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# GO TO THE MAX

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NEWS BY FAYMONVILLE



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## Training for all

**T**raining guarantees the survival of a company. Faymonville is entirely convinced of this and has set up a genuine training programme which is relevant to all layers of personnel. A few examples: the training of engineers in the use of special design software, the training of workers in the handling of travelling cranes, training in specific areas such as hydraulics, electrics, soldering etc. The company has also established a '5S' system to improve organisation and discipline at the level of the work place. Faymonville is also turning its attention to the young and the less well qualified. This is in particular to be seen in the creation of a new apprentice workshop for those training for production, and training sessions aiming to improve knowledge and qualifications for the less specialised work force.

Faymonville is even going beyond the confines of its own company, and hosted an information day at the end of April, on the subject of professions linked to metals. This was held in its own factory, and the aim was to attract young people to undertake training or studies in this technical domain. This day was organised in collaboration with other companies from the sector and with technical colleges.

The objectives of this training and apprenticeship policy are clear: increase the know-how of the personnel with the vital aim of being able to supply impeccable, exemplary quality.

Alain Faymonville

## MEGAMAX WITH 2 SWING AXLES

# Light but tough

**During the next IAA show in Hanover, Faymonville will unveil a Megamax with an important evolution. This time it is a version with 2 swing axles which should be of particular interest to transporters from Germany and the countries of the East.**

The Megamax with 2 swing axles brings with it a whole host of advantages, as Gilbert Bröls, Project Engineer, explains: "First of all, this Megamax has a lower loading height on the rear bogie, in this case 1,050 mm in the version with 17.5 inch wheels, instead of 1,120 mm for a swing axle with 19.5 inch wheels. And then the vehicle is very light, because it weighs only 500 kg more compared to a semi-trailer with 2 beam axles. It should also be said that the 17.5 inch swing axles are noticeably lighter than the 19.5 inch. Because of the load of 12 tonnes on the swing axle instead of 10 tonnes on the beam axle, we gain around 3.5 tonnes of usable load.

The user can therefore decide, for example, to opt for a semi-trailer with 2 swing axles instead of one

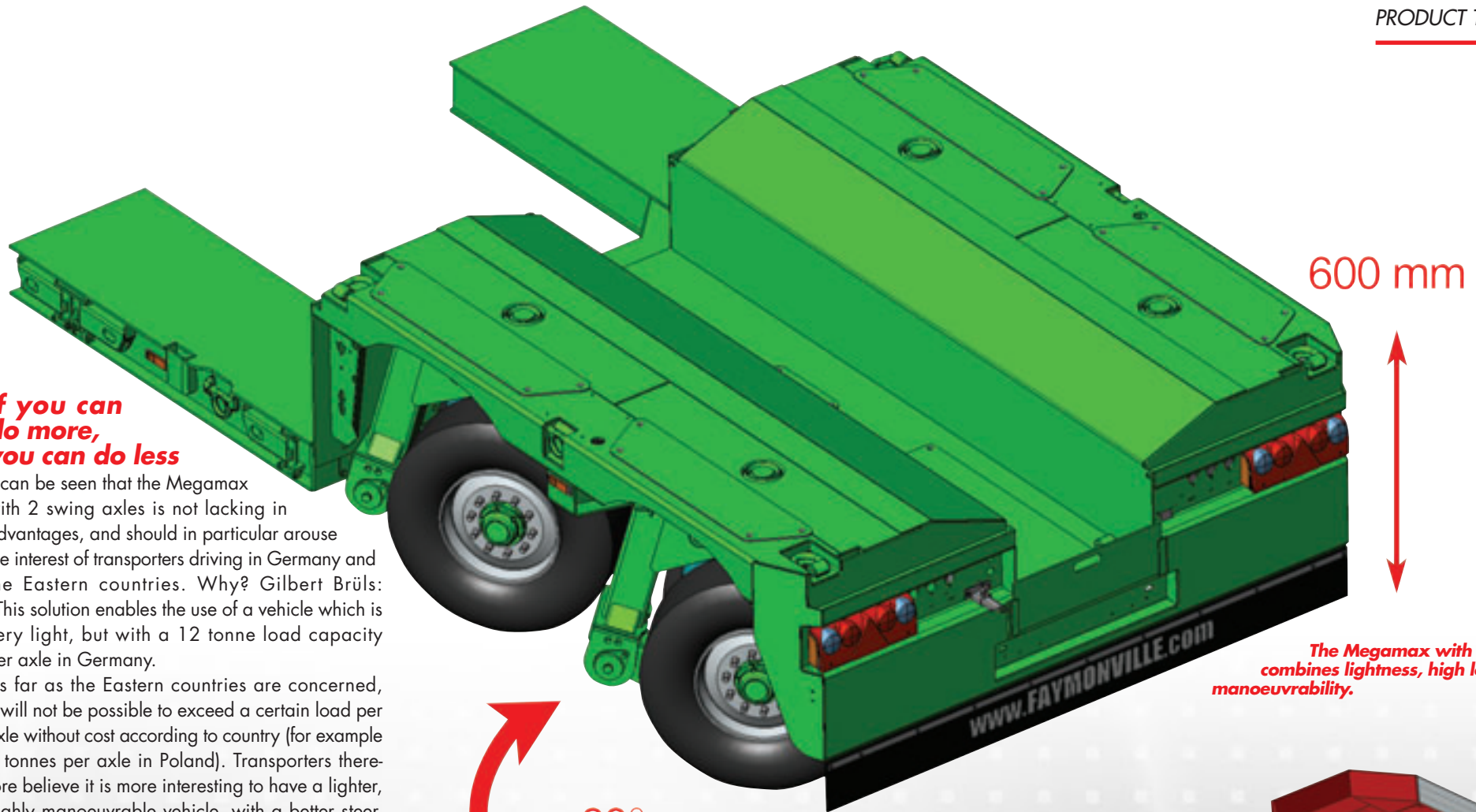
with 3 beam axles, while keeping a similar load capacity.

