

Hephaestus

Repalo Media Manifest

Inside:

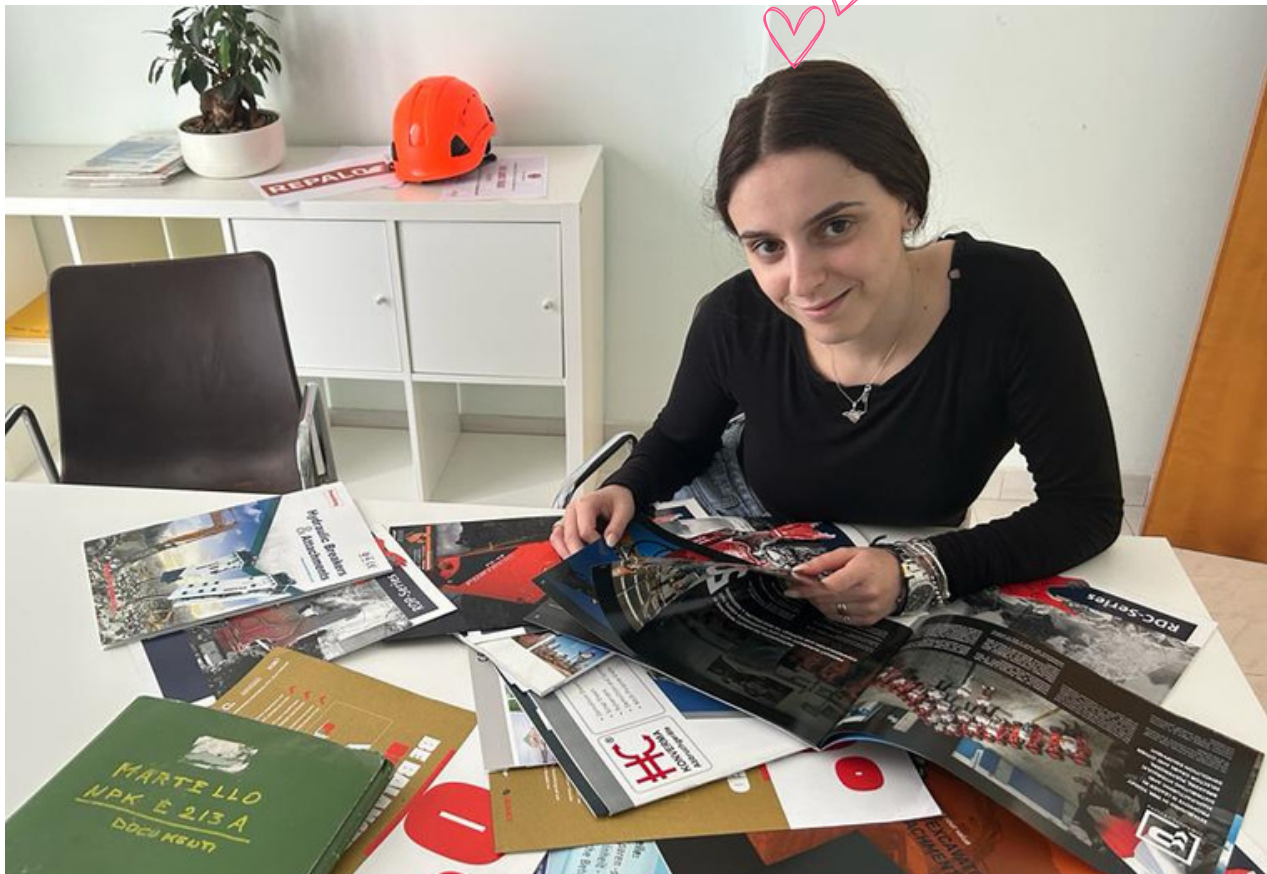


Standard day for Trader
NPK: Buyer's guide

#1 - Special Edition
2023

Editors & Creators' Message!

It's not a work for Women!



Hi everyone, I am Noemi Leone and I am the editor of Hephaestus.

When I first met Pasquale, I thought he was crazy but his courage and liveliness led me to fall in love with the world of demolition.

Strange to say for a woman, many will say that it is not really a woman's field but today I am here to bring you our paper full of content and insights into this world. Hephaestus, in the Greek mythology was the Deity in charge of building prodigious tools such as Zeus' tunder, Poseidon's trident and Cupid's arrows and so on.

So what better Deity to evoke in order to talk about attachments?

I don't want to tell you too much, enjoy your reading!

The next issue will be in PDF, come back to me soon to receive it FOR FREE on your email!

DON'T WASTE TIME!

