lifts for its customers.

They are installed in wine houses for the handling of bottles, pallets, cartons and large bags. Over the last three years, a total of 30 hoists have been delivered or are in the process of being ordered.

The Eurobloc VT electric wire rope fixed hoists are mounted for a 3.2 ton load. The hoists embody Verlinde's know-how: the design



The Verlinde Eurobloc VT...



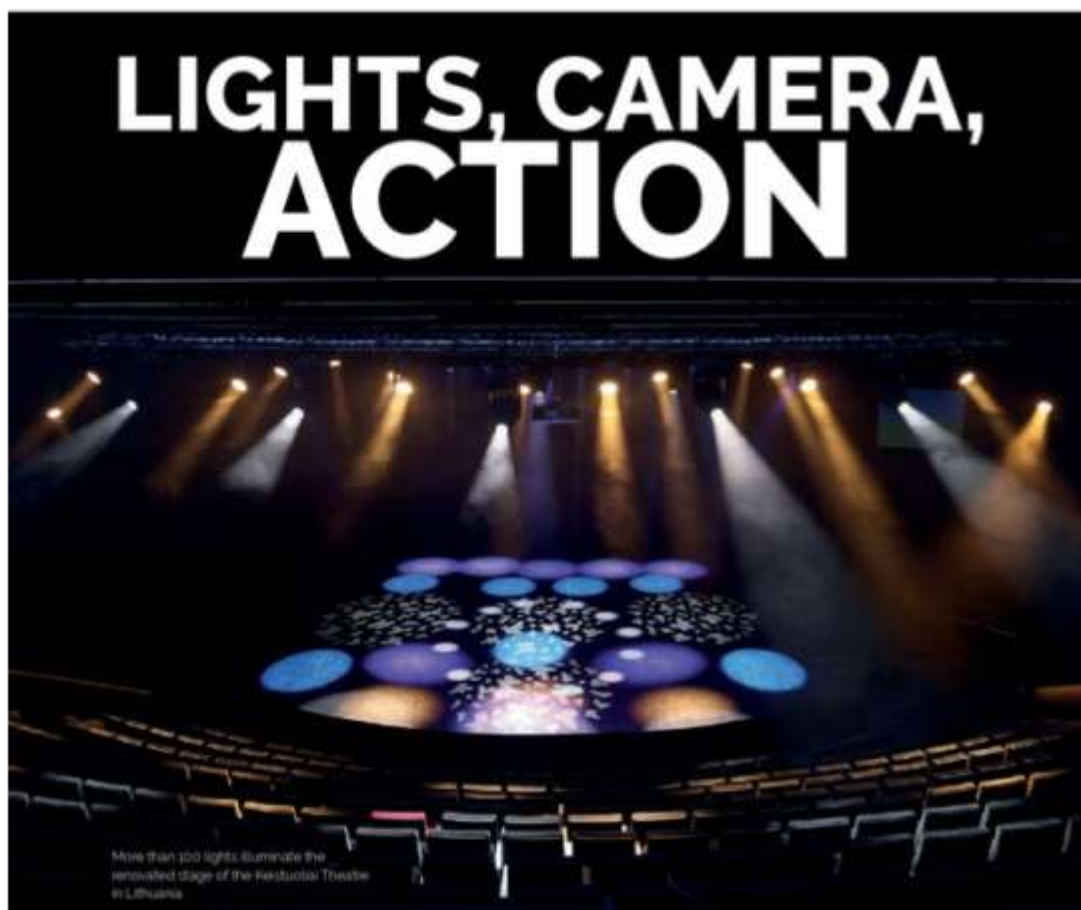
... and the vineyards of Burgundy
(Credit: CocktailSteward -Wikimedia)

alone is protected by 13 patents. The fixed models are perfectly integrated into the custom-made lifts installed by Construction Vinicole Murisaltienne. They do not have a carriage and are used for applications where horizontal movement is not required.

The hoists are equipped with an IP55 lifting motor having two speeds, a low speed of 1.1 meter per minute and a high speed of 6.3 meter per minute, for a load lifting height of six to 9.5 meter. The loads are lifted in total safety and with precision. These parameters are essential for the handling of prestigious wines. The hoists are easy to maintain: the disc brake does not require any maintenance and the motor is designed to facilitate interventions. The hoists are equipped with an hour meter, which makes it possible to plan maintenance operations according to the duration of use. The "springless" design of the cable guides not only makes them easier to replace during maintenance, but also makes them suitable for use in difficult environments, such as damp cellars.

PUBLICATION: HOIST	DATE: September 2024	SUBJECT: SUCCESS STORY VERLINDE – STS – KEISTUOLIAI THEATER
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FEATURE | ENTERTAINMENT RIGGING



More than 100 lights illuminate the renovated stage of the Keistukai Theatre in Lithuania

From Stagemaker hoists by French manufacturer Verlinde, to Rope Assemblies remarking on how requirements for lifting slings and accessories have changed over the years and Kito Crosby Entertainment Group's Krewmate hoists, transforming an old YMCA building in California, we look at the latest projects in entertainment rigging.

Verlinde's Stagemaker range is dedicated to the entertainment industry and lifts loads from 125 to 5000kg. It benefits from constant innovations designed with the market players. For example, with the patented "Perfect Push" concept, the 5-cable lifting nut contributes to a smoother drive of the lifting chain. This innovation provides better guidance to avoid any risk

of jamming. Another example of innovation on this type of equipment is "ChainFlux", a unique concept with horizontal ejection of the chain that allows the hoist to be used in either industrial or climbing position.

Today, more than 100 new lights illuminate the renovated stage of the famous Keistukai Theatre in Lithuania during performances. This system is exceptional in several respects: for its

unique shape, the large number of lights, and also for its mechanization. The lights are suspended from 10 lighting bridges; the front lighting bridges are formed by impressive curved trusses up to 15 meters long. The entire system is mechanized by 27 Verlinde chain hoists from the Stagemaker range, which hoist the lighting equipment in complete safety. The electric chain hoists make it easy to adapt the

PUBLICATION: HOIST	DATE: September 2024	SUBJECT: SUCCESS STORY VERLINDE – STS – KEISTUOLIAI THEATER
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ENTERTAINMENT RIGGING | FEATURE

system to different types of shows and to quickly change the lighting.

The Keistukai Theatre, which opened in 1989 is an old building in the capital Vilnius, and is the first independent professional theatre in Lithuania.

Its artistic creations, known for breaking the boundaries of classical music, literature, theatre, and cinema are highly appreciated by a wide audience.

After 30 years of activity, the Keistukai Theatre underwent a dramatic renovation in 2019. Scenos Technis Services, Verlinde's partner in Lithuania, created a novel, custom-made lighting system for its special circular shaped stage.

The Lithuanian company Scenos Technis Services (STS) is the largest provider of technical services for the entertainment, culture, and performance sector in Lithuania. For more than 30 years, STS has been providing standard and non-standard stages and technical equipment for many performances in Lithuania and abroad. Depending on the space and type of event, it designs fully customized sound, lighting, mechanical, stage and video systems. These systems interact not only with each other, but also with other building systems (electrical, fire, etc.). STS also handles project implementation, ranging from installation to staff training.

STS has long-standing partnerships with foreign suppliers, and Verlinde in particular for lifting equipment. The Stagemaker range of hoists from the French manufacturer is designed and developed specifically for the entertainment industry in compliance with applicable worldwide standard and regulatory requirements (CE, DIN, UKCA) and market needs.

Stagemaker boasts an excellent reputation worldwide in the entertainment and theatre industry with over 45 years of expertise and experience in these market segments. This longevity and the long list of references are proof of the equipment durability and reliability.

The lighting system for the circular stage at the Keistukai Theatre was designed by Darius Mairauskas, the theatre's lighting designer. STS was responsible for carrying out the project. The installation of the lighting system was subject to the highest quality requirements, which STS was able to meet.

"During the renovation process, which lasted more than two years, the Keistukai Theatre was given a new lease of life," said Julius Grulinskas, head, STS design department. According to him, the biggest

challenge of this project was the hall layout: the single amphitheatre hall and the circular stage required a non-standard lighting system.

In order to make the best use of the existing space and to install a versatile lighting system, non-standard stage constructions were required. Aluminium trusses, with different curvatures were specially manufactured for this project. The lighting system of the large theatre hall is unique and there is no other lighting system of this kind in Lithuania.

In addition, LED lighting strips have been fitted all around the semi-circular room. By varying the colours and intensity of the lighting in the hall, it is possible to change the atmosphere depending on the performance.

At the time of the renovation, the theatre acquired a small auditorium. A special frame for the lighting system was designed for this room and built around its perimeter. It allows the lights to be mounted in different ways. The entire frame is also lifted with Verlinde hoists.

STS also installed the video equipment of the theatre: video projectors and screens, as well as the stage curtains, the front stage curtain and the side backdrops. The lighting effects in this theatre are enhanced by fog machines.

STS is one of the few Lithuanian companies that offers complete and customized installation solutions for its customers' performance venues. Non-standard solutions in public and cultural spaces are undoubtedly its strength. An experienced design team finds the best solutions and relies on STS' long-standing partners in the production of stage equipment to materialise their ideas.

"The success of the Keistukai Theatre renovation project is the result of our successful cooperation with our customers and partners," says Julius Grulinskas, head of the STS design department. "The end user is pleased with the result. His vision is brought to life thanks to the installer and all the partners who played a role. The chain hoists, manufactured by Verlinde, are the central part of this installation and fulfil their function perfectly."

Verlinde is pleased to bring its expertise and high-grade products for the installations carried out by STS. This quality partnership in the cultural and entertainment industry in Lithuania contributes to building our reputation in the world," adds Jean-Yves Bausant, international sales and marketing manager for the Stagemaker range.

Rope Assemblies has been a manufacturer of both wire and fibre rope assemblies for nearly four decades, as well as supplying lifting accessories. It supplies to a wide range of industries with a special interest in rigging used for entertainment.

"Our role is to bring the designer's ideas to life in ways that are both magical and safe. While adhering to the strict and necessary rules and regulations that govern all lifting applications. We also have to understand our client needs which can be incredibly diverse due to the very nature of the industry," said Ann McCorkell, director, Rope Assemblies.

From traditional hemp lines and scenery rigging, the entertainment industry has always had a need for lifting equipment. With some of the biggest names in the world appearing on the stage of one type or another, it is vital that the rigging used is both safe and suitable for the application.



Verlinde STS Keistukai Theatre

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FEATURE | ENTERTAINMENT RIGGING



The entire system is mechanized by 27 Verlinde chain hoists from the Stagemaker range - Keistuoliai Theatre.

"While we all know that you don't stand under a live load, if you stand on a stage and look up then there can be a huge array of equipment above your head. This means that often, conventional lifting methods are just not suitable and more innovative solutions have to be found, while still keeping to the same regulations for safety

- I am full of admiration for the riggers that put the equipment together and produce the amazing effects that we see on stage and screen today," said McCorkell.

"As manufacturers, we have seen the requirements for lifting slings and accessories change over the years. With the progression in tensile strength of steel wire rope, we have seen diameters get smaller while retaining a higher WLL.

"The requirements of the industry mean always looking for rigging to be as invisible as possible - we all want to see the magic happen without knowing how it happens, so the introduction of black wire rope and some fittings was a step forward in making the rigging less noticeable.

"We have a duty of care to ensure that the goods we supply are fit for purpose and conform to the appropriate standards and are constantly checking for any updates to legislation that may apply to the lifting industry. Whether the weight is 2kgs or 2000kgs the same regulations still must be followed. To help us ensure that all the assemblies we manufacture are to the standard, we have both a pull test bed and a drop test bed. Although there is no requirement for us to test (as all our materials are made to the relevant standards), as a company we feel that daily testing of a random assembly can only enhance our quality control - there is no such thing as too thorough."

Lifting comes under many headings in the entertainment industry, and it is

commonplace for scenery to be lifted and moved during a live show, so the riggers also have to work with the performers on stage. While traditional lifting can involve days of planning and very precise lift plans, a touring show can mean that the rigging changes in each venue to accommodate stage size, lifting points etc.

"The way a show is rigged on Saturday may need to be completely different in a new venue on Sunday so a tour will typically carry lots of spare equipment to allow for quick solutions as the show must appear the same. It's important that all our rigging is supplied with the relevant certification and guidance instructions, as this allows the riggers to make any necessary changes to the way a lift is done. This can mean very tight deadlines for us as a manufacturer to be able to get the right equipment to the right venue in time for a show opening. It's not unknown for the MD to be on the train to London with a delivery to a theatre when things have been needed," adds McCorkell.

She says as the industry has evolved, products have been developed, such as Soft Steels (AKA Gak Flex or Wire Rope Roundslings) and Truss Straps. The latter can be used in place of a traditional roundslings or wire rope sling when attaching to truss. "These have the advantage of being much smaller in physical size while retaining a WLL that is appropriate for the lightweight items used by this industry. Traditional Burlap is still



Verlinde Stagemaker

PUBLICATION: INDUSTRIE – NEWSLETTER	DATE: August 2024	SUBJECT: BADT LEVAGE
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Lire le dernier numéro
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BADT LEVAGE SOUTIENT L'ESSOR DE LA PRODUCTION DE SON CLIENT GRÂCE À L'INSTALLATION D'UN PONT ROULANT ASSORTI D'UNE ADAPTATION DE LA CHARPENTE

Implantée au Grand-Quevilly en Seine-Maritime (76) depuis 1994, la société BADT LEVAGE est spécialisée dans l'étude, la construction et l'installation de ponts roulant. Elle propose des ponts monopoutre, bipoutres ou à caisson, pour des charges allant jusqu'à 70 tonnes et équipés de matériels de levage.



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PUBLICATION: HOIST	DATE: August 2024	SUBJECT: BADT LEVAGE
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NEWS | EUROPOINT

BADT LEVAGE UPGRADES SUSPENSION CRANE WITH VERLINDE HOIST

BADT Levage has upgraded a suspension crane for a client at a pharmaceutical company using a Verlinde hoist.

Founded in 1994 in Grand-Quevilly, Seine-Maritime, France, BADT Levage specializes in the design, construction and installation of overhead cranes.

The company, which celebrates its 30th anniversary this year, supplies single-girder, double-girder and box-type cranes, for loads of up to 70 tons, fitted with lifting equipment. It is also a member of the Verlinde after-sales service network and Europoint, French's network of overhead crane manufacturers.

It recently installed a 3.2-ton overhead crane fitted with a Verlinde hoist with reduced hook height and a modification to the support structure.

Other clients include SMEs and international groups in aeronautics, boiler making, petrochemicals, metal construction, metallurgy, paper mills and waste recovery.

"We manufacture around 20 overhead cranes a year, our approach is that we cover the whole production chain, first taking the measurements and finally installing the equipment at the

customer's site. To achieve this, we are equipped with all the necessary technical means of production, and in terms of personnel, our team consists of a workshop manager in charge of production, three fitters and nine electromechanics. Thanks to the flexibility of our team we can handle all these tasks," said Xavier Laurence, CEO, BADT Levage.

A customer specializing in pharmaceutical packaging, who has been working with BADT Levage for nearly 15 years, was using a crane runway with a 2-ton suspension crane to mount moulds on injection presses.

To increase production, the company wanted to install three new, more voluminous and consequently heavier moulds. However, the customer did not want to replace its existing crane runway.

It approached BADT Levage with a request to split the crane runway into two parts and install a new 3.2-ton crane on the second part.

"The first crane remains in place, equipped with a Eurochain Verlinde VR12 electric chain hoist, which we replaced a few years ago and which has given our customer complete satisfaction. We made a design calculation for the

framework supporting the new 3.2-ton overhead crane. According to our study, the framework needed to be reinforced and raised, and we installed these without interfering with the movement of the carts that deposit the moulds at the foot of the presses," said Laurence.

"The 3.2-ton bridge serves the three new presses. It includes two overhangs, each 1.25m long, to extend the hoist coverage area. The hoists pick up the moulds from the foot of the presses and feed them into them.

"We chose a Verlinde Eurobloc VT model, a space-saving electric wire rope hoist. The larger volume of the new press models and the heavier moulds, weighing in at 2.8 tons, meant that there was a height constraint under the hook."

The hook height authorized by the Eurobloc VT hoist was a critical factor for the manufacturer when choosing the new press models. BADT Levage's recent, high-performance cradle and equipment enabled the installations to be commissioned very rapidly, in just three weeks, which was a major source of satisfaction for the customer.

The project demanded the know-how and expertise of three full-time BADT Levage technicians. ●



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MANUT SERVICES OFFRE UNA SOLUZIONE PER LA MOVIMENTAZIONE DEI MATERIALI IN UN'AREA DI LAVORO RISTRETTA

Avete bisogno di movimentare materiali in uno spazio ridotto? Un cliente di Manut Services, azienda specializzata in attrezzature e accessori per il sollevamento e la movimentazione, ha consigliato a un proprio cliente una soluzione sicura e personalizzata con una gru a braccio articolato Verlinde per il sollevamento di motori.

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MANUT SERVICES OFRECE UNA SOLUCIÓN DE MANIPULACIÓN DE MATERIALES PARA UNA ZONA DE TRABAJO CONFINADA

Un cliente de Manut Services, empresa especializada en equipos y accesorios de elevación y manipulación, recomendó a uno de sus propios clientes una solución segura y a medida con una grúa pluma Verlinde para la elevación de motores.

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Manut Services delivers a materials handling solution for a confined work area

A VPN is an essential component of IT security, whether you're just starting a business or are already up and running. Most business interactions and transactions happen online and VPN



Need to handle materials in a small space? A customer of Manut Services, a company specializing in lifting and handling equipment and accessories, recommended to one of its own customers a secure, tailor-made solution with a Verlinde articulated jib crane for lifting motors.



PUBLICATION: PR.NETWORK	DATE: August 2024	SUBJECT: MANUT SERVICES
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Manut Services, based in the Yonne, Nièvre and Loiret regions, is specialized in the installation, modernization, maintenance and repair of lifting equipment. Founded in 2000, the company now has 15 employees and two stores in Orléans and Auxerre selling lifting accessories. It is a member of the Verlindé SAV network.

One of the company's customers, Delpharm, a pharmaceutical manufacturing laboratory, had difficulty extracting their pump motors for maintenance. For maintenance purposes, the pump motors need to be dismantled and transported to a workshop. The work area is narrow, and the ceiling of part of the facility is located on a mezzanine restricted by a concrete beam. The manufacturer thought that it would be impossible to install lifting equipment in this area, but wanted to ensure added safety in the way that the dismantled motors were handled. Heavy parts were lifted using a rented crane, then transported using a pallet truck. The conditions were impractical and unergonomic for the maintenance technicians.

In order to find a safe solution, even in such a constrained space, Manut Services, which had already installed Verlindé chain hoists and a Verlindé outdoor gantry crane in the laboratory, proposed a customized solution.

A Verlindé Templier articulated jib crane was installed against a wall. It can handle loads from 50 to 350 kg with ease and takes up very little space in an almost circular area. Two articulated arms, each two meters long, are used to rotate around the concrete beam and lower the dismantled motors down to level 0. These are then transported to the maintenance workshop using a pallet truck. The jib crane is equipped with a Verlindé VHR chain hoist, an attractive and compact model. Once the motors have been serviced in the workshop, they are brought back to the workshop using a pallet truck, and then reassembled using the jib crane.

For the same application, in a second building, after the structure was validated by a study carried out by an independent design consultancy, Manut Services installed a monorail above the tanks, equipped with a standard Verlindé VHR 2 manual chain hoist for 250 kg loads. The dismantled motors of the pumps fitted to the tanks are thus transported outside the structure via the monorail and then moved by pallet truck to the maintenance workshop.



Maintenance of the installations is now safe, and the technicians can handle the loads ergonomically. Delpharm expressed their satisfaction with the quality of the Verlindé equipment, and the expert advice it received from Manut Services:

www.verlindel.com

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Manut Services delivers a materials handling solution for a confined work area

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Need to handle materials in a small space? A customer of Manut Services, a company specializing in lifting and handling equipment and accessories, recommended to one of its own customers a secure, tailor-made solution with a Verlinde articulated jib crane for lifting motors.

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COMUNICATO STAMPA

Manut Services offre una soluzione per la movimentazione dei materiali in un'area di lavoro ristretta

16/08/24 Nazionale di Elroy Fernandes

Avete bisogno di movimentare materiali in uno spazio ridotto? Un cliente di Manut Services



Avete bisogno di movimentare materiali in uno spazio ridotto? Un cliente di Manut Services, azienda specializzata in attrezzature e accessori per il sollevamento e la movimentazione, ha consigliato a un proprio cliente una soluzione sicura e personalizzata con una gru a braccio articolato Verlinde per il sollevamento di motori.

Manut Services, con sede nelle regioni di Yonne, Nièvre e Loiret, è un'azienda specializzata nell'installazione, modernizzazione, manutenzione e riparazione di attrezzature di sollevamento. Fondata nel 2000, l'azienda conta oggi 15 dipendenti e due punti vendita di accessori per il sollevamento situati a Orléans e Auxerre. È membro della rete Verlinde SAV.

Uno dei clienti dell'azienda, Delpharm, un laboratorio di produzione farmaceutica, aveva difficoltà a estrarre i motori delle pompe da sottoporre a manutenzione. Per effettuare la manutenzione, i motori delle pompe devono essere smontati e trasportati in un'officina. L'area di lavoro è stretta e il soffitto di una parte della struttura si trova su un soppalco limitato da una trave di cemento. Delpharm pensava che sarebbe stato impossibile installare attrezzature di sollevamento in quest'area, ma voleva garantire una maggiore sicurezza nel modo in cui i motori smontati venivano movimentati. I pezzi pesanti venivano sollevati con una gru a noleggio e poi trasportati con un transpallet. Le condizioni erano poco pratiche e poco ergonomiche per i tecnici della manutenzione.

Per trovare una soluzione sicura, anche in uno spazio così ristretto, Manut Services, che aveva già installato paranchi a catena Verlinde e una gru a cavalletto per esterni Verlinde nel laboratorio, ha proposto una soluzione personalizzata.

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Per la stessa applicazione, in un secondo edificio, dopo che la struttura è stata certificata da uno studio condotto da una società di progettazione indipendente, Manut Services ha installato una monorotaia sopra i serbatoi, dotata di un paranco manuale a catena Verlinde VHR 2 standard per carichi di 250 kg. I motori smontati delle pompe montate sui serbatoi vengono così trasportati all'esterno della struttura tramite la monorotaia e poi spostati con un transpallet nell'officina di manutenzione.

La manutenzione degli impianti è ora sicura e i tecnici possono movimentare i carichi in modo ergonomico. Delpharm ha espresso la propria soddisfazione per la qualità delle attrezzature Verlinde e per la preziosa consulenza offerta da Manut Services

www.verlinde.com

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VERLINDE

MANUT SERVICES OFRECE UNA SOLUCIÓN DE MANIPULACIÓN DE MATERIALES PARA UNA ZONA DE TRABAJO CONFINADA

¿Necesita manipular materiales en un espacio reducido? Un cliente de Manut Services, empresa especializada en equipos y accesorios de elevación y manipulación, recomendó a uno de sus propios clientes una solución segura y a medida con una grúa pluma Verlinde para la elevación de motores.

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Manut Services, con sede en las regiones de Yonne, Nièvre y Loiret, está especializada en la instalación, modernización, mantenimiento y reparación de equipos de elevación. Fundada en el año 2000, la empresa cuenta ahora con 15 empleados y dos tiendas de accesorios de elevación en Orleans y Auxerre. Es miembro de la red SAV de Verlinde.

