insider

CAVAION SIDELOADERS
BAUMANN®

Latest News from Baumann Sideloaders

ISSUE ONE

Ciao Canada

A new era begins in North America

Party Time!

Inside the new production hall

The new **HX Series** has arrived

The bigger the better!

Delivering the world's largest sideloader

The Fabulous Mr Fabio · Baumann & The Timber Industry · Electric Dreams
Motorway Machines · PaxLift · Building A Better Operator · Latest News

GXS500

Record breaker

50 TONNES The world's largest sideloader has a capacity of 50 tonnes and has been designed to carry 20 to 40ft containers using inverted forks and a specially modified spreader beam. The GXS500's total weight is over 72 tonnes and the mast alone is 18 tonnes. Thanks to a very short turning radius, the customer, an Austrian fruit juice company, is able to handle containers in a confined area. The GXS500 also features an elevating cabin to see over the top of containers, then tilt and angle forward to sit in front of the main deck. When the container is on the ground, the cabin is lifted up to provide the best visibility for lifting.

The biggest sideloader that's ever been built is being used for stacking containers three high.

Load Centre

The GXS500 is not only the biggest ever produced because of the capacity. It's also because of the 1,500mm load centre, allowing it to comfortably stack containers up to 3 levels.

Did you know?

Our first 20, 35 and 40 tonnes capacity sideloaders were all sold in Nordic countries.

News

FLTA Awards Recognition

INNOVATION We're hoping for our third FLTA award in 2020, having been nominated in every major category! Fingers crossed for a great outcome!

New Electrics Are In The Haus

CUSTOMER Great to see new EGX70s heading to DFH Deutsche Fertighaus Holding AG, the largest prefabricated housebuilder in Germany, with a reputation for innovation and sustainability.

PaxLift Makes Progress

PRM Our innovative airport vehicle for restricted mobility passengers is now in its third iteration, and is already assisting travellers at Newcastle and Dusseldorf airports.

Windsor's Jason Jordan (left) presents the winning operator, Ray Boardman with his first prize.

Building a better operator

SAFETY Improving the way operators work can not only lead to cost-savings but increased safety, as Finnish timber business Metsä Wood know well. Their UK operators are challenged each year to avoid damage and work within agreed limits - with performance assessed by an onboard fleet management system. Windsor Materials Handling sponsor the award, and this year's winner is heading to Cavaion for a trip to the Baumann factory and dinner beside Lake Garda.

Cabin improvements

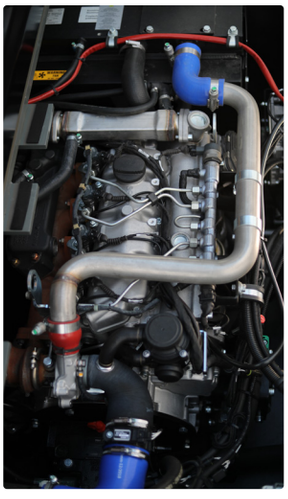
Following two years of trials and six months of rigorous testing, the cabin has been redesigned to strengthen the framework, simplify access and allowing the central side struts to be removed.

The new HX Series

With award-winning levels of practicality, durability, and visibility, the HX is already the perfect model for customers looking for Baumann reliability and productivity, in a small and nimble chassis. So, what's new?

Hello Little Brother

The neat and nifty new HX Series... no Adblue required!



More power, less emissions

ENGINE The demands on engine design are becoming ever greater due to stricter exhaust gas regulations. The new EU Stage V diesel engine achieves the standards without sacrificing power or requiring Adblue.

Control centre upgrade

HMI Joystick controllers and improved interfaces make the HX easy to use, with improved ergonomics and clear indications of essential truck parameters.

Refined masts

MASTS All our masts are made to our unique specification, designed to withstand the unique demands of sideloader movements, including new FEM 3B masts on the HX 30/40.

A better view

CABIN The glass side panel on the new panoramic cabin now means the driver's view has been significantly improved from both sides without compromising safety.

> The ELX, the first electric sideloader of its kind in the country, has made an instant impression on potential customers.

The Cervus Calagary team were the first to see the newly-arrived ELX in action.

Oh, Canada!

