



b.o.b. Sistemi Idraulici S.p.A.

lift your life

PRESENTATION

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B.O.B. SISTEMI IDRAULICI S.P.A.

- BORN IN 1976
- LOCATED IN THE NORTH WEST OF ITALY
- FAMILY RUN COMPANY
- BUSINESS VOLUME:
 - 30 MILLIONS OF EURO
 - PRODUCTION OF 1.600 UNITS PER YEAR



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WHO WE ARE

Born in 1976 as a trade company, B.O.B. Sistemi Idraulici S.p.A. follows from its origins the development of the market created by waste management and recycling, starts its life as manufacturer in the '80's and becomes immediately a national and international protagonist in the production and distribution of hooklifts.

Still today B.O.B. Sistemi Idraulici S.p.A., the first Italian company in the field achieving the UNI EN ISO 9001:2000 certification, is a point of reference in Italy and abroad, from Far East to all Europe as from Australia to South America.

Always distinguished by the use of noble materials, preferring resistance and lightness, B.O.B. Sistemi Idraulici S.p.A., keeps his target "QUALITY" as red thread of his thirty years old history.

A production aiming at 1600 units of hooklifts a year, a surface of 75.000 m², the big range of products, the experience and the modern Management make this company without any doubt a reference point in the field.

OUR PRODUCTS

- HOOKLIFTS
- TRUCK LOADERS / RECYCLING CRANES
- SKIP LOADERS
- TRAILERS
- CONTAINERS
- COMPACTORS
- INTERCHANGEABLE SYSTEMS
- AGRICULTURAL TRAILERS
- SPECIAL EQUIPMENTS



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OUR TRADEMARKS



Original trademark for hooklifts and truck loaders / recycling cranes



Original trademark of the market incrementation in the North of Europe (DIN normative)



Original trademark of the Italian-French society of distribution and production for the French area



Original trademark for Agricultural Trailers.



QUALITY CERTIFICATION



DET NORSKE VERITAS
QUALITY SYSTEM CERTIFICATE

Certificate No. **CERT-09968-2001-AQ-TRI-SINCERT**

Si attesta che / This is to certify that
IL SISTEMA QUALITA' DI / THE QUALITY SYSTEM OF

B.O.B. Sistemi Idraulici S.p.A.
Regione Oltre Rea, 61 - 12060 Monchiero (CN) - Italy

E' CONFORME AI REQUISITI DELLA NORMATIVA
HAS BEEN FOUND TO CONFORM TO THE QUALITY SYSTEM STANDARD

UNI EN ISO 9001:2000 (ISO 9001:2000)

Questa certificazione è valida per il seguente campo applicativo:
This certificate is valid for the following product or service ranges:
(Ulteriori chiarimenti riguardanti lo scopo e l'applicabilità dei requisiti della normativa si possono ottenere consultando l'organizzazione certificata)
(Further clarifications regarding the scope and the applicability of the standard(s) requirements may be obtained by consulting the certified organization)

**Progettazione, produzione, commercializzazione e assistenza di allestimenti,
attrezzature scarrabili e gru per veicoli industriali**

Design, manufacture, trade and assistance of equipment, hooklifts and loaders for industrial vehicles

<i>Lungo e data</i> <i>Place and date</i> Agrate Brianza, (MI) 2002-08-09	<i>Data Prima Emissione:</i> <i>First Issue Date:</i> 2001-12-31	<i>per l'Organismo di Certificazione</i> <i>for the Accredited Unit</i> Det Norske Veritas Italia S.r.l.
Lead Auditor: Curti Massimiliano Settore EA: 18	SINCERT EN 45012 Registrat. N. 003A	 Leonardo Omodesu Zarlani Management Representative

La validità del presente certificato è subordinata a sorveglianza periodica (ogni 6, 9 o 12 mesi) e al riesame completo del sistema con periodicità triennale.
The validity of this certificate is subjected to periodical audit (every 6, 9 or 12 months) and complete re-assessment of the system every three years.
La validità del certificato può essere verificata visitando il sito web www.dnv.it o www.dnv.com - Validity of Certificate can be verified visiting web site www.dnv.it and/or www.dnv.com



- **Headquarters – Production Site 1**

B.O.B. Sistemi Idraulici S.p.A.