The swing axles enable above all a better steering angle and a more substantial suspension clearance. As with the Pendelmax, the swing axle Megamax will be equipped as standard with a combined rectangular, prismatic trough".

The latest addition to the Faymonville range has other advantages too, such as compliance with the maximum authorised length of 16.5 metres for a semi-trailer, SNT removable gooseneck which enables coupling to an 8x4 tractor unit. Gilbert Bröls goes on: "The 2 axle Megamax which will be shown at the IAA will be a double extendable version. It is in extendable format that the semi-trailer becomes even more interesting".

## MEGAMAX WITH 2 SWING AXLES IN BRIEF

- ✓ Load height on rear bogie: 1,050 mm (17.5 inch version)
- ✓ Gain in usable load: 3.5 tonnes compared to a normal 2 axle version
- ✓ Load per axle: 12 tonnes
- ✓ SNT (Screw Neck Technology) gooseneck
- ✓ Improved steering angle
- ✓ High suspension clearance
- ✓ Combined trough



**If you can do more, you can do less**

It can be seen that the Megamax with 2 swing axles is not lacking in advantages, and should in particular arouse the interest of transporters driving in Germany and the Eastern countries. Why? Gilbert Bröls: "This solution enables the use of a vehicle which is very light, but with a 12 tonne load capacity per axle in Germany.

As far as the Eastern countries are concerned, it will not be possible to exceed a certain load per axle without cost according to country (for example 8 tonnes per axle in Poland). Transporters therefore believe it is more interesting to have a lighter, highly manoeuvrable vehicle, with a better steering angle and a higher suspension clearance.

Transporters will thus prefer a semi-trailer with 2 or 3 swing axles and 17.5 inch wheels, to a swing axle semi-trailer fitted with 19.5 inch wheels which has a technical capacity of 15 tonnes per axle and which is heavier, even if where authorisations are concerned, they cannot have 12 tonnes per axle. On top of this, in 17.5 inch format, it has a lower load height on the rear bogie. If you can do more, you can do less, you could say".

The Megamax is particularly well suited to large volume transport, such as yachts for example. It should also be note that this solution will be applied to a 3 axle version in the near future.

**The Megamax with 2 swing axles combines lightness, high load per axle and manoeuvrability.**

**MEGAMAX WITH AXLE INTEGRATED INTO THE GOOSENECK**



Faymonville has once again demonstrated its flexibility by developing a Megamax with an axle integrated into the gooseneck, at the request of its clients.

Just like the free-swing-dolly, this new variation also enables a better load spread. The integrated axle, however, gives greater manoeuvrability, particularly in reverse gear. The swing axle is linked to the gooseneck jacks for optimal spread. This is an interesting solution for an operator using a 6x4, meaning that he does not have to buy an 8x4 tractor unit.

## EUROMAX-N-4L-AX

# Even lower

**Just a few months after the launch of the Euromax range, Faymonville is now offering a lower 4 axle version with a lower loading platform.**

The development of the Euromax responded to a need from transporters who were looking for multi-functional vehicles with optimised tare. With the Euro-N-4L-AX, Faymonville is expanding its range, as Frédéric Küpper explains: "While still retaining the platform length of 9,550 mm of the 3 axle version, we are now offering a light vehicle with a load height of 750 mm when loaded. This semi-trailer is fitted with two fixed axles and two trailing axles and has 205/65 R 17.5 inch tyres".

