



MERLO

NEWS INTERNATIONAL

Technical and sales information from the Merlo Group - Spring 2007

SPECIAL EDITION AUSTRALASIA



Welcome to a special Australasian issue of Merlo News International, the magazine dedicated to communicating the latest news to materials handling professionals the world over.

We are always happy to receive stories from readers, so please feel free to send your stories and pictures to the Editor. Inclusion is always at the discretion of the Editor, of course, but all materials will be returned if you wish.

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Merlo SpA Marketing Dept
 12020 S. Defendente di Cervasca, Cuneo - Italy
 Tel. +39 0171 614111 - Fax +39 0171 614100
 info@merlo.com - www.merlo.com

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Cover

Absolutely no doubt about this location! A brand new P38.10 pictured in Sydney harbour.

A huge opportunity for Merlo!

Merlo Group Australia Pty Ltd represents the first Merlo joint venture agreement outside Europe.

It also represents a substantial investment of course, and one that has only been made with a sure intent to succeed. Australasia is a small market by European or North American standards. But, it has seen substantial growth in recent years.

Merlo has been selling in Australia for many years, and made a significant reputation by winning a prestigious Australian Army contract for 128 machines some years back.

But, the secret to long term success has to be a strong factory presence. This is the only way to show local buyers that Merlo is serious about providing the level of support, technical and in parts supply, that guarantees a long working life and good resale values. Australians can tell many stories of the legions of European companies that have failed to make the connection between presence and continuing sales!

The customized premises in Welshpool, Perth are the most visible sign of this investment. Then, of course, there are the substantial Parts stock which has already arrived.

Work has already started on expanding a dual network of agricultural and construction dealers, with the recruitment of Dealer Development Manager, Peter Trevitt. And Service Manager Joe Cox (on the far left of the team photo below) has been in Italy being thoroughly updated prior to training Dealer Technicians on the latest products.



The Merlo Group's presence has already been noticed - the Dowerin Field Days is the largest outside plant and farm equipment show in Western Australia and the CINGO won the prestigious Elders Diggers and Loaders award last year!



1. Sales teams from Australia and New Zealand meet at the official opening of the new Merlo Group Australia Pty Ltd headquarters in Perth
2. The Elders Digger award, presented to the CINGO at the 2006 Dowerin Field Days!
3. Dowerin Field Day 2006, the largest farm show in Australia



MERLO GROUP AUSTRALIA PTY LTD - a huge new opportunity!

Managing Director Craig Puddy sees a future full of promise for the new Merlo Group Australia Pty Ltd.

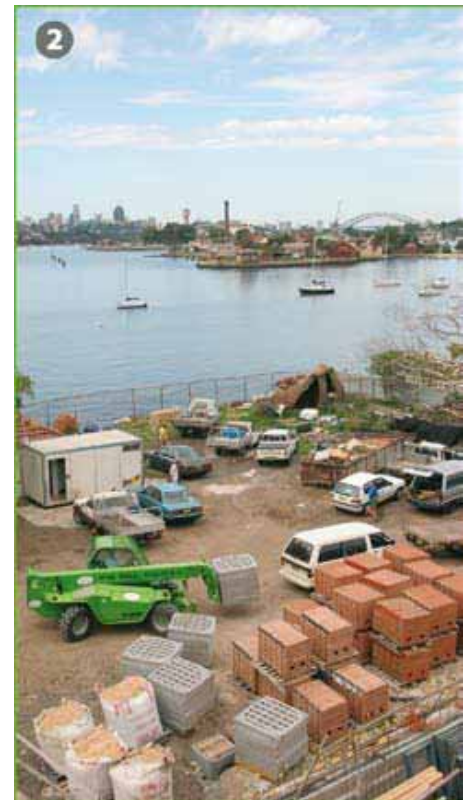
“We’ve had real success with the Merlo product over the past five years and already have strong dealers in the main centres of Australia. A factory presence here greatly strengthens our position as it shows a huge commitment to the Australian market.

As a sister company we have the tremendous advantages of direct factory support and investment. The new facilities in Perth mean an ongoing level of support that gives end users real confidence. Parts inventory in-country is an obvious benefit and we can provide a high level of dealer training - another big advantage for the end user!

Sixty per cent of the Australian market for telehandlers is agricultural and our biggest challenge is to complete a nationwide network of farm dealers, trained and enthusiast to sell and support the product. We’ve already recruited a Business Development Officer, Peter Trevitt, tasked with recruiting further professional dealers. He’s based in NSW, giving us additional corporate presence.



1. Craig Puddy sees a bright future
2. Panoramic P35.13K on hire in Sydney



The innovation and performance of the 2006 Turbofarmers and Multifarmers are second to none - we know that we’re ahead of the pack.

In the construction sector Merlo has the widest range of product and the most technically advanced. The ROTO MCSS machines are quite simply without match!

And, there’s more - Tre Emme and Cingo are the start of exciting new possibilities for us - and we just love the challenge!”

POWER FARMING WHOLESALE - very successful partners in New Zealand

Power Farming Wholesale has sold Merlo for over 5 years, taking close to 40% of NZ Telehandler Sales via a network of 18 Dealers.

It was born from Maber Motors - a small tractor dealership owned by Mr Laurie Maber. His son Geoff formed Power Farming in 1978 importing tractors & machinery nationwide. Geoff has 2 sons (Craig & Brett) with 10 years experience in the business. Powerful products, service and 24 hour parts support, wins close to 33% of all farm machinery sold in New Zealand.

Ken “The Merlo Man” Bill is the driving force behind Merlo. 34 years working with the Maber family (26 in service roles), he attributes their success to the dedicated support team; “The most important part of any sale is delivering the customer expert service deserving of the products we sell” he says.

He recently delivered the first Roto 40.25 MCSS in Australasia to Mr Noel West from the Bay of Plenty. An existing Merlo owner, Noel has seen vast opportunities in film production work (Merlo’s have already been used during production of Lord of the Rings, The Last

Samurai and the Nania series, amongst others).

Ken says Kiwi’s have a ‘Can do’ attitude - with Merlos set up as shelter belt trimmer’s, trimming up to 55 feet!

Merlo Telehandlers have made huge inroads into the aerial topdressing business. With specially adapted loader buckets and load weighing scales, fertilizer loading can be precisely monitored. Merlos load topdressing planes on private air strips in very out of the way places! With 14 Merlo setup as aerial top dressing loaders, New Zealanders probably lead the world in this innovative operation.