Uno de los clientes de la empresa, Delpharm, un laboratorio de fabricación de productos farmacéuticos, tenía dificultades para extraer los motores de sus bombas para realizar tareas de mantenimiento. Para su mantenimiento, los motores de las bombas deben desmontarse y transportarse a un taller. La zona de trabajo es estrecha y el techo de parte de la instalación está situado en un entresuelo restringido por una viga de hormigón. El fabricante pensó que sería imposible instalar equipos de elevación en esta zona, pero quería garantizar una mayor seguridad en la forma de manipular los motores desmontados. Las piezas pesadas se levantaron con una grúa alquilada y luego se transportaron con una transpaleta. Las condiciones eran poco prácticas y poco ergonómicas para los técnicos de mantenimiento.

Para encontrar una solución segura, incluso en un espacio tan reducido, Manut Services, que ya había instalado polipastos de cadena Verlinde y una grúa pórtico de exterior Verlinde en el laboratorio, propuso una solución personalizada.

Se instaló una grúa pluma Verlinde Templier articulada en una pared. Puede manipular cargas de 50 a 350 kg con facilidad y ocupa muy poco espacio en un área casi circular. Dos brazos articulados de dos metros de largo cada uno giran alrededor de la viga de hormigón y bajan los motores desmontados hasta el nivel 0. A continuación, se transportan al taller de mantenimiento con una transpaleta. La grúa pluma está equipada con un polipasto de cadena Verlinde VHR, un modelo atractivo y compacto. Una vez reparados en el taller, los motores se transportan al taller con una transpaleta y se vuelven a montar con la grúa pluma.

Para la misma aplicación, en un segundo edificio, después de que la estructura fuera validada por un estudio realizado por una consultoría de diseño independiente, Manut Services instaló un monorraíl por encima de los depósitos, equipado con un polipasto manual de cadena Verlinde VHR 2 estándar para cargas de 250 kg. Así, los motores desmontados de las bombas instaladas en los depósitos se transportan fuera de la estructura mediante el monorraíl y luego se trasladan en transpaleta al taller de mantenimiento.



El mantenimiento de las instalaciones es ahora seguro y los técnicos pueden manipular las cargas de forma ergonómica. Delpharm expresó su satisfacción por la calidad de los equipos Verlinde y el asesoramiento experto que recibió de Manut Services.

www.verlinde.com

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PUBLICATION:
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DATE:
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Manut Services, based in the Yonne, Nièvre and Loiret regions, is specialized in the installation, modernization, maintenance and repair of lifting equipment. Founded in 2000, the company now has 15 employees and two stores in Orléans and Auxerre selling lifting accessories. It is a member of the Verlinde SAV network.

One of the company's customers, Delpharm, a pharmaceutical manufacturing laboratory, had difficulty extracting their pump motors for maintenance. For maintenance purposes, the pump motors need to be dismantled and transported to a workshop. The work area is narrow, and the ceiling of part of the facility is located on a mezzanine restricted by a concrete beam. The manufacturer thought that it would be impossible to install lifting equipment in this area, but wanted to ensure added safety in the way that the dismantled motors were handled. Heavy parts were lifted using a rented crane, then transported using a pallet truck. The conditions were impractical and unergonomic for the maintenance technicians.

In order to find a safe solution, even in such a constrained space, Manut Services, which had already installed Verlinde chain hoists and a Verlinde outdoor gantry crane in the laboratory, proposed a customized solution.

A Verlinde Templier articulated jib crane was installed against a wall. It can handle loads from 50 to 350 kg with ease and takes up very little space in an almost circular area. Two articulated arms, each two meters long, are used to rotate around the concrete beam and lower the dismantled motors down to level 0. These are then transported to the maintenance workshop using a pallet truck. The jib crane is equipped with a Verlinde VHR chain hoist, an attractive and compact model. Once the motors have been serviced in the workshop, they are brought back to the workshop using a pallet truck, and then reassembled using the jib crane.

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Manut Services delivers a materials handling solution for a confined work area

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Manut Services delivers a materials handling solution for a confined work area
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News

Manut Services installs monorail and Verlinde VHR 2 chain hoist

Staff Writer August 7, 2024

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Manut Services installs monorail and Verlinde VHR 2 chain hoist

A customer belonging to Manut Services, which specializes in lifting and handling equipment and accessories, has delivered a Verlinde articulated jib crane for lifting motors to one of its clients.

Manut Services, based in the Yonne, Nièvre and Loiret regions, France, is specialized in the installation, modernization, maintenance and repair of lifting equipment. Founded in 2000, the company now has 15 employees and two stores in Orléans and Auxerre selling lifting accessories. It is a member of the Verlinde SAV network.

One of the company's customers, Delpharm, a pharmaceutical manufacturing laboratory, had difficulty extracting their pump motors for maintenance.

For maintenance purposes, the pump motors need to be dismantled and transported to a workshop. The work area is narrow, and the ceiling of part of the facility is located on a mezzanine restricted by a concrete beam.

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The manufacturer thought it would be impossible to install lifting equipment in this area, but wanted to ensure added safety in the way that the dismantled motors were handled. Heavy parts were lifted using a rented crane, then transported using a pallet truck. The conditions were Impractical and unergonomic for the maintenance technicians.

To find a safe solution, in such a constrained space, Manut Services, which had already installed [Verlinde chain hoists](#) and a Verlinde outdoor gantry crane in the laboratory, proposed a customized solution.

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Two articulated arms, each two meters long, are used to rotate around the concrete beam and lower the dismantled motors down to level 0. These are then transported to the maintenance workshop using a pallet truck.

The jib crane is equipped with a Verlinde VHR chain hoist, an attractive and compact model. Once the motors have been serviced in the workshop, they are brought back to the workshop using a pallet truck, and then reassembled using the jib crane.

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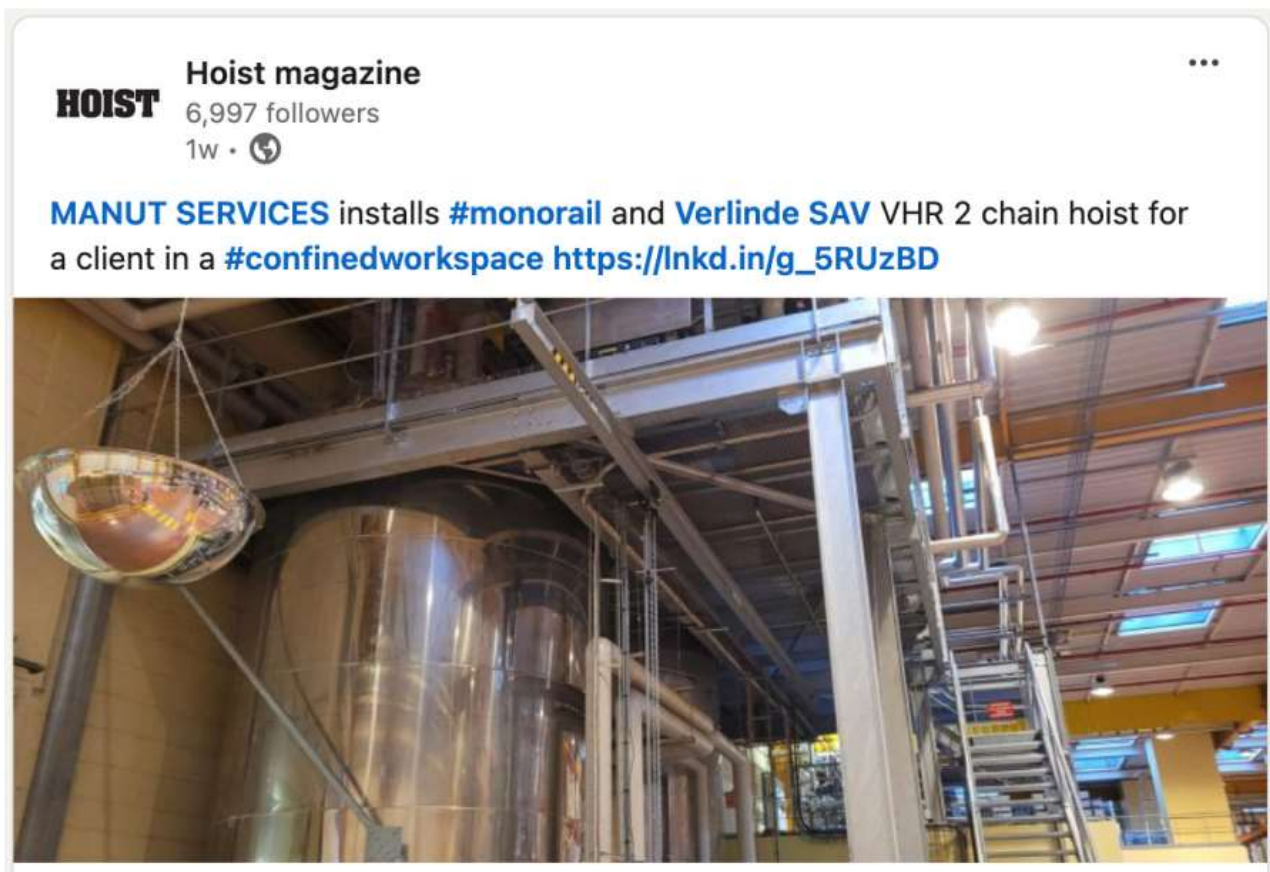


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MANUT SERVICES OFFRE UNA SOLUZIONE PER LA MOVIMENTAZIONE DEI MATERIALI IN UN'AREA DI LAVORO RISTRETTA

Avete bisogno di movimentare materiali in uno spazio ridotto? Un cliente di Manut Services, azienda specializzata in attrezzature e accessori per il sollevamento e la movimentazione, ha consigliato a un proprio cliente una soluzione sicura e personalizzata con una gru a braccio articolato Verlinde per il sollevamento di motori. Manut Services, con sede nelle regioni di Yonne, Nièvre e Loiret, è un'azienda specializzata nell'installazione, modernizzazione, manutenzione e riparazione di attrezzature di sollevamento. Fondata nel 2000, l'azienda conta oggi 15 dipendenti e due punti vendita di accessori per il sollevamento situati a Orléans e Auxerre. È membro della rete Verlinde SAV.

Uno dei clienti dell'azienda, Delpharm, un laboratorio di produzione farmaceutica, aveva difficoltà a estrarre i motori delle pompe da sottoporre a manutenzione. Per effettuare la manutenzione, i motori delle pompe devono essere smontati e trasportati in un'officina. L'area di lavoro è stretta e il soffitto di una parte della struttura si trova su un soppalco limitato da una trave di cemento. Delpharm pensava che sarebbe stato impossibile installare attrezzature di sollevamento in quest'area, ma voleva garantire una maggiore sicurezza nel modo in cui i motori smontati venivano movimentati. I pezzi pesanti venivano sollevati con una gru a noleggio e poi trasportati con un transpallet. Le condizioni erano poco pratiche e poco ergonomiche per i tecnici della manutenzione.

Per trovare una soluzione sicura, anche in uno spazio così ristretto, Manut Services, che aveva già installato paranchi a catena Verlinde e una gru a cavalletto per esterni Verlinde nel laboratorio, ha proposto una soluzione personalizzata.

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Per la stessa applicazione, in un secondo edificio, dopo che la struttura è stata certificata da uno studio condotto da una società di progettazione indipendente, Manut Services ha installato una monorotaia sopra i serbatoi, dotata di un paranco manuale a catena Verlinde VHR 2 standard per carichi di 250 kg. I motori smontati delle pompe montate sui serbatoi vengono così trasportati all'esterno della struttura tramite la monorotaia e poi spostati con un transpallet nell'officina di manutenzione.

La manutenzione degli impianti è ora sicura e i tecnici possono movimentare i carichi in modo ergonomico. Delpharm ha espresso la propria soddisfazione per la qualità delle attrezzature Verlinde e per la preziosa consulenza offerta da Manut Services

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Manut Services delivers a materials handling solution for a confined work area

UPDATE MEDIA GROUP • 7TH AUGUST 2024 • COMMENTS OFF

Need to handle materials in a small space? A customer of Manut Services, a company specializing in lifting and handling equipment and accessories, recommended to one of its own customers a secure, tailor-made solution with a Verlinde articulated jib crane for lifting motors.

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PUBLICATION:
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For the same application, in a second building, after the structure was validated by a study carried out by an independent design consultancy, Manut Services installed a monorail above the tanks, equipped with a standard Verlinde VHR 2 manual chain hoist for 250 kg loads. The dismantled motors of the pumps fitted to the tanks are thus transported outside the structure via the monorail and then moved by pallet truck to the maintenance workshop.



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www.verlinde.com

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Besoin de manutention dans un petit espace ? Un client de Manut Services, une entreprise spécialisée dans le domaine du matériel et des accessoires de levage et de manutention, a recommandé une solution sécurisée sur mesure avec une potence articulée Verlinde pour la manutention de moteurs à l'un de ses clients.



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JOY FREE PRESS

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MANUT SERVICES

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A la recherche d'une solution sécurisée, malgré les contraintes de place Manut Services, déjà en charge de l'entretien de palans à chaîne Verlinde et d'un portique extérieur Verlinde qu'elle avait installés dans ce laboratoire, leur a proposé une solution sur mesure.

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La maintenance des installations est désormais sécurisée. La manutention des charges est ergonomique pour les techniciens. La société Delpharm se dit satisfaite de la qualité des matériels Verlinde ainsi que du conseil d'expert que Manut Services lui a apporté.

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PUBLICATION: INDUSTRIE – ONLINE-WEB	DATE: August 2024	SUBJECT: MANUT SERVICES
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MANUT SERVICES OFFRE UNA SOLUZIONE PER LA MOVIMENTAZIONE DEI MATERIALI IN UN'AREA DI LAVORO RISTRETTA

Avete bisogno di movimentare materiali in uno spazio ridotto? Un cliente di Manut Services, azienda specializzata in attrezzature e accessori per il sollevamento e la movimentazione, ha consigliato a un proprio cliente una soluzione sicura e personalizzata con una gru a braccio articolato Verlinde per il sollevamento di motori.

www.verlinde.com

Manut Services, con sede nelle regioni di Yonne, Nièvre e Loiret, è un'azienda specializzata nell'installazione, modernizzazione, manutenzione e riparazione di attrezzature di sollevamento. Fondata nel 2000, l'azienda conta oggi 15 dipendenti e due punti vendita di accessori per il sollevamento situati a Orléans e Auxerre. È membro della rete Verlinde SAV.

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Uno dei clienti dell'azienda, Delpharm, un laboratorio di produzione farmaceutica, aveva difficoltà a estrarre i motori delle pompe da sottoporre a manutenzione. Per effettuare la manutenzione, i motori delle pompe devono essere smontati e trasportati in un'officina. L'area di lavoro è stretta e il soffitto di una parte della struttura si trova su un soppalco limitato da una trave di cemento. Delpharm pensava che sarebbe stato impossibile installare attrezzature di sollevamento in quest'area, ma voleva garantire una maggiore sicurezza nel modo in cui i motori smontati venivano movimentati. I pezzi pesanti venivano sollevati con una gru a noleggio e poi trasportati con un transpallet. Le condizioni erano poco pratiche e poco ergonomiche per i tecnici della manutenzione.

Per trovare una soluzione sicura, anche in uno spazio così ristretto, Manut Services, che aveva già installato paranchi a catena Verlinde e una gru a cavalletto per esterni Verlinde nel laboratorio, ha proposto una soluzione personalizzata.

Una gru a braccio articolato Verlinde Templier è stata installata contro una parete. Può gestire con facilità carichi da 50 a 350 kg e occupa pochissimo spazio in un'area quasi circolare. Due bracci articolati, lunghi due metri ciascuno, vengono utilizzati per ruotare intorno alla trave di cemento e abbassare i motori smontati fino al livello 0. I motori vengono poi trasportati nell'officina di manutenzione con un transpallet. La gru a bandiera è dotata di un paranco a catena Verlinde VHR, un modello molto efficace e compatto. Una volta effettuata la manutenzione in officina, i motori vengono riportati in officina con un transpallet e poi rimontati con la gru a bandiera.

Per la stessa applicazione, in un secondo edificio, dopo che la struttura è stata certificata da uno studio condotto da una società di progettazione indipendente, Manut Services ha installato una monorotaia sopra i serbatoi, dotata di un paranco manuale a catena Verlinde VHR 2 standard per carichi di 250 kg. I motori smontati delle pompe montate sui serbatoi vengono così trasportati all'esterno della struttura tramite la monorotaia e poi spostati con un transpallet nell'officina di manutenzione.



La manutenzione degli impianti è ora sicura e i tecnici possono movimentare i carichi in modo ergonomico. Delpharm ha espresso la propria soddisfazione per la qualità delle attrezzature Verlinde e per la preziosa consulenza offerta da Manut Services.

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LATEST NEWS

Manut Services delivers a materials handling solution for a confined work area

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Need to handle materials in a small space? A customer of Manut Services, a company specializing in lifting and handling equipment and accessories, recommended to one of its own customers a secure, tailor-made solution with a Verlinde articulated jib crane for lifting motors.

Manut Services, based in the Yonne, Nièvre and Loiret regions, is specialized in the installation, modernization, maintenance and repair of lifting equipment. Founded in 2000, the company now has 15 employees and two stores in Orléans and Auxerre selling lifting accessories. It is a member of the Verlinde SAV network.

One of the company's customers, Delpharm, a pharmaceutical manufacturing laboratory, had difficulty extracting their pump motors for maintenance. For maintenance purposes, the pump motors need to be dismantled and transported to a workshop. The work area is narrow, and the ceiling of part of the facility is located on a mezzanine restricted by a concrete beam. The manufacturer thought that it would be impossible to install lifting equipment in this area, but wanted to ensure added safety in the way that the dismantled motors were handled. Heavy parts were lifted using a rented crane, then transported using a pallet truck. The conditions were Impractical and unergonomic for the maintenance technicians.

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In order to find a safe solution, even in such a constrained space, Manut Services, which had already installed Verlinde chain hoists and a Verlinde outdoor gantry crane in the laboratory, proposed a customized solution.

A Verlinde Templier articulated jib crane was installed against a wall. It can handle loads from 50 to 350 kg with ease and takes up very little space in an almost circular area. Two articulated arms, each two meters long, are used to rotate around the concrete beam and lower the dismantled motors down to level 0. These are then transported to the maintenance workshop using a pallet truck. The jib crane is equipped with a Verlinde VHR chain hoist, an attractive and compact model. Once the motors have been serviced in the workshop, they are brought back to the workshop using a pallet truck, and then reassembled using the jib crane.

For the same application, in a second building, after the structure was validated by a study carried out by an independent design consultancy, Manut Services installed a monorail above the tanks, equipped with a standard Verlinde VHR 2 manual chain hoist for 250 kg loads. The dismantled motors of the pumps fitted to the tanks are thus transported outside the structure via the monorail and then moved by pallet truck to the maintenance workshop.



PUBLICATION: ENGINEERING UPDATE	DATE: August 2024	SUBJECT: MANUT SERVICES
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Maintenance of the installations is now safe, and the technicians can handle the loads ergonomically. Delpharm expressed their satisfaction with the quality of the Verlinde equipment, and the expert advice it received from Manut Services.

www.verlinde.com

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Pierre Eluard takes over the helm as Managing Director of Verlinde

UPDATE MEDIA GROUP • 10TH SEPTEMBER 2024 • COMMENTS OFF

Verlinde, France's leading manufacturer and exporter of industrial lifting equipment, announces the appointment of Pierre Eluard as Managing Director. He succeeds François Gurniki, who has been at the head of the company for the last seven years.

Pierre Eluard, joined Verlinde in 2021, taking on the dual role as Deputy General Manager and Sales Manager for Southeast Asia. Over the past three years, he has brought his own vision to develop the company's exports, in collaboration with the Sales Directors, focusing on commercial growth and subscribing to its slogan Next Level Partnership. With the appointment of Pierre Eluard at the head of the company, Verlinde begins a new phase in its expansion strategy.

Headquartered in Vernouillet (Eure-et-Loire), near Paris, France, Verlinde has been a member of the Finnish Konecranes group, world leader in the industrial lifting sector, since 1986. As such, Verlinde belongs to a family of companies with lifting expertise, renowned for the quality and reliability of their products. The figures speak for themselves: 80% of customers have been loyal partners of Verlinde for over 20 years.

Pierre Eluard shares his vision with us by answering a few questions.

Can you tell us a little about your career before joining Verlinde?

My career has been formed by 15 years of extremely enriching experience in the aeronautics industry, in major companies such as Dassault Aviation and Safran, where I held positions of responsibility in International Sales, Business Development and Marketing. In particular, I spent several years working in the USA, and managed customers all over the world, from Brazil, Italy and the Nordic countries to India, Turkey and China.

PUBLICATION: AUTOMATION UPDATE	DATE: September 2024	SUBJECT: THE APPOINTMENT OF MR ELUARD AS MANAGING DIRECTOR OF VERLINDE GIVES A NEW DYNAMIC TO THE COMPANY
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In 2020, the COVID crisis hardly hit the aerospace sector, and although Safran is an excellent company with great products, I felt the need to start a new professional cycle and take on new challenges. This is what led me to join Verlinde, in August 2021, in the dual role of Deputy Managing Director and Sales Manager for South-East Asia, and now as Managing Director. It was a risky gamble but one that paid off, with the help of the motivated and dynamic team working with me. What is essential for me in my professional life are the projects that I manage and the people I am working with; at Verlinde, I'm fully satisfied in both respects.



What activities have you been involved in during your last three years with the company?

As Sales Manager for Southeast Asia, I have worked hard to redynamize the region. In this regard, we are pleased to announce the arrival of a new Sales Manager based in Singapore since mid-April 2024 to keep up and strengthen this activity.

As Deputy Managing Director, for example, I led a Lean Management project – the “one KC way” project – to identify possible improvements in our end-to-end process and to gain in efficiency so we can improve the way we support our customers.

I was also responsible for streamlining and optimizing our relations with one of the Group's main factories in Wetter, Germany, which manufactures our light lifting product ranges (manual hoists, electric chain hoists, light crane systems). With performance falling far short of our expectations, we had to build relationships between the teams, identify simple actions to optimize communication and processes between our entities, and thus improve customer satisfaction.

As the new Managing Director, what direction do you intend to give the company?

I felt that Verlinde needed to clarify its vision. I therefore initiated a joint reflection with the Executive Committee to define a long-term vision, structured into concrete actions. Of course, our customers and our sales activities are our top priority. We want Verlinde to be known and recognized both in France and internationally. We want to become the benchmark brand in the lifting industry for the quality of our products and the quality of the services we offer to our customers. It is not going to be a smooth ride, but we have the skills and the determination to get there. In this perspective, we have just hired a new Marketing Manager, whose main priorities will be to build up our Marketing & Communication plan in a structured way, and in particular to boost the reputation of the Verlinde brand. We are all committed to this approach, because every member of the Verlinde team is, and must be, a player in it.

In a few key figures, how important is Verlinde on the international lifting market today?