This Euro-N-4L-AX will be available in three versions: one version with outriggers, one without and one version with wheel troughs between each axle but without outriggers. The standard equipment remains identical to the original 3 axle version and

the options available on this can also be found on the 4 axle. In the light of growing market demand, the first axle is available as pneumatic lift axle as an option on this vehicle. This can in particular be used as a starting aid. The bevelled edge of the gooseneck can this time be maintained up to a 5th wheel height of 950 mm loaded. Two types of ramp are available for each of these versions: either removable aluminium ramps, or folding spring ramps. The extension remains identical to that of the Euro-N-3L-A in order to allow the loading of a 40-foot container.

From a conceptual point of view, the study bureau made it a point of honour to retain a maximum of accessories and parts which already existed on

the previous version. This was in a spirit of flexibility and product standardisation.

### Light

The Euro-N-4L-AX stands out therefore, just like its 3 axle cousin, because of its lightness. Frédéric Küpper: "This vehicle has a tare of 8,650 kg in basic version. The secret of this particularly low tare for an extendable semi-trailer of this height lies in the conception of its chassis. In close cooperation with our supplier, we have been able to slightly modify the construction of the axles so that we can retain the chassis sections of the Euro-N-3L-A, while lowering the load height by 110 mm. This is a first for Faymonville".

**The Euro-N-4L-AX stands out in particular for its loading height of 750 mm loaded.**



## THE EUROMAX-N-4L-AX IN BRIEF

- ✓ Tare: 8.65 tonnes
- ✓ Height of loading platform: 750 mm
- ✓ Loading platform: 9,550 mm extendable by 4,300 mm
- ✓ First axle can be raised
- ✓ With outriggers or wheel troughs

## P. SCHWANDNER LOGISTIK + TRANSPORT

### "EVERY KILO COUNTS"

**P. Schwandner Logistik + Transport GmbH, with its headquarters in Pfreimd, Oberpfalz, ranks among the market leaders in the field of special and heavy goods transport for construction, agricultural and industrial machinery. The Oberpfalz firm has around 150 traction units and can achieve a payload of up to 250 tonnes with its multimodal transports.**



In the past year the company run by Peter Schwandner, which also has subsidiaries in Russia, Latvia, Bulgaria, Romania, Serbia, Moldavia and Ukraine, has increased its fleet by more than 20 Faymonville trailers. These include about 10 Euromax-N-3LA as well as about 10 lowloaders with vesselbridge. The Faymonville models are used both in Eastern Europe and in Germany.

The 3 axle stepframe trailer Euromax-N-3LA, the weight of which has been optimised by around 20%, makes a very decisive difference for instance when transporting gear wheel loaders weighing over 20 tonnes: "Because we are on the road in Eastern Europe a lot, every kilo we save when weighing at the borders is worth cash, of course. So if we can we stay below a total weight of 40 tonnes thanks to the light-weight version of the Euromax, it more than pays off in any case", says company head Peter Schwandner, citing a further, literally 'weighty' advantage of the light-weight Euromax, in addition to the good value for money he gets at Faymonville.

## EUROMAX-Z-3L-UB

# Ingenious and easy to use

The Euromax range is far from having shot all its bolts. Here it is now with power steered axles and a lifting platform. Ideal for the transport of lifting machines in urban or mountainous surroundings.

The Euromax range is now available in 2 (see inset) or 3 power steered axle versions with a hydraulically lifting loading platform. The advantages of this solution are clear: a loading platform length optimised to the maximum offering more manoeuvrability. Frédéric Küpper, engineer, explains: "The chassis has come directly from the Euro-N-3L-A. The elimination of the cross member behind the

gooseneck and the adaptation of the lifting platform to the Y chassis have brought quite a lot of improvements compared to the current Multi-UB. Apart from a certain gain in weight, this concept has enabled extra tie-down points to be integrated into the centre of the lifting platform. The hydraulic raising of the platform is currently carried out by non-return guide valves located on the jacks. This has the advantage of varying heights of positioning and loading of the platform in total safety, without mechanical locking. Another innovation with this vehicle is of course the totally new steering. Very compact in conception, this is perfectly integrated into the 15 cm thickness of the gooseneck. The range of ramps has also been expanded for these vehicles. Double hydraulic ramps with a capacity of 30 tonnes have recently been developed. They feature compactness, which means they do not have to be taken into account for the total length of the vehicle. Various accessories such as telescopic props or parts adapted to loading-bay loading are now available for the two widths (850 and 1,250 mm). There is also of course the possibility of fitting this vehicle with a winch in front of the gooseneck".

