



# **CORPORATE** **BROCHURE**

PALFINGER MARINE

KE-MARINECORPM1+EN/E 02 /16, K 02 /16, D 02 /16














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# PALFINGER MARINE AT A GLANCE

**PALFINGER MARINE IS THE GLOBAL LEADING MANUFACTURER OF HIGHLY RELIABLE, INNOVATIVE AND CUSTOMISED DECK EQUIPMENT AND HANDLING SOLUTIONS FOR THE MARITIME INDUSTRIES.**

PALFINGER MARINE designs high quality deck equipment and handling solutions customised according to required applications and prevailing rules and regulations. The product portfolio includes marine, offshore and wind cranes, davit systems, boats, winches, lifting and handling equipment, bulk and bunker handling equipment. A worldwide service network including supply of spare parts ensures fast and professional on-site support.

The entire product range is characterised by user-friendly, functional design with low maintenance required and high quality materials and components. This ensures high performing, reliable equipment suitable to work in the most harshest maritime conditions.

## **A STRONG BACKGROUND**

The company is part of the publicly registered PALFINGER Group, one of the leading international manufacturer of hydraulic lifting systems in the area commercial vehicles. In 2015 the PALFINGER Group's total revenues were 1.2 Billion Euro, whereby PALFINGER MARINE's percentage of total revenues accounted for approximately 15 %.



# THE PALFINGER MARINE STORY OF SUCCESS

## FROM THE FIRST CRANE TO ...

## A GLOBAL INDUSTRY PLAYER FOR DECK EQUIPMENT AND HANDLING SOLUTIONS





# LIFETIME EXCELLENCE IS OUR PROMISE

PALFINGER MARINE supplies high quality, reliable and cost-efficient deck equipment and handling solutions from a global sales and manufacturing network. Together with worldwide service and spare parts supply this means LIFETIME EXCELLENCE through the entire product lifecycle.

We call it LIFETIME EXCELLENCE



LIFETIME EXCELLENCE

When these powers converge

PERFORMANCE

## THE POWER OF GLOBAL & LOCAL OPERATIONS

By combining excellent products, strong customer orientation and highly competent service engineers, PALFINGER MARINE occupies a leading position in the global marine market. PALFINGER MARINE is characterised by a global sales, manufacturing and service network in addition to strong local support.

SUPPORT

## THE POWER OF QUALITY & EFFICIENCY

PALFINGER MARINE is deeply committed to the highest quality and safety standards. All products are characterised by high value retention and low maintenance. This ensures safe and economical use.

SAFETY

OVER 80 YEARS EXPERIENCE

## THE POWER OF FLEXIBILITY & INNOVATION

For detecting new market trends PALFINGER MARINE relies on more than 80 years of expert knowledge in the supply of deck equipment and handling solutions. High focus on innovation and customised solutions provide customers with an extensive product range to choose from.