Reg. Oltre Rea, 61-12060 MONCHIERO

Tel. (+39) 173 780002-3

Fax (+39) 173 780700

- **Headquarters – Production Site 2**

Reg. Oltre Rea, 2 -12060 MONCHIERO

Tel. (+39) 173 780002-3

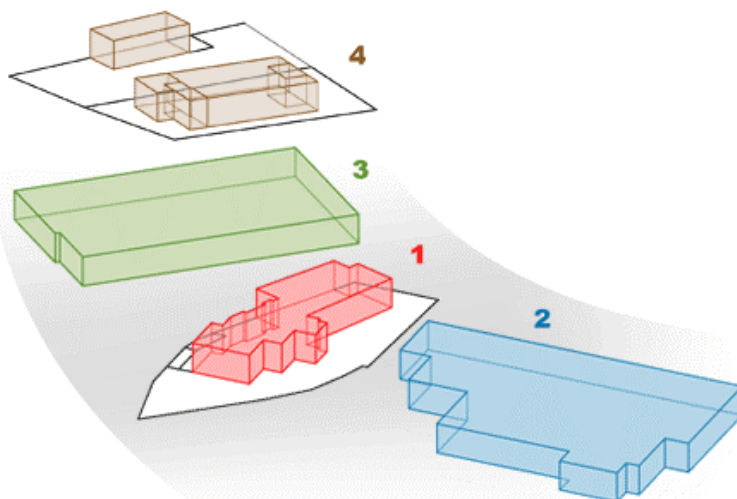
Fax (+39) 173 780004

- **Crane Production – Site 3**

Via Borgonuovo, 184 –12060 MONCHIERO

- **Agricultural Trailer Production – Site 4**

Valle S.Carlo 41-12040 PRIOCCA



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HOOKLIFT ITALEV SERIES "LIFT" ARTICULATED ARM

LIFT 3 – LIFT 6 – LIFT 8 – LIFT 10* – LIFT 14* – LIFT 16* – LIFT 20



- Hooklifts with articulated arm
- Hook heights:
900 - 920 mm
1425 / 1570 mm – 1460 / 1570 mm.
- For trucks with 2 axles:
Up to 10 tons G.T.W. (LIFT 3–6–8)
- For trucks with 2 axles:
From 10 tons up to 18 tons G.T.W. (LIFT 10–14–16)
- For trucks with 3 axles:
From 18 tons up to 26 tons G.T.W. (LIFT 16-20)
- Arm run from 980 mm to 1.200 mm

- Great angle for container loading
- The equipment with 3-6-8 t lifting capacity is realized with a single central cylinder for container loading, unloading and tipping operation.
- Automatic sequence for opening of the hydraulic locking to retraction of the articulated arm
- Equipment suitable for microcollection
- *Special equipment (no standard)

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HOOKLIFT ITALEV SERIES "IT" TELESCOPIC ARM IT8-IT10-IT12-IT14-IT16-IT18-IT20/6 20/7-IT26/6 26/7- IT30/6-IT35/6



- Hooklifts with telescopic arm
- Hook height 1425/1460/1570 mm
- Hook with mechanical security
- For 2-axle trucks 4x2 (IT8-10-12-14-16)
- For 3-axle trucks 6x2 – 6x4 (IT18 –20 –26)
- For 4-axle trucks 8x4 (IT26-30-35)
- Arm run 800 mm (IT8-10-12)
- Arm run 1.000 mm (IT14-16-18-20-26-30-35)
- Arm run 1.200 mm (IT 20/6-26/6-30/6 UT)
- Arm run 1.300 mm (IT20/7-26/7-30/7)

- Worldwide most sold equipment
- Suitable to move containers of different sizes up to 7.500 mm length
- Realized in high tensile steel (DOMEX-WELDOX) with effective capacity higher than nominal capacity
- All "IT"-models with sliding arms are equipped with twin main cylinders for container loading, unloading and tipping operations.

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HOOKLIFT ITALEV SERIES "ITK /6" "ITK/7" TELESCOPIC AND ARTICULATED ARMS ITK 16*–ITK 20–ITK 26/6–ITK 30/6–ITK 20/7–ITK 26/7–ITK 30/7

- Equipment with telescopic and articulated arm
- Hook height 1425-1460-1570 mm.
- Hook with mechanical security
- For 3-axle trucks 6x2 – 6x4 (ITK16/6-20/6-26/6)
- For 4-axle trucks 8x2 – 8x4 (ITK 26/6-7 ITK 30/6-7)
- Total run of telescopic and articulated arm from 1.700 mm (ITK16/6-20/6-26/6-30/6) to 2.000 mm (ITK 20/7-26/7-30/7)



- Suitable to move containers from 2.000 mm to 2.500 mm height
- Suitable to move containers from truck to trailer
- Better lifting angle container
- Picks up containers below chassis height
- Realized in high tensile steel (DOMEX-WELDOX) and effective capacity higher than the nominal one
- Automatic sequence from opening of the hydraulic locking to retraction of the articulated arm
- *Special equipment (no standard)

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HOOKLIFT ACCESSORIES



Welded hook A 3



Bolted hook 1570
DIN



Bolted hook 1460 mm with
mechanical security



HOOK HEIGHTS:

AFNOR 1425 mm.