Ken says there are huge opportunities and Merlo have models to suit the needs of farming, transport and construction. - “Talk to existing Merlo owners and they will all agree, there is nothing within a bulls roar for performance to Merlo”.

3. Noel West and Partner Leanne accept their new ROTO 40.25 MCSS from Ken Bill (far right)
4. Griffin Ag-Air has one of 14 Merlos working in agricultural aerial top dressing application in New Zealand (Picture from RDS Technology)



New mainstream Panoramic construction range

Merlo's traditionally most popular construction handlers get a new cab, innovative boom redesign and uprated hydraulic systems

Merlo's Panoramic range now spans well over 20 models, offering lift heights from 6m to 18m and lift capacities of up to 10 tonnes.

Job sites commonly see telehandlers lifting to 17m, but the biggest-selling sector in the construction telehandler market remains the 12m-14m range.

It's also a sector in which Merlo has traditionally succeeded very well, based upon machines which were very compact, manoeuvrable and able to get into site situations which the bigger machines favoured by competitors simply could not reach.

Merlo designers have sensibly built upon the strengths of existing products, rather than starting out from scratch with an entirely new highlift range.

The new products are based upon two existing chassis designs - the 12m P35.12K and 13m lift P35.13K. From these two designs has been born four new models spanning the 12m - 14m classes.

The powertrain, including the Perkins engine and hydrostatic transmission, is retained - although a restyled engine cover gives a 'family' resemblance to the Deutz-engined ultra-high lift machines and Turbofarmers. Standard build machines utilise a naturally aspirated 64kW engine mated to a 25 kph transmission. But, the 'PLUS' build offers a turbocharged 74.5 kW motor and 40 km/h transmission, which will be attractive where long road trips are required.

The cab is completely new. Restyled, and with a much more attractive interior, it's certainly a comfortable and ergonomic place for the operator. And, with the Australasian climate in mind, there's a much more efficient aircon package available. This

is mounted high up on the rear of the cab and has a 35% increase in capacity!

Redesign of the front window and overhead guard means that it's much easier to have a clear view of the raised load - and removing a transverse member at the rear gives an even clearer rear view.

Also retained are Merlo's unique chassis sideshift on all models, and compact stabilisers on all except the smallest machine.

What is new, however, is a completely redesigned boom assembly and new hydraulic systems. The boom uses a novel extension mechanism which weighs less and concentrates its weight low down. The result is increased lift heights and a useful increase in lift capacity throughout the new range.

Whereas previous models used a 'piggy-back' twin ram pack, this new design has a single cylinder, greatly increasing the speed of extension and retraction - a big time saver!

... faster hydraulic speed, even better visibility and a comfortable new cab!

You can see from the photos that all the mechanism is retained within the boom structure - there are no external hoses or pipes to be damaged on-site. The lack of the external extension cylinder used by competitors also retains the fantastic all-round visibility for which Panoramic models are justly renowned.

'Load-sensing' hydraulic systems driven by a variable displacement piston pump are used throughout the new range and hydraulic operation is as smooth as ever. One of the beauties of a 'Load-sensing' system is that the engine and hydraulic pump rarely seem to be heavily loaded, resulting in quieter and more fuel efficient operation.

The standard hydraulic operating controls are the very well known and accepted twin '2 in 1' mechanical joysticks. The beauty of these controls is that the operator has a direct 'feel' as there are no electrics, cables or linkages between him and the valve block. As an option, a single lever control is now available, complete with proportional control of extension and attachments through roller switches.

These new Panoramic machines all utilise the fabricated Merlo

The brand new Merlo Panoramic P38.13 PLUS - 13m reach class but with the compact dimensions of much smaller machines!

3800kg maximum lift capacity with 101HP turbo engine and 40 km/h travel speed.

High lift performance that gets there fast!



built axle, so are equipped with sideshift and frame levelling as standard features. The easily recognised Merlo compact stabilisers are, of course, one of the reasons why Merlo Panoramic handlers are easy to use in the confined job sites so common today.

All-round visibility and compactness are hallmarks of the Panoramic range. For all of their extended lift performance, these machines are still shorter than their competitors. Little rear overhang means the 12m models are only 4.85m long - the same length as some competitors' 7m models! Even the largest 14m machine (P38.14) is still only 5.6m in overall length.

Still there, of course, is Merlo's near legendary 'Ring of Steel' protection. A solid steel bar, 70mm in diameter, protects the periphery of the machine from site damage and adds to the overall stability by keeping the centre of gravity down low.

The hydrostatic drive also helps by enabling the designers to keep the engine low, whilst the gearbox and drive components are up high and protected from obstacles. Of more obvious advantage to the driver is its

precision, ease of control and instant braking.

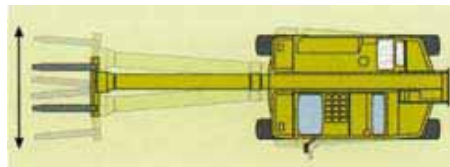
A lot new, but with the best retained - a sure recipe for success

for Merlo's latest Panoramics!

... the 12m machine is the same length as some competitors' 7m models!

CHASSIS SIDESHIFT - Merlo patent

Up to ±345mm of sideshift is available as standard on the P38.14 models, with no loss of payload or stability!



1. An uprated aircon for Australasia!
2. Merlo's legendary all-round visibility is even further improved by the revised cab design
3. Superb engine access - as you would expect!
4. Standard controls are Merlo's 2 in 1 joysticks



		P37.12	P37.12 PLUS	P38.12	P38.12 PLUS	P38.13	P38.13 PLUS	P38.14	P38.14 PLUS
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Max rated capacity	kg	3700	3700	3800	3800	3800	3800	3800	3800
Max lift height	m	11.50	11.50	11.60	11.60	12.60	12.60	13.60	13.60
Max forward reach	m	7.60	7.60	7.60	7.60	8.60	8.60	9.10	9.10
Lift height with full load	m	6.20	6.20	9.00	9.00	11.00	11.00	8.00	8.00
Forward reach with full load	m	1.80	1.80	2.70	2.70	3.00	3.00	3.30	3.30
Capacity at full lift height	kg	2000	2000	3500	3500	3500	3500	2500	2500
Capacity at full reach	kg	600	600	1000	1000	800	800	900	900
Engine type		Nat	Turbo	Nat	Turbo	Nat	Turbo	Nat	Turbo
Engine power	kW/HP	64/86	74.5/101	64/86	74.5/101	64/86	74.5/101	64/86	74.5/101
Max Travel speed	km/h	25	40	25	40	25	40	25	40

The “bees-knees” of handlers!