ON-SITE SERVICES

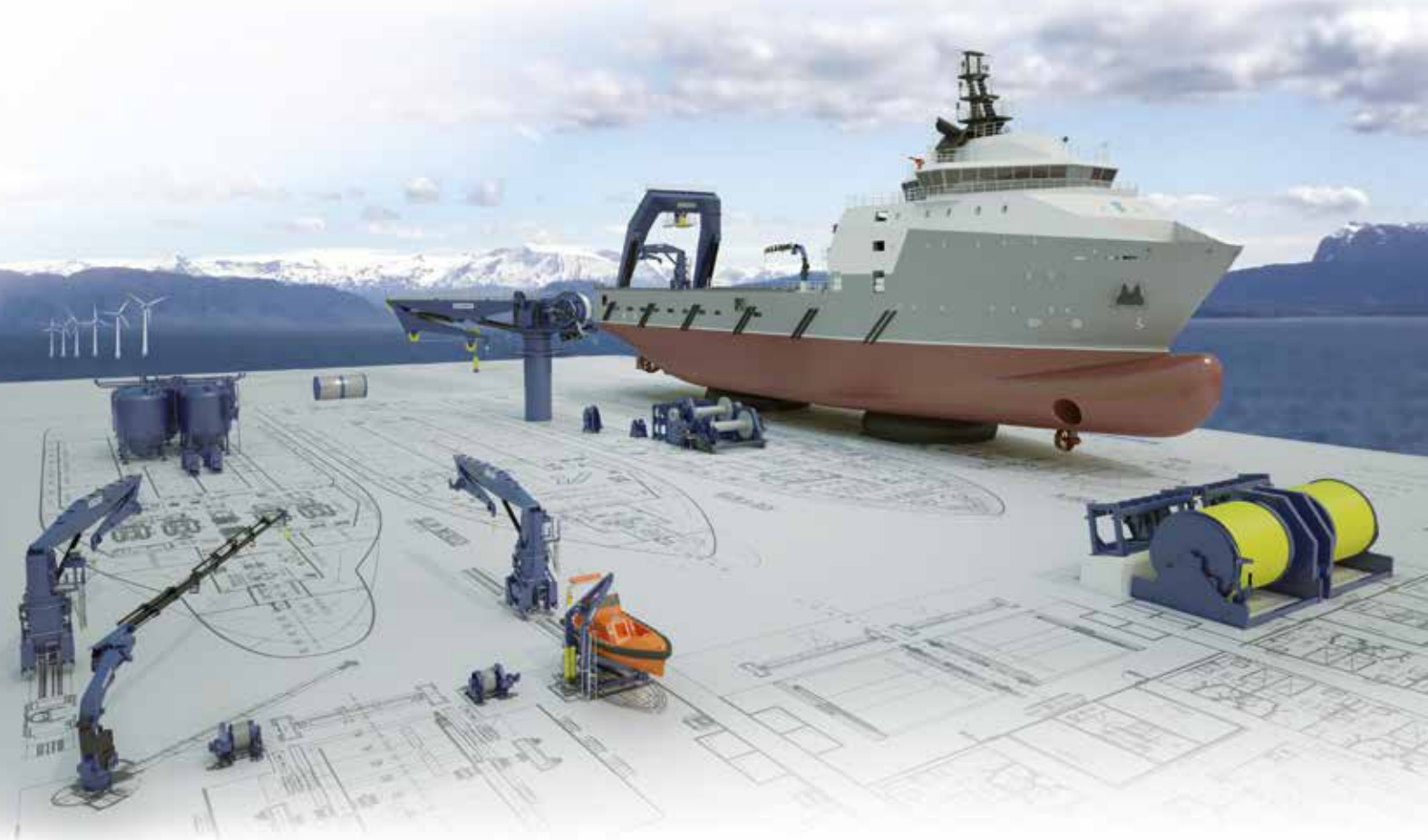
## THE POWER OF RELIABILITY & EXPERTISE

PALFINGER MARINE is a dependable and professional partner in every situation – from telephone assistance to on time delivery and instant on site support. PALFINGER MARINE never lets a customer down.



# STRONG ARGUMENTS

## DECK EQUIPMENT AND HANDLING SOLUTIONS FROM A SINGLE SOURCE



The extensive product portfolio enables PALFINGER MARINE to deliver highly attractive package deals for any kind of vessel or rig. Getting equipment from a single source saves time and money for the customer. Decades of experience in design, manufacturing and supply of deck equipment and handling solutions for the maritime industry makes PALFINGER MARINE a safe and reliable partner for marine and offshore projects. By working closely with design companies, ship owners and shipyards PALFINGER MARINE ensures the best possible solutions and products.

Being part of the PALFINGER Group enables PALFINGER MARINE to further grow. Combining experience, belonging to a successful global acting mother company and the continuous strive for innovation and leadership make PALFINGER MARINE a reliable partner ensuring the continuous support throughout the equipment's lifetime. The company's consumer-centric approach, that aims to offer the best solution for every individual customer, is the key for a successful cooperation. Thereby small- and medium-sized customers are served with the same level professionalism like big industry players.

## HIGH QUALITY PRODUCTS SUPPLIED ACCORDING TO RULES AND REGULATIONS

PALFINGER MARINE is deeply committed to serve the customer with high quality design, equipment and services in a professional way.