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PUBLICATION: AUTOMATION UPDATE	DATE: September 2024	SUBJECT: THE APPOINTMENT OF MR ELUARD AS MANAGING DIRECTOR OF VERLINDE GIVES A NEW DYNAMIC TO THE COMPANY
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www.verlinde.com

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VERLINDE
PIERRE ELUARD TAKES OVER THE HELM AS MANAGING DIRECTOR OF VERLINDE
Verlinde, France's leading manufacturer and exporter of industrial lifting equipment, announces the appointment of Pierre Eluard as Managing Director. He succeeds François Gurnik, who has been at the head of the company for the last seven years.
www.verlinde.com

Pierre Eluard joined Verlinde in 2021, taking on the dual role as Deputy General Manager and Sales Manager for Southeast Asia. Over the past three years, he has brought his own vision to develop the company's exports, in collaboration with the Sales Directors, focusing on commercial growth and subscribing to its slogan Next Level Partnership. With the appointment of Pierre Eluard at the head of the company, Verlinde begins a new phase in its expansion strategy.

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Pierre Eluard shares his vision with us by answering a few questions.

Can you tell us a little about your career before joining Verlinde?
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What activities have you been involved in during your last three years with the company?
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As Deputy Managing Director, for example, I led a Lean Management project - the "one KC way" project - to identify possible improvements to our end-to-end process and to gain in efficiency so we can improve the way we support our customers.

I was also responsible for streamlining and optimizing our relations with one of the Group's main factories in Wetter, Germany, which manufactures our light lifting product ranges (manual hoists, electric chain hoists, light crane systems). With performance falling far short of our expectations, we had to build relationships between the teams, identify simple actions to optimize communication and processes between our entities, and thus improve customer satisfaction.

As the new Managing Director, what direction do you intend to give the company?
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Pierre Eluard takes over the helm as Managing Director of Verlinde

UPDATE MEDIA GROUP • 19 SEPTEMBER 2024 • COMMENTS OFF

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Pierre Eluard takes over the helm as Managing Director of Verlinde - engineering-update.co.uk/2024/09/10/pie...



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M. Pierre Eluard prend la direction de Verlinde

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Verlinde, premier constructeur et exportateur français de matériels de levage industriel, annonce la nomination de M. Pierre Eluard en tant que Directeur Général. Il succède à M. François Gurniki, à la tête de la société ces sept dernières années...

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Pierre Eluard nous livre sa vision en répondant à quelques questions.

Pouvez-vous nous parler brièvement de votre parcours professionnel avant de rejoindre Verlinde ?

Ma carrière s'est construite sur 15 années d'expériences extrêmement enrichissantes au sein de l'industrie aéronautique, dans de grandes entreprises telles que Dassault Aviation et Safran, où j'ai occupé des postes à responsabilité dans le commerce international, le business développement et le marketing. J'ai notamment travaillé quelques années aux États-Unis et géré des clients dans le monde entier, aussi bien au Brésil, en Italie, dans les pays nordiques, qu'en Inde, en Turquie ou encore en Chine.







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En 2020, la crise du Covid a durement impacté le secteur aéronautique, et bien que Safran soit une excellente entreprise avec de formidables produits, j'ai alors ressenti le besoin de démarrer un nouveau cycle et de relever de nouveaux défis. C'est ainsi que j'ai rejoint Verlinde, en août 2021, avec la double casquette de Directeur Général Adjoint et de Responsable Commercial pour l'Asie du Sud-Est, jusqu'à occuper aujourd'hui la fonction de Directeur Général. Ce fut un pari risqué mais fructueux, que j'ai relevé avec une équipe motivée et dynamique à mes côtés. Pour moi, l'essentiel dans ma vie professionnelle réside dans les projets que je mène et dans l'équipe qui les porte ; chez Verlinde, je suis pleinement satisfait sur ces deux aspects.

Sur quelles activités ont portés vos trois dernières années au sein de l'entreprise ?

En tant que Responsable Commercial en Asie du Sud-Est, je me suis efforcé de redynamiser cette zone. Nous sommes d'ailleurs heureux d'annoncer l'arrivée d'un nouveau responsable commercial basé à Singapour depuis mi-avril 2024 pour poursuivre et renforcer cette action.

En tant que Directeur Général Adjoint, j'ai par exemple mené un projet de Lean Management, le projet « one KC way », afin d'identifier les améliorations possibles de notre process end-to-end et de gagner en efficacité afin de toujours mieux servir nos clients.

J'avais également la charge de fluidifier et optimiser nos relations avec une des principales usines du groupe à Wetter en Allemagne, qui fabrique nos gammes de produits de levage léger (palans manuels, palans électriques à chaîne, rails creux). Les performances étant très en deçà de nos attentes, il a fallu créer la relation entre les équipes, identifier des actions simples pour optimiser la communication et le process entre nos entités, et ainsi améliorer la satisfaction de nos clients.

En tant que nouveau Directeur Général, quelles orientations comptez-vous donner à l'entreprise ?

Selon moi, Verlinde avait besoin de clarifier sa vision. J'ai donc initié une réflexion conjointe avec le Comité de Direction pour définir une vision à long terme, structurée en actions concrètes. La priorité est bien entendu donnée à nos clients et à notre activité commerciale. Nous voulons que Verlinde soit connue et reconnue aussi bien en France qu'à l'International. Nous souhaitons devenir la marque de référence dans le levage industriel pour la qualité de nos produits et la qualité de service que nous offrons à nos clients. Le chemin ne sera pas un long fleuve tranquille mais nous avons les compétences et la volonté d'y arriver. Nous venons d'ailleurs de recruter une nouvelle Responsable Marketing qui aura pour objectif principal de bâtir de manière structurée notre plan marketing & communication et notamment booster la renommée de la marque Verlinde. Nous sommes tous engagés dans cette démarche, car chaque membre de l'équipe Verlinde est et doit être un acteur de cette approche.

En quelques chiffres clés, quelle est aujourd'hui l'importance de Verlinde sur le marché international du levage ?

En 2023, notre chiffre d'affaires s'élevait à 54 millions d'euros pour les équipements neufs et à 11 millions d'euros pour les pièces de rechange. Nous comptons 40 employés. Nous disposons de sites de production en Allemagne, en Finlande et en Chine, et notre présence internationale est de plus en plus significative, avec environ deux tiers de notre chiffre d'affaires réalisé à l'export. Nous avons récemment recruté deux nouveaux responsables commerciaux basés à Singapour et à Dubaï pour répondre à la demande croissante sur ces marchés porteurs et être au plus proche de nos clients.

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Comment analysez-vous le marché du levage en France et à l'international ?

Le marché du levage est étroitement lié aux conjonctures macro-économiques nationales, comme beaucoup d'industries. Nous constatons ces dernières années, avec les crises successives de la pandémie du Coronavirus et de l'énergie, une diminution des ventes du « tout-venant », avec une augmentation des demandes pour des pièces détachées et des projets de modernisation de ponts roulants existants. De plus, nous dépendons désormais davantage de projets majeurs, ce qui nous expose à une concurrence agressive et une fluctuation plus importante de notre chiffre d'affaires. En France, notre activité se maintient à un bon niveau, et nous avons de belles perspectives de croissance au Moyen Orient, en Amérique du Sud et en Asie du Sud Est alors que nous observons un recul significatif en Chine.

Quels sont vos objectifs à moyen terme sur ces marchés ?

Sur le marché national, notre objectif est de conserver notre position de leader et de regagner des parts de marché dans le levage léger, en améliorant constamment la qualité de nos livraisons et en nous appuyant sur notre réseau de distribution existant. À l'international, nous visons à accroître la notoriété de Verlinde, en capitalisant sur certaines lignes de produits spécifiques tels que notre gamme Stagemaker dédiée au monde du spectacle, nos palans ATEX ou encore nos palans à sangle Eurobloc BH.

Quelles nouveautés pouvez-vous annoncer à vos clients pour les mois à venir ?

Nous sommes heureux d'annoncer l'arrivée de notre nouveau palan à câble, le Nouveau VF, qui remplacera progressivement notre gamme Eurobloc VT sur les prochaines années, avec des caractéristiques compatibles avec l'industrie 4.0. De plus, nous proposons depuis peu un nouveau palan électrique à chaîne certifié ATEX, répondant ainsi à une demande forte de certains de nos partenaires pour ce type de produits.

Aimeriez-vous ajouter quelque chose ?

Nous avons mis en place dans notre usine allemande un stock "quick ship" de palans Eurochain VX et Stagemaker disponibles pour une expédition rapide, afin de répondre efficacement aux besoins de nos clients. De plus, nous travaillons activement à améliorer nos performances et nos relations avec nos clients, notamment grâce au développement de nos outils en ligne et à nos nouveaux représentants à l'étranger. Notre volonté est d'avancer et d'innover, tout en restant fidèles à nos valeurs et en nous adaptant constamment aux évolutions du marché.

<https://www.verlinde.com/> ▲

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Economia M. Pierre Eluard prend la direction de Verlinde

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6 Set 2024 | Economia

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M. Pierre Eluard prend la direction de Verlinde

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M. PIERRE ELUARD PREND LA DIRECTION DE VERLINDE

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NOMINATIONS ENTREPRISES & INDUSTRIES

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Récréa, spécialiste du loisir actif et du bien-être, nomme Guillaume Mortelier, 46 ans, au poste de CEO quelques semaines avant les 35 ans du groupe

Auparavant Directeur exécutif de Bpifrance en charge de l'Accompagnement, Guillaume Mortelier apporte une solide expérience en gestion et en stratégie d'entreprise. Sous sa direction, Bpifrance a développé l'activité d'accompagnement aux entreprises pour soutenir, via du conseil et de la formation, le développement des PME et ETI françaises. Polytechnicien, diplômé des ponts et chaussées et de Stanford GSB, sa connaissance approfondie de la finance, ainsi que son expérience à l'international sont d'autres atouts majeurs pour porter plus loin encore le développement de Récréa.

Jumeirah, acteur mondial de l'hôtellerie de luxe et membre de Dubaï Holding, nomme Julien Soyez Vice-Président de la communication

Basé au siège de Jumeirah à Dubaï, et sous la responsabilité de Michael Grieve, Chief Brand Officer, Julien Soyez supervisera tous les domaines de la communication et des médias sociaux de Jumeirah. Titulaire d'un Master en Communication de la Sorbonne Paris, et fort d'une grande expérience de la communication dans les secteurs de la mode de luxe (Cartier, Louis Vuitton, Marc Jacobs, Gucci...) et de l'art de vivre, et en charge d'événements clés et d'initiatives culturelles, Julien Soyez jouera un rôle central dans l'évolution de la stratégie de communication de Jumeirah, en renforçant la visibilité de la marque sur de nouveaux marchés, conformément à ses plans d'expansion mondiale.

Eve Panckoucke nommée CEO de la société IKO&NOTT, aux côtés de Melisande Geldy, sa fondatrice

La société spécialisée dans le design et la fabrication de baskets écoresponsables inscrit cette nomination dans la politique de développement entreprise ces derniers mois. Diplômée d'un Master en Business Management de l'EDHEC Business School, Eve Panckoucke est riche de plusieurs expériences dans le milieu de la mode, notamment chez Undiz et Aubade. Elle a également consacré son mémoire de fin d'étude aux leviers à activer pour orienter la société vers une consommation durable. « Je suis ravie d'accueillir Eve Panckoucke au sein d'Iko&Nott. Elle va apporter son énergie pour faire grandir la marque. Avec elle, nous allons pouvoir allonger la foulée », se réjouit Melisande Geldy.

Avaya, leader mondial du CX d'entreprise, nomme Cameron Thomson Vice-Président du groupe pour la région Europe, Moyen-Orient et Afrique (EMEA), compris la Turquie et le Pakistan

Basé au Royaume-Uni, Cameron Thomson rejoint Avaya après avoir remporté de nombreux succès dans le domaine de l'expérience client chez Alvaria, (ex. Aspect Software). Muni d'une forte connaissance du marché, Cameron Thomson renforcera l'accompagnement des équipes locales pour dynamiser la croissance de leurs clients et partenaires en leur faisant bénéficier d'expériences exceptionnelles et engageantes. « Cameron donne à ses équipes les moyens de se surpasser et d'atteindre leurs meilleurs objectifs. Sa réputation de leader centré sur le client et le partenaire sera d'une grande valeur pour l'entreprise », déclare ML Maco, Chief Revenue and Customer Experience Officer chez Avaya.

Christophe Salmon, 50 ans, nommé Directeur Général France au sein du Groupe Haier Europe, entreprise mondiale de gros électroménager, succède à Vincent Rotger

Diplômé d'un DEA Cinétique Chimique de Paris VI et d'un Master de Supply Chain à l'ESSEC, Christophe Salmon dispose de compétences stratégiques et opérationnelles complémentaires en Supply Chain, Category Management, Marketing et Sales, acquises durant 25 années au sein de Unilever et Mattel. Aujourd'hui, à la direction générale de Haier en France, Christophe Salmon dirigera les équipes et les activités de Haier, Candy, Rosières et Hoover en s'inscrivant dans la continuité de la stratégie existante visant à devenir le leader du gros électroménager en France d'ici 2028 et le premier choix des consommateurs pour la maison connectée.

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Alzprotect annonce la nomination du Dr Artin Karapet en qualité de Directeur Médical

De nationalité française et américaine, expert au service de la biotechnologie, le Dr Artin Karapet aura pour principale mission le développement clinique de l'AZP2006 pour la PSP et la maladie d'Alzheimer. Titulaire d'un doctorat en médecine aux États-Unis, en France depuis 2015, il a collaboré avec plusieurs biotechnologies, les accompagnant dans leurs phases de développement - Phase IIa à la Phase III - Son expérience avec des groupes comme Pharmext, sur des maladies neurodégénératives notamment, et son expertise en protocoles cliniques, font de lui un atout majeur pour Alzprotect. Bilingue, il facilitera les échanges internationaux et engagera des dialogues constructifs avec les leaders d'opinion.

Le groupe Almond nomme Nolwenn Le Ster au poste nouvellement créé de Directrice des Opérations (COO)

Elle aura pour principales missions de renforcer l'excellence opérationnelle du groupe formé par Almond et Amossys, de consolider son positionnement sur les grands marchés, avec l'objectif pour Almond de devenir le leader européen de la cybersécurité. Forte de 20 ans d'expérience au sein de grandes entreprises de conseil en technologies et cybersécurité, Nolwenn Le Ster apporte un savoir-faire précieux en matière de pilotage opérationnel, de développement d'offres commerciales à forte valeur ajoutée et de renforcement de l'expertise technique – trois piliers stratégiques majeurs qui sous-tendent la stratégie de développement d'Almond pour les années à venir.

TAB Rail Road, leader du transport combiné rail-route (TCRR) en France, appartenant au groupe Open Modal, promeut Franck Bimet, 54 ans, au poste de Directeur Général

Arrivé chez TAB Rail Road en 2023, et après une année passée aux côtés d'Ivan Stempezynski en tant que Directeur Général Adjoint, et fort de ses expériences diversifiées dans le secteur du transport, Franck Bimet aura pour mission principale de maintenir ainsi que d'améliorer l'excellence opérationnelle de TAB Rail Road. Cette nomination s'inscrit dans l'évolution de TAB Rail Road et dans la stratégie de développement du groupe Open Modal. Ingénieur mécanique, Franck Bimet apporte à TAB Rail Road une solide expérience de 20 ans dans l'industrie du transport, dont 15 ans spécifiquement dans le transport multimodal.

Nutanix, acteur du cloud hybride et du multicloud, promeut Philippe Dosset au poste de directeur principal OEM et Alliances EMEA

Basé à Paris, Philippe Dosset est chargé de générer de nouvelles opportunités commerciales par le biais d'alliances et de partenariats OEM. « [...] je suis impatient de collaborer avec les équipes de vente et de marketing pour exploiter les relations avec les partenaires dans les écosystèmes end-user computing (EUC), cloud native, AI, Tech Alliances et OEM qui génèrent des revenus incrémentaux, tout en veillant à ce que ces partenariats soient mis en œuvre avec succès sur le terrain », dit-il. Arrivé en 2023 chez Nutanix en tant que Channel Director France, EMEA South and North West Africa, Philippe Dosset, a une formation d'ingénieur et 27 ans d'expérience dans l'informatique, dont 20 ans dans la gestion des ventes.

Pierre Eluard promu Directeur Général de Verlinde, premier constructeur et exportateur français de matériels de levage industriel, succède à François Gurniki

Fort de 15 ans d'expériences très enrichissantes au sein de l'industrie aéronautique, (Dassault Aviation et Safran) Pierre Eluard est arrivé chez Verlinde en 2021, où il assumait la double fonction de Directeur Général Adjoint et de Responsable Commercial pour l'Asie du Sud Est. Ces trois dernières années, il a pu initier sa propre vision pour le développement de la société à l'export en collaboration avec les directeurs commerciaux, axée sur la croissance commerciale et en accord avec son slogan Next Level Partnership. Aujourd'hui, le constructeur amorce une nouvelle phase stratégique de son expansion avec Pierre Eluard à sa tête, lequel souhaite en effet que la société Verlinde soit connue et reconnue aussi bien en France qu'à l'international

Langue /Language : All

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ARTICLES EN RELATION

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Nominations Entreprises & Industries

La société nutraceutique Activ'inside nomme Vincent Bellette au poste de Directeur Général Délégué Cette nomination vise à conforter le leadership de

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Nominations Entreprises & Industrie

Amplitude, plateforme de Digital Analytics, nomme Lee Edwards nouveau Vice-Président pour la région EMEA Avec plus de 25 ans d'expérience au sein de grandes

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LATEST NEWS

Pierre Eluard takes over the helm as Managing Director of Verlinde

SEPTEMBER 18, 2024

Verlinde, France's leading manufacturer and exporter of industrial lifting equipment, announces the appointment of Pierre Eluard as Managing Director. He succeeds François Gurniki, who has been at the head of the company for the last seven years.

Pierre Eluard, joined Verlinde in 2021, taking on the dual role as Deputy General Manager and Sales Manager for Southeast Asia. Over the past three years, he has brought his own vision to develop the company's exports, in collaboration with the Sales Directors, focusing on commercial growth and subscribing to its slogan Next Level Partnership. With the appointment of Pierre Eluard at the head of the company, Verlinde begins a new phase in its expansion strategy.

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Headquartered in Vernouillet (Eure-et-Loire), near Paris, France, Verlinde has been a member of the Finnish Konecranes group, world leader in the industrial lifting sector, since 1986. As such, Verlinde belongs to a family of companies with lifting expertise, renowned for the quality and reliability of their products. The figures speak for themselves: 80% of customers have been loyal partners of Verlinde for over 20 years.

Pierre Eluard shares his vision with us by answering a few questions.

Can you tell us a little about your career before joining Verlinde?

My career has been formed by 15 years of extremely enriching experience in the aeronautics industry, in major companies such as Dassault Aviation and Safran, where I held positions of responsibility in International Sales, Business Development and Marketing. In particular, I spent several years working in the USA, and managed customers all over the world, from Brazil, Italy and the Nordic countries to India, Turkey and China.

In 2020, the COVID crisis hardly hit the aerospace sector, and although Safran is an excellent company with great products, I felt the need to start a new professional cycle and take on new challenges. This is what led me to join Verlinde, in August 2021, in the dual role of Deputy Managing Director and Sales Manager for South-East Asia, and now as Managing Director. It was a risky gamble but one that paid off, with the help of the motivated and dynamic team working with me. What is essential for me in my professional life are the projects that I manage and the people I am working with; at Verlinde, I'm fully satisfied in both respects.



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What activities have you been involved in during your last three years with the company?

As Sales Manager for Southeast Asia, I have worked hard to redynamize the region. In this regard, we are pleased to announce the arrival of a new Sales Manager based in Singapore since mid-April 2024 to keep up and strengthen this activity.

As Deputy Managing Director, for example, I led a Lean Management project – the “one KC way” project – to identify possible improvements to our end-to-end process and to gain in efficiency so we can improve the way we support our customers.

I was also responsible for streamlining and optimizing our relations with one of the Group's main factories in Wetter, Germany, which manufactures our light lifting product ranges (manual hoists, electric chain hoists, light crane systems). With performance falling far short of our expectations, we had to build relationships between the teams, identify simple actions to optimize communication and processes between our entities, and thus improve customer satisfaction.

As the new Managing Director, what direction do you intend to give the company?

I felt that Verlinde needed to clarify its vision. I therefore initiated a joint reflection with the Executive Committee to define a long-term vision, structured into concrete actions. Of course, our customers and our sales activities are our top priority. We want Verlinde to be known and recognized both in France and internationally. We want to become the benchmark brand in the lifting industry for the quality of our products and the quality of the services we offer to our customers. It is not going to be a smooth ride, but we have the skills and the determination to get there. In this perspective, we have just hired a new Marketing Manager, whose main priorities will be to build up our Marketing & Communication plan in a structured way, and in particular to boost the reputation of the Verlinde brand. We are all committed to this approach, because every member of the Verlinde team is, and must be, a player in it.

In a few key figures, how important is Verlinde on the international lifting market today?

In 2023, our sales reached 54 million euros for new equipment and 11 million euros for spare parts. We have 40 employees. We have production sites in Germany, Finland and China, and our international presence is increasing significantly, with around two-thirds of our sales coming from export countries. We recently recruited two new Sales Managers based in Singapore and Dubai to meet the growing demand in these markets and to be as close as possible to our customers to better support them.

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**How do you see the lifting equipment market in France and internationally?**

Like many industries, the market for lifting equipment is closely linked to national macro-economic conditions. In recent years, after the COVID pandemic followed by the energy crisis, we have seen a decline in sales of "off-the-shelf" products, with an increase in demand for spare parts and modernization projects for existing cranes. In addition, we are now more dependent on major projects, which exposes us to aggressive competition and greater fluctuation in our sales. In France, our business is holding up well, and we have good prospects for growth in the Middle East, South America and South-East Asia, although we are seeing a significant downturn in China.

What are your medium-term objectives in these markets?

In the domestic market, our aim is to maintain our leading position and regain market share in light lifting, by constantly improving the quality of our deliveries and building on our existing distribution network. Internationally, we aim to raise Verlindé's profile by capitalizing on specific product lines such as our Stagemaker product line, dedicated to the world of entertainment, our Explosion proof hoists and our Eurobloc Belt Hoists.

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What new products can you announce to your customers in the coming months?

We are pleased to announce the arrival of our new wire rope hoist, the new VF, which will gradually replace our Eurobloc VT range over the next few years, with features compatible with Industry 4.0. In addition, we have just started to offer a new ATEX-certified electric chain hoist, in response to growing demand from some of our partners for this type of product...

Is there anything else you would like to add?

We have set up a "quick ship" stock of Eurochain VX and Stagemaker hoists in our German factory, available for rapid dispatch, to be able to respond efficiently to our customers' needs. In addition, we are actively working to improve our performance and customer relations, notably through the development of our online tools and our new representatives abroad. Our aim is to move forward and innovate, while remaining true to our values and constantly adapting to market developments.

www.verlinde.com

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Engineering Update

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Pierre Eluard takes over the helm as Managing Director of Verlinde Verlinde, France's leading manufacturer and exporter of industrial lifting equipment, announces the appointment of Pierre Eluard as Managing Director. He succeeds François Gurniki, who has been at the head of the company for the last seven years. Pierre Eluard, joined Verlinde in 2021, taking on the dual role as Deputy General Manager and Sales Manager for Southeast Asia.

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Pierre Eluard takes over the helm as Managing Director of Verlinde - Engineering Update
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Actualité des entreprises



M. Pierre Eluard prend la direction de Verlinde

Verlinde, premier constructeur et exportateur français de matériels de levage industriel, annonce la nomination de M. Pierre Eluard en tant que Directeur Général. Il succède à M. François Gurniki, à la tête de la société ces sept dernières (...)