Baumann's first Canadian dealer, Cervus Equipment, is already delighting customers across British Columbia, Alberta, Saskatchewan, Manitoba and Ontario...

Calgary-based Cervus Equipment, became the first Baumann in Canada in 2018.

A highly-respected organisation, it already operates 63 heavy equipment dealerships across Canada, Australia and New Zealand that represent leading agricultural, transportation and materials handling brands. After months of preparations, Cervus has now taken delivery of the first high-performance electric sideloader ever seen in Canada, the ELX50.

On The Road

The newly-arrived model is the most compact of its kind ever produced, measuring less than 13 feet in length and 30 inches in deck height and is already delighting customers in a series of demonstrations.

Baumann Canada president, Jason Reynolds, hit the road with the Cervus team to help introduce the ELX.

> Working with Cervus is a great coup for Baumann in Canada.

Said Jason: "It's a great coup for us to be able to work with Cervus. You can see the dedication to customers throughout the business. It's fantastic to be on the road with such a fantastic team and sharing the Baumann benefits with an excited customer base!

Fabulous Fabio

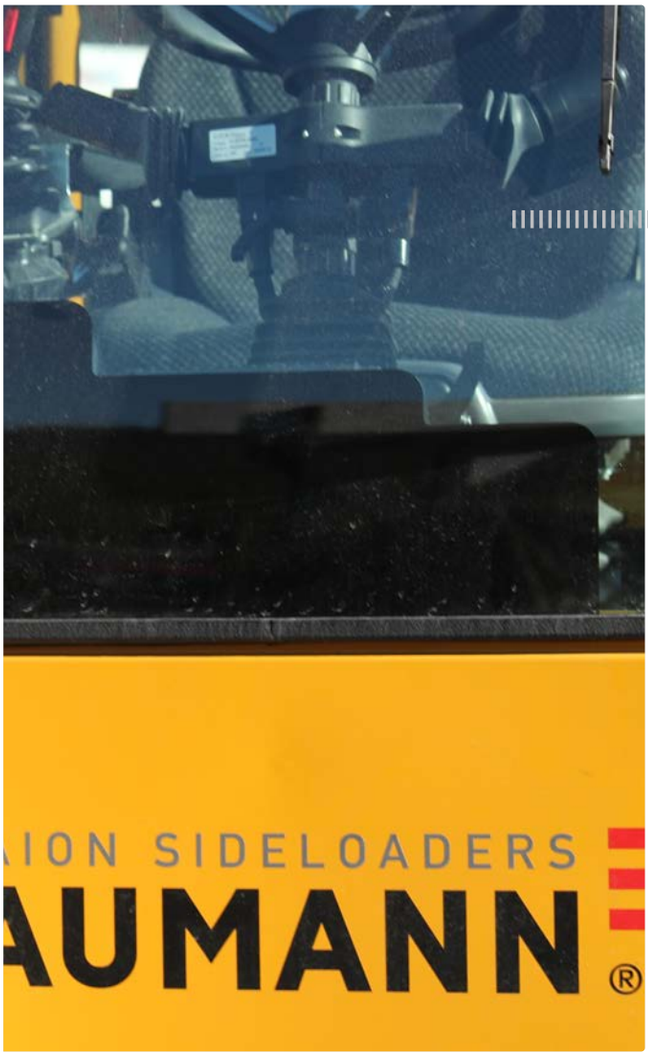
For many dealers, sales managers or customers that come in to daily contact with Baumann, Fabio Bernieri is the face of the company.

His distinctive voice, knowledge and multi-lingual skills make him a hugely popular member of the Baumann family. A discussion about his out of work interests, perhaps cycling or snooker, family life or culture – bears all the hallmarks of his passionate conversations about the Baumann product.

Parma Proud

A proud Parmense, Fabio has a degree in economics, having studied in both Italy and for a time in Germany, before starting his career in Human Resources administration. After a couple of years, he moved to sales at a forklift manufacturer, firstly in spare parts before moving to equipment sales. He stayed at this company for around five years before moving to Baumann.

"When I moved to Baumann it was during a transition period," says Fabio. "At that period a lot of changes were



Travelling the globe meeting customers is one of Fabio's favourite perks of the job.