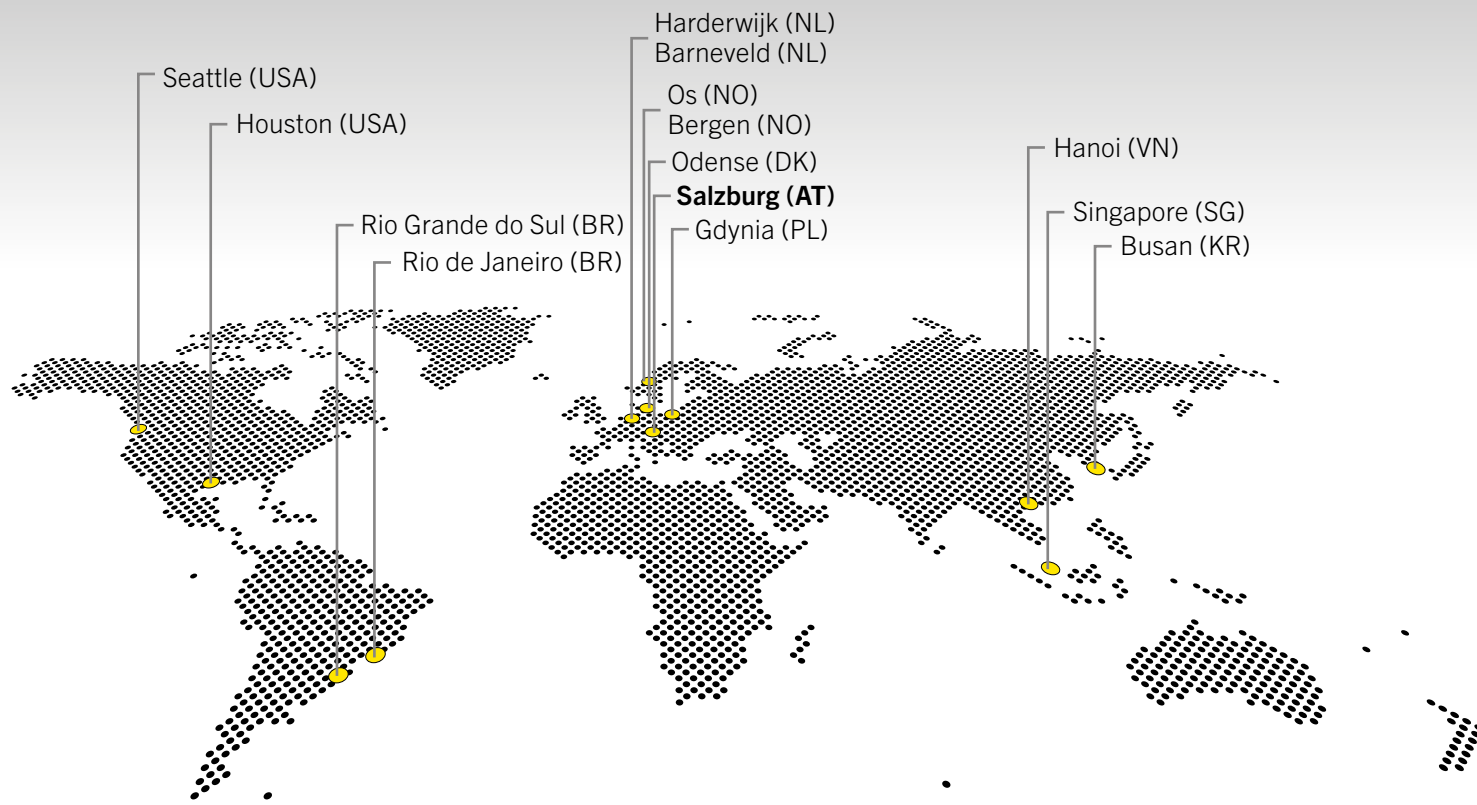
Experienced engineers and first rate HSE and quality systems ensure that all requirements are fulfilled during the entire process from design until delivery. All phases through the supply chain are performed in compliance with ISO 9001:2008 and manufacturing is done in state-of-the-art production facilities.

PALFINGER MARINE always aims to be in the forefront when it comes to meeting rules and regulations. All equipment and products are delivered according applicable requirements from class societies such as DNV-GL, LR, ABS, BV, RMRS, RRR, RINA, CCS, NKK etc., national and international regulations and standards like USCG, SOLAS, NORSOK, ISO EN 13852, API 2C to IEC Ex and ATEX directive, NEC and others in addition to customers own company standards.

A range of products for marine and offshore applications require third party certification. PALFINGER MARINE takes care of the total process of third party verification and certification in addition to applicable documentation.







## A GLOBAL SALES AND SERVICE NETWORK

PALFINGER MARINE is globally present with 14 fully owned sales and service hubs and more than 130 sales and service partners. The promise is to never let a customer down.