### Fuel tank

As an option on this type of vehicle, Faymonville is now offering a 250 litre fuel tank with electric pump and meter. This tank is integrated into the chassis below the loading platform. This option follows demand from a renting company of working platforms, which saw in this the advantage of being able to fill up the units on site and not necessarily



have to return to the depot. The meter enables accurate invoicing of the fuel used. And finally, there is also a version which is extendable by 3 metres, whose friction steered version – the Euro-N-3L-AUB – is 1,200 kg lighter than the Multi-N-3L-AUB with identical equipment.



## 8 AXLE CARGOMAX FOR A NEW GENERATION OF CRANES

A well known crane manufacturer has just launched a particularly heavy model whose main jib has to be transported separately.

To respond to this specific need, Faymonville has developed an 8 axle Cargomax which represents a logical extension to its range of Cargomax flat deck semi-trailers, which has been available up to now in 4 to 6 axle variants.

With this 8 axle Cargomax, Faymonville has increased the payload by 24 tonnes (technical) and 18 tonnes at normal speed, compared to the 6 axle.

This crane manufacturer should, logically, be followed by his competitors in this very specific super-heavy cranes market. Faymonville is already in a position to supply the solution they need.



The 8 axle version, a logical evolution for the range of Cargomax.

## EUROMAX-Z-2L-UB MADE TO MEASURE

For a client specialised once again in the rental of lifting machinery, Faymonville has created a Euromax with 2 steerable axles – the Z-2L-UB. This solution enables the transport of working platforms with telescopic arms with the aid of a non-extendable semi-trailer. The working platform is loaded against the gooseneck with the beam to the rear. It displays all the characteristics of the 3 axle version and is coupled to a 6x2 tractor unit.





## THE RANGE

Faymonville is specialised in semi-trailers with payloads from 20 to 120 tonnes.



### MULTIMAX

Stepframe semi-trailer, 2 to 10 axles, extendable up to 48 metres



### EUROMAX

Stepframe semi-trailer with 2 to 4 axles, extendable, of extremely lightweight construction

### SCREW-NECK-TECHNOLOGY (SNT)

Coupling to different tractors thanks to the bolted gooseneck



### MEGAMAX

Lowbed semi-trailer, with 1 to 5 axles, removable gooseneck, various types of lowbed, with free-swing-dolly of 1 to 3 axles



### VARIOMAX

Lowbed semi-trailer, with intermediate swing axle dolly



### PENDELMAX

Swing axle system with combined prismatic/rectangular trough



### TELEMATX

Flat deck semi-trailer, from 2 to 6 axles, extendable up to 3 times up to 52 metres



### CARGOMAX

Flatbed semi-trailer with 3 to 8 axles for crane counterweight.



### PREFAMAX

Inloader for the transport of concrete elements



### FLOATMAX

Inloader for the transport of glass



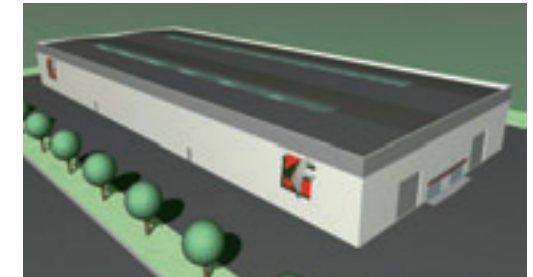
### TIMBERMAX

Semi-trailer for the transport of logs or faggot wood

## Büllingen (Belgium)

### New 4,500 m<sup>2</sup> hall

In August Faymonville is to open a brand new hall which will accommodate the new reaming, turning and soldering equipment, at its Büllingen site in Belgium.



The Büllingen site is to receive a new 4,500 m<sup>2</sup> hall from August.

The company has, in particular, invested in two new reaming machines, two new towers and a new soldering robot. The total sum invested in these machines is two million Euros.

The new hall, which extends to 4,500 m<sup>2</sup> and which will add to the 17,000 m<sup>2</sup> already existing in Büllingen, will also lead to the taking on of an extra ten or so people and will enable the increase in production capacity to be absorbed. Work will now be organised around two breaks, and no longer three.

This new hall will be inaugurated on Friday

**October 24<sup>th</sup> 2008.**

Invitations are to be sent.

## Lentzweiler (Luxembourg)

### Enlargement of storage space

Faymonville has recently invested in the enlargement of a storage warehouse located at its Lentzweiler site in Luxembourg.



An extra 1,500 m<sup>2</sup> of space has been fitted out at Lentzweiler to reduce the amount of time semi-trailers spend in the production hall.

This operation will enable parts to be prepared and components to be assembled outside of the production line. The final objective is to reduce the amount of time semi-trailers spend in the production hall.

The enlargement of the storage warehouse involves some 1,500 m<sup>2</sup>. This extension is already operational and also forms part of the desire for efficiency and the need to absorb the increase in general production.