When Mirvac’s Craig Pebble moved to manage a prestige site in Perth, he had no local contacts for a telehandler ...

When Mirvac Senior Site Manager Craig Pebble was moved to Perth, to manage The Peninsula blocks of luxury apartments, he had no local contacts. A telehandler was one of the first pieces of equipment needed so a search of the Yellow Pages was the first order of business.



“I’ve been used to having telehandlers on site” said Craig “And they’re pretty much indispensable to a big contractor like Mirvac. I found three potential suppliers and invited them to come along. The agents for the type I’m accustomed to didn’t give me any confidence, in fact it was only the Merlo dealer who really seemed to appreciate my business needs.”

“I don’t care about the colour of the machine” he adds “This is just an essential tool and my major concern is downtime. Without the handler this site STOPS! The dealer is here within fifteen minutes of a call and there’s always a backup machine to fill in for a service or problem.”

There are seven towers, each with up to twenty two storeys, and there’ll be some 1200 dwellers when the site is finished. There’s little time for delay on this prime spot, overlooking the Perth golf club and the main city itself. After 15 months of working with his 16m P40.16KS, Craig is well pleased with its performance and the local dealer support he has received.

“The Ring of Steel is a great idea” comments Craig “and there’s easy access to anything that might need attention. The range of attachments is amazing and it doesn’t seem to be working at all hard around the site. We’ve had a couple of small problems but we’ve never been left without a machine.”

Craig’s regular driver summed up their experiences a little more succinctly “It’s the ‘bees-knees’ of handlers!”

1. Mirvac’s Craig Pebble (centre)
2. Mirvac’s P40.16KS showing its visibility!
3. Foster’s P40.17K with platform. Inset (l to r) Cameron Wade, Graeme Sara and Ken Bill from Power Farming.



2007 Ultra-high lift Panoramic models



	P40.16	P40.17
Max lift capacity	kg 4000	4000
Max lift height	m 15.60	16.70
Max reach	m 11.37	12.50
Overall length	mm 5575	5795
Overall width	mm 2400	2400
Overall height	mm 2510	2510
Operating weight	kg 10,300	10,400
Engine	Turbo	Turbo
Power	HP 102	102
Transmission		Hydrostatic
Travel speed	km/h 40	40

Nothing Else is as Strong!

Cameron Wade studied all the available telehandlers before choosing his 17m Merlo P40.17K last September and nothing, he says, was as strongly built as Merlo. Merlo has the “Ring of steel” providing low centre of gravity allowing maximum utilization of the machines capacity without being cumbersome like many of the others.

“And nothing else had the integral sideshift, the all round visibility or the huge range of attachments” he says. “Merlo seemed to really have their act together whilst the others were not serious.”

Foster Construction in Hamilton is owned by Cameron’s father and uncle, and the company

employs some 100 staff in commercial building developments such as the new Woolworths store at Chartwell in Hamilton. Cameron drives the 7km from yard to the site, so he’s also grateful for the 40km/h travel speed which was not available from the other suppliers.

Power Farming’s Hamilton Branch Manager Graeme Sara also supplied an FEM fork carriage, concrete skip, integrated control access platform and a jib and winch attachment. “It is” says Cameron “A fully specified machine but the speed, visibility and manoeuvrability provide the added confidence and safety on site.



ROTO - the Added Dimension

The ROTO adds the dimension of slewing -bringing stability for high lifts, operation in confined spaces and huge versatility!

Merlo were the first to build a swinging handler - the original ROTO was launched in 1991.

Now, the 10 ROTO models exceed 20% of production and Merlo still outsell all other brands, worldwide. There are simple ROTOs only a short step up from conventional handlers, as well as computer controlled machines lifting to more than 25m!

One, five-model family, of ROTO machines features Merlo's exclusive MCSS control system. On the flagship 25m lift 40.25 MCSS ROTO, even the cab tilts to give the driver the best view of the load at height.

The MCSS – MERlin Computerised Slew Safety system – brings new levels of safety and versatility to the ROTO. On other machines performance is restricted by the control system and stabilizer design. Most will work only with the stabilizers fully extended, and are limited to a predetermined range of attachments.

The MCSS is different - it does not need a predetermined theoretical load chart. Instead, the pressure in each stabilizer leg is measured continuously, and a stability calculation made some 60 times each second!

The exact position of the combined centre of gravity of machine and load is displayed on a digital screen in front of the driver. The overturning moment produced by this centre of gravity position is also plotted, as a proportion of the safety limit. If the centre of gravity approaches a potentially dangerous position, then visual and audio alarms activate and, eventually, further motion is blocked.

The driver can use the complete and practical capacity of the machine. He is no longer governed by a fixed and predetermined load chart. In some situations, it would be dangerous to use even the theoretical figure (for example, on soft ground or with a stabilizer partially deployed), but a conventional load monitoring system has no way of advising the driver!

The MCSS system, however, works with a 'virtual load chart' whose shape changes according to the conditions experienced by the load transducer in the stabilizer legs. The true capacity is available at all times. This is particularly important for platform use, as the capacity envelope can now be safely used up to its limit. On these new machines, the rated capacity of the platforms can also be used with a truly vertical wall lift, there's no need to reposition the machine.

The driver can also predetermine the working zone, avoiding dangerous or fragile areas. Both maximum working height and slew are controllable, leaving the driver free to concentrate on the working space.

The instrument panel is dominated by the MERlin display. It looks perfectly normal until you realise that the <Menu> button cycles screens never available before – both diagnostic and operational.

Sitting back into the very comfortable seat, another obvious feature is the multifunction controller mounted directly to the adjustable armrest, so it's always there, ready to hand.

Even attachments are becoming smarter. Equipment such as jib cranes are very easily damaged, because their rated loads are much less than the forces that the machine's hydraulics can deliver. Now, Merlo attachments 'talk' to the machine, blocking overloads. A small advance, that can be a major saving in costs and customer relations for a user!