PALFINGER MARINE is based in leading maritime hotspots worldwide. This guarantees being close to the market in every way.

The steadily growing global service structure supported by the partner network of trained and authorised engineers ensures fast service and on site support for the entire product range, including the quick supply of spare parts.

# SEGMENTS

## ADVANCED SOLUTIONS FOR ALL SEGMENTS

OIL AND GAS  
OFFSHORE VESSELS

MARINE  
FISHING / FISH FARMING  
WORKBOATS / SERVICE BOATS  
MERCHANT

NAVY AND COAST GUARD

WIND





## OFFSHORE VESSELS

Vessels operating in the offshore and oil and gas market have very specific requirements when it comes to deck equipment and handling solutions. The PALFINGER MARINE product portfolio covers a wide range of customised cranes, winches, various lifting and handling equipment as well as life-saving equipment. Extensive experience in supplying equipment and continuous product development in combination with the worldwide service network and spare parts supply make PALFINGER MARINE the preferred partner for all types of offshore vessel and offshore service vessel projects.

## OIL AND GAS

For all vessels and rigs directly related to exploration and extraction of oil and gas at sea like drillships, FPSO's, FSO's, FSU's and different types of oil rigs and platforms, PALFINGER MARINE has a wide range of customised cranes, winches, various lifting and handling equipment in addition to life-saving equipment. The extensive product portfolio meets the high quality and safety standards required in the oil and gas industry and products are delivered according to prevailing rules and regulations like class requirements, the European ATEX directive, NORSOK, NEC, IEC etc.







# MARINE

## FISHING / FISH FARMING

## WORKBOATS / SERVICE BOATS

## MERCHANT

Based on many years of experience PALFINGER MARINE has developed a wide range of cranes, davits, boats as well as winches and various handling equipment to supply the marine market for all their lifting and handling requirements. The high level of standardisation guarantees easy installation and operation, a low level of required maintenance and quick worldwide supply of service and spare parts.

# NAVY AND COAST GUARD

PALFINGER MARINE supplies standardised and customised cranes, winches, davits, onboard slipways, stern entry systems and boats. All equipment is made to meet all the specific requirements for Navy and Coast Guard vessels. PALFINGER MARINE has an impressive track record of equipment supplied to international Navy and Coast Guard clients around the globe.







# PRODUCT PORTFOLIO

## AT A GLANCE

### WIND

PALFINGER MARINE offers a range of products especially designed for the wind industry. The product portfolio includes cranes for nacelles, platforms and substation/accommodation platforms in addition to life-saving equipment, deck equipment and handling solutions for vessels directly related to the wind industry.

MARINE CRANES



OFFSHORE CRANES



DAVIT SYSTEMS



BOATS



WINCHES



LIFTING AND HANDLING EQUIPMENT



BULK AND BUNKER HANDLING EQUIPMENT



WIND CRANES



AFTER SALES AND SERVICE





# MARINE CRANES

## PRECISION WITHOUT COMPROMISE



Marine cranes by PALFINGER MARINE are designed to meet the safety standards and extreme environmental conditions of the maritime industry. Decades of worldwide experience in producing cranes is the basis for the company's technical expertise, innovative strength and high quality products. As a global expert for marine cranes, PALFINGER MARINE continuously strives for further product development.

PALFINGER MARINE has developed a wide range of marine cranes to supply the marine market covering fishing and fish farming, work and service boats and merchant vessels. In addition to standard versions PALFINGER MARINE designs and manufactures cranes that meet unique customer requirements. Thereby operator-friendliness and ease of maintenance are always a priority.