SWENSK 1450 mm.

STANDARD 1460 mm.

CHEM 1570 mm.

DIN 1570 mm.

HOOKLIFT ACCESSORIES



Hook with hydraulic adjustable level
1460/1570 mm

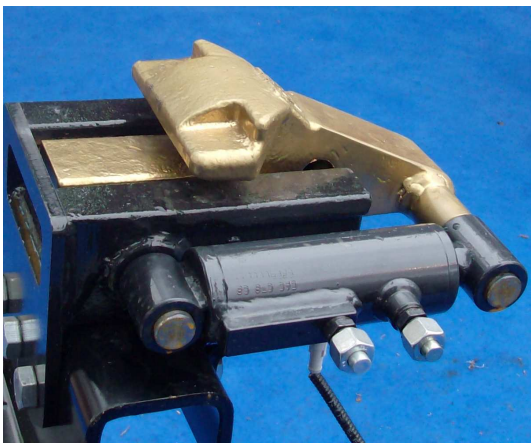


Hook with pneumatic security

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HOOKLIFT ACCESSORIES



Front hydraulic locking (ADR)

External reversible
hydraulic locking



Internal hydraulic DIN-locking



HOOKLIFT ACCESSORIES



Hydraulic locking LIFT6 – LIFT8

Bolted mechanical DIN-fork



Hydraulic locking LIFT 3

Front mechanical or hydraulic locking LIFT 3 – 6 - 8



HOOKLIFT ACCESSORIES



Small foldable stabilizer

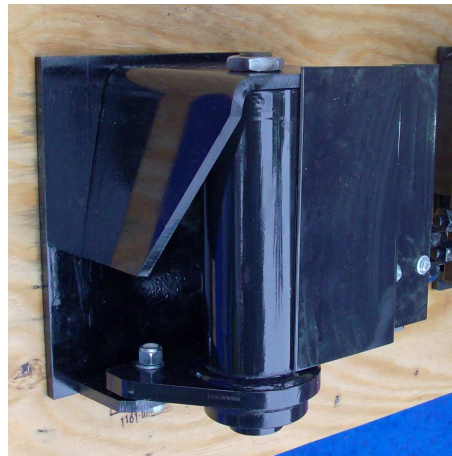
Medium vertical satbilizer



Small vertical stabilizer

STABILIZERS

Leafspring stabilizing cylinder



Foldable reinforced stabilizer

Heavy duty stabilizer

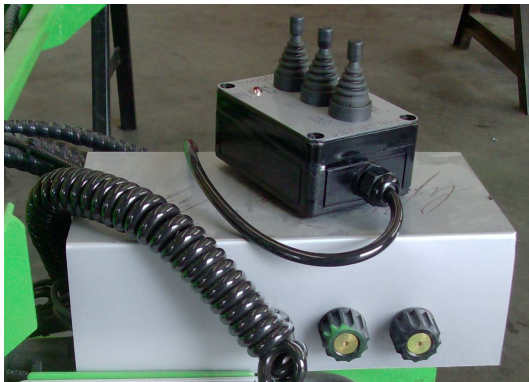


HOOKLIFT ACCESSORIES



Mobile electro-pneumatic cab control

Electro-hydraulic mobile control

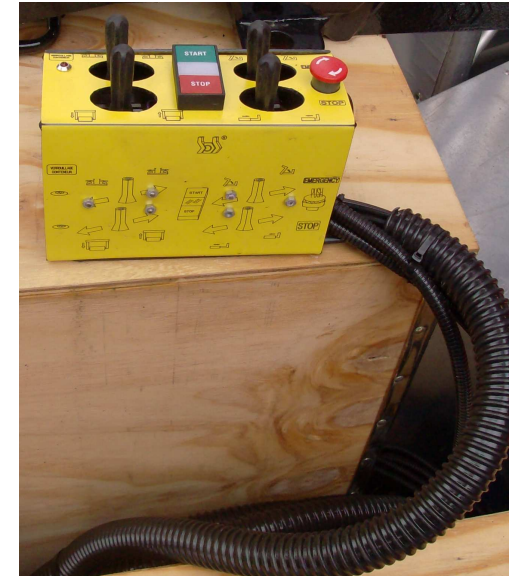


Radio Control

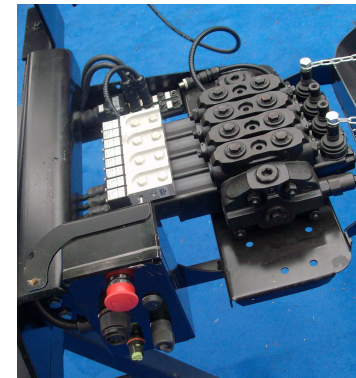


