

Haco News



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Haco and Dhollandia enter into an agreement

Just recently in April, Haco and Dhollandia settled their long-running business dispute and signed an agreement with each other.

The agreement specifies amongst other things that Haco will wherever possible make its products recognisable and distinguishable from the original Dhollandia parts in order to prevent any confusion between Haco and Dhollandia products within the market as far as possible. This could mean that the external design of a single product may change in the

coming months without any negative impact on the quality, functionality or usability of the part. Where possible, Haco will also clearly indicate its name and the article number on the products where that is not already the case.

The agreement also covers normal trade relations between the two companies. Haco hereby guarantees for the longer term the supply

of original Dhollandia parts to its clients at favourable rates and conditions.

Whenever possible, Haco will keep stocks of the most commonly used Dhollandia products and the products for which Haco offers no alternative. In addition, where desired, Haco will further expand the range of original Dhollandia parts.

As our client, you stand to benefit from this, as you will have an even wider range to choose from: a Haco alternative product or a Dhollandia original product at attractive rates and conditions.



Haco now also has a Top 800 Catalogue available in Dutch

Haco has a new catalogue available for the Dutch market, containing the top 800 Haco articles.

Each article is accompanied by information clearly explaining the benefit provided to you by the article and other information such as a photograph, the gross price, the original article reference number, the price of the original, guarantee period etc.

The catalogue is conveniently organised by brand and article group, allowing you to quickly and easily find the article you're looking for.

If you cannot find the article you're looking for in the catalogue, please feel free to tele-

phone our office sales staff so that they can help you further. You can order the H a c o catalogue free of charge, and it will be delivered to your address within 48 hours. Of course, you can also order several copies. The Haco Top 800 catalogue is updated a minimum of twice each year.



Foreword

Until a few years ago, the after-market for tail-lift parts was reserved exclusively for the manufacturers of tail-lifts. If a client purchased a particular brand of tail-lift and needed replacement parts, he had no choice but to purchase original parts. Over the past 20 years, the market for tail-lifts, and with it the market for replacement tail-lift parts, has increased very substantially. Due to intense competition, very competitive prices have been offered for complete tail-lifts to win over clients. Many tail-lift manufacturers have adopted a business model that is increasingly dependent upon the sale of replacement parts, as the margins on new tail-lifts are very thin. In contrast, the prices for parts have risen to new heights. In doing so, the producers have lost sight of the price-quality ratio, in particular as such parts, including original parts, are increasingly being produced in low-wage countries. Haco is filling up the resulting gap by offering clients a high-quality alternative for a lower price. The response from the market has generally been very positive, and our turnover has therefore increased quite rapidly. Clients throughout Europe have discovered Haco and are very enthusiastic about our service and the quality of our products.



Lex de Wijn
General Director
Haco Tail Lift Parts

Just call our office sales staff to order your catalogue: 055-5330510

Other **NEW** product introductions

Haco is also increasingly focusing on articles which, although they may be less striking, are also essential elements of the overall Haco range of products.

The products listed below were recently introduced into the market and are now being used by various clients.



Haco Article no.	Description	Suitable for	Reference Original	Gross price Original	Gross price Haco	Your reduction
4051100H	Buffer 125x40x45mm HACO	Dhollandia	M1415	€ 14,50	€ 12,50	14%
4051490H	Cap left 100x50mm HACO	Dhollandia	M0495L	€ 6,30	€ 4,90	22%
4051495H	Cap right 100x50mm HACO	Dhollandia	M0495R	€ 6,30	€ 4,90	22%
6051857H	Reflecting tape L= 3 meter B= 30mm HACO	Dhollandia	M0857	€ 9,30	€ 6,90	26%
2556001H	Banjo safety valve Ø1,5mm HACO	Dhollandia	K0109.15	€ 26,00	€ 22,00	15%
2556003H	Banjo safety valve Ø2,5mm HACO	Dhollandia	K0109.25	€ 26,00	€ 22,00	15%
2556004H	Banjo safety valve Ø3,0mm HACO	Dhollandia	K0109.30	€ 26,00	€ 22,00	15%
2506940H	Valve block HE6000 Haco 15L/min	AMA	I32500-15L	€ 284,00	€ 239,00	16%
2506941H	Valve block HE6000 Haco 20L/min	AMA	I32500-20L	€ 284,00	€ 239,00	16%
2507874H	Valve block 45 HACO	Dautel	81820	€ 557,00	€ 449,00	19%



As you have come to expect from us, all parts are 100% suitable for and interchangeable with the original.

Ask the internal sales department for more information, or take a look at our [website: www.haco-parts.com](http://www.haco-parts.com)

Haco's turnover rises substantially

The turnover realised by Haco increased very substantially in the second quarter, namely by almost 40%. The increase was especially great in the export market.

