

Putzmeister

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PM

POST



# HIGH-LIGHTS



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# BAUMA 2022 – A SUCCESS FOR PUTZMEISTER



Australian customers with Putzmeister Oceania employees: "Feels good to be part of the Putzmeister family"

This time, Putzmeister's trade fair appearance at bauma 2022 was themed **"Today, Tomorrow and into the Future"** and showed our customers that Putzmeister is already dealing with the future and developing solutions today.

Putzmeister had a total of 26 machines from the Concrete (CT) and Mortar Technology (MT) business units on display in and around hall B6 and on the open-air site

(Sany CT) on an area of over 3000 m<sup>2</sup>.

The response to the stand and the products and services on display was very positive.

160 Putzmeister employees from Aichtal and the various subsidiaries as well as 190 dealers from all countries of the world were available for discussions with interested parties and customers. >>





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Our mobile 3D printer Karlos as well as the new Ergonic 3 control system met with great interest.

The SAB (Special Application Business) division presented the various Putzmeister solutions for precast plants in the form of animations and presentations directly at the trade fair stand and at a well-attended lecture in the conference centre.

For the first time ever, Putzmeister offered a virtual tour of the stand for interested parties who were unable to come to bauma. This can be accessed via the link below.



Korean customers together with Korea Sales: "It's nice to be at bauma and see all the Putzmeister innovations"

The promotional video created especially for bauma, which was shown in German and English every hour, was also well received by our visitors.



The traditional Elephant Night – an event for our customers at the Allianz Arena in Munich with music, food and stadium tours – was also filled to capacity with 900 visitors.

Another highlight was the total of four plant tours in Aichtal with customers from South America, Africa, Asia, Australia and the USA.

In summary, Putzmeister has once again set standards and shown that we are the no. 1 in our industry.



Customer from Sweden: "I travelled all the way from Sweden to see the impressive innovations that Putzmeister offers at its stand."

### BAUMA 2022:

495,000 visitors from 200 countries

32,000 exhibitors from 60 countries



PUTZMEISTER BAUMA VIDEO



PUTZMEISTER LIVE STREAM FROM BAUMA

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# iONTRON CUSTOMER COUNCIL

On 2nd and 3rd March, the iONTRON Customer Council took place at the Putzmeister headquarters in Aichtal. This is a regular event where experts and customers from different markets are closely involved in the development process for future products. The aim is to gather feedback on existing products and to inform customers first-hand about new products. This year, 20 customers from Sweden, Norway, Finland, Belgium and the Netherlands came to participate in the further development of the iONTRON product family together with the Putzmeister team.

During the two days of the Customer Council, our customers were able to test existing products and prototypes. The challenges of the lack of charging infrastructure were discussed and the market environment and regulatory developments were analysed. Future product ideas were also evaluated.

Putzmeister would like to thank its customers and partners for the intensive and trusting cooperation at the iONTRON Customer Council. The demand for electric products for concrete conveying and transport continues to grow strongly. Putzmeister will continue to work closely with its customers to meet their needs and deliver innovative solutions.

As a construction equipment manufacturer, we are aware that the construction industry is responsible for almost 30 % of CO<sub>2</sub> emissions worldwide. That is why we are placing sustainability at the centre of the Putzmeister innovation strategy.

With the iONTRON hybrid truck-mounted concrete pump, the electric stationary concrete pump and the all-electric iONTRON truck mixer, our company is making a significant contribution to reducing CO<sub>2</sub> emissions on construction sites. Sustainability and environmental protection are an increasingly important factor and continue to gain importance in the construction industry. Good reasons for us to work on further innovations.



# iONTRON



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# ITAS-CAS D.O.O. BECOMES PUTZMEISTER D.O.O.

At the start of September, we had the pleasure of welcoming a new member to the Putzmeister family: The company ITAS-Cas d.o.o. in Slovenia, a long-standing supplier in the truck mixer business, will in future be part of the Putzmeister Group as Putzmeister d.o.o..