Celebrating the 50th anniversary of Baumann in 2019, Fabio recapped the company's many innovations and technical achievements.

The Top Team

> Working for Baumann allows you to grow your own personality, sometimes in directions that you could never imagine...

filtering through – there was a change of generation. Many of the key managers retired and Mr Baumann was obliged to change many of the key strategical positions within the company – from technical to sales and after sales support. Now with Klaus leading us forward, we can say we are a young team with the main positions covered by directors under 50 years old. It's allowed us to look further ahead and plan for the future."

A Great Reputation

In 2008, Fabio started as a Sales Area Manager and was promoted to Sales Manager two years later. He believes that with Baumann working in over 55 countries, it has developed a great global reputation. Fabio also sees Baumann's flexibility as one of its key strengths, as it manufacturers customised trucks for every kind of application.

"Baumann is a company that pays attention to new technology – particularly in the area of electric trucks, which in the last few years have become increasingly important. Today, we are proud to say Baumann is the most advanced in the sideloader industry."

In his capacity as the main sales contact for most parts of the world, Fabio has put his language skills to good use, travelling across the globe, meeting customers and dealers. Despite the long hours of travelling and the challenges it places on his young family, he still enjoys the experience.

Making Friends

"I like to work with Baumann because it is a flexible job where you meet a lot of people – from the small timber customer to the big steel mill, ports to pubic administrators – a wide range of customer types. Travelling a lot around the world, experiencing different people and cultures allows you to grow as a person."

"You meet people with different personalities and mentalities. Travelling from South America to South Africa, Russia to the United States, it allows you to grow your own personality, sometimes in directions that you could never imagine."

"Even my lifestyle has changed because of this new experience. I have personally learnt a lot, sometimes positive, sometimes negative, but everything allows you to experience backgrounds and situations that you would otherwise never have the opportunity to experience."

News

Fast Forward

Our online parts ordering means 99% of components are never more than 24-48 hours away. Over 39,000 parts are stored online, and we've recently processed our 115,000th spare part order since 2008!

Taking the strain and the heat

SPAIN Customers are now using the amazing residual capacity of Baumann sideloaders at height to allow them to store up to 12 tonnes steel profile loads in cantilever racking up to 6.5m high. Others can rely on Baumann trucks, with special thermal protection and spacers on the deck, to keep loads over 450°C for up to 30 minutes.

Back on the motorway

UK At one time, eagle-eyed motorists were used to seeing sideloaders alongside UK maintenance crews, thanks to their unique ability to safely manage long loads over uneven ground and long distances. Motorway technology changes made the sight less common but now specially designed attachments for barrier handling are once again allowing installers to get the benefit from these unique machines.

Sideloader with a twist

GERMANY What do you do when you have long loads, but not enough room to turn? Get a rotating cab of course! Flick a switch and, hey presto, you're facing the other way!

The very long production lines and the narrow paths inside the factory at this tube manufacturer in Siegen, Germany, makes this twisty truck option the perfect choice!

Fab showing in the USA

USA A total of 48,278 attendees from 95 countries participated in the metal forming, fabricating, welding, and finishing event FABTECH, held in Chicago recently. Three exhibition halls hosted over 500 new products including our own GS100 and proudly waving the Baumann flag was US distributor Design Storage & Handling. DSH are experts in the metals sector as well as other industries such as aerospace, energy, glass & plastics.

GS Unplugged

ITALY Harsh conditions with heavy loads are common, which is why our GS range is built to be robust, like this GS100 recently on route to an Italian steelworks. Electronics are kept to a minimum to reduce the possibility of interference or damage from high temperatures common in heavy industry.

A great investment

It took an investment of around 2 million euros; a little over 7 months; 3,000 cubic metres of concrete and almost 200 tonnes of steel to get our new production hall off the drawing board and into reality! **Right:** How the original opening was marked in 1969...

Party Like It's 1969!

1969 2019 THE 50TH ANNIVERSARY

At the risk of giving our new 21,500ft² production hall a reputation for being more of a party venue (!) we invited our extended family members to mark the occasion and thank them for their help in making Baumann a success!

Colleagues old and new mark our 50th anniversary and the opening of our brand new production hall.