## SWITZERLAND

# Stronger presence

**"The Swiss market is tremendously interesting for us. The vehicles delivered in Switzerland are always very well equipped and designed", explains Thomas Schmitz, salesman responsible for Switzerland.**

"It's a huge and exciting challenge for Faymonville, and this is why, over the next few years, we would like to change a few things on the Swiss market".

### **Multimax, Telemax & Megamax**

In Switzerland in the field of trailers for specialized transport Faymonville is among the market leaders. In French-speaking Western Switzerland, Faymonville has a large market share compared with its competitors.

In German-speaking Switzerland, competition on the market is keener, as there are several vehicle manufacturers, both domestic and foreign. However, over the next few years we would like to demonstrate a stronger presence on the Swiss market.

Demand focuses in particular on articulated 2 or 3 axle trailers that can be extended once or twice. The power steered vehicles are particularly suited to the often narrow roads in the Swiss valleys. The best sellers are the Multimax and Telemax series, although recently demand has also increased for the large Megamax which can be used to carry tall and heavy loads.

"The Multimax is very flexible. It can be used, for instance, to carry long steel parts or bulky items for prefabricated houses as well as heavy construction machines", says Thomas Schmitz, listing the reasons for its popularity in Switzerland.

In Switzerland Faymonville relies on cooperation



with workshops. "We want to develop this cooperation more and to extend and improve the service in Switzerland, so as to be even closer to the customer in future", says Thomas Schmitz, setting out the goals for the near future.



### Identity card

**Name:** Thomas Schmitz  
**Age:** 27  
**Mobile:** +49 162 253 70 83  
**E-mail:** thomas.schmitz@faymonville.com  
**Education and profession career:** Education with seven years' professional experience as a mechanic and electronic technician in the motor vehicle sector.  
**Hobbies:** motor sports, travelling.

## UKRAINE

# By 2012

**Faymonville has entrusted the Ukraine market to Philippe Delhez. "A market which is sometimes left to one side, but wrongly", as he likes to point out. And the results of Faymonville in this country prove him right.**

The Ukraine is 20 times the size of Belgium with a population of over 48 million and an annual growth rate of 7.4% since 2000. It is this rapidly growing market which Philippe Delhez has been charged with developing on behalf of Faymonville for the past year. "Faymonville was already active in the market via Pavel Pavin, our representative in Russia, but a year ago the company decided to give me the job in order to make the most of opportunities in this country".

And opportunities are certainly not lacking, according to Philippe Delhez. "The Ukraine may seem like a difficult market, somewhat ignored, but the outlook for the future is very appealing. The growth rate is high and the prospect of the European football championships in 2012 will further boost construction activities. We are talking of 15 billion Euros being injected into the road, hotel and rail infrastructures in particular. A good opportunity for Faymonville".

### **Knowledge of languages and customs**

This 40 year old Belgian has wasted no time: "Turnover achieved during the first quarter of 2008 has been promising". Philippe Delhez spends two weeks of each month in the Ukraine, where he maintains contact with all those involved in the sector. A task made easier by his knowledge of the local languages and customs. It is also to be noted that Faymonville is in the final phase of negotia-



**"We have achieved very promising turnover in the first quarter of 2008."**

### Identity card

**Name:** Philippe Delhez  
**Age:** 40  
**Mobile:** +32 499 51 01 58  
**E-mail:** philippe.delhez@faymonville.com  
**Education:** Degree in translation, various training courses in the commercial domain.  
**Experience:** 14 years of international experience in commercial affairs and in logistics.

tion with 2 companies, in Kiev and Donetsk, with a view to creating 2 service and maintenance shops. The Ukraine left to one side? Certainly not in Faymonville's case!

## ROMANIA

# Endless construction boom

**"Romania is just one big building site at the moment", Viorel Rusu exaggerates, smiling. "A lot of companies from Western and Central Europe are coming and opening branches here. Of course, the eastward expansion of the EU is largely responsible for the current construction boom", explains the owner of Autoconstruct, a firm established on the northern outskirts of Bucharest.**



**For 2008, company head Viorel Rusu is expecting turnover to increase to EUR 35 million.**

Autoconstruct sells Faymonville heavy goods trailers in Romania. The sales figures say it all: with sales of around 50 Faymonville trailers, in 2007 alone Autoconstruct sold as many units as in the period from 2004 to 2006 as a whole. In terms of low loaders, Faymonville has a market share in Romania of over 75% and rising. The most frequently sold model is currently the Multimax, but demand for Telemax and Megamax is also increasing perceptibly. What is more, several orders have already been placed for the Variomax for 2009.