The company was founded in 1992 and has built a strong reputation and brand in the truck mixer industry over the past decades. Since then, ITAS has stood for customer orientation, quality, safety and competitive pricing. Putzmeister will take over this legacy and integrate the team into the Putzmeister family.

The management of Putzmeister d.o.o. was taken over by Stefan Fritz.

As early as 2012, the acquisition of Intermix GmbH represented a first step on the way to an integrated product portfolio for the Putzmeister Group. The products offered, which up until then comprised concrete pumps for processing concrete, could be supplemented with machines for transporting the concrete to the construction site. We are now continuing this strategy with the acquisition of ITAS. ITAS has been developing, manufacturing and supplying truck mixer superstructures and components for Intermix GmbH since 1995.

In addition, we will further differentiate ourselves with our iONTRON electric mixer, contribute significantly to sustainability and further expand and strengthen our market position in the truck mixer business.





# PUTZMEISTER INDUSTRIAL TECHNOLOGY RECEIVES MAJOR CONTRACT FROM WIEN ENERGIE FOR NEW PUMP LINES

Wien Energie's Simmeringer Haide plant

**Sewage sludge co-incineration: A total of four new pump lines are being supplied for this project, replacing an old plant, plus two silos and two reception bunkers.**

The success story of the cooperation began back in 1987, when the first pump line from Putzmeister was commissioned under the name EBS Wien and later Fernwärme Wien.

This plant initially ran smoothly, so that further orders followed as early as 1989. Over time, however, problems arose with the operation of the Putzmeister machines. Wien Energie used seat valve pumps from our competitor for the subsequent extensions to the plant. However, due to the smaller passage sizes for impurities, such as stones, pieces of wood, metal, etc., which are common

with these pumps, malfunctions also occurred frequently.

Through continuous further development at Putzmeister, the S transfer tube technology in our current KOS pumps has been optimised to such an extent that, among other things, a real competitive advantage could be worked out in the treatment of sewage sludge. Wien Energie was offered a solution that tolerates significantly larger foreign bodies and has a much longer service life. The S transfer tube technology has now definitively established itself at Wien Energie for almost 20 years. Since this technology is also used very successfully in several reference plants, our customer was convinced that our KOS pumps have unbeatable advantages over the seat valve pump technology in terms of tolerance to foreign bodies and availability. >>



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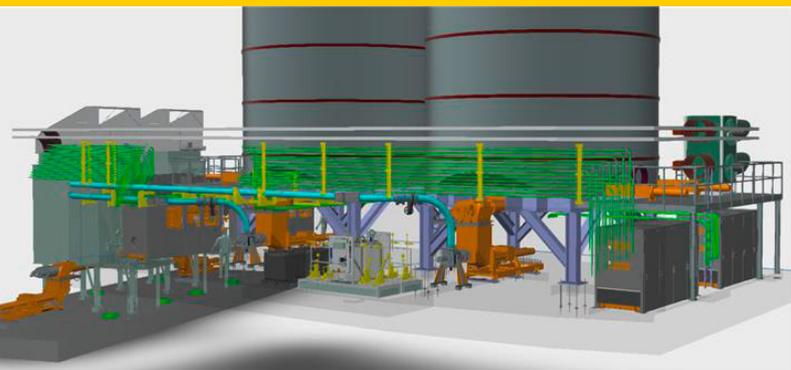


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PRODUCT NEWS



A Putzmeister high-density solids pump from 1987



The new pump lines with reception bunker and silo (CAD image)

The most striking change from the old to the new pump line will be the equipment with one reception bunker and one silo per pump line. One advantage for the operating company is that a continuous combustion process can reliably take place. Storage capacities are created that allow the operating company to cushion peak times as well as times when no sewage sludge is delivered, such as public holidays. This means cost benefits from constant energy use.

Putzmeister considers itself fortunate to supply the new plant, which represents an important building block for Wien Energie's circular economy and offers significant added value for the entire handling process – from delivery to incineration.