1. The first ROTO 40.25 MCSS arrives in Australasia - complete with 11m SPACE platform!
2. MCSS cab interior showing MERlin display screen



First ROTO tunnelling rig

The Northern Gateway Alliance (NGA) chose a specialist roadheader tunnelling machine and a ROTO 40.18EVS to help complete the largest tunnel project currently underway in New Zealand.

"The ALPURT B2 motorway, which includes twin 350m dual lane road tunnels, is the largest infrastructure construction project on either island and will open in early 2009," says Tunnels Construction Manager Tony Pink.

A Merlo 40.18EVS ROTO is used for placing the internal tunnel section rings prior to concreting – it's the first tunnel-rig equipped ROTO in Australasia!

The 4 tonne capacity ROTO also has a 9m SPACE platform, intended for under-viaduct inspections, as well as the custom-built tunnel rig. Essentially a heavy-duty aerial work platform, it has a hydraulic manipulator built to place the unusual section tunnel rings.

"In fact," says Harry Reader, NGA Tunnels Mechanical Superintendent, "The ROTO is an indispensable part of site operations, as it combines rough terrain forklift duties with access platform and light lifting operations."

The site conditions are very heavy duty with steep grades and confined turning areas but the ROTO's traction and manoeuvrability have been more than equal to the job.



“No complaints about the food” says ex-chef



Belgian born ex-chef Marcel feeds the 650 milking herd of R & B Litchfield Ltd at Aka-Aka, 40km South of Auckland, with a P28.7KT.

The family owned 500 acre farm (with another 500 acres rented) grows its own grain feed for its milking herd, plus 200 replacement calves and 200 beef stock, so there is always a lot of work for the feeder. And, there are bales to be handled, silage to be made, feed pens to be cleared and a myriad of other tasks for this highly versatile machine.

“It is” says son John Litchfield “In use every single day and has already replaced a tractor. We tried a couple of other machines but, frankly, this looked to be the only one made for the job and the range of attachments for outstanding. It’s very easy to use, and even casual labour can very quickly be trained to use it safely and productively.”

The other things that impressed John, and father Ray, were the visibility and the road speed as they have run-off blocks to service.



“Unbeatable for safety as I can see all around”

Brisbane based Bruno Rebick saw an opportunity and bought a 17m P40.17KS. Eight months ago, he contracted to provide a materials handling service on Mirvac’s prestigious Ephraim Island

“They have a dry-hire smaller machine which everyone jumps onto” says Bruno. “But, I do the higher and more important lifts and that keeps me very, very busy”.

Working on the lower-rise area of the site means very constricted working, where the

First Merlo

Charlie Dolso bought the very first Merlo to be imported into Australia in 1992. He and brother Mario ran one of Sydney’s best known formwork companies for many years and are still both very much active in the industry.

They now own seven Merlo machines and the original 11m P30.11XS has now run some 19,000 hours! Both engine and hydrostatic transmission are the original factory-fitted units.

“Simply the best for manoeuvrability, vision and toughness!”



Merlo Heavyweights - t

The Merlo high capacity Panoramics offer exceptionally high capacities in a compact frame - ideal for Onsite Engineering’s Rob Nolan, who specialises in those structural engineering jobs that no one else can do!

“We built a unique treetop walk around Kings Park Bridge” says Rob “Designed solely around our 6 tonne Merlo P60.10 machines. No room for a crane in there, so we ‘walked’ the individual sections in with two Merlos. Minimal ground and ecological damage in virgin bush and sandy hills. Nothing else would look at it!”



in Australia



the jobs no-one else can do

One of OSE's machines is now working underground – on the southern line extension of Perth's metropolitan railway system, running in between the carriageways of the arterial highway.

"We are building a 7m x 20m station about 150m long" says Ron "And the Merlo handles and places heavy bracing tubes which support the walls whilst we dig down. There's nothing else around that's as compact and manoeuvrable down there – and the only trouble so far is a broken door handle!"



 Sideshift fantastic

John Collins has managed the MBC redevelopment site in Sydney, overlooking the harbour, for six months. His first Merlo machine was a 16m lift P40.16K.

"Fantastic machine" says John, "But then the next one was another make - also hydrostatic - but it was a real pain in the ****! It had no sideshift and was really slow."

So, he's pleased to have a Merlo back, although this is a smaller P35.13K. "I feel very confident driving this machine" he says, "It handles the steep ramp very well and I shifted twenty truck loads of broken bricks (this is a redevelopment of an existing old people's home) the other day using the bucket."

Based in Liverpool, MBC has developments throughout the Scalabrini Valley.



 "We can't cancel"

Hamilton's Mystery Creek Event Centre has invested in three Merlos in five years from Power Farming's Te Awamutu branch.

"This is the major event venue in the North Island," says Operation Services Planner Richard Ferdinands. "We can't cancel venues—Field Days alone bring in 135,000 visitors!"

Their Merlo P35.13K was purchased a year ago and run 800 hours. A custom attachment allows the P35.13 to lift blocks of seats and to rotate them into position.

"We tried other machines" says driver Aaron Ramsay "But they were all clumsy compared to the Merlo. It's compact and manoeuvrable and the controls give instant response."

This Merlo has special tyres, enabling working inside for the Boat and Car Shows (on carpet) and on grass. It is the backbone of the events operation that creates and it's in use all year round!

 Fantastic machine!

That's Sydney Forklift's driver Josh Cox's opinion of his Merlo Panoramic P40.16EVS.

It's one of two used solely on maintenance duties with Australian Railways, mostly at the weekends when the track is shut down.

"This is a real pressure job" says Josh "Any downtime causes huge costs as the track MUST reopen on time. We bought two machines in 2000 and they've worked around 2,000 hours without any problems except a broken accelerator cable."

Visibility is important when working in the

track area and the transmission, sideshift and levelling all combine to make positioning more accurate than with any other telehandler.

1. Still going strong after 19,000 hours - Charlie Dolso with his 1992 P30.11XS
2. The Litchfields (son John in the cab) and Marcel (left). Dog's name is unknown!
3. An atmospheric shot of Marcel at work
4. Inside one of Perth's Metro stations
5. Only the heavy jobs for OSE's 6 tonners!
6. Bruno Rebeck (left) loves his P40.17KS
7. Josh Cox's P40.16EVS
8. Placing seat rows at Mystery Creek
9. The Mystery Creek event team
10. John Collins placing precisely

7m & 10m Panoramic/Turbofarmers

Brand new designs bring up to 140HP and 'Load-Sensing' hydraulics to smaller Panoramic and Turbofarmers.

