



January 2015

## Haulotte Group

The specialist of people and material lifting equipment

**INTERMAT 2015 – 20-25 April, 2015**

Stand E5 H 004



INTERMAT 2015, a world-class international exhibition for civil engineering and construction equipment and techniques, is a major industry event for **HAULOTTE GROUP**. At the 10th edition, Intermat offers a new layout for its exhibition space to meet the event's new perspectives and facilitate of visitors. **HAULOTTE GROUP**, regular participant of this major event, will once again be showcasing its know-how and innovation, its products and services expertise, in line with its continuous goal of addressing the needs of customers and prospects.

INTERMAT will offer us an opportunity to celebrate **the Group's 30th anniversary**. 30 years of sustained investment in R&D to provide a continuous pipeline of simple, robust and reliable products to users of people and material lifting equipment, **30 years of proximity with the clients to maintain a customer-centric approach**.

For this new edition, **Haulotte chose to showcase its global offering** (from Financing advice to after-sales servicing) to illustrate its unwavering priority: customer satisfaction.

**Between the different interventions addressing business line expertise, visitors will also be offered presentations for a number of products:**

➤ **The new STAR range : STAR 8 and STAR 10**

New generation of vertical masts with jib, they were designed to be simple, robust, reliable and able to sneak around in all circumstances. These benefits are significant

- Optimal agility in confined working areas
- Minimal maintenance and downtime
- Longer lifetime
- Smart transportability



**INTERMAT**  
Paris 2015



➤ **new HA20 RTJ**



In line with the range of 16 m articulated boom, HA16 RTJ, its higher sister of 20 m, the **HA20 RTJ**, has a sleek design reflecting Haulotte's commitment to offering machines "made for your business". Every detail has brought to an optimal level of performance to meet three objectives: maximize productivity, taking care of your budget and ensure the safety of the operators. Its strengths:

- the ideal combination weight-dimensions-power-performance
- comfort and ease of use
- Modular basket even more robust, more durable and more ergonomic

➤ **Rough-terrain articulated boom HA16 RTJ Pro**

Small sister of the new 20 m articulated boom, the **HA16 RTJ** has toured the world to demonstrate all its talent. At Intermat, visitors will have to opportunity to see and try the « **Pro** » version with 4 wheel-drive, 4-wheel steer, 360° continuous turret rotation, oscillating axle and Haulotte Activ'Shield© Bar.



➤ **Rough-terrain telescopic boom HT23 RTJ**



An aerial work platform which beats all records and delights users with best in class performances:

- The best working envelope
- The fastest lifting speed
- Fully proportional and simultaneous movements  
     ⇨ Results in an optimal productivity



#### ➤ **Telehandlers TIER IV FINAL Motorization**

For the first time, HAULOTTE GROUP will present its new range of **telehandlers with TIER IV FINAL motorization**. Ahead of competitors, HAULOTTE responds this year with the features addressing most demanding environmental standards.

The HTL range has also benefited from **many technical and ergonomic improvements** to better meet market expectations.



### **New products, certainly, but also the new features / devices to make your life easier!**

#### ➤ **Big booms « PRO » version**

Intermat will also be an opportunity to present an improved version of our big booms, now called "RTJ PRO". HA32, HA41, and HT43 RTJ PRO now have a superior equipment level with:

- The new generation of modular basket (2.44 x 0.91 m) including:
  - a cover protection of the upper control box and tool tray in plastic ultra-high resistance
  - secondary guarding device Haulotte Activ'Shield © Bar (standard on Europe version)
- Compatibility with advanced diagnostic features
- New options available (swing door, glazier pack, hydraulic Generator 3.5 kW)

#### ➤ **HAULOTTE DIAG**

Haulotte Group is reducing the Total Cost of Ownership of its machines by developing diagnostic universal tool running on all machines Haulotte: old, current or new machines (AWP and telehandlers).





➤ **HAULOTTE ACTIV'Shield© Bar**



Haulotte ACTIV'Shield© Bar was created to respond to demands from the industry to protect operators from the risk of overhead trapping/crushing, exemplifying Haulotte's commitment to ensuring safe working conditions at heights.

**HAULOTTE GROUP it is also:**

➤ **To address specific needs, a range of speciality lines.**

Haulotte has set up a dedicated organization by creating a "Speciality Lines" division with a team of experts: an engineering department with a project manager, external value added participants, and cooperation partners.

We produce and manufacture equipment based on mass-produced product ranges or custom expertise to address requirements for specific Business applications, incorporating a service of personalized monitoring that incorporates technical and regulatory risk management.

HAULOTTE intervene in every type of sector, including:

- Aeronautics
- Hostile environments
- Shipbuilding
- Railway-roadwork

➤ **FINANCING SOLUTIONS**



Following the creation of **HAULOTTE FINANCIAL SERVICES** entity, Haulotte is able to arrange financing solutions for customers in nearly all countries of the globe

- Supplier's credit COFACE or REFLEX
- Leasing



➤ **Associated Services**



Haulotte Group's core services allow customers to obtain assistance from support staff combined with necessary technical resources. This ensures them maximum autonomy through a comprehensive solution from the moment they acquire their machines.

Through the quality of the spare parts, the expertise of the technical assistance, with thousands of technical training modules provided every year in 12 languages through a network of instructors strategically located as close as possible to customers, the introduction of new innovative services such as equipment refurbishing, Haulotte Services represents the perfect support solution for optimizing operating performances.

In addition to the excellence Haulotte Services provides through this core offering, this team of business experts also now offers a full-fledged suite of innovative online tools ("e-services") that combines ease-of-use with rapid deployment.

- **easy-spare-parts:** an online platform for purchasing spare parts providing unequalled ease of use combined with advanced functionalities (parts searches, monitoring orders, questions and online payment, etc.)
- **e-technical-information:** a technical search engine unique on the market providing technical information on Haulotte machines for a new form of customer proximity!
- **e-machines-codes:** a management system making it possible to control access of technical teams to high security levels for machines. This tool offers faultless access management for persons requiring a high level of training with an understanding of risks.
- **e-training:** an online platform for employee training and skill management. This tool is designed for two distinct target groups by allowing technicians/repair personnel to acquire and validate their technical knowledge and managers to oversee the evolution of staff expertise.

To better serve its customers, Haulotte Services will continue to roll out new e-services throughout the year

**HAULOTTE has other surprises which will disclosed on stand E5 H004 from 20 to 25 of April**

**Haulotte Group: solutions provider**

Offering maximum safety, the Haulotte Aerial Work Platforms complies with the latest labour regulations, to European (CE marking, EN 280) and also international standards (ANSI, CSA, AS ...).

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