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## PUTZMEISTER GETS UNDER YOUR SKIN

The Putzmeister brand is held in high esteem by many customers and has a loyal fan base. Apparently, some customers are so enthusiastic about Putzmeister that they express their love for the brand in a very special way. For them, Putzmeister is literally under their skin. Some devotees have immortalised the Putzmeister logo as a tattoo on their skin, as a permanent sign of their loyalty.

An impressive example that Putzmeister not only provides a high-quality technical service, but can also build an emotional bond with its customers. We are happy to have such loyal fans!



Andreas Konetschny (Birsner in Singen, Germany) swears by PM

Mick Brown hat den Elefanten immer bei sich (Next Generation Concrete Pumping, Australien)

Is Putzmeister also under your skin? Please send us a photo of your Putzmeister tattoo and share your story with us.





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# SUCCESSFUL INTERNATIONAL DEALER MEETING 2023 AT PUTZMEISTER INDIA

Putzmeister India (PCM) held its 2023 Spare Parts Dealer Meet in Goa from 19th to 21st January. Dealers from India, Nepal and Bangladesh met with colleagues from the Putzmeister Parts Team from all over India for the three-day event.

Mr Kanjanabha Bhattacharyya, Managing Director of Putzmeister India, welcomed the team to Goa and set the tone for the meeting. The dealers were given a guided tour of the production facilities and were briefed on the latest developments in the Putzmeister Group.

Day two started with Mr Anuj Seth, Service Director, informing the dealers about the plans for 2023. This was followed by engaging presentations from each of the dealers about their markets and strategies for the coming year. The day ended with a discussion on areas for expansion and ideas that can be implemented across the network.

After a busy day of strategising, the PCM dealers enjoyed a relaxing last day taking in the sights and sounds of Goa. There was a positive mood at the end of the meeting and everyone is already looking forward to next year's event.





## MODULAR HOUSING CONSTRUCTION FOR EFFICIENT AND COST-EFFECTIVE HOUSING PROVISION

Deutsche Modulhausfabrik GmbH has produced a modular system using the Lechner cube. Five out of six possible sides are concreted in one pour. Industrialised production to this extent requires resource-optimised concrete management. Putzmeister introduced a new concept for this, which offers a number of advantages. From the concrete mixing plant, the concrete is poured into the extension hopper, which is located directly below the mixing plant. The concrete pump delivers the concrete via delivery lines and transfer tubes to individual manual rotary distributors to four production plants. Lines and tubes are installed on an arcade walkway. To switch between the rotary distributors, the concrete is pulled back to the transfer tube and this is then switched over.



# RETHINKING PRECAST CONSTRUCTION

### ADVANTAGES FOR THE CUSTOMER

DMF's skill in precast construction combined with Putzmeister's expertise in concrete pump technology achieved the following benefits:

- # Faster delivery of concrete without bucket conveyor and intermediate storage
- # Extension hopper with capacity for two batches
- # Continuous and homogeneous formwork filling with efficient pump solution
- # Reduction of the sound levels in the hall
- # Concrete transport in a closed system
- # Overall improvement of working conditions in the hall

### EQUIPMENT

- # BSA 1408 E stationary concrete pump
- # Extension hopper with 3.8 m<sup>3</sup> storage capacity
- # Hydraulic power pack
- # Manual rotary distributors
- # Pipeline system



**MORE INFORMATION**



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PRODUCT NEWS

# PUTZMEISTER AND SANY TOGETHER FOR A SUSTAINABLE FUTURE

## SANY eTRUCKS

Affordable e-mobility for the construction industry

Our goal: We want to make truck superstructure manufacturers and their customers pioneers in environmentally friendly construction site logistics to enable a sustainable future for our industry.



## SANY eTRUCKS IN EUROPE

With a strong focus on electrification and international expansion, SANY has given its subsidiary Putzmeister overall responsibility for the introduction and roll out of the SANY electric truck portfolio in Europe – with full support from SANY.