Noemi Leone

Hephaestus' Content Editor

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OUR PURPOSE

Hephaestus is a sheet that has no expectations, but it has a purpose. The goal of Hephaestus is to one day create a confederation of dealers who come together to share information, news, critical issues in the demolition industry.

Why not start NOW?

I would like to interview you, know more about your work, discover your winnings and retrace the mistakes you made to admire who you are now.

How to work with us?

If you have story to tell, your achievements, your failures let us know more, we would pleased to talk with you about.

Contact me:

☎ 3486878190

✉ marketing@repalo.it



Repalo operates in International Markets in order to provide Worldwide Dealers with a Huge Selection of Used Demolition tools.

Based in Bitonto, (Bari, Italy) an industrial area with a very long tradition in demolition attachments manufacturing, we work on a global market to source and export the highest quality used equipment for dealers!

Our offer is **ONLY dedicated to DEALERS** that are equipped with Workshops and able to Rebuild the Attachments we provide with:

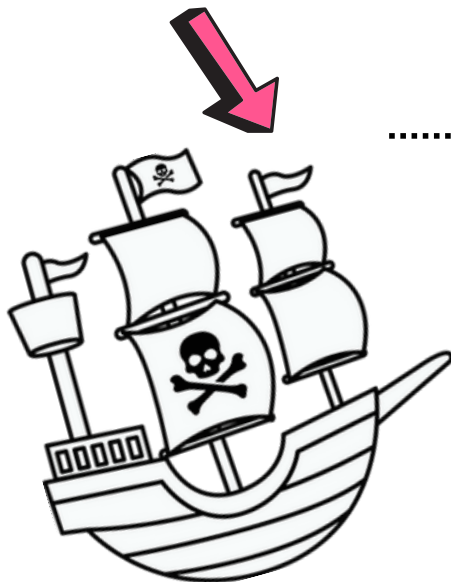
A CREDIBLE DESCRIPTION

AN EXCEPTIONAL PRICE

AS IS

If the DESCRIPTION is not 100% correct, we are ready to Refund you.

About us



Repalo is here

MANUFACTURERS



**Dealers
(YOU)**

END USER



What distinguishes us from the rest:

- our salesmen have a technical background in demolition tools, specialist knowledge which allows us to evaluate and provide an accurate and reliable description of status and conditions of the used equipment being sold;
- all the equipment we sell always comes with CE, Manuals and all original documentation;
- we only buy used demolition tools from reliable, trusted sources: this makes our deals SAFE.
- OUR GUARANTEE: if our description fails to match the tool, we will take it back and fully refund you.

Contact us if you want to buy or sell used attachments with professionals:

☎ **00 39 3357574116**

✉ **info@repalo.it**

APP **www.repalo.it**

A standard trader day



The early birds catch the worm. A standard trader day, especially that operates on the international market, never ends.

It starts early in the morning. His best friend is the phone, his work is to make and close negotiations.

Certainly, trader's work has to do with talking to people, as well as selling.

The term **trader** literally means "one who exchanges". Narrowing it down to used demolition equipment, the trader is the person who exchanges demolition equipment, in our case used, from the seller to the buyer in order to guarantee an economic return for the former and satisfy a need for the latter.

As you can well imagine, our day is very eventful. For this reason, there are three key concepts that should not be forgotten. They are:

3 KEY CONCEPTS:

1. KNOWLEDGE
is the most important capital in the B2B business today, in our sector too. It is useful to always be updated about the last market trends and know first the news.

2. PRICE
measures the perceived value of the goods. Price is never an issue if the value is OK! In used demolition, there are no fixed prices, very volatile market nowadays.



3. VALUE
determines the price. Everything revolves around it. To understand value, Value is the basis in any free market. Understand your customer's need and his target market.



Do you agree with us?

BIG BOS

THE ITALIAN JOBSITE

Special thanks to
Mosmode, which has
invited Repalo in its jobsite.

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too?

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SCX800



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NPK M38K - eur 27.000 exw



EPIROC HB 5800 - eur 90.000
exw fully rebuilt



FURUKAWA F45 - eur 18.000 exw



HYDRARAM HRP-26V - eur
35.000 exw



Do you want
to see all the
attachments?



Zato FC40RIII - eur 35.000 exw

WE ALSO BUY \$

Do you have something to
sell? Write me

✉ marketing@repalo.it

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NPK: Buyer's guide



As a pioneer in manufacture of demolition equipment, NPK have always been a guarantee due to power and reliability.

Manufactured in Osaka, Japan, they are positioned at a topline of the Market!

What do you need to look at if you are buying used NPK?

From our experience as experts in trading in used demolition equipment, here are our technical tips.

First you need to check the piston rod, make sure that it is definitely not broken (changing it involves a large expense) and that it does not have any lesions or deep dents. This must be intact.

