

Kiesel Group to collaborate with Movax Oy

These images are attached in JPG format:

**Specialist civil engineering expertise**

*The construction machinery distributor and systems provider Kiesel has further expanded its product portfolio. The company is now collaborating with the Finnish manufacturer Movax Oy – one of the world’s leading manufacturers of excavator-mounted piling equipment with automatic controls since the mid 1990s – meaning that Kiesel will be able to offer its customers even greater specialist civil engineering expertise in future.*



Handshake.jpg: The perfect team: Michael Molzberger, Movax GmbH Germany, Lasse Mannola, Managing Director of Movax Oy from the Finnish parent company and the Managing Director of the Kiesel Group Toni Kiesel seal the future partnership deal at the Group’s head office in Baienfurt/Ravensburg

With more than 2,000 units delivered in more than 60 countries worldwide to date, the company which was founded in 1993 is regarded as a reliable supplier of innovative piling equipment. The equipment developed by Movax Oy has proven to be the perfect choice when it comes to building foundations, retaining walls, caissons, as well as pit and excavation work in the most diverse fields. At present, around 150 units are produced in Finland each year (and the trend is constantly growing); some of these are distributed by partners, whilst others are directly distributed in the various countries.

**Collaborative projects lead to premium partnership**

Movax Oy has been represented in Germany since 2007. Since then, the Kiesel Group has already collaborated with Movax Germany on several projects. That’s why it was clear to Lasse Mannola, Managing Director of Movax Oy in Finland, that he needed to reach out to Managing Director Toni Kiesel to further develop this partnership. Mannola expects that the future premium partnership will enable them to respond to market demands throughout Germany and Austria, and that both companies will develop new and innovative system solutions together that satisfy customer requirements.

As a premium partner of Movax and a company operating throughout Germany and Austria that’s distributing this equipment, Toni Kiesel is delighted that Kiesel can now also offer its customers the specialist civil engineering system solutions they’re looking for. “The equipment made by Movax Oy is the perfect addition to our range of attachments. What’s more, our sales staff can rely on the product specialists from Movax and therefore offer the best possible advice in this key area,” says Toni Kiesel.

Movax will display many of the products from its range at the “Forum for Technology” in Stockstadt am Rhein, which Kiesel will be opening in autumn 2018. Mannola also believes that the demonstrations carried

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out at the demo area on the training grounds in Stockstadt are crucial to be able to teach visitors about the unique system that's used by the equipment: "You best understand how the equipment works when you see the machines working," says Mannola. In future, it will even be possible to obtain replacement parts for Movax equipment from the Kiesel Group's logistics centre. What's more, the machines will also be available to rent in the medium term, and the equipment will be offered by Kiesel sales staff in Germany and Austria from now on.

Editor: Kiesel GmbH, Tanja Buchholz

Further information: [www.kiesel.net](http://www.kiesel.net)

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*Kiesel is a provider of system solutions for new and used construction machines, material handlers and attachments. On the one hand, the company is a wholesaler that distributes – in some instances on an exclusive basis – brands such as Hitachi, Fuchs, Giant and many more within Germany and other European countries, depending on the manufacturer. On the other hand, it is also a provider of innovative all-in-one solutions that are precisely tailored to the specific requirements of the industry in question. Customised services, ranging from financing through to an extensive service network, are also provided. More than 1,000 employees currently work for Kiesel throughout Europe; 950 of them in Germany. Since its foundation more than 59 years ago, Kiesel has intentionally preserved the character of a medium-sized family business.*

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