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Pneumatic cab control



Electropneumatic flow control
Kunhke actuators



HOOKLIFT ACCESSORIES



large front 110 l



small lateral 50 l



small lateral 21 l

OIL TANKS

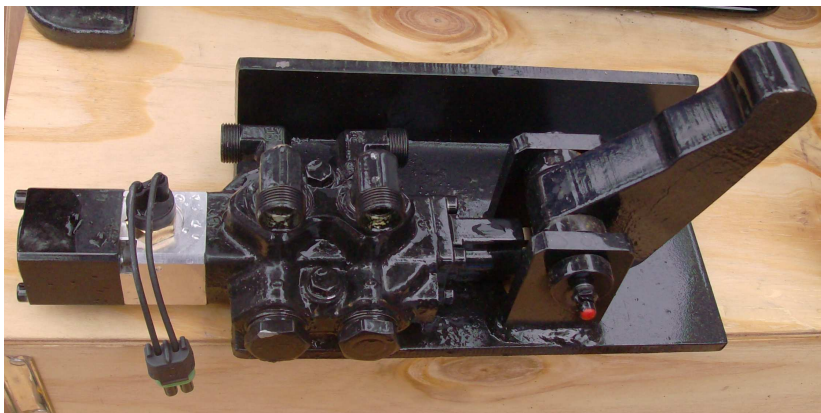
large lateral 160 l / 180 l



medium lateral 65 l / 110 l



HOOKLIFT COMPONENTS



Interlock

Mechanical locking security



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Carter in thermo-plastic material

Container guide rollers

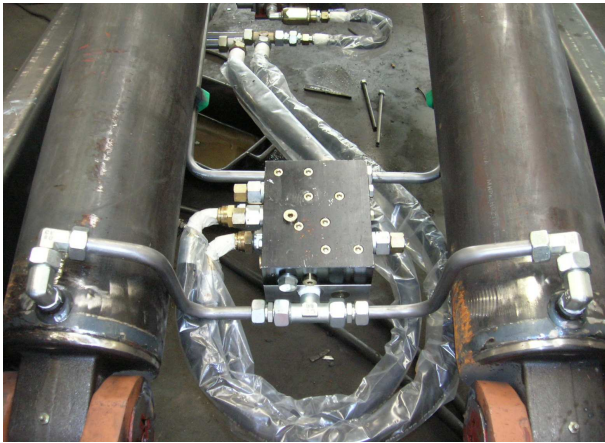


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HOOKLIFT COMPONENTS

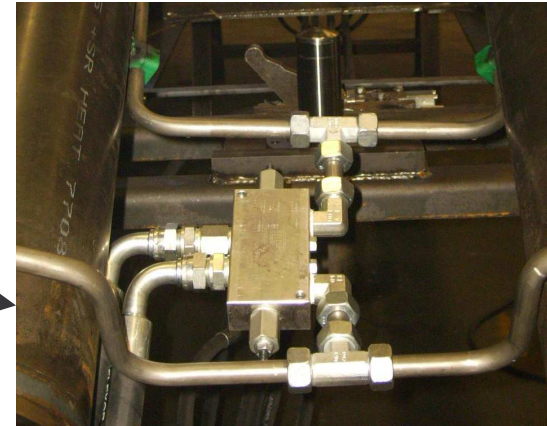


Double-speed valve
(regenerating oil system)

Welded container guides



Overcenter valve
positioned over
the hoisting
cylinders



Cylinders fixing to the central body



"RECYCLING"



Micro-collection



Differential collection

Scrap collection



Paper collection



"BUILDING"



City Trucks

Transport of Construction Material



Construction Work

Quarry Work



"AGRICULTURAL"