### *Product Range*

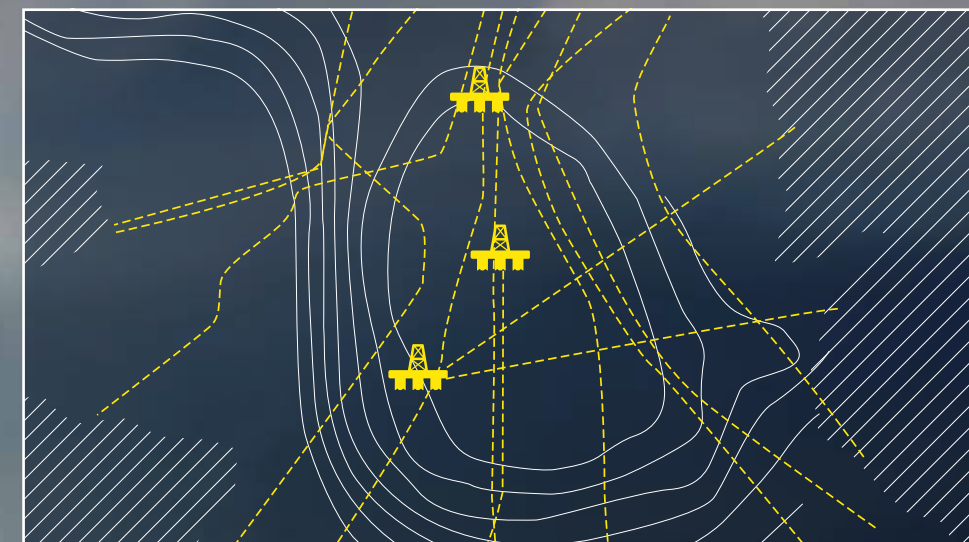
- ➔ Foldable knuckle boom cranes
- ➔ Stiff boom cranes
- ➔ Telescopic boom cranes
- ➔ Knuckle boom cranes
- ➔ Travelling cranes





# OFFSHORE CRANES

## BUILT FOR EXTREMES



Offshore operations require equipment with uncompromising reliability, efficiency and the highest degree of quality and operational safety. PALFINGER MARINE supplies customised offshore cranes that are designed to withstand the extremes of the harsh maritime and offshore environment. Offshore cranes by PALFINGER MARINE are suitable for all vessels and rigs operating in the offshore and oil and gas market like offshore vessels, offshore service vessels, special vessels, FPSO's, FSO's, FSU's and drillships in addition to different types of oil rigs and platforms.

Decades of experience, cost-efficient manufacturing in state-of-the-art production facilities and the use of high class materials and components guarantee the customer the best possible product. Offshore cranes are delivered according to class requirements and prevailing regulations like NORSOK, the European ATEX directive, NEC, IEC and others.

### *Product Range*

- Active Heave Compensated (AHC) cranes
- Wire luffing lattice boom cranes
- Travelling cranes
- Stiff boom cranes
- Telescopic boom cranes
- Knuckle boom cranes
- Foldable knuckle boom cranes









# BOATS

## PERFORMANCE UNDER EVERY CONDITION



PALFINGER MARINE designs and manufactures boats for the rescue and marine industry. The complete inhouse manufacturing process, from the first sketch to the final boat, guarantees highest quality and stability even in the most demanding maritime environments. All boats are designed as part of a complete rescue system, thereby davit, access and launching procedures are taken into consideration. Suitable davit systems are available for all boat types.

Great maneuverability, stability, innovative design and overall build quality are the keywords to describe the performance of PALFINGER MARINE boats. Apart from that customers profit from low costs of ownership and products that are in accordance with the high quality standards for marine environments.

### Product Range

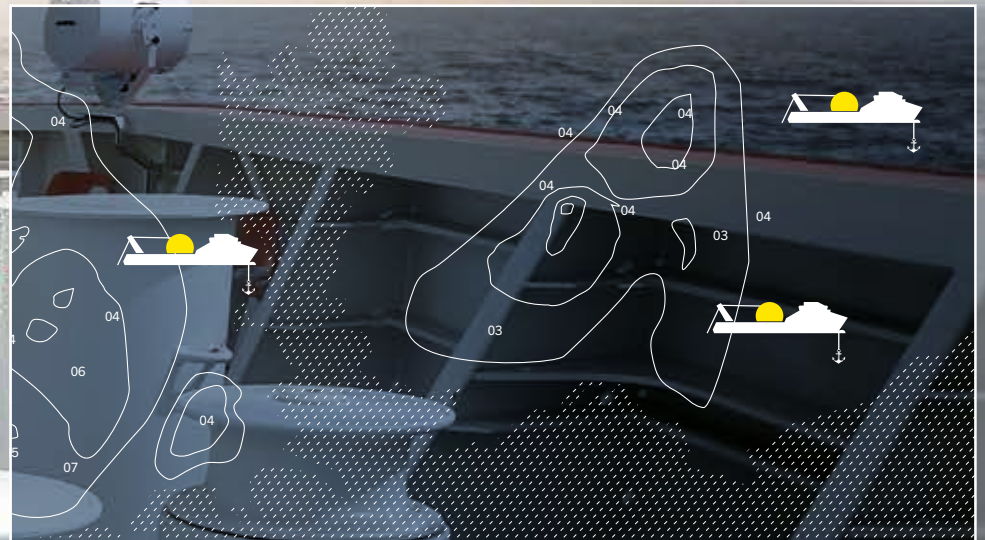
- (Fast) rescue boats
- Daughter crafts
- Workboats
- Life boats
- Free fall life boats
- Military and law enforcement boats