**EUR 35 million**

Autoconstruct was founded in 2003 and has set itself the goal of helping to ensure that the high transport standards of Western and Central Europe are gradually implemented in Romania as well, so that the huge challenges brought about by the construction boom can be dealt with more effectively. Business at the firm located near Bucharest airport is very good. Last year the company, which is ISO 9001:2000 certified and has a workforce of 75, recorded a turnover of EUR 28 million.



For 2008, company head Viorel Rusu is expecting this to increase to EUR 35 million. The partnership with heavy haulage specialist Faymonville began in the summer of 2004.

## SERVICE ST GOBAIN

## ENGLISH DRIVERS TRAINED IN GLASS TRANSPORT

On October 16<sup>th</sup> and 17<sup>th</sup> 2007, head of the after sales service Viktor Palm and a Faymonville driver took to the road in a tractor unit with an inloader behind it... and set off for England!

"We were responding to a special request from Saint-Gobain Glass Logistics (SGGL), Saint-Gobain group, which wanted to carry out some on-site training for its sub-contractors charged with transporting flat glass", explains Viktor Palm. "For two days, we undertook practical and theoretical training which introduced several ten English drivers to the techniques required to handle the FLOATMAX inloader. Loading flat glass is a delicate operation which demands that every stage has to be carried out correctly... every single one!"

This is a service which Faymonville can offer to certain clients who find it more convenient to ask our training staff to come to them, rather than to have to ask a large number of drivers to come to our premises, where we normally carry out training.





## AFTER SALES SERVICE AND MAINTENANCE

# Under one roof

Bringing the after sales service and maintenance together is now a reality. The two teams are working together under one roof. "Communication between the two services will now be more direct and more efficient", enthuses Viktor Palm, head of the after sales service. "The two services have been brought together and will be physically integrated because they will be located in the same building".

It is the after sales team, currently housed in the administrative building, which will move a few dozen metres to locate in the imposing Faymonville Service hall dedicated to maintenance. To achieve this, the warehouse which is used to store spare parts has had to be moved to another location in the hall and has taken the opportunity to grow in size. There are currently over 42,000 reference numbers available on the shelves, which now

extend to 750 m<sup>2</sup> against 350 m<sup>2</sup> before. "More spare parts in stock means a client served in the shortest possible time", adds Viktor Palm. "And as we produce a large proportion of these parts ourselves, reaction time will be even better. It should be remembered that within a range of 800 kilometres we guarantee service within 24 hours for all orders received by 1.00 pm".



### Nothing but advantages

While the advantages will be very quickly seen internally in terms of efficiency of interaction between the two services – and all the more so as the person responsible for quality who is charged with contact with production, is also part of the team – Faymonville clients will clearly reap the benefits. "The service we give them can only get better. Especially as when necessary we will be able to use a covered area for giving training when a vehicle is handed over. A rest room for waiting drivers has also been integrated into the project, which will be operational in the autumn".

### Spare parts

- **Arno Schröder (right):** manages the warehouse and takes charge of spare parts orders
- **Patrick Bartholemy (left):** takes care of spare parts orders, principally for English-speaking clients

## WHO'S WHO ?

### AFTER SALES SERVICE

**Viktor Palm:** responsible for after sales service

**Marie-Louise Heinen:** driver training following pick-up of new semi-trailers

**Paul Dhur:** technical support and sometimes driver training

**Tanja Josten:** preparation of delivery documents, secretariat for after sales service

**Mario Faymonville:** part time deliveries for Faymonville and part time service for Renting-Car-WTS at Lummern

**Manfred Dries:** 'spokesperson' for suggestions for quality improvements between the market and the technical services at Faymonville, as well as at its suppliers



Front row: left to right : Marie-Louise Heinen, Tanja Josten.

Back row : left to right : Paul Dhur, Viktor Palm, Manfred Dries.

### In our subsidiaries

- **at Faymonville Ibérica:** Gustavo Cubero
- **at Faymonville Italia:** Domenico Galfré

## Usinger + Trombetta (DE) : ICE transport with the Pendelmax

**“Undertaking the most difficult transport assignments possible using the simplest vehicles possible” is the philosophy of the Hamburg-based Usinger + Trombetta GmbH, an expert among other things in Europe-wide loading and heavy goods transport.**

Since the year 2000, the North Germans have specialised in particular in transporting track vehicles. Together with Faymonville, they designed double extendible stepframe semi-trailer for this purpose, which can be used to transport various track pieces up to a length of 34 metres and a height of 3.8 metres, with a unit weight of up to 50 tonnes without the need for cranes. Using a ramp and the hydraulic winch fitted to every trailer, the track vehicles can be pulled straight from the track bed onto the trailer and anchored and released there using the winch.