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HOIST

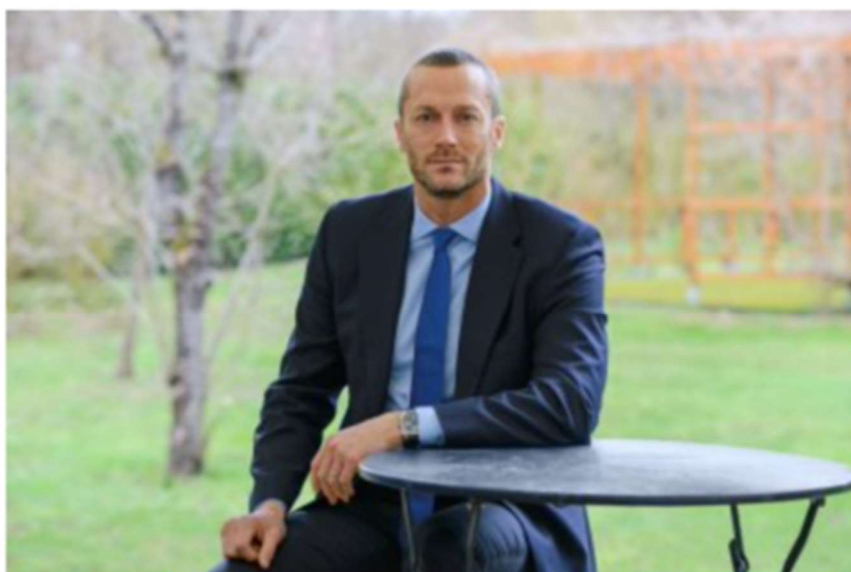
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Pierre Eluard takes over as MD Verlinde

Jennifereagle September 10, 2024

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Pierre Eluard takes over the helm as Managing Director of Verlinde

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Eluard, joined Verlinde in 2021, taking on the dual role as deputy general manager and sales manager for Southeast Asia. Over the past three years, he has brought his own vision to develop the company's exports, in collaboration with the sales directors, focusing on commercial growth and subscribing to its slogan Next Level Partnership. With the appointment of Eluard at the head of the company, Verlinde begins a new phase in its expansion strategy.

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"I have 15 years experience in the aeronautics industry, in major companies such as Dassault Aviation and Safran, where I held positions of responsibility in international sales, business development and marketing. In particular, I spent several years working in the USA, and managed customers all over the world, from Brazil, Italy and the Nordic countries to India, Turkey and China," said Eluard.

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The company also recently recruited two sales managers in Singapore and Dubai to meet a growing demand in these markets and to be closer to customers to better support them.

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www.hoistmagazine.com | 12 September 2024

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LATEST NEWS



Pierre Eluard takes over as MD Verlinde

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Kalmar to deliver 14 hybrid straddle carriers to DP World Southampton

Kalmar has concluded an agreement with long-term customer DP World Southampton to supply a further 14 hybrid straddle carriers for its container terminal, scheduled for delivery in Q2 2025.

Germanic debuts GM12A Planetary Hoist

Gearmatic, a manufacturer in planetary gear train designs, introduces the GM12A hydraulic planetary hoist engineered for demanding marine and drilling applications.

Tecnalia cable-driven robotics ensures safety in hazardous operations

Tecnalia has partnered with JASO on a project involving its cable-driven robotics.

Tsubaki Kabelschlepp demand for M Series cable carriers

Tsubaki Kabelschlepp has seen demand rise for its cable carriers for cranes in France, recently partnering with a metal manufacturer, where overhead cranes were being replaced with hybrid cable carriers of type MC0650 from its M series.

PUBLICATION:
M4SNEWS

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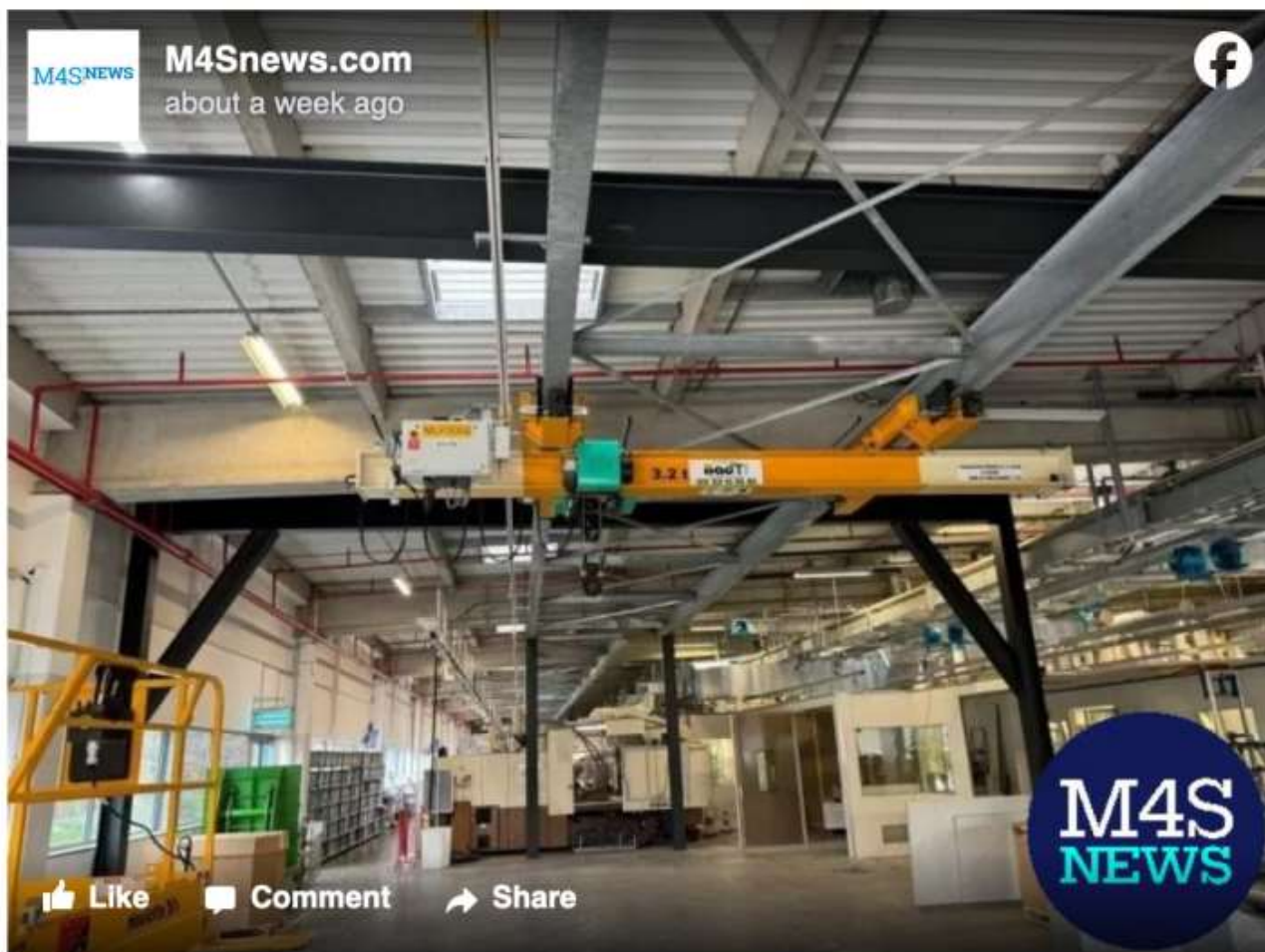
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Manut Services offre una soluzione per la movimentazione dei materiali in un'area di lavoro ristretta

21 Agosto 2024 di Elroy Fernandes

Avete bisogno di movimentare materiali in uno spazio ridotto? Un cliente di Manut Services, azienda specializzata in attrezzature e accessori per il sollevamento e la movimentazione, ha consigliato a un proprio cliente una soluzione sicura e personalizzata con una gru a braccio articolato Verlinde per il sollevamento di motori.



Manut Services, con sede nelle regioni di Yonne, Nièvre e Loiret, è un'azienda specializzata nell'installazione, modernizzazione, manutenzione e riparazione di attrezzature di sollevamento. Fondata nel 2000, l'azienda conta oggi 15 dipendenti e due punti vendita di accessori per il sollevamento situati a Orléans e Auxerre. È membro della rete Verlinde SAV.

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Uno dei clienti dell'azienda, Delpharm, un laboratorio di produzione farmaceutica, aveva difficoltà a estrarre i motori delle pompe da sottoporre a manutenzione. Per effettuare la manutenzione, i motori delle pompe devono essere smontati e trasportati in un'officina. L'area di lavoro è stretta e il soffitto di una parte della struttura si trova su un soppalco limitato da una trave di cemento. Delpharm pensava che sarebbe stato impossibile installare attrezzature di sollevamento in quest'area, ma voleva garantire una maggiore sicurezza nel modo in cui i motori smontati venivano movimentati. I pezzi pesanti venivano sollevati con una gru a noleggio e poi trasportati con un transpallet. Le condizioni erano poco pratiche e poco ergonomiche per i tecnici della manutenzione.

Per trovare una soluzione sicura, anche in uno spazio così ristretto, Manut Services, che aveva già installato paranchi a catena Verlinde e una gru a cavalletto per esterni Verlinde nel laboratorio, ha proposto una soluzione personalizzata.

Una gru a braccio articolato Verlinde Templier è stata installata contro una parete. Può gestire con facilità carichi da 50 a 350 kg e occupa pochissimo spazio in un'area quasi circolare. Due bracci articolati, lunghi due metri ciascuno, vengono utilizzati per ruotare intorno alla trave di cemento e abbassare i motori smontati fino al livello 0. I motori vengono poi trasportati nell'officina di manutenzione con un transpallet. La gru a bandiera è dotata di un paranco a catena Verlinde VHR, un modello molto efficace e compatto. Una volta effettuata la manutenzione in officina, i motori vengono riportati in officina con un transpallet e poi rimontati con la gru a bandiera.

Per la stessa applicazione, in un secondo edificio, dopo che la struttura è stata certificata da uno studio condotto da una società di progettazione indipendente, Manut Services ha installato una monorotaia sopra i serbatoli, dotata di un paranco manuale a catena Verlinde VHR 2 standard per carichi di 250 kg. I motori smontati delle pompe montate sui serbatoli vengono così trasportati all'esterno della struttura tramite la monorotaia e poi spostati con un transpallet nell'officina di manutenzione.



La manutenzione degli impianti è ora sicura e i tecnici possono movimentare i carichi in modo ergonomico. Delpharm ha espresso la propria soddisfazione per la qualità delle attrezzature Verlinde e per la preziosa consulenza offerta da Manut Services.

www.verlinde.com

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VERLINDE:

- > Società costituita nel 1858.
- > Il principale produttore ed esportatore francese di attrezzature di sollevamento e movimentazione.
- > Una gamma in continua evoluzione di 30 serie di prodotti di sollevamento per carichi da 60 a 250.000 kg.
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Per ulteriori informazioni consultare il sito www.verlinde.com.

VERLINDE SAS

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Zone Industrielle des Vauvettes
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France
ELUARD Pierre
Phone : +33 (0)2 37 38 95 95
pierre.eluard@verlinde.com

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MACHINES OUTILS

VERLINDE



Pierre Eluard est nommé managing director.

London south bank univ. (BA - 2004), EMLV (master 1 gestion internationale de la production - 2005), ESCP Europe (master - 2006), il débute en 2006 chez IBM global services en tant que consultant IT, avant de rejoindre en 2008, Dassault Aviation aux USA, comme delivery manager. En 2010, il intègre Dassault Falcon Service au poste de custom support manager, puis en 2012, marketing et business development manager. Entre 2016 et 2021, il est senior sales manager chez Safran electrical & power. Depuis 2021, il était chez Verlinde au poste de DGA et responsable commercial pour l'Asie du sud-est.

www.executives.fr/a.asp?a=196075

PUBLICATION: COMUNICATI-STAMPA.NET	DATE: September 2024	SUBJECT: THE APPOINTMENT OF MR ELUARD AS MANAGING DIRECTOR OF VERLINDE GIVES A NEW DYNAMIC TO THE COMPANY
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Pierre Eluard nominato amministratore delegato di Verlinde

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Verlinde, azienda francese leader nella produzione ed esportazione di attrezzature per il sollevamento industriale, ha annunciato la nomina di Pierre Eluard come amministratore delegato. Eluard succede a François Gurniki, che ha guidato l'azienda negli ultimi sette anni.



Pierre Eluard è entrato in Verlindes nel 2021, assumendo il doppio ruolo di vice direttore generale e di direttore vendite per il Sud-Est Asiatico. Negli ultimi tre anni ha dato il suo contributo alla visione strategica di sviluppare le esportazioni dell'azienda, in collaborazione con i direttori commerciali, concentrandosi sulla crescita commerciale e sottoscrivendo lo slogan Next Level Partnership. Con la nomina di Pierre Eluard alla guida dell'azienda, Verlindes inizia una nuova fase della sua strategia di espansione.

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In quali attività è stato coinvolto negli ultimi tre anni in azienda?

In qualità di responsabile delle vendite per il Sud-est asiatico, ho lavorato duramente per rendere più dinamiche le attività nella regione. A questo proposito, siamo lieti di annunciare l'arrivo di un nuovo responsabile delle vendite con sede a Singapore da metà aprile 2024 per continuare e rafforzare questa attività.

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Sono stato anche responsabile della razionalizzazione e dell'ottimizzazione dei rapporti con uno dei principali stabilimenti del Gruppo a Wetter, in Germania, che produce la nostra gamma di prodotti per il sollevamento leggero (paranchi manuali, paranchi elettrici a catena, sistemi di gru leggere). Poiché le prestazioni erano ben al di sotto delle nostre aspettative, abbiamo dovuto costruire relazioni tra i team, individuare semplici azioni per ottimizzare la comunicazione e i processi tra le nostre entità e migliorare così la soddisfazione dei clienti.

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Per citare qualche numero, qual è l'importanza di Verlinde sul mercato internazionale del sollevamento?

Abbiamo 40 dipendenti. Abbiamo stabilimenti di produzione in Germania, Finlandia e Cina e la nostra presenza internazionale è sempre più significativa, con circa due terzi delle nostre vendite provenienti dai Paesi di esportazione. Di recente abbiamo assunto due nuovi responsabili delle vendite con sede a Singapore e a Dubai, per soddisfare la crescente domanda in questi mercati e per essere il più vicino possibile ai nostri clienti per supportarli meglio.

Come vede il mercato delle attrezzature di sollevamento in Francia e a livello internazionale?

Come molti settori, il mercato delle attrezzature di sollevamento è strettamente legato alle condizioni macroeconomiche nazionali. Negli ultimi anni, dopo la pandemia COVID seguita dalla crisi energetica, abbiamo assistito a un calo delle vendite di prodotti "off-the-shelf", con un aumento della domanda di pezzi di ricambio e di progetti di ammodernamento delle gru esistenti. Inoltre, ora dipendiamo maggiormente dai grandi progetti, il che ci espone a una concorrenza aggressiva e a una maggiore fluttuazione delle vendite. In Francia, la nostra attività sta resistendo bene e abbiamo buone prospettive di crescita in Medio Oriente, Sud America e Sud-Est asiatico, anche se stiamo assistendo a una significativa flessione in Cina.

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VERLINDE
PIERRE ELUARD NOMINATO AMMINISTRATORE DELEGATO DI VERLINDE

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www.verlinde.com

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Pierre Eluard nominato amministratore delegato di Verlinde

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Abbiamo 40 dipendenti. Abbiamo stabilimenti di produzione in Germania, Finlandia e Cina e la nostra presenza internazionale è sempre più significativa, con circa due terzi delle nostre vendite provenienti dai Paesi di esportazione. Di recente abbiamo assunto due nuovi responsabili delle vendite con sede a Singapore e a Dubai, per soddisfare la crescente domanda in questi mercati e per essere il più vicino possibile ai nostri clienti per supportarli meglio.

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www.verlinde.com

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Pierre Eluard nominato amministratore delegato di Verlinde

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immagine pubblicata da Elroy Fernandes



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> Il principale produttore ed esportatore francese di attrezzature di sollevamento e movimentazione.

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VERLINDE
PIERRE ELUARD ASUME EL MANDO COMO DIRECTOR GENERAL DE VERLINDE

Verlinde, primer fabricante y exportador francés de equipos de elevación industrial, anuncia el nombramiento de Pierre Eluard como Director General. Sucede a François Gurniki, que ha estado al frente de la empresa durante los últimos siete años.

www.verlinde.com

Pierre Eluard se incorporó a Verlinde en 2021, asumiendo la doble función de Director General Adjunto y Director de Ventas para el Sudeste Asiático. En los últimos tres años ha aportado su propia visión para desarrollar las exportaciones de la empresa en colaboración con los directores de ventas, centrándose en el crecimiento comercial y suscribiendo su lema de Next Level Partnership. Con el nombramiento de Pierre Eluard al frente de la empresa, Verlinde inicia una nueva fase en su estrategia de expansión.

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Con sede en Vernouillet, Eure-et-Loire, cerca de París, Francia, Verlinde pertenece desde 1986 al grupo finlandés Konecranes, líder mundial en el sector de la elevación industrial. Como tal, Verlinde pertenece a una familia de empresas expertas en elevación reconocidas por la calidad y fiabilidad de sus productos. Las cifras hablan por sí solas: El 80% de los clientes son socios fieles de Verlinde desde hace más de 20 años.

Pierre Eluard comparte su visión con nosotros respondiendo a algunas preguntas.

¿Puede hablarnos un poco de su carrera antes de incorporarse a Verlinde?

Mi carrera se forjó durante 15 años de experiencia sumamente enriquecedora en la industria aeronáutica, en grandes empresas como Dassault Aviation y Safran, donde ocupé puestos de responsabilidad en ventas internacionales, desarrollo empresarial y marketing. En concreto, pasé varios años trabajando en Estados Unidos y gestioné clientes de todo el mundo, desde Brasil, Italia y los países nórdicos hasta India, Turquía y China.

En 2020, la crisis del COVID apenas afectó duramente al sector aeroespacial y, aunque Safran es una empresa excelente con grandes productos, sentí la necesidad de iniciar un nuevo ciclo y asumir nuevos retos. Esto es lo que me llevó a unirme a Verlinde en agosto de 2021, con la doble función de Director General Adjunto y Director de Ventas para el Sudeste Asiático, y ahora como Director General. Fue una apuesta arriesgada, pero mereció la pena con la ayuda del motivado y dinámico equipo que trabaja conmigo. Lo esencial para mí en mi vida profesional son los proyectos que dirijo y las personas con las que trabajo. En Verlinde estoy plenamente satisfecho en ambos aspectos.



¿En qué actividades ha participado durante sus tres últimos años en la empresa?

Como director de ventas para el Sudeste Asiático, he trabajado duro para redinamizar la región. En este sentido, nos complace anunciar la llegada de un nuevo director comercial con base en Singapur desde mediados de abril de 2024 para mantener y reforzar esta actividad.

Como director general adjunto, por ejemplo, dirigí un proyecto de Lean Management, el proyecto "one KC way", para identificar posibles mejoras en nuestro proceso integral y ganar en eficiencia, de modo que pudiéramos mejorar la forma en que atendemos a nuestros clientes.

También fui responsable de racionalizar y optimizar nuestras relaciones con una de las principales fábricas del Grupo en Wetter (Alemania), que fabrica nuestras gamas de productos de elevación ligera (polipastos manuales, polipastos eléctricos de cadena, sistemas de grúas ligeras). Como el rendimiento estaba muy por debajo de nuestras expectativas, tuvimos que establecer relaciones entre los equipos, identificar acciones sencillas para optimizar la comunicación y los procesos entre nuestras entidades y mejorar así la satisfacción del cliente.

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Como nuevo director general, ¿qué rumbo pretende dar a la empresa?

Senti que Verlindé necesitaba aclarar su visión. Por ello, inicié una reflexión conjunta con el comité ejecutivo para definir una visión a largo plazo, estructurada en acciones concretas. Por supuesto, nuestros clientes y nuestras actividades de venta son nuestra máxima prioridad. Queremos que Verlindé sea conocida y reconocida tanto en Francia como a escala internacional. Queremos convertirnos en la marca de referencia del sector de la elevación por la calidad de nuestros productos y la calidad de los servicios que ofrecemos a nuestros clientes. No va a ser un camino de rosas, pero tenemos la capacidad y la determinación para conseguirlo. A este respecto, acabamos de contratar a un nuevo director de marketing cuyas principales prioridades serán desarrollar nuestro plan de Marketing y Comunicación de forma estructurada y, en particular, impulsar la reputación de la marca Verlindé. Todos estamos comprometidos con este enfoque, porque cada miembro del equipo de Verlindé es, y debe ser, un actor del mismo.

Resumiendo en cifras, ¿qué importancia tiene actualmente Verlindé en el mercado internacional de la elevación?

Tenemos 40 empleados y tenemos centros de producción en Alemania, Finlandia y China, y nuestra presencia internacional está aumentando significativamente, con cerca de dos tercios de nuestras ventas procedentes de la exportación. Recientemente hemos contratado a dos nuevos directores de ventas con base en Singapur y Dubái para satisfacer la creciente demanda en estos mercados y estar lo más cerca posible de nuestros clientes para prestarles un mejor apoyo.

¿Cómo ve el mercado de equipos de elevación en Francia y a escala internacional?

Al igual que muchas otras industrias, el mercado de equipos de elevación está estrechamente vinculado a las condiciones macroeconómicas nacionales. En los últimos años, tras la pandemia de COVID seguida de la crisis energética, hemos asistido a un descenso de las ventas de productos "listos para usar", con un aumento de la demanda de recambios y proyectos de modernización de grúas ya existentes. Además, ahora dependemos más de los grandes proyectos, lo que nos expone a una competencia agresiva y a una mayor fluctuación de nuestras ventas. En Francia, nuestra actividad se mantiene bien, y tenemos buenas perspectivas de crecimiento en Oriente Medio, Sudamérica y el Sudeste Asiático, aunque observamos un importante retroceso en China.

¿Cuáles son sus objetivos a medio plazo en estos mercados?

En el mercado nacional nuestro objetivo es mantener nuestra posición de liderazgo y recuperar cuota de mercado en elevación ligera, mejorando constantemente la calidad de nuestras entregas y aprovechando nuestra red de distribución existente. A escala internacional, nuestro objetivo es aumentar la notoriedad de Verlindé mediante la capitalización de líneas de productos específicas, como nuestra línea de productos Stagemaker, dedicada al mundo del espectáculo, nuestros polipastos a prueba de explosiones y nuestros polipastos de cinta Eurobloc.

¿Qué nuevos productos puede anunciar a sus clientes en los próximos meses?

Nos complace anunciar la llegada de nuestro nuevo polipasto de cable, el nuevo VF, que sustituirá gradualmente a nuestra gama Eurobloc VT en los próximos años, con características compatibles con la Industria 4.0. Además, acabamos de empezar a ofrecer un nuevo polipasto eléctrico de cadena con certificación ATEX, en respuesta a la creciente demanda de este tipo de producto por parte de algunos de nuestros socios...

¿Hay algo más que quiera añadir?