# WINCHES

## RELIABLE EQUIPMENT FOR THE HARSHTEST ENVIRONMENTS



PALFINGER MARINE has throughout the years developed an extensive range of winches in addition to advanced winch systems for offshore vessels, offshore service vessels, special vessels and oil rigs.

PALFINGER MARINE offers complete system design, engineering, production, testing and lifelong service for all products. The well proven, rugged design made by experienced engineers ensures trouble-free operation with a minimum of service required. The range of winches covers: anchor and mooring winches, anchor handling and towing winches in addition to various lifting and handling winches and storage winches.

By cooperating closely with design companies, customers, authorities and classification societies PALFINGER MARINE always aims to provide the best and most cost-efficient solution to customers whether it is for new builds, modification projects or special engineering projects.

### *Product Range*

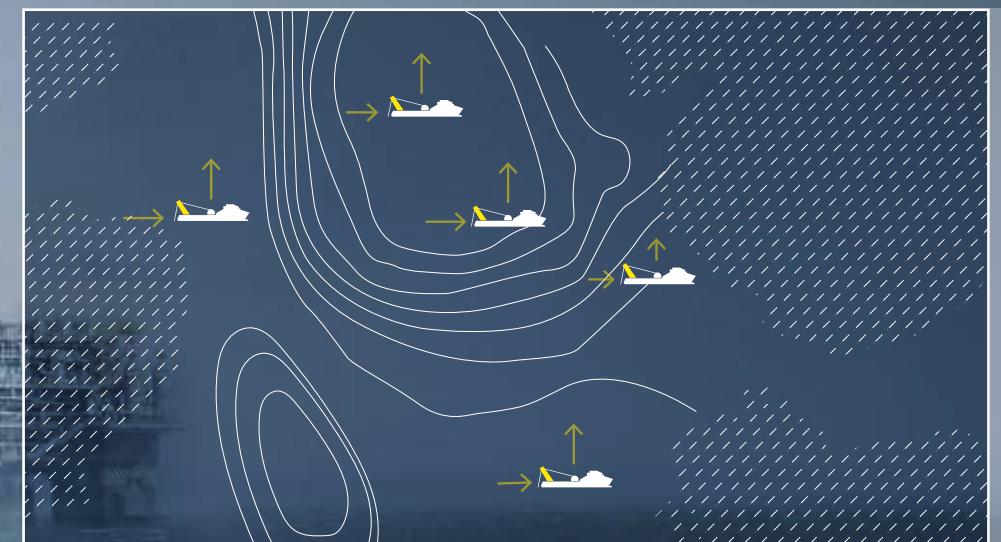
- A wide range of:**
- ➔ Anchor and mooring winches
  - ➔ Anchor handling and towing winches
  - ➔ Lifting and handling winches
  - ➔ Storage winches





# LIFTING AND HANDLING EQUIPMENT

## SAFE AND ACCURATE HANDLING OF LOADS



PALFINGER MARINE offers a comprehensive range of special lifting and handling equipment for various applications including A-frames, equipment for skidding and handling of modules, different kinds of launch and recovery systems, systems for securing cargo on deck and stern rollers in addition to various special equipment.

All products are designed and delivered according to project specific requirements with several options available. PALFINGER MARINE always focuses on personnel safety, accurate handling and easy maintenance for all products supplied.

### *Product Range*

- A-frames
- Stern rollers
- Launch and recovery systems
- Skidding and handling systems for modules
- Container and pallet handling systems
- Cargo securing systems
- Spooling systems





# BULK AND BUNKER HANDLING EQUIPMENT

## EFFECTIVE STORAGE, TRANSPORT AND LOADING



Effective storage, transport and loading of fluids and dry bulk materials used in the oil and gas industry is crucial to maintain continuous operations, increase safety and save costs.