The most recent co-production between Faymonville and Usinger has been in operation since the end of

last year: a special Pendelmax, developed to transport ICE Wagons. This semi-trailer, the rear swing axles of which enable steering angles of up to 60 degrees, also stands out because of the high suspension clearance. “So far the new Pendelmax has worked impeccably and proved to be just as expected. As in previous years, Faymonville has again put our ideas into practice marvellously well and supplied us with a custom-made trailer that is exactly suited to our needs”, confirms Thomas Usinger, who together with his brother, Michael, runs the transport business founded back in 1948.

[www.usinger-spedition.de](http://www.usinger-spedition.de)



## Visit by Käppeli (CH)

On March 21st 2008, a group of drivers and employees from the logistics department of the Swiss construction company Käppeli spent a day visiting Faymonville. The well-planned programme was slightly upset by the heavy snowfall during the night. Nevertheless, the group was able to see the Lentzweiler and Bullange factories and were delighted by the warm welcome and the careful organisation of the day, which strengthened the already good ties between the two companies.



## Latsped (LV) : out to offer the highest quality



specialized Multimax and Megamax trailers. A few others, among which a 6 axle stepframe, will be delivered this year. Both companies work together since 2005.

In 2007, Latsped deployed Faymonville trailers to fulfill a particularly demanding and intricate project. The Latvian transport service provider hauled 8 huge beer tanks, with an impressive diameter of 6.45 m, from the port of Liepaja to Minsk (Belarus). Even though Latsped has extensive experience and expertise in the heavy haulage sector, and has already carried out various similar project cargo transport services, this special beer tank shipment was the largest that the company has ever been responsible for to date. Preparatory work for this complex heavy haulage project (traffic coordination, choice of route, etc.) required approximately two months and encompassed close collaboration with the railways, raising low overhead power and telephone cables, as well as inspections of stretches of road to ascertain their condition.

A timetable that Latsped organized from A to Z ensured that the goods reached the customer according to the set deadline.

The Latvian transport company Latsped has been operating bulk road transport and heavy haulage services at home and in the remainder of Europe for over ten years. The service provider shoulders responsibility for the organization of transport and delivery of goods from Europe via the Baltic states to Russia and the CIS.

Latsped's vehicle fleet was recently upgraded to the cutting edge of technology, and augmented with

[www.latsped.lv](http://www.latsped.lv)

## Derryhale (N-IRL) choose Vario 2+4

Heavy haulage specialists Derryhale transport's recently acquired Scania 620 completed its 'maiden' journey across parts of Northern Europe into Ireland pulling a new Faymonville VARIOMAX 2+4 spine bed low loader carrying a 85 tonne CAT395 long reach excavator.

It was one of the County Armagh (North Ireland) based haulier's biggest loads and the transportation of it went without a hitch over the 5 day journey from Holland to Galway, via Rotterdam, Immingham, Stranraer and Belfast. The excavator, is a CAT395 base machine which was converted by a specialist engineering company in Holland to form a 21m Long Reach machine. The overall working weight including the additional counterweight is approaching 95 tonnes. This machine is believed to be one of the largest excavators currently working on civil engineering projects in Ireland. It's employed on the construction of a new sheltered harbour on the island of Inishmaan in the Aran Islands off the coast of Galway.

"The assignment was the biggest we have ever undertaken," says Derryhale Transport's Dwight Cairns. "The load was 25m long, 4m wide and 4.2m high, grossing a total of 132 tonnes. Before crossing into Holland to load the machine, we travelled down into Belgium to collect the new trailer.



We spent the day there being trained on its use."

The new trailer is highly versatile. It features a 6 swing axle system that facilitates the higher payloads throughout Europe. The beam can also be removed to convert it to a 6 axle modular unit, ideal for deliveries into awkward or restricted sites, facilitated by remote control and power steering. "You can have three different settings, giving you the option of having an ordinary lowbed 4 axle, a 4+2 lowbed or a 4+2 extendable spine bed. You can remove the bed, put the axles together to give you a 6 axle modular trailer, so it is extremely adaptable," says Dwight.

[www.derryhale.com](http://www.derryhale.com)

## New MultiZ7 for VST Vamdrup Specialtransport (DK)

The heavy haulage company VST Vamdrup Specialtransport ApS from Denmark has acquired this Faymonville 7 axle power steered stepframe trailer with an extending bed and excavator trough.



The trailer is fitted with double folding ramps (4.5 m) to give a smoother angle for the load of big machines and also has the hydraulic sideshift fitted to the ramps for wider loads. This trailer will carry many different types of construction machines, like this 65 tons crushing machine, and has a carrying capacity of up to 85,000 kg. The customer is working with the trailer producer since 2006 through its Danish dealer Trailer Partner A/S from Aabenraa. The owner of VST, Mr. Jørgen Egeskov Jensen, and also his drivers are so convinced of the quality of the Faymonville trailers that they ordered again a few stepframes.