The export market to Europe already accounts for over 40% of Haco's turnover. Haco anticipated this growth and has sufficient stock on hand to guarantee its clients excellent product availability.

The increase was especially great for cylinders, motors, pumps, relays and hand and foot operated control units. We expect this growth trend to continue during the rest of this year. A great many new markets have been penetrated, leading to a great many positive responses and clients.



Over 800 requests have already been received for the Haco catalogue in German, representing an unprecedented success.

Haco now supplies the most common types of pins suitable for MBB

Haco has recently started supplying the 13 most common types of pins suitable for MBB Palfinger.

The pins are galvanised and available directly from

stock. In addition to these pins, Haco now also supplies a complete range of its own pins, perfo-sleeves and platform rollers suitable for MBB Palfinger.



Our pins are priced approx. **20%** lower than the originals.

Haco range of cylinders suitable for Dautel DLB47 is now complete

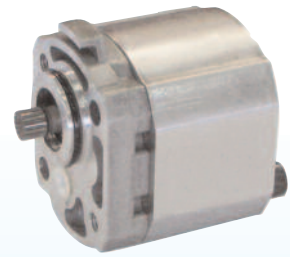
After a development time of over 1 year, Haco is now supplying the complete range of cylinders suitable for the Dautel DLB 47. The Haco range of cylinders now includes 4 lifting cylinders, 3 closing cylinders and 2 pressure transfer cylinders. Like all Haco cylinders, the chrome rods are made of inductively hardened steel and the cylinders are 100% suitable for and interchangeable with the original.

Of course, the Haco cylinders come with a full two-year guarantee and are available directly from stock.

Haco Article no.	Description	Reference	Gross price Original	Gross price Haco	Your Reduction
1007015H	Lifting cylinder HACO DLB47 Ø55mm	79825	€ 692,30	€ 529,00	24%
1007016H	Lifting cylinder HACO DLB47 Ø60mm	79826	€ 782,80	€ 599,00	23%
1007017H	Lifting cylinder HACO DLB47 Ø70mm	79827	€ 896,70	€ 689,00	23%
1007018H	Lifting cylinder HACO DLB47 Ø75mm	79828	€ 936,10	€ 699,00	25%
1007110H	Closing cylinders HACO DLB47 Ø40/63mm	79829	€ 692,30	€ 529,00	24%
1007111H	Closing cylinders HACO DLB47 Ø45/70mm	79830	€ 782,80	€ 599,00	23%
1007112H	Closing cylinders HACO DLB47 Ø50/75mm	79831	€ 896,70	€ 689,00	23%
1007200H	Pressure transfer cylinder HACO DLB47 Ø40/55mm	79838	€ 465,40	€ 349,00	25%
1007201H	Pressure transfer cylinder HACO DLB47 Ø50/70mm	79839	€ 465,40	€ 349,00	25%

Your price advantage: 22-25% - 2-year full warranty

Haco introduces motors and pumps with star connection suitable for Zepro



After more than a full year of development effort, Haco is now introducing motors and pumps with a star (Y) connection suitable for Zepro.

These motors and pumps are of an extremely high quality and have been

subjected to the most rigorous end-user tests. As a result, Haco can provide a full 2-year guarantee for these motors and pumps as well. As you have come to expect from us, these motors and pumps are very competitively priced and significantly less expensive than the originals.

The 2 kW motor is available in a 12V as well as a 24V model. The pumps are available in 0.8cc, 1.2cc and 2.5cc versions.

Haco Art.no.	Haco description	Ref no	Gross price Original	Gross price Haco	Price reduction up to
2001157H	Motor 2kW 12V O ster CCW HACO	32206	€ 580,00	€ 299,00	48%
2001158H	Motor 2kW 24V O ster CCW HACO	32207	€ 580,00	€ 299,00	48%
2014362H	Pump 0,8cc ster HACO	32224	€ 258,00	€ 199,00	23%
2014363H	Pump 1,2cc ster HACO	32225	€ 253,00	€ 199,00	21%
2014364H	Pump 2,5cc ster HACO	32204	€ 341,00	€ 199,00	42%

Your price advantage: from 21% to 48%

full 2-year guarantee

New tail-lift flags for the German market

In cooperation with its supplier, Haco has developed tail-lift flags for the German market which comply with all the relevant requirements and have all the necessary certifications.

In Germany in particular, tens of thousands of tail-lift flags are replaced each year, and they form an important element of the overall safety scheme with regard to tail-lifts.