For 2007 there are no less than 20 Merlo models for the farm and construction 7m and 10m sectors.

Built upon two different chassis, 4 machines are construction based with the balance being Turbofarmers. Switching over to Deutz engines means this new range is turbocharged throughout - and four models have aftercooling, boosting power to a massive 140HP. That's nearly 22HP/ton of blasting farm performance!

'Load-sensing' hydraulic systems on many models heighten efficiency and the 140HP flagship models feature fully-proportional electronic 'fly by wire' controls. This is performance and ergonomic design at its peak.

This is a range full of choice - two engine options, gear pump or 'Load-sensing' hydraulics and two types of front axle. Merlo's unique sideshift/levelling front axle gives half of the models the increased flexibility of built-in sideshift.

Uniquely to Merlo, two types of optional suspension systems are available - the fixed axle machines can have nitrogen accumulators placed in the boom lift cylinder circuit, whilst sideshift models have the option of Merlo's EAS - electronic active suspension. More

comfort, more speed and less lost load!

Oh yes, and there's a brand new cab, with even more glass area than before, improved ventilation and a boosted air conditioning option. Not only do these machines perform, they'll be the best there is in driver comfort.

TURBOFARMER PANORAMIC

	Max capacity kg	Max lift height m	Power HP	Hydraulic system	
P34.7	3400	7.00	102	Gear	FIXED FRONT AXLE
P34.10	3400	9.70	102	Gear	
P34.7 PLUS	3400	7.00	102	Gear	
P34.7 TOP	3400	7.00	102	LS	
P34.10 PLUS	3400	9.70	102	Gear	
P34.10 TOP	3400	9.70	102	LS	
P37.10	3700	9.70	140	LS	
P37.10 TOP	3700	9.70	140	LS-FS	
P40.7	4000	7.00	140	LS	
P40.7 TOP	4000	7.00	140	LS-FS	
P36.7	3600	7.00	102	Gear	SIDESHIFT/LEVELLING AXLE
P36.10	3600	9.70	102	Gear	
P36.7 PLUS	3600	7.00	102	Gear	
P36.7 TOP	3600	7.00	102	LS	
P36.10 PLUS	3600	9.70	102	Gear	
P36.10 TOP	3600	9.70	102	LS	
P38.10	3800	9.70	140	LS	
P38.10 TOP	3800	9.70	140	LS-FS-EAS	
P41.7	4100	7.00	140	LS	
P41.7 TOP	4100	7.00	140	LS-FS-EAS	

LS = Load-sensing LS-FS = Flow-sharing
EAS = active front axle suspension standard



1 & 2 The new office - more room, more vision, more comfort! Single lever joystick with proportional controls - 'Load-sensing' on PLUS & TOP models.



Water the Key

It's only water availability that limits the growth of Turbofarmer user Colinton Station.

Located 110km north-west of Brisbane, Esk is a pleasant, green, leafy and historic town. The area was settled by European pastoralists in the 1840s after the New South Wales Government had opened up the land around the penal colony at Moreton Bay.

Colinton Station is a 2500 acre estate which owner David Wallader has partially turned to lucerne production since taking over the farm five years ago. Coming from a banking environment, and advising extensively on farming matters, David understands very well the advantages of mechanization.

"I'd originally planned a very modern dairy unit" says David "And had included a telehandler which, to be frank, is an essential tool in my view. We currently have 664

cattle (500 breeders) and 224 acres turned to lucerne production, which is proving an extremely successful crop. Our Merlo is a vital ingredient in running the farm - we are looking to acquire more land in the near future and I'd prefer to buy a Multifarmer for that, rather than a conventional tractor, and save one machine."

Lucerne is a fascinating legume with a 5-6 year production before replanting.

David reckons to get 10 cuts per year from land with underground irrigation. Water is the key, of course, and he has a water licence for 91ha. To give some perspective of the job in hand for David's P28.7 EVS Turbofarmer; 10 cuts equates to 90,000 bales every year!

This 2000 machine has now run some 3,600 hour and driver Nathan says it "never

misses a beat". David's original choice of a Merlo machine was based on the vast range of attachments and the competence of Brisbane dealer, Earthquip. In fact, his line up of equipment would do justice to a dealer's yard, ranging from the obvious bale forks and grabs to a winch and even a full man platform (invaluable for maintenance).

3. Colington's David Wallader (cab) with David Border of Earthquip



The Multifarmer² gains a nice new office!

Merlo's unique handler/tractor combination also gets the new cab treatment.

The Multifarmer amazes doubting lookers. It's a quite unique combination of tractor and telehandler!

A superb telehandler, it offers a 3t capacity and maximum lift heights of either 6.0m or 8.55m with a three section boom.

And, it's just as good as a 100HP class tractor. Unlike any other telehandler, it has a 4300kg lift three point linkage and a direct drive PTO rated at 102HP!

The secret is in its Merlo-built axles. Both are free to oscillate, controlled by a locking cylinder. In telehandler mode the front axle is locked - giving the stability needed to lift 3000kg safely. In tractor mode the rear axle is locked, allowing for tractor-like draft performance.

The Multifarmer² has the same cab as the latest Turbofarmer - the seat even slews 20 degrees to give a better draft view.

TOP² models have the MERlin digital display incorporated into the instrument panel. It also includes full draft control of the rear linkage, plus regulation of PTO torque, forward speed etc - all through the screen display.

CLASSIC² models lack draft control and electronic regulation of the PTO and forward speed. Conventional instruments display engine parameters, there are conventional switches for electrical circuits, with speed and PTO regulation via manual switches.

As in the new Turbofarmers, there is a new air conditioning option. Fixed the rear of the cab roof, it has a 35% increase in condenser capacity and is drawing air from a cleaner and cooler point.

1. Neatly adapted 60 teat calf feeder, ready to drop into position
2. 25% of this Multifarmer's work is using the three point linkage. Inset - owners Murray and Christine Ferris

INSTRUMENTS & CONTROLS

MULTIFARMER TOP²

- 1 MERlin display panel
- 2 Interactive menu buttons
- 3 Forward/reverse selector
- 4 High/Low range
- 5 Joystick controller
- 6 Lighting control



"Merlo makes a great machine!"