Earth movement



Mould transport



Collection and transport
agricultural products

"SERVICES"



Crane for collection of various materials



Cleaning

Litter Press



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Wood grinding



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"CONTAINERS"

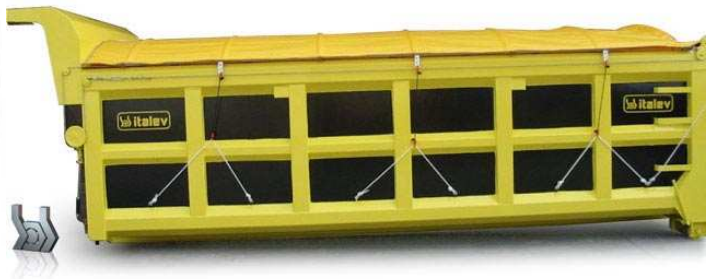


Recycling containers



Containers for construction material

Containers for construction works



Mould containers



"CONTAINERS"



Container with crane for differential collection

Press container for Industrial Wastes



Garbage compactor



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"CRANES FOR COLLECTING AND RECYCLING"



Equipment for collection of urban green



Truck-mounted crane for scrap recycling



Foldable crane with hooklift for differential collection

"SKIP LOADERS"



Construction materials



Urban collection

Litter collection



Scrap recycling

"SPECIAL EQUIPMENTS"



SAT 3 Satellite equipment for waste collection in the city



SAT 14 Equipment for containers and construction silos



IT 35 Equipment for heavy works.
Biggest equipment produced by B.O.B.



STK 30/7-9 Semi-trailer with built-in hooklift for transport big volumes and containers from 7 to 9 m length

"SPECIAL EQUIPMENTS"



"COMBI" Interchangeable Equipment



"COMBI" Interchangeable Equipment to use one chassis to do different kinds of work



TRAILER "ITR 20/P" for the transport of all kinds of material

SALES QUESTIONARY FOR "ITALEV" EQUIPMENTS

- Which work is the Customer doing?
- Is it a new Customer or is it a customer of a competitor?
- Which kind of container is the Customer using?
- Which are the shortest and the longest container the Customer is using?
- Does the container requires a hydraulic control?
- Does the equipment have any combination (i.e.: crane, container with crane, skip loader etc.)?

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SALES QUESTIONARY FOR "ITALEV" EQUIPMENTS

- Which kind of product has to be transported (i.e. LIQUID, SANDY, BULKY)?
- How many persons will use the truck?
- How many times a day will the equipment be used?
- Does the truck with the equipment have a trailer?
- Where does the equipment work (i.e. QUARRY, STREET, FIELD, CITY)?
- On which kind of surface will the equipment be used (i.e. EARTH, MUD, SAND)?