As far as the cylinder is concerned, since it reaches a pressure of 700 bar, it must not have any cracks or crazing.

The latter must not show any signs of post-welds, traces of any repairs which have been badly carried out and which would be resolute.

A cylinder damaged in this part cannot be repaired, it must be replaced with a new one involving a large outlay of money. The purchase of equipment with an undamaged cylinder is not recommended by us.

In general, it is important that the casing does not have any structural cracks or crazing that would affect it in its entirety.

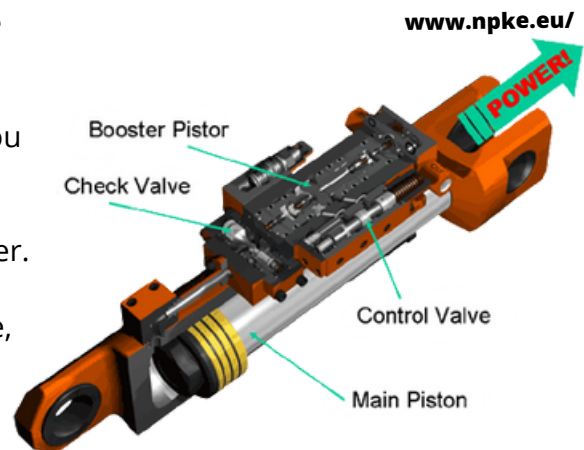
The booster: the secret sauce

What distinguishes and adds value to the Japanese crushers from Osaka is the BOOSTER, the key element for NPK.

From our experience we think it is useful to give you two tidbits on what it is and how it works.

A booster is a hydraulic device added to the cylinder.

Assuming that when the jaw encounters resistance, speed is converted into force and that without resistance, the booster generates speed, there are four phases to explain how the booster works:



- The jaws are closing, they have not yet encountered resistance, so they acquire speed.
- The jaws encounter resistance, the valve sends oil to the booster, which activates.
- There is still resistance, the breaking force increases, the booster is in its maximum phase.
- The jaws open again, the booster is deactivated by decreasing pressure. Speed increases.

In order to observe the proper functioning of the booster, we recommend two tests:

- instrumental
- acoustic

INSTRUMENTAL IN PUSH In one of the inspection holes (see adjacent photo) apply a pressure gauge and measure the pressure of the cylinder when opening. If the booster is OK, you should read 700 bar stably.

ACUSTICS Being in the field, you may not have a pressure gauge with you, don't worry! You can, however, ascertain with a high degree of confidence that the booster is OK, how? By listening to the typical noise, of NPKs in the crushing phase, metallic sounding TA- TA-TA-TA- TA which decreases in frequency until the cycle is complete. Should TA-TA be continuous and not slowing down, there may be a faulty relief valve in the booster. Nothing serious, contact your nearest NPK dealer for a complete overhaul.

NPK: Evaluation & Buyer's Guide Used



STRENGTHS

Definitely the BOOSTER. They are recognised worldwide as the best crushers, reliable, powerful and fast made of very good material. All self-respecting breakers have at least one NPK cutter, their LONG REACH is the best for primary demolition work at height. They have recently bought GENESIS (another world leading company especially in the USA) so they now really have a global NETWORK, plus they have closed the technology gap in the steel shear segment product. They have a super-faithful and fundamentalist dealer network worldwide.



www.npke.eu/

TOP MODELS

UJ18 secondary pivoting crusher- SV26 demolition cutter long arm, but also U21, U31, S16.

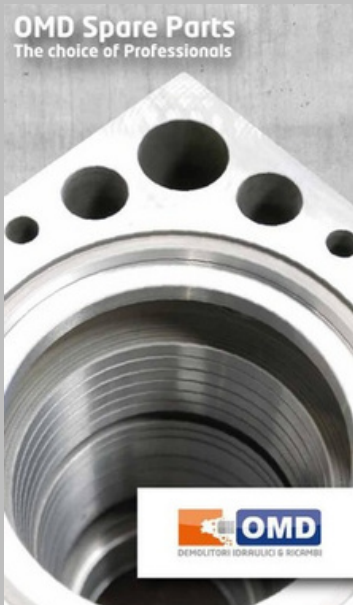
USED VALUE: HIGH, if you can find them in good condition they are worth buying, excellent investment.

For those who would like to learn more, here is the link:

<https://www.npke.eu/products/crushers/>



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Contact me, I will tell you more: marketing@repalo.it

What would you like the next Hephaestus to be about?

We came up with these three topics



**Dealers Guide
to Ultimate
Silent
Demolition
Tools**



**Gas Hammer or
Oil Hammer?
What would
you choose?**



**Used
Demolition
Tools
Evaluations &
More**



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will be in PDF only.
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