Sí. También hemos creado un stock de "envío rápido" de polipastos Eurochain VX y Stagemaker en nuestra fábrica alemana disponible para su envío rápido, para poder responder así con eficacia a las necesidades de nuestros clientes. Además, trabajamos activamente para mejorar nuestro rendimiento y la relación con los clientes, sobre todo mediante el desarrollo de nuestras herramientas en línea y nuestros nuevos representantes en el extranjero. Nuestro objetivo es avanzar e innovar, manteniéndonos fieles a nuestros valores y adaptándonos constantemente a la evolución del mercado.

www.verlindé.com

PUBLICATION: FABRICACIÓN – ONLINE-WEB	DATE: September 2024	SUBJECT: THE APPOINTMENT OF MR ELUARD AS MANAGING DIRECTOR OF VERLINDE GIVES A NEW DYNAMIC TO THE COMPANY
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PUBLICATION: PR.NETWORK	DATE: October 2024	SUBJECT: BADT LEVAGE
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BADT Levage supports its customer's production expansion by installing an overhead crane and adapting the support structure

A VPN is an essential component of IT security, whether you're just starting a business or are already up and running. Most business interactions and transactions happen online and VPN



Established in 1994 and based in Grand-Courvilly, Seine-Maritime (76), BADT LEVAGE is specialized in the design, construction and installation of overhead cranes. The company offers single-girder, double-girder and box-type cranes, for loads of up to 70 tonnes, fitted with lifting equipment. With its team of specialized technicians, it is well-positioned to offer solutions to all types of lifting and handling requirements throughout Normandy. BADT Levage is a member of the Verlinde after-sales service network and of Europort, French's leading network of overhead crane manufacturers. Recently for one of its customers, it installed a 3.2-ton overhead crane fitted with a Verlinde hoist with reduced hook height and a modification to the support structure.



BADT LEVAGE, which celebrates its 30th anniversary in 2024, has recognized expertise in lifting and handling. The company has won the trust and loyalty of a broad range of local customers in Normandy, both SMEs and major international groups specializing in fields as diverse as aeronautics, boiler making, petrochemicals, metal construction, metallurgy, paper mills and waste recovery.

"We manufacture around twenty overhead cranes a year, our approach is that we cover the whole production chain, first taking the measurements and finally installing the equipment at the customer's site. To achieve this, we are equipped with all the necessary technical means of production, and in terms of personnel, our team consists of a workshop manager in charge of production, three fitters and nine electromechanics. Thanks to the adaptability of our people and their team spirit we are to handle all these tasks", explains Xavier Laurence, CEO of BADT Levage.

PUBLICATION:
PR.NETWORK

DATE:
October 2024

SUBJECT:
BADT LEVAGE



A customer specializing in pharmaceutical packaging, who has been working with BADT LEVAGE for nearly 15 years, was using a crane runway with a 2-tonne suspension crane to mount moulds on injection presses. To increase production, the company wanted to install three new, more voluminous and consequently heavier moulds. However, the customer did not want to replace their existing crane runway.

They approached BADT Levage with a request to split the crane runway into two parts and install a new 3.2-ton crane on the second part.

A tailor-made solution

Xavier Laurence describes the new configuration: "The first crane remains in place, equipped with a EUROCHAIN Verlinde VR12 electric chain hoist which we replaced a few years ago and which has given our customer complete satisfaction. We made a design calculation for the framework supporting the new 3.2-ton overhead crane. According to our study, the framework needed to be reinforced and raised, and we installed these without interfering with the movement of the carts that deposit the moulds at the foot of the presses."

"The 3.2-ton bridge serves the three new presses", he continues. "It includes two overhangs, each 1.25 m long, to extend the hoist coverage area. The hoists pick up the moulds from the foot of the presses and feed them into them. We chose a VERLINDE EUROLOC VT model, a space-saving electric wire rope hoist. The larger volume of the new press models and the heavier moulds, weighing in at 2.5 tons, meant that there was a height constraint under the hook."



Short lead times

The hook height authorized by the EUROLOC VT hoist was a critical factor for the manufacturer when choosing the new press models. BADT LEVAGE's recent, high-performance cranes and equipment enabled the installations to be commissioned very rapidly, in just three weeks, which was a major source of satisfaction for the customer. The project demanded the know-how and expertise of three full-time BADT Levage technicians.

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PUBLICATION: NELLANOTIZIA.NET	DATE: October 2024	SUBJECT: MANUT SERVICES
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Manut Services offre una soluzione per la movimentazione dei materiali in un'area di lavoro ristretta

Manut Services offre una soluzione per la movimentazione dei materiali in un'area di lavoro ristretta



immagine pubblicata da Elroy Fernandes



Avete bisogno di movimentare materiali in uno spazio ridotto? Un cliente di Manut Services, azienda specializzata in attrezzature e accessori per il sollevamento e la movimentazione, ha consigliato a un proprio cliente una soluzione sicura e personalizzata con una gru a braccio articolato Verlinde per il sollevamento di motori.

Manut Services, con sede nelle regioni di Yonne, Nièvre e Loiret, è un'azienda specializzata nell'installazione, modernizzazione, manutenzione e riparazione di attrezzature di sollevamento. Fondata nel 2000, l'azienda conta oggi 15 dipendenti e due punti vendita di accessori per il sollevamento situati a Orléans e Auxerre. È membro della rete Verlinde SAV.

Uno dei clienti dell'azienda, Delpharm, un laboratorio di produzione farmaceutica, aveva difficoltà a estrarre i motori delle pompe da sottoporre a manutenzione. Per effettuare la manutenzione, i motori delle pompe devono essere smontati e trasportati in un'officina. L'area di lavoro è stretta e il soffitto di una parte della struttura si trova su un soppalco limitato da una trave di cemento. Delpharm pensava che sarebbe stato impossibile installare attrezzature di sollevamento in quest'area, ma voleva garantire una maggiore sicurezza nel modo in cui i motori smontati venivano movimentati. I pezzi pesanti venivano sollevati con una gru a noleggio e poi trasportati con un transpallet. Le condizioni erano poco pratiche e poco ergonomiche per i tecnici della manutenzione.

PUBLICATION:
NELLANOTIZIA.NET**DATE:**
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Per trovare una soluzione sicura, anche in uno spazio così ristretto, Manut Services, che aveva già installato paranchi a catena Verlinde e una gru a cavalletto per esterni Verlinde nel laboratorio, ha proposto una soluzione personalizzata.

Una gru a braccio articolato Verlinde Templier è stata installata contro una parete. Può gestire con facilità carichi da 50 a 350 kg e occupa pochissimo spazio in un'area quasi circolare. Due bracci articolati, lunghi due metri ciascuno, vengono utilizzati per ruotare intorno alla trave di cemento e abbassare i motori smontati fino al livello 0. I motori vengono poi trasportati nell'officina di manutenzione con un transpallet. La gru a bandiera è dotata di un paranco a catena Verlinde VHR, un modello molto efficace e compatto. Una volta effettuata la manutenzione in officina, i motori vengono riportati in officina con un transpallet e poi rimontati con la gru a bandiera.

Per la stessa applicazione, in un secondo edificio, dopo che la struttura è stata certificata da uno studio condotto da una società di progettazione indipendente, Manut Services ha installato una monorotaia sopra i serbatoi, dotata di un paranco manuale a catena Verlinde VHR 2 standard per carichi di 250 kg. I motori smontati delle pompe montate sui serbatoi vengono così trasportati all'esterno della struttura tramite la monorotaia e poi spostati con un transpallet nell'officina di manutenzione.

La manutenzione degli impianti è ora sicura e i tecnici possono movimentare i carichi in modo ergonomico. Delpharm ha espresso la propria soddisfazione per la qualità delle attrezzature Verlinde e per la preziosa consulenza offerta da Manut Services

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PUBLICATION: HOIST	DATE: October 2024	SUBJECT: MANUT SERVICES
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NEWS | CONFINED WORK SPACES

MANUT SERVICES INSTALLS MONORAIL AND VERLINDE VHR 2 MANUAL CHAIN HOIST FOR DELPHARM



A customer belonging to Manut Services, which specializes in lifting and handling equipment and accessories, has delivered a Verlinde articulated jib crane for lifting motors to one of its clients.

Manut Services, based in the Yonne, Nièvre and Loiret regions, France, specializes in the installation, modernization, maintenance and repair of lifting equipment.

Founded in 2000, the company now has 15 employees and two stores in Orléans and Auxerre selling lifting accessories. It is a member of the Verlinde SAV network.

One of the company's customers, Delpharm, a pharmaceutical manufacturing laboratory, had difficulty extracting their pump motors for maintenance.

For maintenance purposes, the pump motors need to be dismantled and transported to a workshop. The work area is narrow, and the ceiling of part of the facility is located on a mezzanine restricted by a concrete beam.

The manufacturer thought it would be impossible to install lifting equipment in this area, but wanted to ensure added safety in the way that the dismantled motors were handled. Heavy parts were lifted using a rented crane, then transported using a pallet truck. The conditions were impractical and unergonomic for the maintenance technicians.

To find a safe solution, in such a constrained space, Manut Services, which had already installed Verlinde chain hoists

and a Verlinde outdoor gantry crane in the laboratory, proposed a customized solution.

A Verlinde Tempplier articulated jib crane was installed against a wall. It can handle loads from 50 to 350 kg with ease and takes up very little space in an almost circular area.

Two articulated arms, each two meters long, are used to rotate around the concrete beam and lower the dismantled motors down to level 0. These are then transported to the maintenance workshop using a pallet truck.

The jib crane is equipped with a Verlinde VHR chain hoist, an attractive and compact model. Once the motors have been serviced in the workshop, they are brought back to the workshop using a pallet truck, and then reassembled using the jib crane.

For the same application, in a second building, after the structure was validated by a study carried out by an independent design consultancy, Manut Services installed a monorail above the tanks, equipped with a standard Verlinde VHR 2 manual chain hoist for 250 kg loads.

The dismantled motors of the pumps fitted to the tanks are then transported outside the structure via the monorail, and then moved by pallet truck to the maintenance workshop.

Maintenance of the installations is now safe, and the technicians can handle the loads ergonomically. Delpharm expressed their satisfaction with the quality of the Verlinde equipment, and the expert advice it received from Manut Services. ●

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Verlinde gets closer to its partners in Southeast Asia Pacific with the opening of an office in Singapore

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Verlinde gets closer to its partners in Southeast Asia Pacific with the opening of an office in Singapore -...
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VERLINDE
VERLINDE SE RAPPROCHE DE SES PARTENAIRES EN ASIE DU SUD-EST AVEC L'OUVERTURE D'UN BUREAU À SINGAPOUR

Verlind, premier constructeur et exportateur français de matériels de levage, renforce sa stratégie commerciale en l'Asie du Sud-Est avec l'ouverture d'un bureau commercial à Singapour. M. Arthur Sauchay, en prend la responsabilité avec pour mission de développer la notoriété de Verlind en tant que marque premium. Cette initiative s'appuie sur un solide réseau de partenaires locaux que Verlind entend soutenir de près.

www.verlind.com

L'arrivée d'un nouveau Directeur Général, M. Pierre Eluard, en mars, impulse une nouvelle dynamique chez Verlind. M. Eluard, qui était auparavant Responsable Commercial en Asie du Sud-Est pour Verlind, s'est attaché ces trois dernières années à redynamiser l'activité commerciale de la société dans cette zone. Au cœur de la stratégie de développement qu'il déploie actuellement chez Verlind, et dans sa continuité de son travail en Asie, il annonce l'arrivée d'un nouveau responsable commercial basé à Singapour depuis mi-avril 2024 afin de poursuivre et renforcer cette action.

Arthur Sauchay a pour objectif de développer la notoriété de Verlind en tant que marque premium sur le marché asiatique qui connaît une trajectoire de croissance robuste, soutenue par un fort développement infrastructurel, des investissements étrangers, et une demande croissante dans divers secteurs industriels. Il explique : « Le marché du levage en Asie du Sud-Est connaît une croissance forte soutenue par un marché du levage industriel en pleine expansion. Les produits européens et chinois sont omniprésents. Verlind se démarque dans ce marché concurrentiel avec ses palans techniques à valeur ajoutée, tels que notre gamme ATEX qui reflète notre positionnement premium et notre savoir-faire, en ciblant notamment l'industrie pétrochimique. Dans des secteurs où les clients sont intransigeants sur la sécurité, la certification ATEX, associée au savoir-faire européen, est gage de fiabilité. Nous appuyons également notre développement sur une expertise et un savoir-faire partagés avec nos partenaires locaux, fidèles depuis plus de 20 ans. »

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Afin d'atteindre son objectif, Verlinde s'appuie sur l'expérience et le dynamisme de ses équipes et de ses partenaires sur place et met l'accent sur le Next Level Partnership, ainsi que sur la qualité et la fiabilité de ses produits.

Pierre Eluard déclare : « Nous travaillons activement à améliorer nos performances et nos relations avec nos clients, notamment grâce à nos nouveaux représentants à l'étranger. Notre volonté est d'avancer et d'innover, tout en restant fidèles à nos valeurs et en nous adaptant constamment aux évolutions du marché. »

Interview de M. Arthur SAUCHAY, responsable commercial Asie du Sud-Est chez Verlinde à Singapour

• Parlez-nous de votre carrière avant de rejoindre Verlinde

Fraîchement recruté après mes études en commerce international, j'ai eu la chance de saisir cette belle opportunité de VIE (pour Volontariat International en Entreprise) chez Verlinde à Singapour. Après plusieurs stages dans l'industrie automobile, spécifiquement dans les solutions d'immatriculation, et un passage à l'Université de Sydney en échange avec l'IAE Lyon 3 en Commerce International, ce poste chez Verlinde initie une carrière que je souhaite challengeante à l'export.

• Quelle est votre mission ?

L'objectif est de développer les activités de Verlinde dans la région Asie du Sud & Pacifique, en accompagnant localement nos partenaires sur les aspects commerciaux, marketing et techniques. Auparavant, les relations commerciales étaient gérées depuis la France et nous avons identifié la nécessité de leur offrir davantage de proximité avec la volonté d'être au plus proche de leurs besoins. Je suis pour eux un relais entre les équipes en France et leurs équipes locales. Notre objectif est de promouvoir Verlinde en tant que marque premium afin de se démarquer de la concurrence européenne et chinoise.

• Pourquoi avoir choisi Singapour ?

Cette localisation stratégique permet un rayonnement facile et rapide dans la région ainsi qu'une grande réactivité pour accompagner nos partenaires.

• Avez-vous des partenaires locaux ?

Bien sûr, nous avons des partenaires à Singapour, en Malaisie, Thaïlande, au Vietnam, en Australie, Nouvelle-Zélande, Indonésie, etc. avec lesquels nous travaillons pour la majorité depuis plus de 20 ans. Ces partenariats nous permettent de proposer des solutions adaptées et un savoir-faire commun aux clients de la région.

• Quels sont vos objectifs à court et moyen termes ?

Développer l'image premium de Verlinde et augmenter la visibilité de la marque car nous sommes relativement peu connus dans cette région. Je compte multiplier les projets pour saisir les opportunités de développement que la région Asie Pacifique présente. Notre stratégie est de valoriser la qualité de nos équipements techniques, fruits de notre expertise européenne qui répond aux normes les plus exigeantes.

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03 OCT 2024 10:00:00

VERLINDE

VERLINDE GETS CLOSER TO ITS PARTNERS IN SOUTHEAST ASIA PACIFIC WITH THE OPENING OF AN OFFICE IN SINGAPORE

Verlinde, France's leading manufacturer and exporter of lifting equipment, continues to implement its strategic vision to consolidate its development. Led by the arrival of its new Managing Director, Pierre Eluard in March 2024, a new dynamic impulse is currently ongoing at Verlinde.

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Previously Deputy Managing Director and Sales Director for South-East Asia Pacific region for the company, Mr. Eluard spent the last three years revitalizing Verlinde's commercial activity in the region.

As a central part of the expansion strategy which he is currently deploying at Verlinde, and as a continuation to his work in Asia, he has announced the appointment of a new Sales Manager, based in Singapore since mid-April 2024, to pursue and reinforce this action.



As Sales Manager for Southeast Asia Pacific, Arthur Sauchey's objective is to develop Verlinde's reputation as a Premium brand in the Asian market which is experiencing a robust growth trajectory, supported by strong infrastructural development, foreign investment, and growing demand in various industrial sectors.

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Pierre Eluard explains: "The lifting market in the area follows these evolutions while being challenged by strong competition, especially the Chinese products which are omnipresent. Verlinde stands out with its value-added technical hoists, such as our ATEX range, which reflects our Premium positioning and know-how, mainly targeting the oil & gas and petrochemical industries. As an example, in sectors where customers are uncompromising about safety, ATEX certification, combined with European knowledge, is a guarantee of reliability. We also base our development on a common proficiency and expertise shared with our local partners who have been loyal to us for over 20 years."

A collaboration illustrating Verlinde's guideline "Next Level Partnership" principles. Pierre Eluard continues: "In complement, we are actively working to improve our performance and customer relations, notably through the development of our online tools and our new representatives abroad. Our aim is to move forward and innovate, while remaining true to our values and constantly adapting to market developments."

For an in-depth overview of the applied approach, Mr. Arthur SAUCHAY, Southeast Asia Sales Manager at Verlinde in Singapore, presents its position and missions.

• **Tell us about your career before joining Verlinde**
Graduated from a Master in Management and International Business and a Master in Business Administration, I have been recruited by Verlinde under a VIE ("International Corporate Volunteering") contract in Singapore right after my graduation. During my studies made in France and in Sydney, Australia, I did several internships in the automotive industry, specifically in vehicle registration solutions. I am very happy to be hired by Verlinde with such ambitious targets. It is the start of - what I hope to be - a fruitful career in export sales.

• **What is your mission?**
As previously introduced, my aim is to develop Verlinde's activities in the Southeast Asia & Pacific region by supporting our partners locally towards commercial, marketing and technical topics. In the past, export business relations were managed from France, and we identified the need to offer our partners a greater proximity, with the aim of being as close as possible to their needs. I act as a relay between the headquarter's teams in France and partners' ones in the Southeast Asia & Pacific region. My target is to promote Verlinde as a Premium brand to stand out from the competition mainly coming from Europe and China.

• **Why did you choose Singapore?**
Singapore's strategic location enables us to expand rapidly and easily in the region, and to react quickly to support our partners.

• **Where are your local partners based?**
They are mainly located in Singapore, Malaysia, Thailand, Vietnam, Australia, New Zealand, Indonesia, etc., most of whom we have been working with for over 20 years. These partnerships enable us to offer tailored solutions and shared know-how to end-users in the region.

• **What are your short and medium-term objectives?**
First, it is to develop Verlinde's Premium image and increase the brand's visibility, as we have a certain potential of being better known and noticed in this region. Second, I intend to handle more and more projects and to benefit from growth opportunities offered by the Southeast Asia & Pacific region. In the end, my goal is to achieve our brand image and expansion strategy by promoting the quality of our technical equipments, products made with our European expertise that meets the most demanding standards.

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Verlinde gets closer to its partners in Southeast Asia Pacific with the opening of an office in Singapore



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A collaboration illustrating Verlinde's guideline "Next Level Partnership" principles.

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For an in-depth overview of the applied approach, Mr. Arthur SAUCHAY, Southeast Asia Sales Manager at Verlinde in Singapore, presents its position and missions.



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Journaldumaglo October 8, 2024

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Arthur Sauchay

Verlinde has expanded in Southeast Asia Pacific opening an office in Singapore.

Verlinde, based in France, is a manufacturer and exporter of lifting equipment, and continues to grow led by new MD, Pierre Eluard in March 2024.

Previously deputy MD and sales director for South-East Asia Pacific region, Eluard has spent the last three years revitalizing Verlinde's commercial activity in the region.

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As a central part of this expansion strategy he has announced the appointment of a new sales manager, Arthur Sauchay based in Singapore.

Sauchay's objective is to develop Verlinde's reputation as a premium brand in the Asian market which is experiencing a robust growth trajectory, supported by strong infrastructural development, foreign investment, and growing demand in various industrial sectors.

"The lifting market in the area follows these evolutions while being challenged by strong competition, especially the Chinese products which are omnipresent," said Eluard.

"Verlinde stands out with its value-added technical hoists, such as our ATEX range, which reflects this and our know-how in mainly targeting the oil & gas and petrochemical industries. As an example, in sectors where customers are uncompromising about safety, ATEX certification, combined with European knowledge, is a guarantee of reliability. We also base our development on a common proficiency and expertise shared with our local partners who have been loyal to us for over 20 years."

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Eluard added: "To complement this, we are actively working to improve our performance and customer relations, notably through the development of our online tools and our new representatives abroad. Our aim is to move forward and innovate, while remaining true to our values and constantly adapting to market developments."

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Verlinde, primer fabricante y exportador francés de equipos de elevación, sigue implementando su visión estratégica para consolidar su desarrollo. Liderado por la llegada de su nuevo director general, Pierre Eluard, en marzo de 2024, actualmente se está produciendo un nuevo impulso dinámico en Verlinde.

El Sr. Eluard, que anteriormente ocupaba el cargo de Director General Adjunto y Director Comercial para la región del Sudeste Asiático-Pacífico de la empresa, ha dedicado los últimos tres años a revitalizar la actividad comercial de Verlinde en la región.

Como parte central de la estrategia de expansión que está desplegando actualmente en Verlinde, y como continuación de su trabajo en Asia, ha anunciado el nombramiento de un nuevo Director Comercial, con sede en Singapur desde mediados de abril de 2024, para continuar y reforzar esta acción.

Como Director Comercial para el Sudeste Asiático-Pacífico, el objetivo de Arthur Sauchay es desarrollar la reputación de Verlinde como marca Premium en el mercado asiático, que está experimentando una sólida trayectoria de crecimiento, respaldada por un fuerte desarrollo de infraestructuras, inversiones extranjeras y una creciente demanda en varios sectores industriales.

Pierre Eluard explica: «El mercado de la elevación en la zona sigue estas evoluciones al tiempo que se ve desafiado por una fuerte competencia, especialmente los productos chinos, que son omnipresentes. Verlinde se distingue por sus polipastos técnicos de valor añadido, como nuestra gama ATEX, que refleja nuestro posicionamiento Premium y nuestro saber hacer, dirigidos principalmente a las industrias del petróleo y el gas y la petroquímica. Por ejemplo, en sectores en los que los clientes son muy exigentes con la seguridad, la certificación ATEX, combinada con el conocimiento europeo, es una garantía de fiabilidad. Además, basamos nuestro desarrollo en una competencia y un conocimiento común compartidos con nuestros socios locales que nos han sido fieles durante más de 20 años».

Una colaboración que ilustra los principios de la directriz de Verlinde «Next Level Partnership».

Pierre Eluard continúa: «Paralelamente, estamos trabajando activamente para mejorar nuestro rendimiento y nuestras relaciones con los clientes, en particular mediante el desarrollo de nuestras herramientas en línea y nuestros nuevos representantes en el extranjero. Nuestro objetivo es avanzar e innovar, manteniéndonos fieles a nuestros valores y adaptándonos constantemente a la evolución del mercado».

Para una visión detallada del enfoque aplicado, el Sr. Arthur SAUCHAY, Director de ventas del sudeste asiático de Verlinde en Singapur, presenta su posición y sus misiones.

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• **Cuéntenos sobre su carrera antes de unirse a Verlinde**

Graduado de un Máster en Gestión y Negocios Internacionales y un Máster en Administración de Empresas, fui contratado por Verlinde bajo un contrato VIE ("Voluntariado Corporativo Internacional") en Singapur justo después de mi graduación.