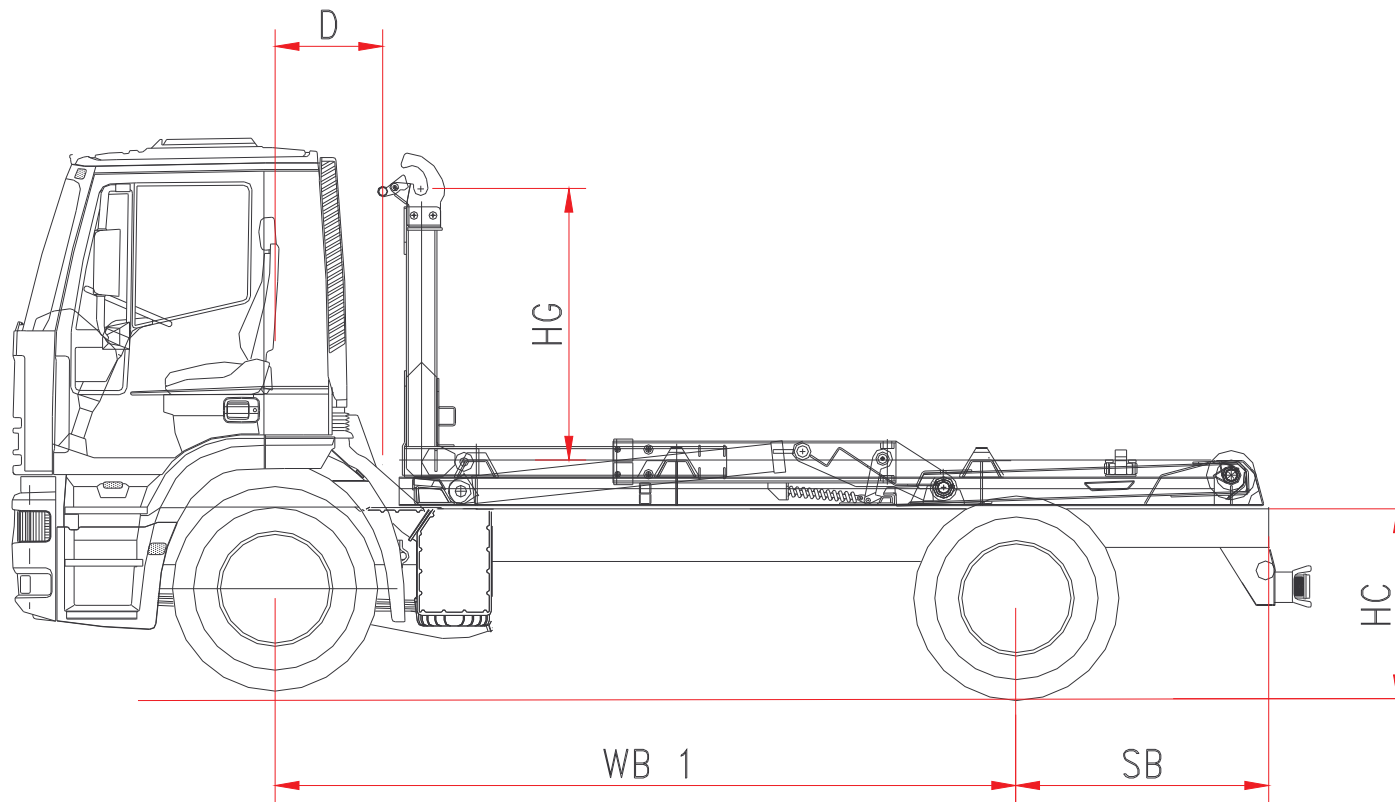
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CHASSIS DETAILS

- Brand name:
- Type:
- Wheelbase:
- Number of axles (i.e. 2-axle – 3-axle – 4-axle):
- Type of cabin (i.e. short – medium – long):
- Type of suspension (ie. pneumatic – leafspring):
- Type of tyres:
- Chassis height (unloaden):
- Chassis weight:
- Weight on 1st – 2nd – 3rd – 4th axle:
- Chassis Gross Vehicle Weight (G.V.W.):
- Dead weight:
- Carriage space usable :