No Nailed It

In 2015, Baumann customer Galloppini Legnami srl rose to prominence when it produced a 127m long and 36m wide Japanese pavilion with 20,000 pieces of wood and no nails.

Wood For Good

Whether you call it Lumber or Timber, wood is one of our biggest markets and it's easy to see why...

The first electric sideloaders in Scotland were powered by electricity from Glennon Brother's own on-site CHP Plant.

Based in Borgosesia, in Northern Italy, timber specialist, Galloppini Legnami srl, has developed a specialism for wooden structures since 1910.

The company's engineering and architecture work can be seen in houses, large structures, bridges and walkways, roofs and shelters, floors, facades and wooden claddings. It also prides itself on the great quality and speed of order fulfilment, thanks to large warehouses, more than 50,000 square meters of which 15,000 square meters are covered.

At the heart of their operation, a new Baumann HX40 was acquired to allow productive storage in both indoor and outdoor areas. The HX's small footprint also makes it a nimble machine that is capable of operating in confined areas.

In Troon, Scotland, Glennon Brothers are using their own waste to create the power for their new two 120v EGXs.

Timber Handling

Auto-deck levelling keeps loads secure on slopes and uneven ground.

Elsewhere, in Germany, France, Switzerland, and the UK, GX models are helping to keep timber merchants at peak productivity.

Family Business

The link to timber goes back a long way. In fact, the Baumann brothers, Wolfgang and Rolf, began working on what would eventually become the Baumann sideloader for their grandfather and father's timber business.

After solving the long load issue, together with technical director Adolfo Gazza, they went on to establish the factory that still stands today. Sideloaders then quietly went about their business for 50 years dominating European markets, where the combination of practicality, safety and durability have made them a must-have in timber merchants where space is at a premium. Moving long loads inside or out, storing them in racking, stacking them in blocks, carrying them over rough terrain or simply getting them off a flatbed and into production areas can be difficult issues to solve. Wet timber packs can also fluctuate in weight, making transportation by forklift not only difficult, but potentially more dangerous.

> There's no better way to handle long goods, particular timber, than using a sideloader.

It's unsurprising then that those handling wood have taken to the sideloader with gusto. New developments in electrics, controls and comfort are simply reaffirming the idea that for timber businesses, the sideloader is here for good.

Narrower aisles mean extra warehouse capacity.

Baumann trucks offer greater flexibility over longer distances, inside and out.

Cold comfort
Baumann electrics are regularly working in temperatures as low as -20°C in Zermatt, Switzerland.

Electric Dreams

MD Klaus Pirpamer explains why, for long load users, there's no reason not to buy an electric sideloader...

The bespoke 120v battery is designed to suit the sideloader shape and act as a counterweight.

We have seen big developments in electric trucks over the last 25 years at Baumann. Today's performance is even better than the equivalent diesel truck, especially in terms of lifting and driving speeds.

The lifetime of the battery is nowadays easily good enough to cover a full shift with normal charging patterns. We still hear are the drivers saying that they aren't as fast enough and don't perform as well as a diesel truck, but every time we perform a race the electric truck wins, much to the driver's surprise!

The feeling for them is 'I don't hear anything, I don't have the vibrations or feel the noise of the engine so something is missing.' After two weeks of going home without engine noises in their head, they're even more convinced! It's tiring to hear the engine all day. The environment for the operator is much, much better with electric.

The award-winning ELX series brings multi-shift capabilities in a clean and quiet electric.

Impact of Stage V

In Europe we have already more electric truck sales than diesel trucks. With the introduction of the diesel Stage V engines, this will go even faster. Soon we will be 75% electric for the European market.

There is a development in the battery technology, but also in the lifting capacity and the options. From 3 to 8 tonnes, if you compare the cost, performance and aftersales side, there's no reason not to choose electric.

You have the emission issue, the driver has a better environment and the cost is even better than the diesel. Ultimately, there are not many reasons why operators need to buy a diesel truck anymore.

For more information on Baumann Sideloaders, visit www.baumann-sideloaders.com. © Copyright 2020 Cavaion Baumann Srl - All Rights Reserved. Baumann S.r.l. - I-37010 Cavaion (VR) - Via Palesega 1 - Tel. +39.045.6205311 - P.iva IT 0022475 023 2 - "She's so..."

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