PALFINGER MARINE offers a range of bulk and bunker handling equipment including all kinds and sizes of hose reels for vessels, oil rigs and land-based industry in addition to marine dry bulk handling systems for offshore vessels and drilling fluid handling and dry bulk handling plants for supply bases.

All equipment packages are delivered customised and according to applicable project specific rules and regulations.

### Product Range

- ➔ Hose reels and hose reel stations
- ➔ Hose securing systems
- ➔ Marine dry bulk handling systems
- ➔ Supply base solutions





# WIND CRANES

## EASY ACCESS IS THE PROMISE



PALFINGER MARINE offers lifting solutions especially designed for the wind industry. Customers can rely on years of experience in the field of wind technology. Innovative products ensure economic efficiency and maximum performance through the crane's lifetime. Cranes have a design life of 25+ years. A special surface coating and the use of high quality materials make PALFINGER MARINE wind cranes top quality products.

### Product Range

- Nacelle cranes: hydraulic foldable knuckle boom cranes, hydraulic compact telescopic cranes
- Blade access solutions
- Platform cranes: electric/manual fixed boom cranes, hydraulic stiff boom cranes
- Substation cranes: hydraulic stiff boom cranes, hydraulic knuckle boom cranes, electric/manual fixed boom cranes, hydraulic telescopic boom cranes





# AFTER SALES AND SERVICE

## AROUND THE CLOCK

## AROUND THE GLOBE

## FULL SERVICE



With more than 130 service stations worldwide PALFINGER MARINE provides comprehensive, customised and cost-efficient services to customers around the world. The global network of specially trained engineers and experts with extensive know-how and experience make PALFINGER MARINE a reliable and professional partner in every situation. Thanks to cross-training in the PALFINGER MARINE Group, PALFINGER MARINE engineers can service the entire product range.