TECHNICAL SHEET AND TECHNICAL DATA REQUIRED



D Distance between first axle /
beginning equipable chassis

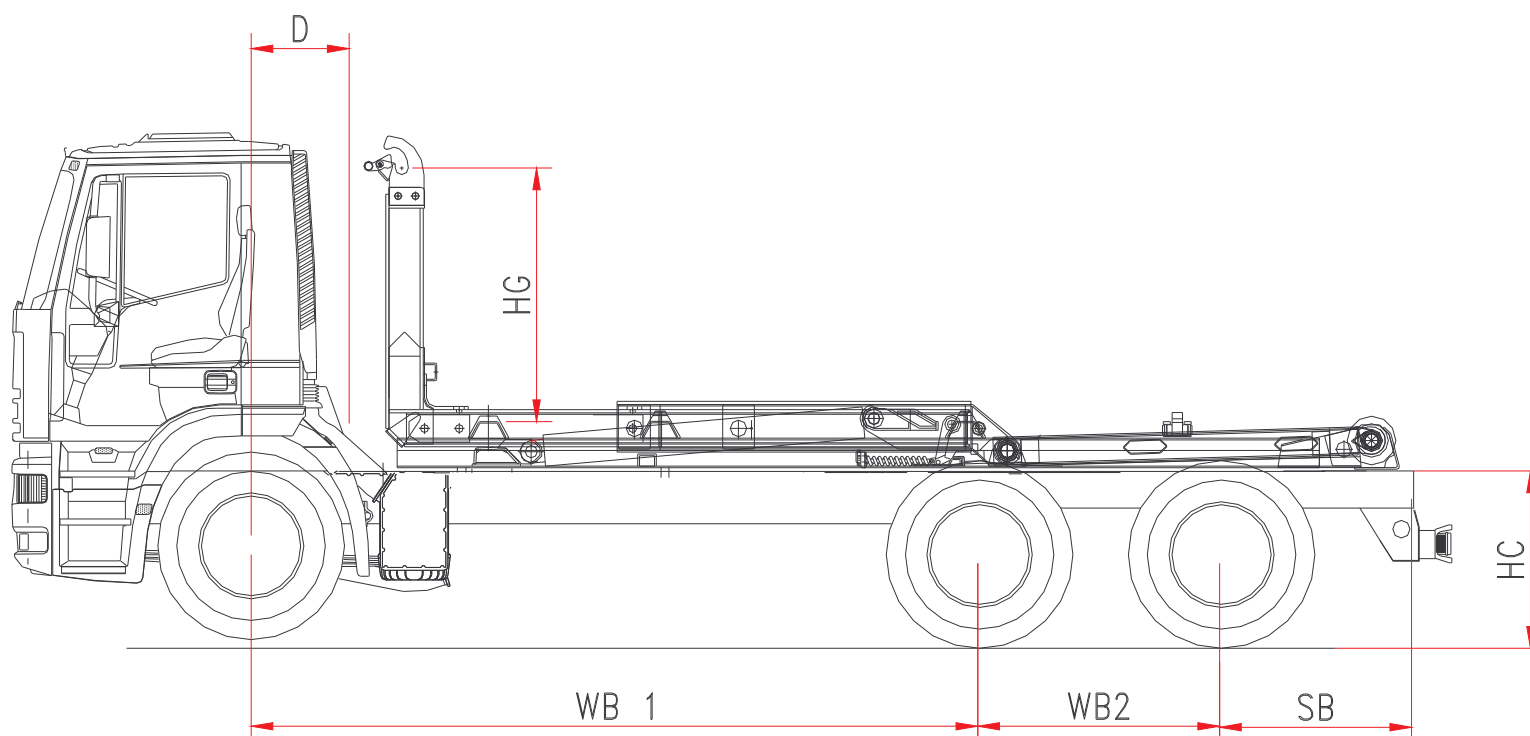
HG Hook height

WB1 Distance between the first
and the second axle

HC Chassis height (unladen)

SB Rear overhang

TECHNICAL SHEET AND TECHNICAL DATA REQUIRED



D Distance between first axle /
beginning equipable chassis

HG Hook height

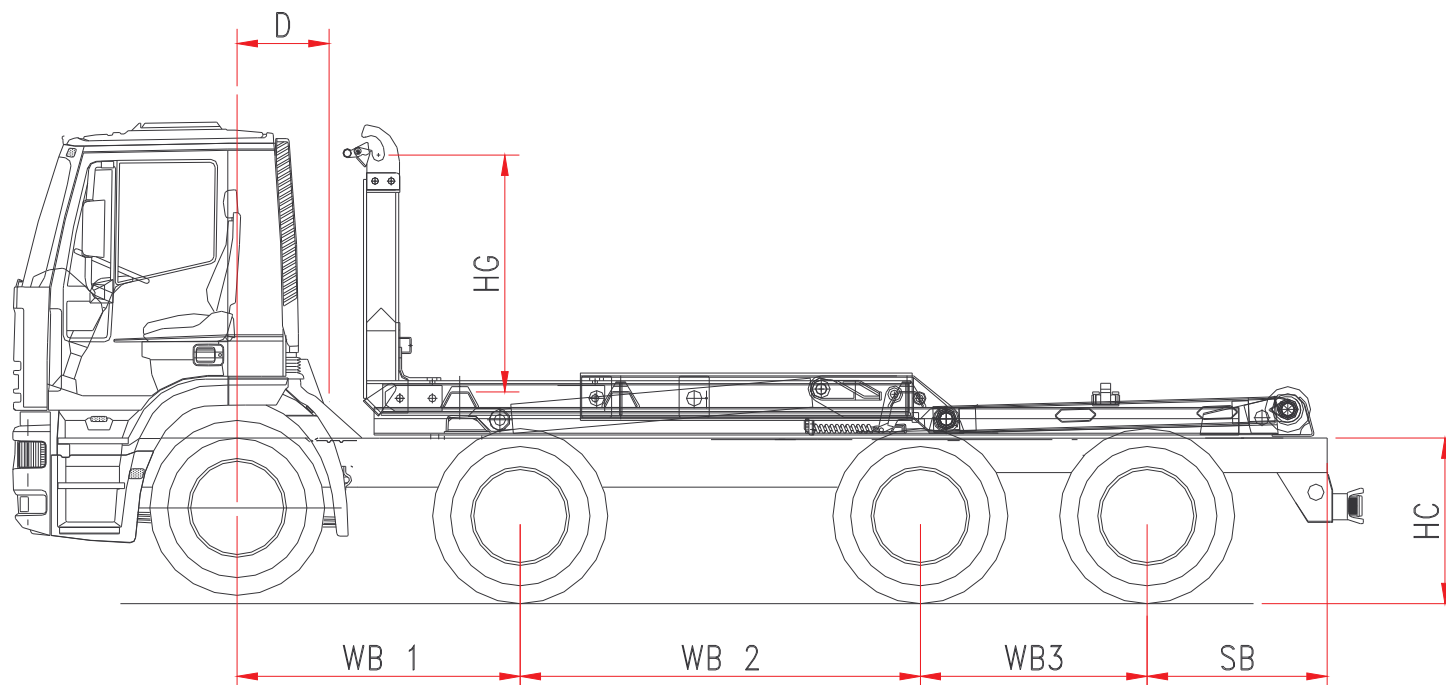
HC Chassis height (unladen)