The quality of the flags is the same as you have come to expect from us. The flags are available only as a set, and the accompanying aluminium strip can be used very effectively for advertising purposes. Of course, the Haco flag is completely interchangeable

with the original and therefore also fits onto the existing aluminium strip if the latter continues to be used.

The set of Haco tail-lift flags consists of 2 flags, one for the left and one for the right, and 2 aluminium mounting strips.

The price is surprisingly low, with the gross price for the set of flags set at €19.95, making it the cheapest

alternative in the market and up to 45% less expensive than the original. Special volume discounts are available on orders of 10 sets or more.



Gross price for SET of tail-lift flags: Eur 19,95 Your price advantage: up to 45%

Ask the internal sales department for more information, or take a look at our website: www.haco-parts.com

Haco expands its range of pumps suitable for AMA, MBB, Dautel and Bär Cargolift

Haco has substantially expanded its range of hydraulic pumps. These new pumps practically complete the range offered by Haco. The range of pumps offered by Haco now includes almost 40 different types and models.

Of course, all our pumps come with a full 2-year guarantee, and the pumps are 100% interchangeable with the original.

As you have come to expect from us, all our pumps are also very competitively priced.

The following is an overview of the new Haco hydraulic pumps:



Article code	Article description (1)	Suitable for	Original Part	Gross price	Gross price	Reduction up to
				Original	Haco	
Left-hand rotation						
2007871H	Pump 1,2cc W3B1/L-type HACO	Bär Cargolift	01.125582	€ 251,13	€ 179,00	29%
		MBB Palfinger	1404312	€ 245,00	€ 179,00	27%
2007872H	Pump 1,6cc W3B1/L-type HACO				€ 179,00	
2007873H	Pump 2,0cc W3B1/L-type HACO	Bär Cargolift	01.123427	€ 257,28	€ 179,00	30%
Right-hand rotation						
2007874H	Pump 1,2cc W3B1/R-type HACO	Bär Cargolift	01.118420	€ 251,13	€ 179,00	29%
		Dautel	72103	€ 388,70	€ 179,00	54%
		MBB Palfinger	31842	€ 214,70	€ 179,00	17%
2007875H	Pump 1,6cc W3B1/R-type HACO				€ 179,00	
2007876H	Pump 2,0cc W3B1/R-type HACO	Bär Cargolift	01.118421	€ 257,07	€ 179,00	30%
		Dautel	11054	€ 354,60	€ 179,00	50%
2007877H	Pump 2,5cc W3B1/R-type HACO	Bär Cargolift	01.118422	€ 251,00	€ 179,00	29%
		Dautel	72103 / 11624	€ 388,70	€ 179,00	54%
2007878H	Pump 3,2cc W3B1/R-type HACO				€ 179,00	
2007879H	Pump 0,8cc HE6000-type HACO				€ 179,00	
2007880H	Pump 2,0cc HE6000-type HACO				€ 179,00	
2007881H	Pump 2,5cc HE6000-type HACO				€ 179,00	
2007882H	Pump 3,2cc HE6000-type HACO	AMA		€ 262,50	€ 179,00	32%

Your price advantage: up to 54%

Full 2-year guarantee!!

NEW

Haco further improves its manual control unit and introduces a modified version

Haco has further developed its manual control unit and modified it slightly so that the unit, in addition to serving as an alternative for the Dhollandia unit, will in the near future also be suitable as an alternative for the Mafelec manual control units with associated contact elements.

The 2-button manual control unit that is suitable for Dhollandia will be fitted with contact elements that are 100% interchangeable with the original elements.

The manual control unit is also available in a 3-button version.

The manual control unit has the following important characteristics:

- **strong magnet integrated into the design;**
- **comes with free holder upon purchase of a complete manual control unit;**
- **large pushbuttons;**
- **metal mounting frame for the contact elements;**
- **very strong and durable construction.**



The new Haco manual control unit comes with a **full 1-year guarantee.**

The gross price remains the same:

Eur 54,90 for the complete unit including holder.

In addition to the complete manual control unit, the frame for the unit and the unit holder can also be purchased separately. To simplify matters for you, we have also retained the same Haco article numbers for the new models:

Haco Artikel no.	Description	Gross price original	Gross price Haco
4552783H	Haco 2-button manual control unit incl. holder	Eur 70,00	Eur 54,90
4552780H	Frame for 2-button Haco manual control unit	Eur 45,00	Eur 34,90
4552799H	Haco holder	Eur 6,50	Eur 4,90

The Haco manual control unit is therefore over 20% cheaper than the original. Since the introduction in September 2009 of the Haco manual control unit that is suitable for Dhollandia, thousands of such units have been successfully sold inside as well as outside the Netherlands.

Over 20% cheaper
1-year guarantee
including magnet and free wall holder



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