That's Murray and Christine Ferris's opinion of their 30.6 Multifarmer and it would be very difficult to find two more enthusiastic and satisfied users anywhere in the world!

It has, quite literally, transformed the working process at Piriaki Farms in Taumaruni, 200km South of Hamilton. It has saved both manpower and machinery – "A slightly smaller farm would have no need of a separate tractor" says Murray.

Their 170 hectare main unit is an all-grass system with 560 milking cows, a stocking rate of 3.1 cows/ha. They also have some 140 replacement heifers and 140 bull calves, so there is no shortage of work for the three full time workers.

Murray estimates that 25% of the machine's work requires the three point linkage and PTO; "We have a 16 cubic metre silage feeder and have used a spray tank and 7 disc Kuhn mower on the back" says Murray "And we've adapted a local Pearson grader blade so we grade and maintain all the races on the dairy block. We load about 1000 tonnes of pumice annually for race maintenance."

Two other inventive adaptations make common tasks a single man operation. An 800 litre 60 teat calf feeder has been fitted with fork pockets so that it can be lifted over a hedge and dropped neatly into a field. At the end of the feed it is simply lifted out, obviating the need for controlling and stressing the calves during the process. Similarly, a calf tray holding 20-30 calves can be picked up and the calves transported and unloaded without further handling.

"It's just in use all the time" says Chris "Obviously there's a lot of simple pallet work unloading calf meal, but it pulls up/posts, it's wonderful for trimming trees, handling and stacking bales and makes a really neat job of squaring up the silage stacks, making covering much easier."

As there's a run-off block 2km from the main farm, the 40kph road speed is useful and Murray appreciated the Boom Suspension option for travelling on bumpy roads. Murray's final comment?

"Awesome – I'm a really happy customer!" Can't say any more than that.



“Quite the most impressive factory that I have ever seen!”

The typical reaction of the average visitor to the factory; Merlo still makes more of its product in-house, and with greater mechanisation, than any other handler manufacturer.

Like many visitors, I was amazed when I first saw the main Merlo plant in Cuneo,” says Craig Puddy.

“Recent years have seen huge changes. In 1994, 350 people produced around 4 machines each day. Now, just over 800 are making an amazing 23 handlers daily, plus Cingos, TreEmme forestry machines and attachments. By any reckoning that is an immense production change.

The key has been reinvestment, with some 14% of turnover returned every year, providing the R and D, and the mechanisation needed to run a modern plant. Designs start on computer, are broken down into components by computer, and are transmitted to the production plant by yet more computers. Fully ten percent of Merlo’s staff are professional Engineers – an amazing proportion by normal standards of the industry!

Last year alone saw more than AUS\$30 million invested at Cuneo, from a brand new laser cutting line, through NC bending and cutting-edge (no pun intended) automatic welding lines that are capable of loading their own parts, holding them in place, and welding them completely - all without human intervention, jigs or fixtures. This technology is so advanced that the Merlo production team believe they are the first to use it for off-highway equipment. Each line costs an impressive AUS\$4 million, so this level of engineering doesn’t come cheaply - all part of the drive to further increase quality.

The boom assembly plant includes all components of boom fabrication. A new AUS\$17 million laser cutter line cuts parts to an amazing accuracy of one tenth of a millimetre. This sets the scene for the most accurate production of booms in the business. Robot bending and welding produces highly square parts, made for maximum strength.

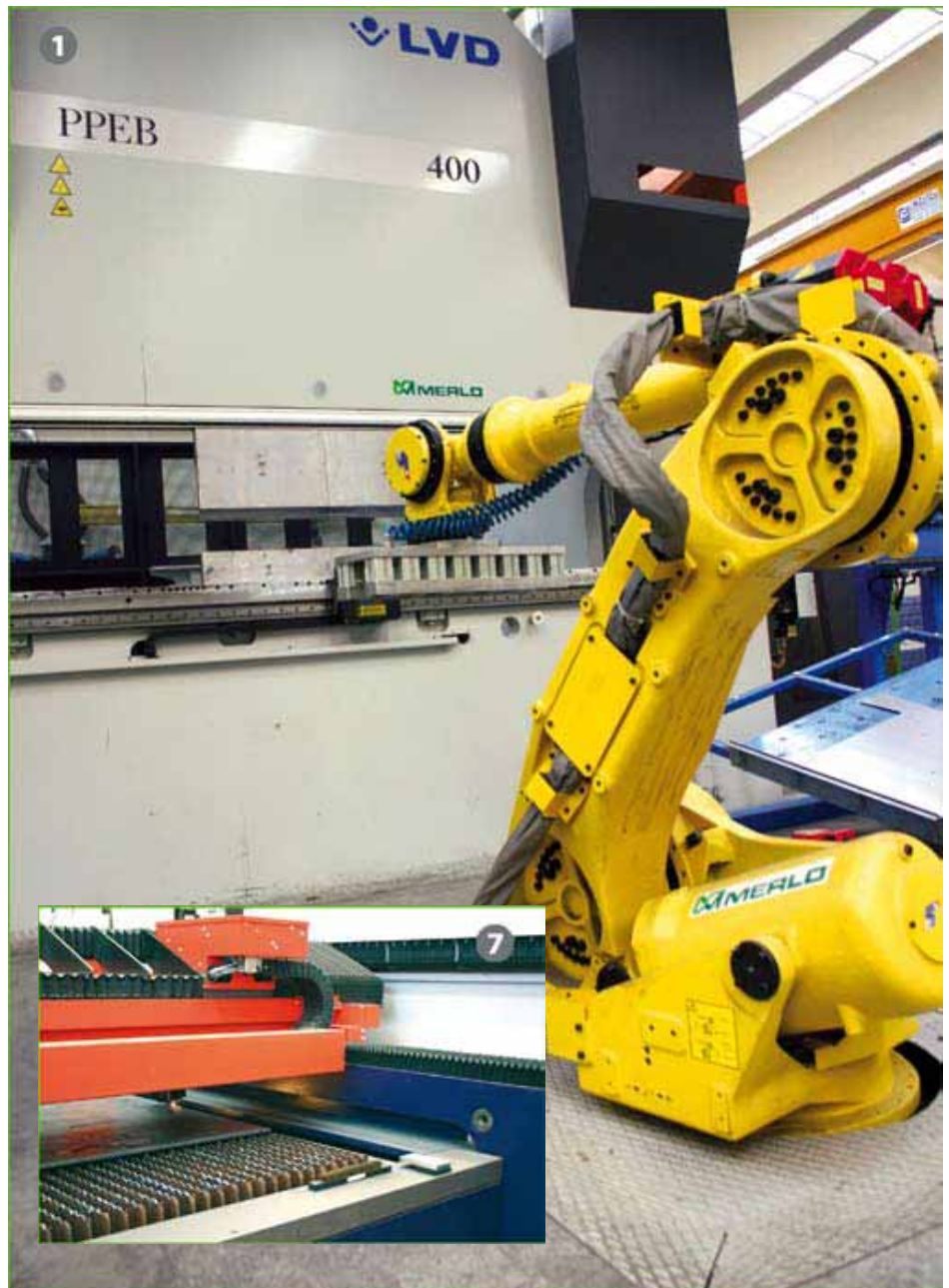
The final step is an automated powder paint process. Shot blasting provides deep cleaning and an excellent paint key. After air cleaning, a water-based primer is followed by an electrostatic application of a polyester powder, ‘baked’ at 200°C.