Durante mis estudios realizados en Francia y en Sydney, Australia, hice varias prácticas en la industria automotriz, específicamente en soluciones de matriculación de vehículos.

Estoy muy feliz de ser contratado por Verlinde con objetivos tan ambiciosos. Es el comienzo de lo que espero sea una fructífera carrera en ventas de exportación.

• **¿Cuál es su misión?**

Como ya he dicho, mi objetivo es desarrollar las actividades de Verlinde en la región del Sudeste Asiático y del Pacífico apoyando a nuestros socios locales en cuestiones comerciales, técnicas y de marketing. En el pasado, las relaciones comerciales de exportación se gestionaban desde Francia y hemos identificado la necesidad de ofrecer a nuestros socios una mayor proximidad, con el objetivo de estar lo más cerca posible de sus necesidades. Actúo como enlace entre los equipos de la sede central en Francia y los de los socios en la región del Sudeste Asiático y del Pacífico. Mi objetivo es promover a Verlinde como una marca Premium para diferenciarse de la competencia, que proviene principalmente de Europa y China.

• **¿Por qué eligieron Singapur?**

La ubicación estratégica de Singapur nos permite expandirnos rápida y fácilmente en la región y reaccionar rápidamente para apoyar a nuestros socios.

• **¿Dónde están ubicados sus socios locales?**

Se encuentran principalmente en Singapur, Malasia, Tailandia, Vietnam, Australia, Nueva Zelanda, Indonesia, etc., con la mayoría de los cuales hemos estado trabajando durante más de 20 años. Estas asociaciones nos permiten ofrecer soluciones personalizadas y conocimientos técnicos compartidos a los usuarios finales de la región.

• **¿Cuáles son sus objetivos a corto y medio plazo?**

En primer lugar, se trata de desarrollar la imagen Premium de Verlinde y aumentar la visibilidad de la marca, ya que tenemos un cierto potencial para ser más conocidos y notados en esta región. En segundo lugar, tengo la intención de manejar cada vez más proyectos y aprovechar las oportunidades de crecimiento que ofrece la región del Sudeste Asiático y el Pacífico. Al final, mi objetivo es lograr nuestra imagen de marca y estrategia de expansión promoviendo la calidad de nuestros equipos técnicos, productos fabricados con nuestra experiencia europea que cumplen con los estándares más exigentes.

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Verlinde gets closer to its partners in Southeast Asia Pacific with the opening of an office in Singapore

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VERLINDE

VERLINDE GETS CLOSER TO ITS PARTNERS IN SOUTHEAST ASIA PACIFIC WITH THE OPENING OF AN OFFICE IN SINGAPORE

Verlinde, France's leading manufacturer and exporter of lifting equipment, continues to implement its strategic vision to consolidate its development. Led by the arrival of its new Managing Director, Pierre Eluard in March 2024, a new dynamic impulse is currently ongoing at Verlinde.

www.verlinde.com

Previously Deputy Managing Director and Sales Director for South-East Asia Pacific region for the company, Mr. Eluard spent the last three years revitalizing Verlinde's commercial activity in the region.

As a central part of the expansion strategy which he is currently deploying at Verlinde, and as a continuation to his work in Asia, he has announced the appointment of a new Sales Manager, based in Singapore since mid-April 2024, to pursue and reinforce this action.

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As Sales Manager for Southeast Asia Pacific, Arthur Sauchay's objective is to develop Verlinde's reputation as a Premium brand in the Asian market which is experiencing a robust growth trajectory, supported by strong infrastructural development, foreign investment, and growing demand in various industrial sectors.

Pierre Eluard explains: "The lifting market in the area follows these evolutions while being challenged by strong competition, especially the Chinese products which are omnipresent. Verlinde stands out with its value-added technical hoists, such as our ATEX range, which reflects our Premium positioning and know-how, mainly targeting the oil & gas and petrochemical industries. As an example, in sectors where customers are uncompromising about safety, ATEX certification, combined with European knowledge, is a guarantee of reliability. We also base our development on a common proficiency and expertise shared with our local partners who have been loyal to us for over 20 years."

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A collaboration illustrating Verlinde's guideline "Next Level Partnership" principles.

Pierre Eluard continues: "In complement, we are actively working to improve our performance and customer relations, notably through the development of our online tools and our new representatives abroad. Our aim is to move forward and innovate, while remaining true to our values and constantly adapting to market developments."

For an in-depth overview of the applied approach, Mr. Arthur SAUCHAY, Southeast Asia Sales Manager at Verlinde in Singapore, presents its position and missions.

• Tell us about your career before joining Verlinde

Graduated from a Master in Management and International Business and a Master in Business Administration, I have been recruited by Verlinde under a VIE ("International Corporate Volunteering") contract in Singapore right after my graduation. During my studies made in France and in Sydney, Australia, I did several internships in the automotive industry, specifically in vehicle registration solutions.

I am very happy to be hired by Verlinde with such ambitious targets. It is the start of - what I hope to be - a fruitful career in export sales.

• What is your mission?

As previously introduced, my aim is to develop Verlinde's activities in the Southeast Asia & Pacific region by supporting our partners locally towards commercial, marketing and technical topics. In the past, export business relations were managed from France, and we identified the need to offer our partners a greater proximity, with the aim of being as close as possible to their needs. I act as a relay between the headquarter's teams in France and partners' ones in the Southeast Asia & Pacific region. My target is to promote Verlinde as a Premium brand to stand out from the competition mainly coming from Europe and China.

• Why did you choose Singapore?

Singapore's strategic location enables us to expand rapidly and easily in the region, and to react quickly to support our partners.

• Where are your local partners based?

They are mainly located in Singapore, Malaysia, Thailand, Vietnam, Australia, New Zealand, Indonesia, etc., most of whom we have been working with for over 20 years. These partnerships enable us to offer tailored solutions and shared know-how to end-users in the region.

• What are your short and medium-term objectives?

First, it is to develop Verlinde's Premium image and increase the brand's visibility, as we have a certain potential of being better known and noticed in this region. Second, I intend to handle more and more projects and to benefit from growth opportunities offered by the Southeast Asia & Pacific region. In the end, my goal is to achieve our brand image and expansion strategy by promoting the quality of our technical equipments, products made with our European expertise that meets the most demanding standards.

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Verlinde gets closer to its partners in Southeast Asia Pacific with the opening of an office in Singapore

UPDATE MEDIA GROUP • 9 OCTOBER 2024 • COMMENTS OFF

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Kalmar has signed a deal to supply Générale de Manutention Portuaire (GMP) in Le Havre, France with 26 Hybrid Straddle Carriers.

Cimolai Technology celebrates 20th anniversary

Cimolai Technology is celebrating after announcing its milestone 20th anniversary.

Aydan Christie promoted to Group HSE Manager William Hackett

William Hackett has announced that Aydan Christie has been promoted to the Group HSE Manager.

Verlinde opens Singapore office

Verlinde has expanded in Southeast Asia Pacific opening an office in Singapore.

Parker Hannifin opens Nordics Certified Mobile Electrification Center

Parker Hannifin, motion and control technologies, has launched the first Certified Mobile Electrification Center (CMEC) in the Nordics region.

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Verlinde se rapproche de ses partenaires en Asie du Sud-Est avec

11 Oct 2024 | Press Releases - other languages

Verlinde, premier constructeur et exportateur français de matériels de levage, renforce sa stratégie commerciale en l'Asie du Sud-Est avec l'ouverture d'un bureau commercial à Singapour. M. Arthur Sauchay, en prend la responsabilité avec pour mission de développer la notoriété de Verlinde en tant que marque premium. Cette initiative s'appuie sur un solide réseau de partenaires locaux que Verlinde entend soutenir de près.



L'arrivée d'un nouveau Directeur Général, M. Pierre Eluard, en mars, impulse une nouvelle dynamique chez Verlinde. M. Eluard, qui était auparavant Responsable Commercial en Asie du Sud-Est pour Verlinde, s'est attaché ces trois dernières années à redynamiser l'activité commerciale de la société dans cette zone. Au cœur de la stratégie de développement qu'il déploie actuellement chez Verlinde, et dans sa continuité de son travail en Asie, il annonce l'arrivée d'un nouveau responsable commercial basé à Singapour depuis mi-avril 2024 afin de poursuivre et renforcer cette action.

Arthur Sauchay a pour objectif de développer la notoriété de Verlinde en tant que marque premium sur le marché asiatique qui connaît une trajectoire de croissance robuste, soutenue par un fort développement infrastructurel, des investissements étrangers, et une demande croissante dans divers secteurs industriels. Il explique : « Le marché du levage en Asie du Sud-Est connaît une croissance forte soutenue par un marché du levage industriel en pleine expansion. Les produits européens et chinois sont omniprésents. Verlinde se démarque dans ce marché concurrentiel avec ses palans techniques à valeur ajoutée, tels que notre gamme ATEX qui reflète notre positionnement premium et notre savoir-faire, en ciblant notamment l'industrie pétrochimique. Dans des secteurs où les clients sont intransigeants sur la sécurité, la certification ATEX, associée au savoir-faire européen, est gage de fiabilité. Nous appuyons également notre développement sur une expertise et un savoir-faire partagés avec nos partenaires locaux, fidèles depuis plus de 20 ans. »

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Afin d'atteindre son objectif, Verlinde s'appuie sur l'expérience et le dynamisme de ses équipes et de ses partenaires sur place et met l'accent sur le Next Level Partnership, ainsi que sur la qualité et la fiabilité de ses produits.

Pierre Eluard déclare : « Nous travaillons activement à améliorer nos performances et nos relations avec nos clients, notamment grâce à nos nouveaux représentants à l'étranger. Notre volonté est d'avancer et d'innover, tout en restant fidèles à nos valeurs et en nous adaptant constamment aux évolutions du marché. »

Interview de M. Arthur SAUCHAY, responsable commercial Asie du Sud-Est chez Verlinde à Singapour

• **Parlez-nous de votre carrière avant de rejoindre Verlinde**

Fraîchement recruté après mes études en commerce international, j'ai eu la chance de saisir cette belle opportunité de VIE (pour Volontariat International en Entreprise) chez Verlinde à Singapour. Après plusieurs stages dans l'industrie automobile, spécifiquement dans les solutions d'immatriculation, et un passage à l'Université de Sydney en échange avec l'IAE Lyon 3 en Commerce International, ce poste chez Verlinde initie une carrière que je souhaite challengeante à l'export.

• **Quelle est votre mission ?**

L'objectif est de développer les activités de Verlinde dans la région Asie du Sud & Pacifique, en accompagnant localement nos partenaires sur les aspects commerciaux, marketing et techniques. Auparavant, les relations commerciales étaient gérées depuis la France et nous avons identifié la nécessité de leur offrir davantage de proximité avec la volonté d'être au plus proche de leurs besoins. Je suis pour eux un relais entre les équipes en France et leurs équipes locales. Notre objectif est de promouvoir Verlinde en tant que marque premium afin de se démarquer de la concurrence européenne et chinoise.

• **Pourquoi avoir choisi Singapour ?**

Cette localisation stratégique permet un rayonnement facile et rapide dans la région ainsi qu'une grande réactivité pour accompagner nos partenaires.

• **Avez-vous des partenaires locaux ?**

Bien sûr, nous avons des partenaires à Singapour, en Malaisie, Thaïlande, au Vietnam, en Australie, Nouvelle-Zélande, Indonésie, etc. avec lesquels nous travaillons pour la majorité depuis plus de 20 ans. Ces partenariats nous permettent de proposer des solutions adaptées et un savoir-faire commun aux clients de la région.

• **Quels sont vos objectifs à court et moyen termes ?**

Développer l'image premium de Verlinde et augmenter la visibilité de la marque car nous sommes relativement peu connus dans cette région. Je compte multiplier les projets pour saisir les opportunités de développement que la région Asie Pacifique présente. Notre stratégie est de valoriser la qualité de nos équipements techniques, fruits de notre expertise européenne qui répond aux normes les plus exigeantes.

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Verlinde ouvre un bureau à Singapour afin de se rapprocher de ses partenaires en Asie du Sud-Est

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Verlinde strengthens its presence in the Middle East with the opening of an office in Dubai

NOVEMBER 28, 2024 •

Verlinde, France's leading manufacturer and exporter of lifting and handling equipment, is strengthening its international presence in the growth markets of the Middle East and Africa (MEA) region by opening an office in Dubai, headed by an experienced sales manager, Mr Ansheel Haneef.

The recent appointment of Verlinde's new Managing Director, Pierre Eluard, has given the company a new dynamic. At the heart of the export business development strategy led by Mr Rachid Nakhil, Major Export Sales Director for the past 3 years, is the desire to take the level of partnership to a higher level, in line with the Next Level PartnerShip slogan. The opening of this office in Dubai illustrates this approach of strengthening proximity with customers, with the long-term objective of positioning Verlinde as a key player in lifting in these buoyant but highly competitive markets.

Mr Haneef explains of his mission: "Our aim is to establish a dominant presence in the MEA region by gradually increasing our market share. We are determined to be at the top of this market, alongside the most successful players, and to establish ourselves as the key player in lifting in the region. I am based in Dubai, United Arab Emirates, which gives me a strategic advantage to effectively manage and develop our partnerships and presence." He continues: "We have a strong network of partnerships with well-established crane manufacturers in the MEA region. Their reputation and after-sales service capabilities reinforce the confidence of our customers." Pierre Eluard says: "We are actively working to improve our performance and customer relations, not least through our new overseas representatives. We want to become the benchmark brand in industrial lifting for the quality of our products and the quality of service we offer our customers."

Interview of M. Anshell Haneef - Area Sales Manager - Middle East & Africa Verlinde

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Describe your career before joining Verlinde.

My name is Ansheel Haneef, and I have recently been appointed as the Area Sales Manager for the Middle East and African region at Verlinde. With over 18 years of experience in the Lifting Industries, I am confident I can take on this new role. During my 14-year tenure at Konecranes, I spearheaded international businesses and successfully led the equipment business in the UAE region during several years. My extensive knowledge of the products and industry and my experience in various markets across the MENA region make me well-suited to make a significant contribution to my new role. I am excited to join the Verlinde team and look forward to utilizing my expertise to drive success in the region.

First, can you tell us a few words about Verlinde?

Verlinde is a company that specializes in providing top-quality Industrial Lifting Equipment and Hoists for Show Business. We take pride in our unique product range, which makes us a one-stop shop for all our customers' lifting needs. Our products are created in state-of-the-art production facilities that constantly improve and adapt to cutting-edge design techniques. We also ensure that the materials and components used to manufacture our products undergo the most stringent checks to ensure quality and safety. Our product range includes various lifting solutions such as overhead cranes, gantry cranes, jib cranes, hoists, winches, trolleys, electronic devices, load balancers, and accessories. We are in a transformative phase, led by a new Managing Director and a dynamic management team.

Describe your mission

Our goal is to establish a dominant presence in the MEA region by consistently boosting our market share year after year. We are determined to rise to the top of the industry alongside the most successful players and establish ourselves as a formidable force in the market. I am based in Dubai, United Arab Emirates. I'm based in Dubai, United Arab Emirates, which gives me a strategic advantage to effectively manage and develop our partnerships, presence and support in this market.



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Do you have local partners?

We have a strong network of partnerships with well-established crane manufacturers in the MEA region. Their reputation and after-sales capabilities give our customers additional confidence.

What are your short and medium-term objectives?

I am currently in the onboarding phase, and my first task is to establish a common goal with each of our distributors. We plan to achieve this by developing short-term and medium-term strategies. Our market analysis indicates that the Middle East and African regions will experience healthy compound annual growth rates in the coming years. We will pay close attention to these areas, particularly oil-producing countries, and emerging markets, as they are expected to perform well and our range of ATEX products, now complete, should more than meet their expectations.

Is there anything else you'd like to add?

I firmly believe in the power of a consultative sales approach. With our upcoming implementation of new strategies, we'll undoubtedly increase our market share and establish ourselves as leaders in the competitive market. Our unwavering commitment to our "next-level partnership" mission will ensure that we continue to provide exceptional value to all our partners.

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Verlinde, premier constructeur et exportateur français de matériels de levage et de manutention, renforce sa présence internationale sur les marchés porteurs de la région Moyen Orient et Afrique (MEA) en ouvrant un bureau à Dubaï, avec à sa tête un responsable des ventes expérimenté, M. Ansheel Haneef.



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M. Haneef explique au sujet de sa mission : « Notre objectif est d'établir une présence dominante dans la région MEA en augmentant progressivement nos parts de marché. Nous sommes déterminés à nous hisser au sommet de ce marché, aux côtés des acteurs les plus performants, et à nous imposer en tant qu'acteur incontournable du levage dans la région. Je suis basé à Dubaï, aux Émirats Arabes Unis, ce qui me donne un avantage stratégique pour gérer et développer efficacement nos partenariats et notre présence. » Il poursuit : « Nous disposons d'un solide réseau de partenariats avec des constructeurs de ponts roulants bien établis dans la région MEA. Leur réputation et leurs capacités en matière de service après-vente renforcent la confiance de nos clients. »

Pierre Eluard déclare : « Nous travaillons activement à améliorer nos performances et nos relations avec nos clients, notamment grâce à nos nouveaux représentants à l'étranger. Nous souhaitons devenir la marque de référence dans le levage industriel pour la qualité de nos produits et la qualité de service que nous offrons à nos clients. »

Interview de M. Haneef, Responsable des Ventes à Dubaï**Quel a été votre parcours professionnel avant de rejoindre Verlinde ?**

Je m'appelle Ansheel Haneef et j'ai récemment été nommé Responsable des Ventes pour la région du Moyen-Orient et de l'Afrique chez Verlinde. Avec plus de 18 ans d'expérience dans l'industrie du levage, je suis confiant en mes capacités à assumer ce nouveau rôle. Au cours des 14 années passées chez Konecranes [la maison mère de Verlinde], j'ai été le fer de lance des ventes internationales et j'ai dirigé avec succès les activités de levage dans la région des Émirats Arabes Unis durant plusieurs années. Ma connaissance approfondie des produits et de cette industrie, ainsi que mon expérience des différents marchés de la région MEA, font que je suis en mesure d'apporter une contribution significative à mon nouveau rôle. Je suis ravi de rejoindre l'équipe Verlinde et j'ai hâte de mettre mon expertise au service de notre réussite dans la région.

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Quelle est votre mission ?

Notre objectif est d'établir une présence dominante dans la région MEA en augmentant progressivement nos parts de marché. Nous sommes déterminés à nous hisser au sommet de ce marché, aux côtés des acteurs les plus performants, et à nous imposer comme un acteur incontournable. Je suis basé à Dubaï, aux Émirats Arabes Unis, ce qui me donne un avantage stratégique pour gérer et développer efficacement nos partenariats, notre présence et notre support sur ce marché.

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Avez-vous des partenaires locaux ?

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Quels sont vos objectifs à court et à moyen terme ?

Je suis actuellement en phase d'intégration et ma première tâche consiste à établir un objectif commun avec chacun de nos distributeurs. Nous prévoyons d'atteindre cet objectif en élaborant des stratégies à court et à moyen terme. Notre analyse du marché indique que les régions du Moyen-Orient et de l'Afrique connaîtront de bons taux de croissance dans les années à venir. Nous serons très attentifs à ces régions, en particulier aux pays producteurs de pétrole et aux marchés émergents, car ils devraient enregistrer de bonnes performances et notre gamme de produits ATEX, maintenant complète, devraient largement répondre à leurs attentes.

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Interview de M. Haneef, Responsable des Ventes à Dubai

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Verlinde strengthens its presence in the Middle East with the opening of an office in Dubai

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Verlinde, France's leading manufacturer and exporter of lifting and handling equipment, is strengthening its international presence in the growth markets of the Middle East and Africa (MEA) region by opening an office in Dubai, headed by an experienced sales manager, Mr Ansheel Haneef.

The recent appointment of Verlinde's new Managing Director, Pierre Eluard, has given the company a new dynamic. At the heart of the export business development strategy led by Mr Rachid Nakhil, Major Export Sales Director for the past 3 years, is the desire to take the level of partnership to a higher level, in line with the Next Level PartnerShip slogan. The opening of this office in Dubai illustrates this approach of strengthening proximity with customers, with the long-term objective of positioning Verlinde as a key player in lifting in these buoyant but highly competitive markets.

Mr Haneef explains of his mission: "Our aim is to establish a dominant presence in the MEA region by gradually increasing our market share. We are determined to be at the top of this market, alongside the most successful players, and to establish ourselves as the key player in lifting in the region. I am based in Dubai, United Arab Emirates, which gives me a strategic advantage to effectively manage and develop our partnerships and presence." He continues: "We have a strong network of partnerships with well-established crane manufacturers in the MEA region. Their reputation and after-sales service capabilities reinforce the confidence of our customers."

Pierre Eluard says: "We are actively working to improve our performance and customer relations, not least through our new overseas representatives. We want to become the benchmark brand in industrial lifting for the quality of our products and the quality of service we offer our customers."

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Interview of M. Anshell Haneef – Area Sales Manager – Middle East & Africa Verlinde

Describe your career before joining Verlinde.

My name is Ansheel Haneef, and I have recently been appointed as the Area Sales Manager for the Middle East and African region at Verlinde. With over 18 years of experience in the Lifting Industries, I am confident I can take on this new role. During my 14-year tenure at Konecranes, I spearheaded international businesses and successfully led the equipment business in the UAE region during several years. My extensive knowledge of the products and industry and my experience in various markets across the MENA region make me well-suited to make a significant contribution to my new role. I am excited to join the Verlinde team and look forward to utilizing my expertise to drive success in the region.

First, can you tell us a few words about Verlinde?

Verlinde is a company that specializes in providing top-quality Industrial Lifting Equipment and Hoists for Show Business. We take pride in our unique product range, which makes us a one-stop shop for all our customers' lifting needs. Our products are created in state-of-the-art production facilities that constantly improve and adapt to cutting-edge design techniques. We also ensure that the materials and components used to manufacture our products undergo the most stringent checks to ensure quality and safety. Our product range includes various lifting solutions such as overhead cranes, gantry cranes, jib cranes, hoists, winches, trolleys, electronic devices, load balancers, and accessories. We are in a transformative phase, led by a new Managing Director and a dynamic management team.

Describe your mission

Our goal is to establish a dominant presence in the MEA region by consistently boosting our market share year after year. We are determined to rise to the top of the industry alongside the most successful players and establish ourselves as a formidable force in the market. I am based in Dubaï, United Arab Emirates. I'm based in Dubai, United Arab Emirates, which gives me a strategic advantage to effectively manage and develop our partnerships, presence and support in this market.



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Do you have local partners?

We have a strong network of partnerships with well-established crane manufacturers in the MEA region. Their reputation and after-sales capabilities give our customers additional confidence.

What are your short and medium-term objectives?

I am currently in the onboarding phase, and my first task is to establish a common goal with each of our distributors. We plan to achieve this by developing short-term and medium-term strategies. Our market analysis indicates that the Middle East and African regions will experience healthy compound annual growth rates in the coming years. We will pay close attention to these areas, particularly oil-producing countries, and emerging markets, as they are expected to perform well and our range of ATEX products, now complete, should more than meet their expectations.

Is there anything else you'd like to add?

I firmly believe in the power of a consultative sales approach. With our upcoming implementation of new strategies, we'll undoubtedly increase our market share and establish ourselves as leaders in the competitive market. Our unwavering commitment to our "next-level partnership" mission will ensure that we continue to provide exceptional value to all our partners.

