



## Volvo Penta gives forestry machinery a cutting edge

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For Baumdienst Ramer, a reliable engine and a dependable service network are key differentials when it comes to forestry machinery and tree-cutting equipment. And having a Volvo Penta engine was one of the reasons why the young company recently invested in a Magni telescopic handler.



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When young German arborist Daniel Ramer started his own company back in 2010, all he had was a couple of chainsaws, and his client base was limited to people's private gardens. Today, Baumdienst Ramer is a full provider of tree care services. He has a team of 20 people, a vast array of different equipment and machinery at his disposal, and multiple ongoing contracts with municipalities across Germany's North Rhine-Westphalia region.

"We have experienced growth every year, which enables me to keep expanding our team and invest in better equipment and machinery," says Daniel Ramer. "What makes us unique is that I am very fond of new technology and finding ways we can work safer and more efficiently."

**The best in tree-cutting equipment**  
One of Baumdienst Ramer's most recent acquisitions is a Magni RTH 6.30 telescopic handler. Equipped with a tree cutter attachment, it's able to reach heights of nearly 30 meters. Despite

its size, it has a lifting capacity of 6000 kilograms (2500 kilograms at maximum height), thanks to its Volvo Penta D5 engine.

“The Magni has brought us forward enormously,” says Daniel. “Before we had to fell all trees manually. We needed to send our staff up there in an aerial lift, hold each branch as we cut it, and bring it down piece by piece. But now felling trees is so much quicker and does not endanger the staff. We can work much more efficiently and, more importantly, safer too.”

**Reliable forestry machinery needs a reliable engine**  
Before investing in any new machinery, Daniel does plenty of research, with his two main priorities being durability and service network. “If something goes wrong, the machine needs to be repaired quickly, and the supply of spare parts has to be guaranteed,” he explains. “There is no benefit in buying a cheap machine if we have to wait four to six weeks until we get a spare part, and in that time, we can't work - that doesn't help us at all!”

The Magni was no exception, and Daniel gave it close scrutiny, even going as far as contacting Volvo Penta directly. “I had a few questions about the engine, and they were able to provide a lot of technical specifications as well as information about their service network in our region. They were very quick and professional, and that was something that really stood out.”

“Our service network covers the whole Germany in order to be as close as possible to our customers. We both provide timely and on-site assistance and product support remotely to reduce machine downtime and increase productivity,” says Alessandro Pastorelli, Service Manager at Magni TH.

Having established that Volvo Penta had multiple service partners in his region, Daniel was able to proceed with the purchase of the Magni, confident in its support network. “I'm always very interested in a machine's engine because it can help us decide which machines to consider and which to exclude from our list of options. For us, being equipped with a Volvo Penta engine – and the service network they could provide – was one of the reasons why we chose the Magni.”