A brand new axle machining centre is in production - self-contained within protective guarding, this dual-workstation machine has replaced a whole area of the factory, producing fully machined axle casings.

After-sales support has been strengthened by the introduction of a bank of nine computer-controlled storage carousels, storing up to 30,000 parts at any time. There are another three devoted entirely to storing literature, in as many as five different languages.

A dedicated Service Training facility provides multi-lingual training for dealer technical staff, including full size workshops and simulators for sophisticated electronics.

With enlargement into a new area adjacent to the main plant, total covered area will soon exceed 1,000,000 ft² - reaching 6,000 machines pa by the end of 2006. And, opened in 2006, is a 4 acre demonstration, operator training and research centre at the rear of the site. Complete with viewing arena and test tracks, it is approached via a tunnel under the roadway, and will offer a truly magnificent experience for future factory visitors!





1. This robotic bending machine puts the bend in many steel panels
2. The automated boom production plant cuts, forms and joins boom assemblies before shot blasting and powder painting
3. A complete Panoramic chassis starts its trip around the brand new shot blast and powder paint plant
4. This bank of computer-controlled storage carousels helps supply a next day service of After Sales Parts
5. This completely automatic transfer line welds together the rear pivot assembly for Panoramic handlers - without any jigs or fixtures!
6. One of six assembly lines
7. Laser cutting components to an accuracy of 1/10 millimetre
8. The brand new CFRM demonstration, training and research centre.





“It’s what we DON’T do that’s really important!”

Tre Emme produces a range of forestry tractors, and a Queensland contractor reports a 40% increase in production!

Environmental Land Clearing operates throughout New South Wales and Queensland, based near Sydney.

Owner Michael Black says that although many people can offer tree felling and site clearance on a contracting basis, he specialises in doing as little damage to the ground as possible. That’s why he has just taken delivery of the first 280HP Tre Emme MM280B forestry tractor in Australia, together with an Italian FAE300U-225 hydraulic mulcher.

“It fits in between our three tractors with very light mulchers and the mega-mulcher track driven machines” says Michael. “So, although there’s plenty of hydraulic power available the prime mover is still light and manoeuvrable, causing very little damage to the surface. It might seem that a tracked machine is the ultimate in low ground bearing pressure, but as soon as it hits a tree stump most of the track is raised off the surface and the remainder is now at a high pressure – the wheeled machine just rolls over the stump!”

At just under 9000kg and boasting 480 bar pressure PTO, the MM280B is a highly manoeuvrable power house and its hydraulic power take off eliminates prop shafts and couplings which can be reliability issues. According to Stuart, the most import cost saving is knowing that he can go straight off to the next job rather than spending time fixing the machine!



“You’re sitting right up where the action is” says Michael “And the joystick control makes the machine very easy to drive. A real safety feature is that the hydrostatic drive means that the machine stops instantly when the controls are released, there’s no roll-on as there is with torque converter.”

“So far, we’re seeing a 40% increase in performance with little if any increase in fuel consumption at 25 l/hr. That’s a huge improvement in productivity and we’ve only just started to explore its use.”

Merlo Australia’s General manager, Clayton Taylor, says that based on the success of this unit, a second MM280B arrived in late 2006. “It will also headed to Orange, NSW to an Environmental Land Clearing company who currently uses modified ag tractors. We took



him to see the MM280B in action and he was more than impressed!”

1. Michael Black’s Tre Emme MM280B showing what a 480 bar PTO can do!
2. Michael (left), Joe Cox (Merlo Australia Service Manager) and Earthquip’s David Border (right)
3. Clayton Taylor (left) explains the finer points of a Cingo during the 2006 Perth Dealer Open Day

CINGO

“Cingo must be Aussie for Versatile!”



The Merlo group’s latest product made a big hit at the Tradesman’s Expo.

Cingo caused quite a stir when it was shown to the sales team in Perth, and then to the Public at the 2006 Tradesman’s Expo.

A range of tracked carriers, ranging from 400-1000kg capacity, these little power houses are distinguished by their unique ability to almost instantly swap between a vast range of attachments - skips, concrete mixers, sprayers, tillers - the list goes on and on.

Visitors to the Expo got the first glance of the Cingo H200 - a 200kg telehandler derivative based on the 1000kg M10 base carrier.



“This extends the use of this type of machine fantastically” said one visitor, “Why didn’t someone do this before?”

There are a mini-excavator and even a 6m aerial platform derivative, both of which can be converted into a ‘standard’ Cingo in about five minutes!

New COMPACT range set to win Down Under!

Compact dimensions and high manoeuvrability are really essential in many applications. At only 2m wide and 2m high the new COMPACT range will be certain to appeal.

There is an old idiom that 'if it looks right it is right'. Everyone who has seen the new 2006 COMPACT range agrees that they certainly look right!

Maintaining the compact dimensions and manoeuvrability of the P26.6 family, but with the new style cab - remember that the P26.6 still had the narrower EVS cab - and the Deutz engine, both from the new Turbofarmer.