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Verlinde strengthens its presence in the Middle East with the opening of an office in Dubai

November 27, 2024



Verlinde, France's leading manufacturer and exporter of lifting and handling equipment, is strengthening its international presence in the growth markets of the Middle East and Africa (MEA) region by opening an office in Dubai, headed by an experienced sales manager, Mr. Ansheel Haneef.






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- > An advisory service in more than 92 countries.

For more information, visit <http://www.verlinde.com>.

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Verlinde strengthens its presence in the Middle East with the opening of an office in Dubai

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Mr Haneef explains of his mission: "Our aim is to establish a dominant presence in the MEA region by gradually increasing our market share. We are determined to be at the top of this market, alongside the most successful players, and to establish ourselves as the key player in lifting in the region. I am based in Dubai, United Arab Emirates, which gives me a strategic advantage to effectively manage and develop our partnerships and presence." He continues: "We have a strong network of partnerships with well-established crane manufacturers in the MEA region. Their reputation and after-sales service capabilities reinforce the confidence of our customers."

Pierre Eluard says: "We are actively working to improve our performance and customer relations, not least through our new overseas representatives. We want to become the benchmark brand in industrial lifting for the quality of our products and the quality of service we offer our customers."

Interview of M. Anshell Haneef – Area Sales Manager – Middle East & Africa Verlinde

Describe your career before joining Verlinde.

My name is Ansheel Haneef, and I have recently been appointed as the Area Sales Manager for the Middle East and African region at Verlinde. With over 18 years of experience in the Lifting Industries, I am confident I can take on this new role. During my 14-year tenure at Konecranes, I spearheaded international businesses and successfully led the equipment business in the UAE region during several years. My extensive knowledge of the products and industry and my experience in various markets across the MENA region make me well-suited to make a significant contribution to my new role. I am excited to join the Verlinde team and look forward to utilizing my expertise to drive success in the region.

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First, can you tell us a few words about Verlinde?

Verlinde is a company that specializes in providing top-quality Industrial Lifting Equipment and Hoists for Show Business. We take pride in our unique product range, which makes us a one-stop shop for all our customers' lifting needs. Our products are created in state-of-the-art production facilities that constantly improve and adapt to cutting-edge design techniques. We also ensure that the materials and components used to manufacture our products undergo the most stringent checks to ensure quality and safety. Our product range includes various lifting solutions such as overhead cranes, gantry cranes, jib cranes, hoists, winches, trolleys, electronic devices, load balancers, and accessories. We are in a transformative phase, led by a new Managing Director and a dynamic management team.

Describe your mission

Our goal is to establish a dominant presence in the MEA region by consistently boosting our market share year after year. We are determined to rise to the top of the industry alongside the most successful players and establish ourselves as a formidable force in the market. I am based in Dubai, United Arab Emirates. I'm based in Dubai, United Arab Emirates, which gives me a strategic advantage to effectively manage and develop our partnerships, presence and support in this market.



Do you have local partners?

We have a strong network of partnerships with well-established crane manufacturers in the MEA region. Their reputation and after-sales capabilities give our customers additional confidence.

What are your short and medium-term objectives?

I am currently in the onboarding phase, and my first task is to establish a common goal with each of our distributors. We plan to achieve this by developing short-term and medium-term strategies. Our market analysis indicates that the Middle East and African regions will experience healthy compound annual growth rates in the coming years. We will pay close attention to these areas, particularly oil-producing countries, and emerging markets, as they are expected to perform well and our range of ATEX products, now complete, should more than meet their expectations.

Is there anything else you'd like to add?

I firmly believe in the power of a consultative sales approach. With our upcoming implementation of new strategies, we'll undoubtedly increase our market share and establish ourselves as leaders in the competitive market. Our unwavering commitment to our "next-level partnership" mission will ensure that we continue to provide exceptional value to all our partners.

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VERLINDE STRENGTHENS ITS PRESENCE IN THE MIDDLE EAST WITH THE OPENING OF AN OFFICE IN DUBAI

Verlinda, France's leading manufacturer and exporter of lifting and handling equipment, is strengthening its international presence in the growth markets of the Middle East and Africa (MEA) region by opening an office in Dubai, headed by an experienced sales manager, Mr Anshel Haneef.

www.verlinda.com

The recent appointment of Verlinda's new Managing Director, Pierre Eluard, has given the company a new dynamic. At the heart of the export business development strategy led by Mr. Anshel Haneef, Major Export Sales Director for the past 3 years, is the desire to take the level of partnership to a higher level, in line with the Next Level Partnership slogan. The opening of this office in Dubai illustrates this approach of strengthening proximity with customers, with the long-term objective of positioning Verlinda as a key player in lifting in these important but highly competitive markets.

Mr. Haneef explains of his mission: "Our aim is to establish a dominant presence in the MEA region by gradually increasing our market share. We are determined to be at the top of this market, alongside the most successful players, and to establish ourselves as the key player in lifting in the region. I am based in Dubai, United Arab Emirates, which gives me a strategic advantage to effectively manage and develop our partnerships and presence." He continues: "We have a strong network of partnerships with well-established crane manufacturers in the MEA region. Their reputation and after-sales service capabilities reinforce the confidence of our customers."

Pierre Eluard says: "We are actively working to improve our performance and customer relations, not least through our new overseas representatives. We want to become the benchmark brand in industrial lifting for the quality of our products and the quality of service we offer our customers."

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Verlinde new sales manager, Ansheel Haneef

Verlinde, France's manufacturer and exporter of lifting and handling equipment, is strengthening its international presence in the Middle East and Africa (MEA) region by opening an office in Dubai, headed by sales manager, Ansheel Haneef.

The appointment of Verlinde's MD, Pierre Eluard, has given the company a new dynamic. At the heart of the export business development strategy led by Rachid Nakhil, major export sales director for the past three years, is the desire to take the level of partnership to a higher level, in line with the Next Level PartnerShip slogan.

The opening of the office in Dubai illustrates this approach of strengthening proximity with customers, with the long-term objective of positioning Verlinde as a key player in lifting in these buoyant but highly competitive markets.

"Our aim is to establish a dominant presence in the MEA region by gradually increasing our market share. We are determined to be at the top of this market, alongside the most successful players, and to establish ourselves as the key player in lifting in the region. I am based in Dubai, United Arab Emirates, which gives me a strategic advantage to effectively manage and develop our partnerships and presence," said Haneef.

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"We have a strong network of partnerships with well-established crane manufacturers in the MEA region. Their reputation and after-sales service capabilities reinforce the confidence of our customers."

Eluard added te company is 'actively working to improve its performance and customer relations, not least through its overseas representatives'.

"We want to become the benchmark brand in industrial lifting for the quality of our products and the quality of service we offer our customers," he said.

Haneef has an impressive portfolio with over 18 years of experience in the lifting industry including 14-years at Konecranes, where he spearheaded international businesses and sled the equipment business in the UAE region. "My extensive knowledge of the products and industry and my experience in various markets across the MENA region make me well-suited to make a significant contribution to my new role. I am excited to join the Verlinde team and look forward to utilizing my expertise to drive success in the region," he said.

"Verlinde is a company that specializes in providing top-quality Industrial Lifting Equipment and Hoists for Show Business. We take pride in our unique product range, which makes us a one-stop shop for all our customers' lifting needs. Our products are created in state-of-the-art production facilities that constantly improve and adapt to cutting-edge design techniques. We also ensure that the materials and components used to manufacture our products undergo the most stringent checks to ensure quality and safety. Our product range includes various lifting solutions such as overhead cranes, gantry cranes, jib cranes, hoists, winches, trolleys, electronic devices, load balancers, and accessories. We are in a transformative phase, led by a new managing director and a dynamic management team.

"Our goal is to establish a dominant presence in the MEA region by consistently boosting our market share year after year. We are determined to rise to the top of the industry alongside the most successful players and establish ourselves as a formidable force in the market. I'm based in Dubai, UAE, which gives me a strategic advantage to effectively manage and develop our partnerships, presence and support in this market.

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Verlinda, France's leading manufacturer and exporter of lifting and handling equipment, is strengthening its international presence in the growth markets of the Middle East and Africa (MEA) region by opening an office in Dubai, headed by an experienced sales manager, Mr Ansheel Haneef. The recent appointment of Verlinda's new Managing Director, Pierre Eluard, has given the company a new dynamic. At the heart of the export business development strategy led by Mr Rachid Nakhil, Major Export Sales Director for the past 3 years, is the desire to take the level of partnership to a higher level, in line with the Next Level PartnerShip slogan....



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Gavins Point Dam, operated by the US Army Corps of Engineers, Omaha District, has reached a milestone this fall when six draft tube bulkhead gates at the hydroelectric powerhouse were replaced for the first time ever.

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Kalmar and Elonroad partner to pilot dynamic EV charging

Kalmar has partnered with Elonroad, a Swedish cleantech company specialised in automatic charging technology for heavy vehicles, to build a 200-metre electric road for charging electric vehicles.

Verlindé opens an office in Dubai

Verlindé, France's manufacturer and exporter of lifting and handling equipment, is strengthening its international presence in the Middle East and Africa (MEA) region by opening an office in Dubai, headed by sales manager, Ansheel Haneef.

mitsui E&S Co. & PACECO Corp. to deliver 8 Near Zero RTGC to California

PACECO has received an order from the American port operating company, International Transportation Service (ITS) for eight Mitsui-PACECO Near Zero Emission Hybrid Transtainer cranes (Rubber Tyred Gantry crane) for the Port of Long Beach, California, in anticipation of future conversion to zero-emission cranes.

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Movequip solutions and Verlinde equipment optimise handling in Brazil's sugar industry

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Founded in 1995 in the city of Ribeirão Preto in South-East Brazil, Movequip offers its customers a complete portfolio of intelligent material flow solutions using high-tech lifting and handling systems. Movequip has been Verlinde's partner since 2023. As a specialist of Big Bags loading and storage optimisation, Movequip markets lifting equipment that is extremely safe and fast to operate, thereby boosting performance while reducing operating costs. Convinced by this expertise, a major player in the sugar industry called on Movequip for a large-scale project.



Brazil, with 25% of global production, is the world's largest sugar producer. Most of the crop is grown in the Centre-South region, and around 90% of the sugar produced is exported, mainly to international markets. Sugar has been an integral part of Brazil's social, political and economic history ever since sugar cane was first planted. The country is constantly modernising its industry with sustainable practices that minimise its carbon footprint and is initiating best practice throughout the value chain.

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The challenge of storing sugar Big Bags

In this context of massive production, efficient storage and handling is becoming crucial. Concerned about this, one of Brazil's leading sugar processing companies, willing to optimise its storage operations, called on Movequip, Verlinde's partner in Brazil, for a major project. The specific need was to maximise the storage of sugar Big Bags while reducing handling time, thereby increasing productivity.

Movequip and Verlinde solutions: a tailor-made response

Movequip is renowned for its advanced industrial handling solutions, which meet the most stringent performance and safety requirements. For this project, four overhead travelling cranes were installed in a 200 metres long warehouse, with a span of 30 metres and a height of 20 metres. Each crane can lift six Big Bags simultaneously, each bag weighing 1250 kg with a diameter of 1100 mm and a height of 1200 mm.



Mr Vogas, Director of Movequip, explains: 'To get an idea of the project, you have to imagine 15 Big Bags stacked on a base of 26 Big Bags forming a pyramid'. He adds: 'Our equipment meets all industrial applications in accordance with national and international regulatory standards, using high-tech and high-performance components. We also offer our customers special manual devices for lifting loads, manufactured to meet the specific needs of each application. Our Big Bag technology is ahead of the latest technologies on the global market, with automated, self-contained solutions using lithium batteries.'

The use of Verlinde VT4 electric hoist, with its 3M FEM workgroup, proved to be a major asset. This hoist stands out for its robustness and its ability to withstand high work cycles, a necessity in this high-speed environment. The overhead travelling cranes, equipped with motors capable of travelling at speeds of up to 60 m/min, ensure fast, efficient handling of the Big Bags.

The trolley's reach (3100 mm) has also been customised to optimise storage at height. This specific adaptation made it possible to increase total storage capacity by 8%, in line with the customer's expectations.

Mr Vogas comments: 'One of the key innovations in this installation was the integration of an automated Big Bag handling system. This technology, combined with Verlinde components, has improved storage movements by 90%, while significantly reducing cycle times. This automation is part of a trend towards optimising industrial processes, where safety and speed of execution are priorities'.

A technical installation with dedicated teams

The installation, carried out in a recently refurbished warehouse, required 1.8 km of rails to be laid. A team of six professionals was mobilised to erect the overhead travelling cranes using cranes and lifting platforms. Movequip's expertise in managing this type of complex project enabled the project to be completed on time and commissioned quickly.

Trust at the heart of customer relations

When Movequip was selected, the preventive maintenance contract was part of the specification to ensure that the equipment was inspected regularly to avoid unplanned downtime. In addition, strategic spare parts are stocked at the customer's premises to ensure that repairs can be carried out quickly should the need arise. In addition, Movequip provides a 24-hour service with a technical team located less than 80 km from the end customer's site, enabling rapid assistance to be provided when needed.

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Mr Vogas says: "With Movequip Service, we offer the most comprehensive technical support, deploying top-level professionals who work to the highest quality standards, which is essential in a constantly evolving market. This service has brought us a great deal of recognition and, of course, the most important of all, that of our customers."

Perspective

Movequip has enjoyed a relationship with this customer for over 20 years, strengthened by a maintenance contract for all the cranes it sells. Thanks to the quality of the equipment and the responsive after-sales service, the customer continues to invest in Movequip and Verlinde solutions, and now has more than 20 cranes for various sectors of its business.

The collaboration between Movequip, Verlinde and this customer is not limited to this installation. Further orders are planned, as the positive impact on the productivity and efficiency of the handling process has been highly significant.

Mr Vogas concludes: "This sugar Big Bag storage project represents a major step forward for the sugar cane industry in Brazil. Thanks to high-performance equipment and solid technical expertise, Movequip and Verlinde have helped to optimise the value chain, while meeting the highest standards in terms of safety and productivity."

Excellent local development prospects for Movequip and Verlinde.

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SOLUÇÕES MOVEQUIP E EQUIPAMENTOS VERLINDE OTIMIZAM MOVIMENTAÇÃO NA INDÚSTRIA SUCROENERGÉTICA DO BRASIL

Fundada em 1995 na cidade de Ribeirão Preto, no sudeste do Brasil, a Movequip oferece aos seus clientes um portfólio completo de soluções inteligentes de fluxo de materiais usando sistemas de elevação e manuseio de alta tecnologia. A Movequip é parceira da Verlinde desde 2023. Como especialista em otimização de carregamento e armazenamento de Big Bags e principal referência no setor, a Movequip comercializa equipamentos de elevação extremamente seguros e rápidos de operar, aumentando assim o desempenho e reduzindo os custos operacionais. Convidado por essa expertise, um grande player na indústria do açúcar chamou a Movequip para um projeto de grande escala.

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O Brasil, com 25% da produção global, é o maior produtor de açúcar do mundo. A maior parte da safra é cultivada na região Centro-Sul, e cerca de 80% do açúcar produzido é exportado, principalmente para mercados internacionais. O açúcar tem sido parte integrante da história social, política e econômica do Brasil desde que a cana-de-açúcar foi plantada pela primeira vez. O país está constantemente modernizando sua indústria com práticas sustentáveis que minimizam sua pegada de carbono e está iniciando as melhores práticas em toda a cadeia de valor.

O desafio de armazenar Big Bags de açúcar
Neste contexto de produção massiva, o armazenamento e manuseio eficientes estão se tornando cruciais. Preocupada com isso, uma das principais empresas de processamento de açúcar do Brasil, disposta a otimizar suas operações de armazenamento, chamou a Movequip, parceira da Verlinde no Brasil, para um grande projeto. A necessidade específica era maximizar o armazenamento de Big Bags de açúcar, reduzindo o tempo de manuseio, aumentando assim a produtividade.

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Soluções Movequip e Verlinde: uma resposta sob medida

A Movequip é reconhecida por suas soluções avançadas de manuseio industrial, que atendem aos mais rigorosos requisitos de desempenho e segurança. Para este projeto, quatro pontes rolantes foram instaladas, cada uma em um armazém de 200 metros de comprimento, com vão de 30 metros e altura de 20 metros. Cada Ponte Rolante pode elevar seis Big Bags simultaneamente, cada um pesando 1.250 kg com um diâmetro de 1.100 mm e uma altura de 1.200 mm.



O Sr. Vogas, Diretor da Movequip, explica: "Para ter uma ideia do projeto, é preciso imaginar 15 Big Bags empilhados sobre uma base de 26 Big Bags formando uma pirâmide". Ele acrescenta: "Nossos equipamentos atendem a todas as aplicações industriais de acordo com as normas regulamentares nacionais e internacionais, utilizando componentes de alta tecnologia e alto desempenho. Também oferecemos aos nossos clientes dispositivos manuais e automáticos especiais para elevação de cargas, fabricados para atender às necessidades específicas de cada aplicação. Nossa tecnologia de Big Bag está à frente das últimas tecnologias do mercado global, com soluções automatizadas e autônomas usando baterias de lítio".

O uso do guindaste elétrico Verlinde VT4, com seu grupo de trabalho 3M FEM, provou ser um grande triunfo. Este guindaste se destaca por sua robustez e sua capacidade de suportar altos ciclos de trabalho, uma necessidade neste ambiente de alta velocidade. As pontes Rolantes são equipadas com motores capazes de transladar a velocidades de até 60 m/min, garantindo o manuseio rápido e eficiente dos Big Bags.

O alcance do caminho (3100 mm) também foi personalizado para otimizar o armazenamento em altura. Essa adaptação específica tornou possível aumentar a capacidade total de armazenamento em 8%, atendendo às expectativas do cliente.

O Sr. Vogas comenta: "Uma das principais inovações nesta instalação foi a integração de um sistema automatizado de manuseio de Big Bag. Esta tecnologia, combinada com componentes Verlinde, melhorou os movimentos de armazenamento em 30%, ao mesmo tempo em que reduziu significativamente os tempos de ciclo. Esta automação faz parte de uma tendência para otimizar processos industriais, onde a segurança e a velocidade de execução são prioridades".

Uma instalação técnica com equipes dedicadas

A instalação, realizada em um armazém recentemente fabricado, exigiu a colocação de 1,6 km de trilhos. Uma equipe de seis profissionais foi instalada para erguer as pontes rolantes usando guindastes e plataformas elevatórias. A expertise da Movequip no gerenciamento desse tipo de projeto complexo permitiu que o projeto fosse concluído no prazo e comissionado rapidamente.

Confiança no centro das relações com o cliente

Quando a Movequip foi selecionada, o contrato de manutenção preventiva fazia parte da especificação para garantir que o equipamento fosse inspecionado regularmente para evitar tempo de inatividade não planejado. Além disso, peças de reposição estratégicas são estocadas nas instalações do cliente para garantir que os reparos possam ser realizados rapidamente, caso seja necessário. Além disso, a Movequip fornece um serviço 24 horas com uma equipe técnica localizada a menos de 80 km do local do cliente final, permitindo que uma assistência rápida seja fornecida quando necessário.

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O Sr. Vogas diz: "Com a Movequip Service, oferecemos o suporte técnico mais abrangente, empregando profissionais de alto nível que trabalham com os mais altos padrões de qualidade, o que é essencial em um mercado em constante evolução. Nosso departamento de serviços tem recebido diversos prêmios importantes, e principalmente, o reconhecimento de nossos clientes."

Perspectiva

A Movequip tem um relacionamento com este cliente há mais de 20 anos, fortalecido por um contrato de manutenção para todas as Pontes Rolantes que fornece. Graças à qualidade do equipamento e ao serviço de pós-venda responsivo, o cliente continua a investir nas soluções Movequip e Verlinde, e agora tem mais de 20 Pontes Rolantes e Talhas Elétricas para vários setores de seus negócios.

A colaboração entre a Movequip, a Verlinde e este cliente não se limita a esta instalação. Outros pedidos estão planejados, pois o impacto positivo na produtividade e eficiência do processo de manuseio foi altamente significativo.

O Sr. Vogas conclui: "Este projeto de armazenagem de Big Bag de açúcar representa um grande passo à frente para a indústria de cana-de-açúcar no Brasil. Graças a equipamentos de alto desempenho e sólida expertise técnica, a Movequip e a Verlinde ajudaram a otimizar a cadeia de valor, ao mesmo tempo em que atendem aos mais altos padrões em termos de segurança e produtividade".

Excelentes perspectivas de desenvolvimento local para a Movequip e a Verlinde.

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VERLINDE

MOVEQUIP SOLUTIONS AND VERLINDE EQUIPMENT OPTIMISE HANDLING IN BRAZIL'S SUGAR INDUSTRY

Founded in 1995 in the city of Ribeirão Preto in South-East Brazil, Movequip offers its customers a complete portfolio of intelligent material flow solutions using high-tech lifting and handling systems. Movequip has been Verlinde's partner since 2023. As a specialist of Big Bags loading and storage optimisation, Movequip markets lifting equipment that is extremely safe and fast to operate, thereby boosting performance while reducing operating costs. Convinced by this expertise, a major player in the sugar industry called on Movequip for a large-scale project.

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Brazil, with 25% of global production, is the world's largest sugar producer. Most of the crop is grown in the Centre-South region, and around 80% of the sugar produced is exported, mainly to international markets. Sugar has been an integral part of Brazil's social, political and economic history ever since sugar cane was first planted. The country is constantly modernising its industry with sustainable practices that minimise its carbon footprint and is instituting best practice throughout the value chain.

The challenge of storing sugar Big Bags
In this context of massive production, efficient storage and handling is becoming crucial. Concerned about this, one of Brazil's leading sugar processing companies, willing to optimise its storage operations, called on Movequip, Verlinde's partner in Brazil, for a major project. The specific need was to maximise the storage of sugar Big Bags while reducing handling time, thereby increasing productivity.

Movequip and Verlinde solutions: a tailor-made response
Movequip is renowned for its advanced industrial handling solutions, which meet the most stringent performance and safety requirements. For this project, four overhead travelling cranes were installed in a 200 metres long warehouse, with a span of 30 metres and a height of 20 metres. Each crane can lift six Big Bags simultaneously, each bag weighing 1250 kg with a diameter of 1100 mm and a height of 1200 mm.

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Mr Vogel, Director of Movequip, explains: 'To get an idea of the project, you have to imagine 15 Big Bags stacked on a base of 25 Big Bags forming a pyramid. He adds: 'Our equipment meets all industrial applications in accordance with national and international regulatory standards, using high-tech and high-performance components. We also offer our customers special manual devices for lifting loads, manufactured to meet the specific needs of each application. Our Big-Bag technology is ahead of the latest technologies on the global market, with automated, self-contained solutions using lithium batteries.'

The use of Verlinde VTA electric hoist, with its 3M FEM work-group, proved to be a major asset. This hoist stands out for its robustness and its ability to withstand high work cycles, a necessity in this high-speed environment. The overhead travelling cranes, equipped with motors capable of travelling at speeds of up to 60 m/min, ensure fast, efficient handling of the Big Bags.

The trolley's reach (3100 mm) has also been customised to optimise storage at height. This specific adaptation made it possible to increase total storage capacity by 8%, in line with the customer's expectations.

