Case Study | Construction

*Merlo P72.10 CS TOP Telehandler*

# Merlo




## Merlo and Perkins *push telehandlers to new heights*

In 1964, Merlo began making dumper trucks and truck mixers in Cuneo, Italy. For the last 60 years, the company has been at the forefront of innovation, creating the first forklift with four steered wheels and the first telehandler. Now, Merlo is a global leader in telehandler production, with a broader reach into North America over the last 20 years.

What sets Merlo apart from many other companies is its customisation capabilities. Merlo designs and manufactures 95% of its machines in Cuneo, allowing for precise specialisation for customers. “Since we produce everything ourselves, we can adapt any part of the machine to do exactly what we want,” says Merlo product manager Fabio Garino. “We design our own cabins with suspension capabilities for maximum comfort. We do everything our own way and we’re proud of that. We can offer many differences from our competitors.” Merlo even designs and manufactures complex components, like transmissions, axles and hydraulics. Fabio says: “Making everything ourselves allows us to provide the right solutions for our customers.”

### Key Facts

Customer
**Merlo S.p.A**

Project location
**Cuneo, Italy**

Product
**Merlo P72.10 CS TOP Telehandler**

Engine model
**Perkins® 904J-E36TA EU Stage V / U.S. EPA Tier 4 Final**

## Introducing Merlo’s latest innovation

Merlo launched the P72.10 CS TOP Telehandler in 2025. With a 7,200 kg maximum capacity, the CS TOP has a compact chassis for minimal footprint that doesn’t sacrifice performance. The CS TOP can reach speeds of 25 mph and is ideal for agriculture, industrial maintenance, construction and any application that requires lifting and transporting heavy loads. The CS TOP is built for endurance and comfort. Operators who are on the job for eight or more hours a day benefit from the machine’s productivity and comfort.

The CS TOP telehandler is a versatile machine that can position loads with precision, even at heights up to 10 metres. Advanced hydraulics, faster transmission and a bigger boom allow operators to complete jobs with more speed and efficiency. The CS TOP was built with safety in mind. It’s designed with panoramic, 360° visibility and advanced manoeuvrability for accessibility in tight spaces.

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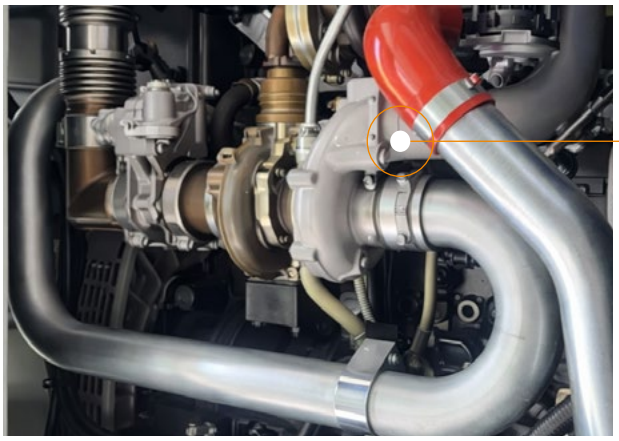
## It takes a powerful engine to run a versatile machine

A company that designs all its own components must put a lot of trust in its engine supplier to deliver superior performance. Merlo chose the Perkins® 904J-E36TA, 3.6-litre EU Stage V/US EPA Tier 4 Final engine for use in the CS TOP telehandler. Merlo engineers needed a smaller engine to equip the machine with excellent, 360-degree visibility. The 3.6 met these requirements as the compact, 4-cylinder engine offers 100 kW of power, enabling important features, such as robust hydraulics, heavier payloads and faster travel speeds.

The CS TOP can use 100 different attachments, so the high torque output, horsepower, package size and transient response of the engine made it an ideal choice for such a complex machine. The CS TOP is tasked with carrying heavy loads across long distances. The engine must be able to handle constant stop-and-go and forward/reverse movements for construction and agriculture applications.

"In terms of power, torque, performance and the assistance we can get in regions all over the world, choosing a Perkins engine was an easy decision," says Fabio. Versatility was also a factor in choosing the Perkins 904J-E36TA. "It's not only the power of the engine but also low fuel consumption and the ability to adapt to different systems in different environments," says Fabio. "We are quite happy."

Merlo engineers work directly with Perkins engineers to develop new innovations and refine existing equipment. "There's a lot of value in our application and integration team working closely with Merlo," says Perkins account manager Giuseppe Lucchese Camaran. "There's constant communication to optimise things like improvements in configuration to accommodate Merlo attachments."



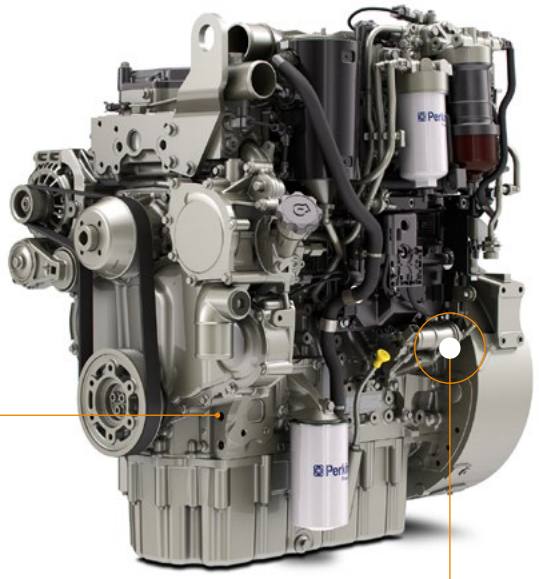
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*— Fabio Garino, Merlo product manager*




## Taking telehandlers into the future

Merlo is implementing its own unique telematics project that is designed to make maintenance and operation safer and easier. Integrated through Merlo Mobility, engineers have mounted a telematics box on machines to receive information from the engine. That data is processed through Merlo Mobility and connected to Perkins engines through an Application Programming Interface (API). This proactive solution feeds back analytics, such as engine conditions and critical recommendations, that can help extend the life of equipment and decrease downtime. The telematics project is currently in use in Italy and will extend to other countries in the future.



The compact, 4-cylinder **Perkins® 904J-E36TA engine** offers 100 kW of power, enabling important telehandler features, such as robust hydraulics, heavier payloads and faster travel speeds.

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