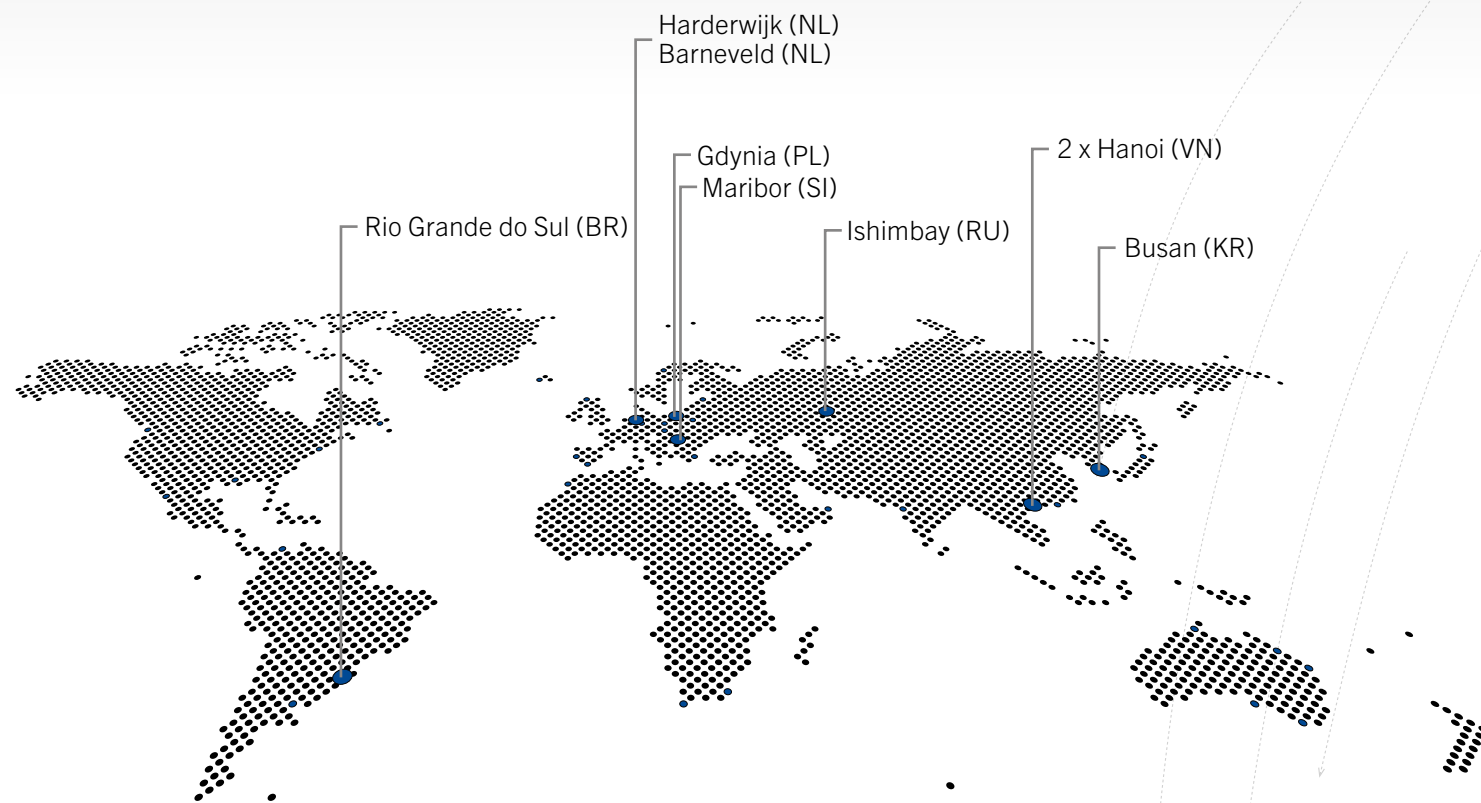
### *Scope of Supply*

- A global network of professional service engineers
- Individual service agreements
- Annual inspection and maintenance in accordance with latest legal conditions
- Worldwide spare parts, tools and consumables supply
- Training services
- Service management database for full technical documentation





# FULLY OWNED PRODUCTION SITES



# WHERE YOU CAN FIND US...

[WWW.PALFINGERMARINE.COM](http://WWW.PALFINGERMARINE.COM)



## DAVIT SYSTEMS

**52° 10' N 05° 35' E**

PALFINGER MARINE NETHERLANDS BV  
Ambachtsweg 10 | 3771 MG Barneveld  
The Netherlands  
T +31 34 24 22 10 5  
E [davitsystems@palfinger.com](mailto:davitsystems@palfinger.com)



## BOATS

**52° 20' N 05° 38' E**

PALFINGER BOATS BV  
Pasteurdijk 8 | 3846 BS Harderwijk  
The Netherlands  
T +31 85 48 68 200  
E [boats@palfinger.com](mailto:boats@palfinger.com)



## WINCHES & OFFSHORE EQUIPMENT

**60° 12' N 05° 26' E**

PALFINGER MARINE NORWAY AS  
Ulvenvegen 34 | 5210 Os | Norway  
T +47 56 30 32 80  
E [WOE.sales@palfinger.com](mailto:WOE.sales@palfinger.com)



## OFFSHORE CRANES

**60° 18' N 05° 20' E**

PALFINGER MARINE NORWAY AS  
Nesttunbrekka 97 B | 5521 Nestun | Norway  
T +47 55 33 36 50  
E [OC.sales@palfinger.com](mailto:OC.sales@palfinger.com)



## MARINE CRANES

**47° 49' N 13° 3' E**

PALFINGER MARINE GMBH  
F.-W.-Scherer-Strasse 24 | 5020 Salzburg | Austria  
T +43 662 4684 0  
E [info-marine@palfinger.com](mailto:info-marine@palfinger.com)  
E [wind@palfinger.com](mailto:wind@palfinger.com)



## WIND CRANES

**22° 57' S 43° 10' W**

PALFINGER MARINE DO BRASIL LTDA  
Lauro Muller 116, Sala 4403, Torre do Rio Sul  
22290-906 Botafogo | Rio de Janeiro | Brasil  
T +55 21 3189-8101  
E [s.barros@palfinger.com](mailto:s.barros@palfinger.com)

**29° 45' N 95° 24' W**

PALFINGER MARINE  
3410 West Dallas Street, Suite 242  
Houston, Texas 77019 | United States of America  
E [info-marine@palfinger.com](mailto:info-marine@palfinger.com)

**1° 19' N 103° 40' E**

PALFINGER ASIA PACIFIC PTE LTD  
79 Joo Koon Circle, 3rd Level  
629107 Singapore  
T +65 6861 2009 6555  
E [f.schnoell@palfinger.com](mailto:f.schnoell@palfinger.com)

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