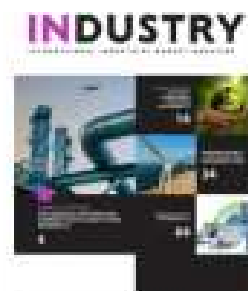
Mr Vogel comments: 'One of the key innovations in this installation was the integration of an automated Big Bag handling system. This technology, combined with Verlinde components, has improved storage movements by 90%, while significantly reducing cycle times. This automation is part of a trend towards optimising industrial processes, where safety and speed of execution are prioritised.'

A technical installation with dedicated teams

The installation, carried out in a recently refurbished warehouse, required 1.6 km of rails to be laid. A team of six professionals was mobilised to erect the overhead travelling cranes using cranes and lifting platforms. Movequip's expertise in managing this type of complex project enabled the project to be completed on time and commissioned quickly.

Trust at the heart of customer relations

When Movequip was selected, the preventive maintenance contract was part of the specification to ensure that the equipment was inspected regularly to avoid unplanned downtime. In addition, strategic spare parts are stocked at the customer's premises to ensure that repairs can be carried out quickly should the need arise. In addition, Movequip provides a 24-hour service with a technical team located less than 80 km from the end customer's site, ensuring rapid assistance to be provided when needed.



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Mr Voges says: "With Movequip Service, we offer the most comprehensive technical support, deploying top-level professionals who work to the highest quality standards, which is essential in a constantly evolving market. This service has brought us a great deal of recognition and, of course, the most important of all, that of our customers."

Perspective

Movequip has enjoyed a relationship with this customer for over 20 years, strengthened by a maintenance contract for all the cranes it sells. Thanks to the quality of the equipment and the responsive after-sales service, the customer continues to invest in Movequip and Verlinde solutions, and now has more than 20 cranes for various sectors of its business.

The collaboration between Movequip, Verlinde and this customer is not limited to this installation. Further orders are planned, as the positive impact on the productivity and efficiency of the handling process has been highly significant.

Mr Voges concludes: "This sugar Bag Bag storage project represents a major step forward for the sugar cane industry in Brazil. Thanks to high-performance equipment and solid technical expertise, Movequip and Verlinde have helped to optimize the value chain, while meeting the highest standards in terms of safety and productivity."

Excellent local development prospects for Movequip and Verlinde.

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Les solutions Movequip et les équipements Verlinde

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Fondée en 1995 dans la ville de Ribeirão Preto dans le sud-est du Brésil, Movequip propose à ses clients un portefeuille complet de solutions intelligentes pour le flux de matériaux utilisant des systèmes de levage et de manutention de haute technologie. Movequip est le partenaire de Verlinde depuis 2023. Spécialiste de l'optimisation du chargement et du stockage des Big Bags, Movequip commercialise des équipements de levage de grande sécurité et d'une rapidité de fonctionnement augmentant ainsi les performances tout en réduisant les coûts opérationnels. Convaincu par cette expertise, un acteur majeur de l'industrie sucrière a fait appel à Movequip pour un projet d'envergure.



Le Brésil, avec 25 % de la production mondiale, est le plus grand producteur de sucre au monde. La majeure partie des cultures se concentre dans la région Centre-Sud, et environ 80 % du sucre produit est exporté, principalement vers des marchés internationaux. Depuis l'intégration de la canne à sucre sur son territoire, le sucre fait partie intégrante de l'histoire sociale, politique et économique du Brésil. Le pays ne cesse de moderniser son industrie avec des pratiques durables minimisant l'empreinte carbone et initie les meilleures pratiques tout au long de la chaîne de valeur.

Le défi de stockage des Big Bags de sucre

Dans ce contexte de production massive, l'efficacité du stockage et de la manutention devient cruciale. Soucieuse de cela, l'une des principales entreprises de transformation de sucre au Brésil, cherchant à optimiser ses opérations de stockage, a fait appel à Movequip, le partenaire de Verlinde au Brésil, pour un projet d'envergure. Le besoin spécifique était de maximiser le stockage des Big Bags de sucre tout en réduisant le temps de manipulation, augmentant ainsi la productivité.

Solutions Movequip et Verlinde : une réponse sur-mesure

Movequip est reconnue pour ses solutions de manutention industrielle avancées, répondant aux exigences les plus strictes en matière de performance et de sécurité. Pour ce projet, quatre ponts roulants ont été installés dans un entrepôt de 200 mètres de long, avec une portée de 30 mètres et une hauteur de 20 mètres. Chaque pont est capable de soulever six Big Bags simultanément, chaque sac pesant 1250 kg avec un diamètre de 1100 mm et une hauteur de 1200 mm.

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M. Vogas, Directeur de Movequip, explique : « Pour avoir une idée du projet, il faut imaginer 15 Big Bags empilés sur une base de 26 Big Bags formant une pyramide. ». Il ajoute : « Nos équipements répondent à toutes les applications industrielles conformément aux normes réglementaires nationales et internationales avec des composants de haute technologie et de haute performance. Nous proposons également à nos clients des dispositifs manuels spécifiques pour le levage de charges, fabriqués pour répondre aux besoins spécifiques de chaque application. Notre technologie en matière d'appareils Big Bag est en avance sur les dernières technologies du marché mondial, avec des solutions automatisées et autonomes utilisant des batteries au lithium. »

L'utilisation du palan électrique Verlinde VT4, avec son groupe de travail FEM 3M, s'est avérée être un atout majeur. Ce palan se distingue par sa robustesse et sa capacité à supporter des cycles de travail élevés, une nécessité dans cet environnement à forte cadence. Les ponts roulants, équipés de moteurs permettant une vitesse de translation de 60 m/min assurent une manutention rapide et efficace des Big Bags. Une personnalisation de la portée du chariot (3100 mm) a également été réalisée, permettant d'optimiser le stockage en hauteur. Cette adaptation spécifique a permis d'augmenter la capacité totale de stockage de 8%, conformément aux attentes du client.

M. Vogas déclare : « L'une des innovations clés dans cette installation a été l'intégration d'un dispositif automatisé pour la manipulation des Big Bags. Cette technologie, associée aux composants Verlinde, a permis d'améliorer de 90 % les mouvements de stockage, réduisant significativement les temps de cycle. Cette automatisation s'inscrit dans une tendance à l'optimisation des processus industriels, où la sécurité et la rapidité d'exécution sont prioritaires. »

Une installation technique avec des équipes dédiées

L'installation, réalisée dans un entrepôt récemment aménagé, a nécessité la mise en place de 1,6 km de rails. Une équipe de six professionnels a été mobilisée pour monter les ponts roulants à l'aide de grues et de plateformes élévatrices. L'expertise de Movequip dans la gestion de ce type de projet complexe a permis de respecter les délais et d'assurer une mise en service rapide.

La confiance au cœur de la relation client

Lorsque Movequip a été sélectionnée, le contrat de maintenance préventive faisait partie du cahier des charges afin que l'équipement soit inspecté régulièrement pour éviter des temps d'arrêt imprévus. De plus, des pièces de rechange stratégiques stockées chez le client garantissent des réparations rapides en cas de besoin. En complément, Movequip assure un service 24h/24 avec une équipe technique située à moins de 80 km du site du client final, ce qui permet de fournir une assistance rapide en cas de besoin.

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M. Vogas déclare : « Grâce à Movequip Service, nous offrons l'assistance technique la plus complète, en déployant des professionnels de haut niveau qui travaillent dans le respect des normes de qualité les plus rigoureuses, ce qui est essentiel pour un marché en constante évolution. Ce service nous a apporté beaucoup de reconnaissance et, bien sûr, la plus importante d'entre elles, celle de nos clients. »

Perspectives

Movequip entretient une relation de plus de 20 ans avec ce client, renforcée par un contrat de maintenance pour l'ensemble des ponts commercialisés. Grâce à la qualité des équipements et au service après-vente réactif, le client continue d'investir dans les solutions Movequip et Verlinde, disposant aujourd'hui de plus de 20 ponts pour divers secteurs de son activité.

La collaboration entre Movequip, Verlinde et ce client ne se limite pas à cette installation. Des commandes supplémentaires sont prévues, tant l'impact positif sur la productivité et l'efficacité du processus de manutention a été significatif.

M. Vogas conclut : « Ce projet de stockage de Big Bags de sucre représente une avancée notable dans l'industrie de la canne à sucre au Brésil. Grâce à des équipements performants et à une expertise technique solide, Movequip et Verlinde ont contribué à optimiser la chaîne de valeur, tout en respectant les standards les plus élevés en matière de sécurité et de productivité. »

De belles perspectives de développement locales pour Movequip et Verlinde.

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LES SOLUTIONS MOVEQUIP ET LES ÉQUIPEMENTS VERLINDE OPTIMISENT LA MANUTENTION DANS L'INDUSTRIE SUCRIÈRE AU BRÉSIL

Fondée en 1995 dans la ville de Ribeirão Preto dans le sud-est du Brésil, Movequip propose à ses clients un portefeuille complet de solutions intelligentes pour le flux de matériaux utilisant des systèmes de levage et de manutention de haute technologie. Movequip est le partenaire de Verlinde depuis 2023. Spécialiste de l'optimisation du chargement et du stockage des Big Bags, Movequip commercialise des équipements de levage de grande capacité et d'une rapidité de fonctionnement augmentant ainsi les performances tout en réduisant les coûts opérationnels. Convaincu par cette expertise, un acteur majeur de l'industrie sucrière a fait appel à Movequip pour un projet d'envergure.

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Le défi de stockage des Big Bags de sucre
 Dans ce contexte de production massive, l'efficacité du stockage et de la manutention devient cruciale. Soudeuse de café, l'une des principales entreprises de transformation de sucre au Brésil, cherchant à optimiser ses opérations de stockage, a fait appel à Movequip, le partenaire de Verlinde au Brésil, pour un projet d'envergure. Le besoin spécifique était de moderniser le stockage des Big Bags de sucre tout en réduisant le temps de manipulation, augmentant ainsi la productivité.

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Une personnalisation de la portée du chariot (3100 mm) a également été réalisée, permettant d'optimiser le stockage en hauteur. Cette adaptation spécifique a permis d'augmenter la capacité totale de stockage de 80%, conformément aux attentes du client.

Al. Vages déclare : « L'une des innovations clés dans cette installation a été l'intégration d'un dispositif automatique pour la manipulation des Big Bags. Cette technologie, associée aux composants Verlinde, a permis d'optimiser de 30 % les mouvements de stockage, réduisant significativement les temps de cycle. Cette automatisation s'inscrit dans une tendance à l'optimisation des processus industriels, où la sécurité et la rapidité d'exécution sont prioritaires. »

Une installation technique avec des équipes dédiées

L'installation, réalisée dans un entrepôt récemment aménagé, a nécessité la mise en place de 1,8 km de rails. Une équipe de six professionnels a été mobilisée pour réaliser les poutres roulantes à l'aide de grues et de plateformes élévatrices. L'expertise de Movequip dans la gestion de ce type de projet complexe a permis de respecter les délais et d'assurer une mise en service rapide.

La confiance au cœur de la relation client

Lorsque Movequip a été sélectionnée, le contrat de maintenance préventive faisait partie du suivi des charges afin que l'équipement soit inspecté régulièrement pour éviter des temps d'arrêt imprévus. De plus, des plans de recharge stratégiques sont mis en œuvre pour garantir des réparations rapides en cas de besoin. En complément, Movequip assure un service 24h/24 avec une équipe technique située à moins de 50 km du site du client Turk, ce qui permet de fournir une assistance rapide en cas de besoin.



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M. Vargas déclare : « Grâce à Movequip Service, nous offrons l'assistance technique la plus compétente, en déployant des professionnels de haut niveau qui travaillent dans le respect des normes de qualité les plus rigoureuses, ce qui est essentiel pour cet marché en constante évolution. Ce service nous a apporté beaucoup de satisfaction et, bien sûr, la plus importante d'entre elles, celle de nos clients. »

Perspectives :
 Movequip entretient une relation de plus de 20 ans avec ce client, renforcée par un contrat de maintenance pour l'ensemble des ports commerciaux. Grâce à la qualité des équipements et au service après-vente réactif, le client continue d'investir dans les solutions Movequip et Verlinde, trouvant aujourd'hui de plus de 20 ports pour divers secteurs de son activité.

La collaboration entre Movequip, Verlinde et le client ne se limite pas à cette installation. Des commandes supplémentaires sont prévues, tant l'objectif portant sur la productivité et l'efficacité du processus de manutention a été significatif.

M. Vargas conclut : « Ce projet de stockage de Big Bags de sucre représente une avancée notable dans l'industrie de la canne à sucre au Brésil. Grâce à des équipements performants et à une expertise technique solide, Movequip et Verlinde ont contribué à optimiser la chaîne de valeur, tout en respectant les standards les plus élevés en matière de sécurité et de productivité. »

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VERLINDE

LAS SOLUCIONES MOVEQUIP Y LOS EQUIPOS VERLINDE OPTIMIZAN LA MANIPULACIÓN EN LA INDUSTRIA AZUCARERA DE BRASIL

Fundada en 1995 en la ciudad de Ribeirão Preto, en el sudeste de Brasil, Movequip ofrece a sus clientes una gama completa de soluciones inteligentes para el flujo de materiales mediante sistemas de elevación y manipulación de alta tecnología. Movequip es socio de Verlinde desde 2023. Como especialista en la optimización de la carga y el almacenamiento de Big Bags (sacos de plástico industriales), Movequip comercializa equipos de elevación muy seguros y rápidos de manejar, que de este modo aumentan el rendimiento mientras reducen los costes operativos. Convencido por esta experiencia, un actor importante de la industria azucarera recurrió a Movequip para un proyecto de gran envergadura.

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Brasil, con el 25% de la producción mundial, es el mayor productor de azúcar del mundo. La mayor parte de la cosecha se cultiva en la región Centro-Sur, y alrededor del 80% del azúcar producido se exporta, principalmente a los mercados internacionales. El azúcar ha sido parte integral de la historia social, política y económica de Brasil desde que se plantó caña de azúcar por primera vez. El país está constantemente modernizando su industria con prácticas sostenibles que minimizan su huella de carbono y está iniciando mejores prácticas en toda la cadena de valor.

El reto de almacenar azúcar en Big Bags

En este contexto de producción masiva, la eficiencia en el almacenamiento y la manipulación se torna crucial. Preocupada por esto, una de las principales empresas de procesamiento de azúcar de Brasil, con el deseo de optimizar sus operaciones de almacenamiento, recurrió a Movequip, socio de Verlinde en Brasil, para un importante proyecto. La necesidad específica era maximizar el almacenamiento de Big Bags de azúcar y, a la vez, reducir el tiempo de manipulación, aumentando de este modo la productividad.

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Soluciones Movequip y Verlinde: una respuesta a medida
Movequip es reconocida por sus avanzadas soluciones de manipulación industrial, que cumplen los requisitos de rendimiento y seguridad más exigentes. Para este proyecto, se instalaron cuatro grúas puente en un almacén de 200 metros de largo, con una luz de 30 metros y una altura de 20 metros. Cada grúa puede levantar seis Big Bags simultáneamente, cada uno con un peso de 1250 kg, un diámetro de 1100 mm y una altura de 1200 mm.



El señor Vogas, director de Movequip, ha explicado: "Para tener una idea del proyecto, hay que imaginar 15 Big Bags apilados sobre una base de 26 Big Bags formando una pirámide", y ha añadido: "Nuestros equipos satisfacen todas las aplicaciones industriales según las normas reguladoras nacionales e internacionales, al utilizar componentes de alta tecnología y prestaciones. También ofrecemos a nuestros clientes dispositivos manuales especiales para elevar cargas, fabricados para satisfacer las necesidades específicas de cada aplicación. Nuestra tecnología Big Bag es al frente de las últimas tecnologías del mercado mundial, con soluciones automatizadas y autónomas que emplean baterías de litio.

El uso del polipasto eléctrico VT4 de Verlinde, con su grupo de trabajo 3M según FEM (método de elementos finitos), ha demostrado ser una gran ventaja. Este polipasto destaca por su robustez y su capacidad para soportar ciclos de trabajo elevados, una necesidad en este entorno de alta velocidad. Los puentes grúa, equipados con motores capaces de desplazarse a velocidades de hasta 60 m/min, garantizan una manipulación rápida y eficaz de los Big Bags.

El alcance del carro (3100 mm) también se ha personalizado para optimizar el almacenamiento en altura. Esta adaptación específica ha permitido aumentar la capacidad total de almacenamiento en un 11 %, en línea con las expectativas del cliente.

El Sr. Vogas ha comentado: "Una de las innovaciones clave en esta instalación fue la integración de un sistema automatizado de manipulación de Big Bag. Esta tecnología, combinada con los componentes de Verlinde, ha mejorado los movimientos de almacenamiento en un 90%, a la vez que ha reducido significativamente los tiempos de ciclo. Esta automatización se enmarca en la tendencia hacia la optimización de procesos industriales, en los que la seguridad y la velocidad de ejecución son prioridades".

Una instalación técnica con equipos dedicados

La instalación, realizada en un almacén recientemente reformado, requirió la colocación de 1,6 km de riles. Se movilizó un equipo de seis profesionales para montar los puentes grúa mediante grúas y plataformas elevadoras. La experiencia de Movequip en la gestión de este tipo de proyectos complejos permitió que el proyecto se completara a tiempo y se pusiera en funcionamiento rápidamente.

La confianza en el centro de las relaciones con los clientes

Cuando se seleccionó a Movequip, el contrato de mantenimiento preventivo formaba parte de las especificaciones para garantizar que el equipo se inspeccionara periódicamente y evitar paradas no planificadas (tiempos muertos). Las piezas de repuesto estratégicas se almacenan en las instalaciones del cliente para garantizar que las reparaciones se puedan realizar rápidamente en caso de necesidad. Además, Movequip ofrece un servicio 24 horas con un equipo técnico ubicado a menos de 80 km de las instalaciones del cliente final, lo que permite brindar asistencia rápida cuando sea necesario.

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El señor Vogas ha afirmado: "Con Movequip Service ofrecemos el soporte técnico más completo, al contar con profesionales de primer nivel que trabajan con los más altos estándares de calidad, algo imprescindible en un mercado en constante evolución. Este servicio nos ha reportado un gran reconocimiento y, por supuesto, el más importante de todos, el de nuestros clientes".

Perspectiva

Movequip mantiene una relación con este cliente desde hace más de 20 años, reforzada por un contrato de mantenimiento para todas las grúas que vende. Gracias a la calidad de los equipos y a la rapidez del servicio posventa, el cliente sigue invirtiendo en las soluciones Movequip y Verlinde y ahora cuenta con más de 20 grúas para diversos sectores de su actividad.

La colaboración entre Movequip, Verlinde y este cliente no se limita a esta instalación. Se prevén más pedidos, ya que el impacto positivo en la productividad y la eficiencia del proceso de manipulación ha sido muy significativo.

El Sr. Vogas ha concluido: "Este proyecto de almacenamiento de azúcar en Big Bag representa un gran paso adelante para la industria de la caña de azúcar en Brasil. Gracias a equipos de alto rendimiento y una sólida experiencia técnica, Movequip y Verlinde han contribuido a optimizar la cadena de valor, al tiempo que cumplen los más altos estándares en términos de seguridad y productividad".

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News

Movequip & Verlinde partner on major project for Brazil's sugar industry

A Big Bag storage project recently completed in Brazil is set to revolutionize the country's sugar industry, a sector that already accounts for 25% of global sugar production.

Staff Writer December 31, 2024

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The project, spearheaded by Movequip, a Brazilian company specializing in lifting and handling systems, marks a significant advancement in the efficiency and sustainability of sugar production, positioning the country's industry for continued growth and modernization.

Brazil's sugar industry, which is predominantly located in the Centre-South region, has long been a vital economic pillar, producing massive quantities of sugar for both domestic consumption and export markets.

As the world's largest sugar producer, Brazil is constantly striving to enhance its operations, reduce environmental impact, and optimize production processes.

A major sugar processing company in the region recently turned to Movequip to help tackle one of the industry's most pressing challenges: improving the storage and handling of sugar Big Bags.

The solution was an automated lifting system that not only maximizes storage space but reduces handling times, boosting overall productivity.

Movequip's partnership with Verlinde, played a pivotal role in the success of the project. Four advanced overhead traveling cranes were installed in a 200-meter-long warehouse, each capable of lifting six sugar Big Bags simultaneously.

Each Big Bag weighs 1,250 kilograms and has a diameter of over one meter, posing significant challenges in terms of storage and handling. The high-tech cranes were designed to handle these heavy loads with speed and precision, thanks to the use of Verlinde's VT4 electric hoist, which is known for its robustness and ability to endure high cycle demands.

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Mr. Vogas, Director of Movequip, explained that the project's scale and complexity were substantial. "Imagine 15 Big Bags stacked on a base of 26, forming a pyramid," he said. "Our goal was to design a system that not only meets the demanding weight and volume of the Big Bags but also maximizes storage capacity and speeds up handling times. The result is a 90% improvement in storage movements and a significant reduction in cycle times."

The integration of automated systems to handle the Big Bags represents a key innovation in Brazil's sugar sector. This move towards automation is in line with a broader trend of optimizing industrial processes to improve safety, productivity, and environmental sustainability. With the new system, the sugar processing company can now store more product in less space while ensuring faster turnaround times, which ultimately enhances overall supply chain efficiency.

In addition to the cranes and hoists, Movequip's design also included customized trolleys with an extended reach of 3,100 mm, boosting the warehouse's storage capacity by 8%. This added capacity was critical for meeting the customer's requirements, allowing for more efficient storage of sugar without compromising space or operational speed.

The installation process itself was an impressive feat, requiring the laying of 1.6 kilometers of rails and a dedicated team of professionals to complete the task. Movequip's ability to manage such a complex project, from planning to execution, was a testament to its expertise in industrial handling solutions. The system was commissioned quickly, allowing the sugar processor to see immediate improvements.

Movequip also provided a preventive maintenance contract, ensuring that the equipment is regularly inspected and maintained to prevent any unplanned downtime. With a 24-hour service team located less than 80 kilometers away from the site, Movequip is poised to provide rapid assistance whenever needed, further enhancing the customer's operational reliability.

The Big Bag storage project marks a major leap forward for Brazil's sugar industry as a whole. As the country continues to modernize and adopt more sustainable practices, innovations like this one will be crucial in meeting the growing global demand for sugar, while also improving efficiency, safety, and environmental performance.

"We've been working with this customer for over 20 years, and their continued trust in our technology and services speaks volumes," said Mr. Vogas. "The success of this project has paved the way for further orders, not only in the sugar sector but across various industries. This partnership with Verlinde is an example of how high-performance equipment and expert technical support can drive significant improvements in the value chain."

The project is expected to have a ripple effect on Brazil's broader sugar industry, setting a new benchmark for efficiency and innovation. With further orders in the pipeline and a growing focus on automation and sustainability, Movequip's Big Bag storage system is a clear sign that Brazil's sugar industry is embracing the future.



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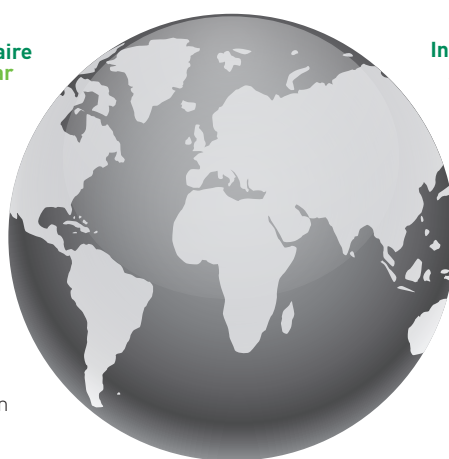
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