[www.vst.dk](http://www.vst.dk)

## 'Transport Days' a confirmed success

The 'Transport Days' were organised for the third time at the premises of Renting Car-WTS at Lummen, on April 19<sup>th</sup> and 20<sup>th</sup> 2008.

"Our guests are principally companies operating in traditional and abnormal transport, located in Belgium and Luxembourg", explains Nadine Reynartz (Marketing and Communication). "We presented our entire range of tractor units and semi-trailers and our sales representatives were present to explain the different rental formulas we offer. The visitors were also able to see our workshops, which were transformed into welcome areas".

This year, the principal theme of our Transport Days was the securing of loads. Often neglected, the securing of loads is now attracting the attention of the authorities. Renting Car-WTS, in collaboration with experts from the Kögel company, set up a training session with a demonstration of load securing. "It is our wish to give useful advice to our clients concerning their investments and financing, but also concerning the day to day use of their equipment with respect to evolving legislation".

## Charity auction

From a small site in 1998 Euro Auctions Ltd held its first sale of approximately 300 items held for auction. The company has steadily grown to what is now a multi national company.

Euro Auctions Ltd holds 12 sales per year with some 4,000 items per sale, in three different countries, the first founder site in Dromore, Northern Ireland, then the 15 hectare site in the UK at Selby, followed by a dedicated site in Dormagen, Germany.

To celebrate the 10 years of trading, Euro Auctions Ltd who were one of the founder buyers of Faymonville trailers through Rydam Universal Ltd in the UK,

which by the end of 2008 will have sold over 100 trailers through the Euro Auctions process in Northern Ireland, UK and Germany, decided to hold a charity auction on behalf of two charities close to the founder site in Dromore Northern Ireland.

### New stepframe trailers

Various companies donated scale models of trucks and construction machinery, with Faymonville donating a considerable amount of promotional items for the charity auction. The bidding of the donated items was at its best. The total amount raised was £23,500 including a donation from the sale of two new Faymonville stepframe trailers. Euro Auctions Ltd would like to thank Faymonville for the support through the last ten years.



Mr Derek Keys of Euro Auctions Ltd (left) hands over one of the Faymonville trailers to the buyer.

# Visibility throughout Europe

Once again this year, Faymonville is paying attention to its visibility by taking part in many shows across Europe.

"Shows which are principally of national significance", explains Nadine Reynartz (Marketing and Communication). "They enable us to maintain good relations with our clients, to finalise business currently underway and to meet new people".

**SAMOTER** (Verona, Italy), from March 5<sup>th</sup> to 9<sup>th</sup>. A show which takes place every three years, the largest in the country for the construction sector. Our second time.

**SMOPYC** (Saragossa, Spain), from April 22<sup>nd</sup> to 26<sup>th</sup>. On a 500 m<sup>2</sup> stand, Faymonville showed 5 semi-trailer models to players within the construction industry.

**SED** (Corby, England) from May 13<sup>th</sup> to 15<sup>th</sup>. The not to be missed meeting point for the construction industry. We have been regularly present for about ten years.

**AUTOSTRADA-POLSKA** (Kielce, Poland), from May 14<sup>th</sup> to 16<sup>th</sup>. We are taking part for the fourth time in this event dedicated to road transport.

**AUTOTEC** (Brno, Czech Republic), from June 3<sup>rd</sup> to 8<sup>th</sup>. Our second time at this event which takes place every two years for the road transport sector.



During the **SMOPYC** show in Saragossa, Faymonville Ibérica organised a tombola with a quad bike as first prize. This is the winner, Daniel Alvaro of Castill-Trans S.L. from Madrid (right) in the presence of our Spanish representative Juan Manchado (left)

**KWF-TAGUNG** (Schmallenberg, Germany), from June 4<sup>th</sup> to 7<sup>th</sup>. Our first time, and an occasion to reposition ourselves in the forest sector with our semi-trailer designed for the transport of wood.

**CIT** (Moscow, Russia), from June 17<sup>th</sup> to 21<sup>st</sup>. Our fifth time at this fair destined for the construction sector in this fast growing market.

## AGENDA FAYMONVILLE

<b>LASTBIL</b>	<b>SE - JÖNKÖPING</b>	<b>20. - 23.08.2008</b>
<b>IAA</b>	<b>DE - HANNOVER</b>	<b>25.09 - 02.10.2008</b>
<b>BUILDTECH</b>	<b>UA - KIEV</b>	<b>10.2008</b>



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