That meant a complete chassis redesign, moving the boom off of centre, with Multifarmer-style moving mudguards.

The boom design is also completely new. Like the other new Merlo booms, all hydraulics are mounted within the boom, leaving nothing external to be damaged or restrict vision.

And the range now includes a three section boom, giving the Compact family a class beating 8.20m lift height for the first time - and on a machine that can be as low as 2m!

There are eight models, with two lift heights, two cab heights, two types of hydraulic system and two transmissions. Low overall height is a requirement in both farm and construction applications, but farms need high power and higher speed, whereas the construction application is typically underground work, where these are not important.

The turbocharged four cylinder Deutz engine of 74.9 kW (102HP) is used throughout matched to a hydrostatic transmission. The increased engine power gives all these variants a truly sparkling performance.

At 995mm the cab is the largest in this machine size. A smart new instrument pod gives a clear and modern interior. The single lever joystick control provides direct control of the lift and crowd functions, with electrical proportional control of extension and attachments via roller type buttons.

The traditional Merlo visibility is there, even on the low cab models, as are the huge range of attachments.

They look right, and these new Compact machines are certain to become some of Merlo's most successful machines yet!

Reliability the key for Contractors

Hot, intense work means that reliability is the key factor for this Queensland farm contractor, and his low profile P26.6 LPT delivers!

Stuart Arthy provides a contract shed cleaning service to chicken farmers in Queensland. His customers vary from small farm units to the largest poultry suppliers such as Ingham or Bartter.

"We put on around 800 hours per year" says Stuart, "But the use is very intensive and concentrated with temperatures up to 50 deg C in the sheds, so good cooling is a concern."

Before his P26.6LPT low profile machine, Stuart ran another torque converter machine and had many reliability troubles. "We tried another hydrostatic machine as well and that was appalling" says Stuart "It overheated within an hour. But, we've only once had a trace of a problem with the P26.6 and that was simply because the radiator was blocked. We just clean it once a week or so whereas, along with the air filter, we constantly had to clean the radiator of that other machine."

Sensible design, along with more than adequate cooling is the secret of a good hydrostatic transmission. As Stuart confirms, it has the great advantage of being resistant to operator abuse - there's little the driver can do to overload it whereas a torque converter

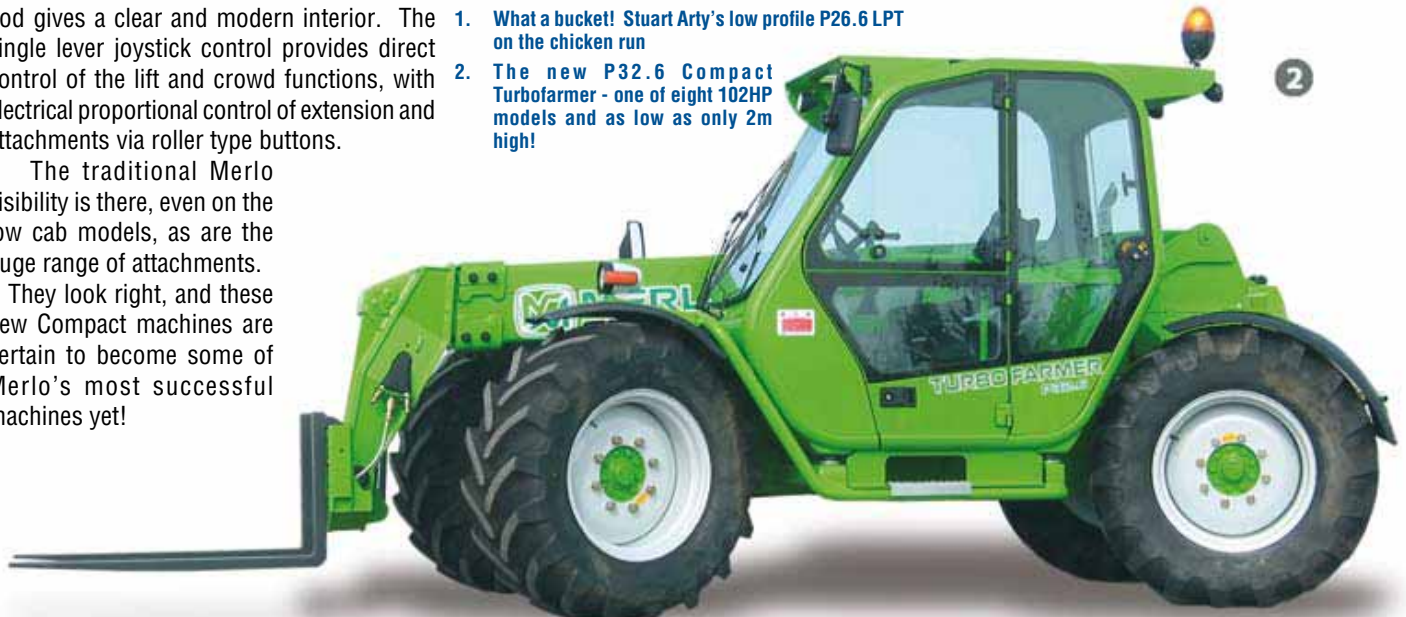
drive is easily over loaded, causing rapid heating.

Broiler shed units run on a 9 week cycle. Although this unit at Park Ridge, Brisbane was only 150m long, the bigger multiple units can be four times as long. With its 2.5m³ bucket the 100HP turbo-engined P26.6 can push straight through the shed making easy work of collecting the chicken litter and loading into trucks.

"In fact" says Stuart "We don't really need the turbo as it only gives us the 40 kph road speed and we never road the machines. When we had the demo of this machine it was a normally aspirated 84HP version and it ran rings around the turbo competitor!"



1. What a bucket! Stuart Arthy's low profile P26.6 LPT on the chicken run
2. The new P32.6 Compact Turbofarmer - one of eight 102HP models and as low as only 2m high!





The supremacy of ideas

ROTO



CINGO



DBM



TURBOFARMER



TRE EMME

MULTIFARMER



PANORAMIC

 **Merlo Group Australia Pty Ltd**
27 Colin Jamieson Drive
Welshpool WA 6106
Australia
Tel: 08 9358 3110
Fax: 08 9358 4110

 **Power Farming Wholesale**
86 Thames Street
Morrinsville
New Zealand
Tel: 07 902 2284
Fax: 07 902 2205

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