

## Press Release

### Multitel Pagliero chooses Gefran to increase the safety of work at height

**Provaglio d'Iseo, 28 March 2022** – Elevating Work Platforms (EWPs) are essential tools to facilitate and speed up interventions that require the achievement of important heights in different areas, from construction to plant engineering and maintenance. In these applications it is essential to ensure maximum operator safety, hence the need to rely on an extremely reliable sensor fleet. This is one of the main reasons that led **Multitel Pagliero S.p.A** – an Italian company specialised in the production and marketing of truck-mounted and tracked aerial platforms – to choose the quality of the **Gefran** pressure and position transducers.

In more than 110 years of history, **Multitel Pagliero**, with its unique expertise in the field of hydraulics applied to lifting, marks some fundamental milestones in the technological development of the sector, such as the introduction of the first telescopic boom made entirely of aluminium alloy. Today, the company boasts the widest range of truck-mounted aerial platforms on the market, including in the field of fire-fighting equipment, as well as numerous solutions on tracks, for a total of about **2,000 machines** set up each year.

*"When it comes to safeguarding people in the workplace and in the specific case, at height, there are no margins of error" says Fabio Pagliero, CEO of Multitel Pagliero SpA. "From components to final welding, the efficiency of our aerial platforms must be 100%. Sensors, in particular, play a key role in ensuring the best performance of the vehicle, guaranteeing the highest degree of operator protection. Requirements perfectly satisfied by Gefran solutions, used today on all our models. The high standards of repeatability, linearity and signal certainty allow us to give the platforms the desired speed and movement characteristics".*

**Gefran** offers a **complete package** of sensors for the lifting equipment's main movements. These products are particularly robust and ideal for work vehicles typically subject to shock, vibration, pressure and temperature peaks. In particular, the pressure control of the **Multitel Pagliero** machines' hydraulic circuit is entrusted to the **KH** probes, **SIL2** certified, with a film

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sensing element deposited on a steel membrane, latest generation SMD electronics and a compact design, made entirely of stainless steel.

To the pressure measurement the **GSF** wire **position transducers** and the **GIB inclinometers** are added, equipped with high precision MEMS technology, thanks to which it is possible to determine the extension and angular position of the operator cabin and prevent the overturning of the vehicle.

In addition to the products in the catalogue, the **Gefran** Team has developed in co-design with the Technical Office of **Multitel Pagliero** a series of solutions with customised mechanics, with the aim of making the individual components perfectly integrated with the machines.

*"Over the last 10 years, the Company has embarked on a path of verticalisation of the production process, for the internal construction of both semi-finished products and painting, wiring, welding and carpentry operations in general" states **Fabio Pagliero**. "A decision that has allowed better control of the entire value chain. In a particularly complex historical moment from a raw material supply point of view, preferring the Made in Italy becomes a winning strategy that is also reflected in the choice of our suppliers. In this regard, Gefran has proved to be an extremely reliable partner by virtue of its certified quality and its flexibility in responding to every technical request, ensuring on time delivery".*

*"The partnership with Multitel Pagliero, established a few years ago and consolidated in the difficult period of the pandemic, is the result of an approach aimed at the continuous improvement of products and processes, shared by both realities" comments **Renzo Privitera, Sales Director Italy Sensors and Components** of Gefran. "In this sense, the daily fruitful dialogue established between the respective technical offices makes the difference in the success of this project".*

## Gefran

*Gefran is the Italian multinational group specialised in the design and production of sensors, industrial process control systems, electric drives and automation components. Competence, flexibility and process quality are the distinguishing factors of Gefran in the realization of tools and integrated systems for specific applications in different industrial fields, with a consolidated know-how in the fields of plastic, metal, paper, industrial lifting, heat treatment and lift. Technology, innovation and versatility represent the added value of the catalogue: electrical drives, sensors, automation platforms, regulators and power controllers able to increase the efficiency of production processes, also in terms of energy. The*

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*company now has over 800 employees, of which almost 500 in Italy (in the main offices of Provaglio d'Iseo and Gerenzano) and consolidated collaborations with national and international research centers and universities. Gefran operates on the main international markets through 6 production subsidiaries in Brazil, China, Germany, India, Switzerland and the United States. In addition, there are sales subsidiaries in France, the United Kingdom, Belgium, Singapore and over 80 international distributors for global sales support.*

**Gefran is listed on the Milan Stock Exchange in the FTSE Italia STAR segment.**

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