Putzmeister wants to make electrically powered chassis from SANY available throughout Europe. A first step was the introduction of the all-electric Putzmeister iONTRON mixer – the first four-axle electric truck mixer with a 9 m<sup>3</sup> mixer drum in Europe – at bauma 2022.

It was launched in 2022 in small series on the German and French markets, before production is gradually expanded from 2023 onwards and other European markets are opened up.

Based on its existing customers in the ready-mixed concrete sector, Putzmeister is striving to become the market leader for electric heavy construction vehicles. This includes cooperation with other truck superstructure manufacturers as well as the expansion of the truck portfolio in Europe in cooperation with the SANY development team in China. Similar to the success story of SANY excavators in Europe, which were launched in 2015 and achieved a top 10 market position among

established Western brands by 2021, Putzmeister is setting itself the goal of building up significant annual sales in the medium term. The cornerstones for this are Putzmeister's pioneering role, which enabled delivery of the first vehicles in 2022, a price level that makes fleet transformation affordable and long-standing relationships with key customers with large fleets.

## SANY eTrucks in China

The electrification of drives has swept across the entire industry. SANY has taken a leading role in this global trend in China.

With significant investments in engineers (about 1000 engineers) and infrastructure (400 hectare highly automated factory), SANY has built a large electric truck portfolio consisting of various battery-powered trucks and semitrailer vehicles. In 2021, SANY sold 1497 heavy-duty electric trucks (14 % market share in China) – more than all European OEMs (original equipment manufacturers) combined. By mid-2022, SANY has increased its sales by more than 500 % year-on-year and aims to sell 80,000 units annually in China by 2025.



MORE INFORMATION



# AUSTRALIA'S 'MR PUTZMEISTER' DAVID BOND RETIRES



David Bond, a person widely known and respected throughout the Australian concrete pumping industry and global Putzmeister family has finished his lifelong career encompassing 'everything' Putzmeister in Australia over the past 50 years. In 2022 the company David developed over many decades became Putzmeister Oceania Pty Ltd and he stayed involved to assist with the transition until beginning 2023.

David started learning about concrete pumps as a 14 year old. His father had founded Australia's first concrete pump rental business in 1966. That business rapidly grew to a fleet of 12 truck pumps of various makes, including 3 Putzmeister water-hydraulic units which proved to be far more economical to operate, compared to the other two German and one USA brand in the fleet.

The demand to pump longer distances, greater heights and faster outputs soon sorted out which machines were up to the task in terms of performance, reliability and

importantly low operating cost, given the difficult to pump concrete mixes that prevailed at the time.

With all this going on, clearly David needed to learn everything he could about concrete, so upon leaving school commenced a cadetship with a major concrete producer, to learn about concrete production and technology.

Three years later he joined the family business which had just purchased its first Putzmeister C transfer tube 'Elefant' pump (BRF1408 M22). >>





Having learnt about concrete, it was now time for David to learn as much as he could about the technical aspects of a concrete pump and how to trouble shoot if something goes wrong.

This resulted in the first of David's many trips to PM Germany for technical training and to expand his product knowledge.

On his first visit to the original Filderstadt (Bernhausen) Putzmeister factory, he met Mr Schlect who took the time from his busy schedule to take David with him to the drawing office and workshop after hours, to check on some technical matters and then for a pizza before driving him to his hotel.

David went back to Australia after that visit, inspired and motivated with a single goal in mind, which was, to do whatever it would take, to make Putzmeister the machine of choice when it came to concrete pumping in Australia. A difficult task due to high import tariffs and a handful of low-cost local manufacturers and secondhand machinery importers to compete against.

Soon after his return the family pump rental business was closed, David's father retired and David focused on selling and supporting the full range of Putzmeister products. From these very small beginnings, along with passion, focus and enthusiasm, plus a huge degree of

support from Putzmeister's export sales and service personnel, the business rapidly grew to the point where it needed Australia wide sales and service representation. To achieve this, David sold the business to a Sydney based company which employed him as National Sales Manager.