WB1 Distance between the first
and the second axle

WB2 Distance between the
second and the third axle

SB Rear overhang

TECHNICAL SHEET AND TECHNICAL DATA REQUIRED



D Distance between first axle /
beginning equipable chassis

HG Hook height

HC Chassis height (unloaden)

WB1 Distance between the first
and the second axle

WB2 Distance between the
second and third axle

WB3 Distance between the third
and the fourth axle

SB Rear overhang

COMPETITORS

- MULTILIFT: company CARGOTECH from Finland of which HIAB CRANES is a part.
- PALIFT: company GUIMA from France part of PALFINGER CRANES Austria.
- EUROPEAN COMPETITORS:.....
- NON-EUROPEAN COMPETITORS:.....

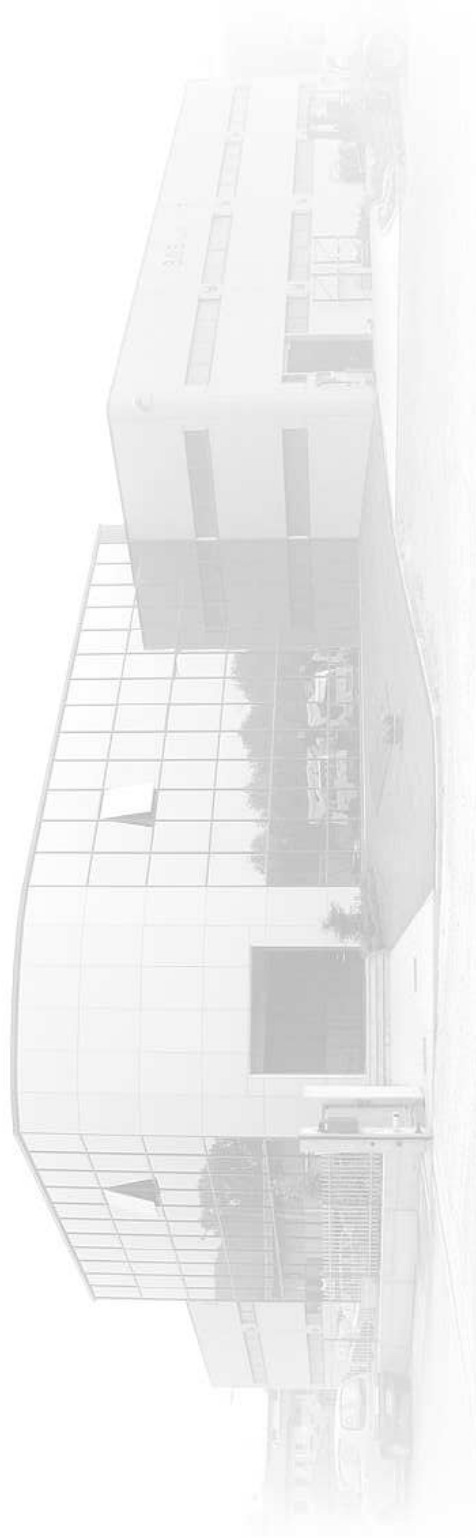
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WHY TO BUY EQUIPMENTS

- Realized in high-quality material (i.e. WELDOX 700 – DOMEX 420).
- The effective capacity of the equipment is higher than the nominal one.
- The equipment is produced without electronic devices and has only mechanical functions.
- The large range goes from 3 to 35 tons, together with a lot of special equipments.
- B.O.B. is a very flexible company with short delivery times (3-4 weeks for standard equipment) following the requests of new markets.
- B.O.B. is a company with 30 years of experience in the field.





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