



Palazzani XTJ 32

IMAGE SOURCE: Palazzani Industrie S.p.A.

Federservizi strengthens its fleet with Palazzani: TZJ 180 and XTJ 32 Spider lifts delivered

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Federservizi, a company active in the professional rental of aerial platforms and equipment for working at height, strengthens its fleet with Palazzani Industrie with the addition of the TZJ 180 and XTJ 32 Spider lift models.

This investment is part of a structured growth path and confirms a long-standing collaboration, built on product quality and attention to the operational needs of the local area.

A partnership built on quality

The relationship between Federservizi and **Palazzani** Industrie began over ten years ago at the SAIE Bologna trade fair, when the company first introduced Palazzani Spider models into its fleet.

From the very beginning, the choice was driven by a clear criterion: product quality. As Martina Tomasi, General Manager of Federservizi, explains:

"The collaboration began at the SAIE trade fair in Bologna 10 years ago with the purchase of the articulated models TZX 170 and TZX 190. Our partnership with Palazzani essentially started because of the quality of the product."

Quality remains a key factor leading the company's investment decisions, with the goal of providing customers with reliable, high-performance machines capable of handling complex operational environments.

A strategic choice for challenging environments

The introduction of the XTJ 32 and TZJ 180 models into the fleet is a concrete response to the specific conditions in which Federservizi operates.

Based in Trentino-Alto Adige, an area characterized by uneven terrain and steep slopes, the company requires machines that can operate safely even in demanding conditions. In this context, the choice of these models proves to be both coherent and strategic.

As Martina Tomasi highlights: *"As a rental company, the XTJ 32 and TZJ 180 are practical models for the types of work carried out by our customers. Being located in Trentino-Alto Adige, we deal with uneven ground and significant slopes, so in terms of working height and platform type, they respond very well to our customers' needs."*

This is not just a technical choice, but a strategic one, enabling the company to strengthen its range with versatile solutions suited to even the most challenging environments.



Palazzani TZJ 180

IMAGE SOURCE: Palazzani Industrie S.p.A.

Versatile applications for every operational need

Palazzani Spider aerial platforms stand out for their ability to adapt to a wide range of applications, making them ideal for rental.

Martina Tomasi explains: *"The applications are numerous. They can be used for maintenance, pruning, landscaping, and complex construction sites."*

This versatility becomes even more evident in more demanding scenarios, where technology must translate into real operational capability: *"For example, for the installation of an antenna in the mountains, we rented a Spider aerial platform because it was the only machine able to perform that type of work, operating on steep slopes."*

This ability to work where other machines cannot makes the Spider range a strategic asset for rental companies, significantly expanding operational possibilities for end users.

Versatility and ease of use: key drivers in rental

In the rental sector, ease of use and operational flexibility are key factors in maximizing efficiency and reducing downtime.

"As a rental company, the features we appreciate most in Palazzani Spider lifts are versatility and ease of use." says Martina Tomasi.

These elements directly impact on customer productivity and Federservizi's ability to deliver a fast, reliable, and high-quality service.

A partnership set to grow

The investment in the TZJ 180 and XTJ 32 is part of a broader strategy aimed at developing a more complete and consistent fleet.

As Martina Tomasi states: *"This collaboration is certainly set to grow. As a company, we intend to replace all the spider lifts in our fleet with Palazzani machines, developing the full range, from the smallest models up to those with greater working heights."*

This reflects not only satisfaction and trust in the brand, but also a long-term vision based on continuity and shared values.



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A value-generating collaboration

The addition of the TZJ 180 and XTJ 32 models to the Federservizi fleet represents another step forward in a solid and structured partnership.

Paola Palazzani, President of Palazzani Industrie, comments: *"We are proud to strengthen our collaboration with Federservizi, a dynamic company focused on service quality. The choice of the TZJ 180 and XTJ 32 models confirms our range's ability to meet the real needs of the professional rental sector, even in the most complex environments."*

Luigi De Matteo, Commercial Director Italy, adds: *"Federservizi represents a strategic partner for the Italian market. Their deep knowledge of the territory and application needs perfectly matches the versatility of our Spider platforms. We are confident that these machines will further strengthen their offering and support their customers across a wide range of applications."*

Interview with Martina Tomasi

How did your collaboration with Palazzani Industrie begin?

"The collaboration began at the SAIE trade fair in Bologna 10 years ago with the purchase of the articulated models TZX 170 and TZX 190. It essentially started due to product quality."

What were the main reasons for choosing the XTJ 32 and TZJ 180 models?

"As a rental company, these models proved practical for the work our customers carry out. Given our location in Trentino-Alto Adige, with uneven terrain and steep slopes, they meet customer needs very well in terms of working height and platform type."

In which applications will these platforms be used?

"They have many applications: maintenance, pruning, landscaping, and complex construction sites. For example, we used a Ragno platform for installing an antenna in the mountains, as it was the only machine capable of operating on steep slopes. The range of applications is therefore very broad."

What features do you appreciate most?

"As a rental company, we value versatility and ease of use the most."

What are your expectations for the future of the partnership?

"This collaboration is definitely set to grow. We plan to replace all spider lifts in our fleet with Palazzani models, developing the full range from smaller to larger working heights."

Source: Palazzani Industrie S.p.A.

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