Mirroring Putzmeister's global achievements in a small way, high rise and tunnel contractors made Putzmeister their machine of choice, Australia's first self-climbing stationary booms were introduced and where performance, reliability and technical support was crucial, contractors chose Putzmeister.

David worked with several companies over the next decade as their Putzmeister product manager and in 1995 became a partner in Concrete Pumping Equipment Aust Pty Ltd. That business rapidly grew and in 2001 he became the sole owner of the business and soon renamed it CPE Machinery Pty Ltd to better reflect the diversity of products it sold, such as mortar machines and Telebelts.

David's aim was always to develop the No1 company in Australia, selling everything relating to concrete and mortar pumps. He believes he achieved this from the lessons learnt along the way from role models he looked up to. Firstly, in his formative years it was his father and starting his business career, clearly it was Karl Schlect. After that, there was a long list of highly motivated and competent Putzmeister team members who all did their part to support and encourage David and his Australian team to successfully build a business they can all be proud of.





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PRODUCT NEWS

# MY Putzmeister

# ENTER THE PUTZMEISTER DIGITAL PREMIUM WORLD



Putzmeister offered digital content and applications at a very early stage. Over the years, this has resulted in a wide range of products that is very much oriented towards the needs of Putzmeister dealers. Initially, this digital offering could only be used via different URLs with different access data for each user and was also not available in all regions. Eventually, dealers needed to know exactly what information to find where and how to register. Therefore, the MY Putzmeister programme was initiated as early as mid-2018. The aim was to unite the entire Putzmeister online offering in a modern platform so that our users can access it with just one user name and password and find the content there that is relevant to them in their daily work with Putzmeister products. In addition, the range of information and applications is no longer only aimed at dealers, but is also being explicitly expanded for our customers. Implementation was started in mid-2019. MY Putzmeister is now available worldwide.

All Putzmeister dealers and end customers can obtain access to MY Putzmeister. The self-registration function on our website can be used for this purpose (see info box).

After successful registration, the MY Putzmeister start page can be configured individually: The individual apps can be arranged as required using drag and drop. In addition, specially required apps can be requested for use.

The most important applications within MY Putzmeister include the spare parts web shop (only available for customers directly supported by Putzmeister), MY Fleet as well as the Service Centre and PM products. The MY Fleet and Service Centre applications provide information about the users' machines and their service. In PM Products, on the other hand, information on all our products can be found. >>

## ACCESS TO MY PUTZMEISTER

- # Register on [putzmeister.com](http://putzmeister.com)
- # Confirm your e-mail address
- # You will be informed by e-mail as soon as your account has been created and can then set your personal password
- # Now you can access MY Putzmeister at any time via [putzmeister.com](http://putzmeister.com)

### IMPORTANT TO KNOW:

**MY Putzmeister is not only focused on the concrete division, but offers information and applications for all our product lines.**

MYFleet in particular will be continuously developed over the next few years, so that users can view all the information they need about the operation of their machines. Today, technical documentation, a digital service file and warranty information on the machines are already available. In the case of machines for which Putzmeister Connected Services are offered, it is also possible to access the machine cockpit directly.

For 2023, launches are planned in many African countries, in Spain and Portugal, as well as in Turkey and India. In addition, customer feedback from the webshop, MYFleet and the general portal will be implemented so that more content and functions will be available.



## Do you also have ideas for improvement?

> Simply use the feedback function at the bottom of the page of MYPutzmeister and tell us your suggestion for improvement.

## ADVANTAGES OF MY PUTZMEISTER

- # Access to the digital Putzmeister world
- # Design your personal start page: Drag and drop applications as you would on your smartphone
- # All information about your Putzmeister machines is always at your fingertips – you no longer need to contact Putzmeister for many simple queries, but can find it whenever you need it in MYPutzmeister
- # Can be used on all devices – from smartphone to tablet to PC/laptop



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