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A Brief Word...

Well, a big month for us all regardless of where you live. The New Year promises to live up to the philosophy: “Out with the old, in with the New”!

It will see the inauguration of Mr. Trump and the initiation of policies that may have significant effect even for the humblest equipment buyer or user. Does it represent a philosophy for equipment users and owners?

The exchange rate will continue to wallow, in part because there will be a surge of investment into the U.S. and mainly because our own governments are wholly disinterested with the basic economic realities of this country. This will see the cost of new equipment rising again, and pushing used prices up as a result. Public debt will grow, lower percentages of revenues will be used for infrastructure and development and slowly the noose will tighten on an already vulnerable sector.

The bright light may be resources, which have ticked along in recent years preparing for what they believe is an inevitable up swing. Our resources are not within our command, so if Mr. Trump follows through then U.S. speculators will be pressing to secure their raw materials, and what is ours is theirs from all practical perspectives.

How does all of this affect we peasants trying to survive day-to-day and job-to-job?

It likely means becoming more cut throat, and cost sensitive. Both are knee jerk reactions with short term results and long term consequences.

It should mean a focus on innovation and pioneering new techniques and market sectors. Landscape Ontario’s CONGRESS will be our first chance to assess these for the coming year. InfraStructures will be there and will be reporting to you the highlights and innovations in equipment that may assist you in creating your approach to the challenges to come.

Happy New Year!

On the cover: Thirty years of water ingress has made a significant impact on a freeway bridge in Quebec City, resulting in total deterioration of the concrete and the breakdown of the rubber expansion joints at both ends of the long bridge.
HOLLYFRONTIER TO ACQUIRE SUNCOR ENERGY’S PETRO-CANADA LUBRICANTS BUSINESS

HollyFrontier Corporation recently announced it has entered into a definitive agreement to acquire Suncor Energy’s Petro-Canada Lubricants business for $1.125 billion, including working capital with an estimated value of $342 million. HollyFrontier expects to fund the transaction with a combination of debt and cash on hand, and anticipates the acquisition will be immediately accretive to the Company’s earnings per share and cash flow.

The Petro-Canada Lubricants plant, located in Mississauga, Ontario is the largest producer of base oils in Canada with 15,600 bbl/d of lubricant production capacity, and is the only North American producer of high margin Group III base oils. The facility is downstream integrated from base oils to finished lubricants and produces a broad spectrum of specialty lubricants and white oils which are distributed to end customers worldwide. The Petro-Canada Lubricants business will bring HollyFrontier industry leading product innovation and R&D capabilities, a global sales and distribution network and strong brand portfolio recognized globally. With this transaction, HollyFrontier also acquires a perpetual exclusive license to use the Petro-Canada trademark in association with Lubricants.

With the addition of the Petro-Canada Lubricants business, HollyFrontier will become the 4th largest lubricants producer in North America with a capacity of 28,000 bbl/d, or approximately 10% of North American production. Petro-Canada Lubricants has generated approximately $150 million of EBITDA over the 12 month period ended June, 2016.

“This transformative acquisition will diversify HollyFrontier with the addition of a differentiated high margin business with more stable cash flows. Petro-Canada Lubricants is a great business, which combined with our existing Tulsa Lubricants business creates scale and will create a strong platform for growth,” commented George Damiris, president and CEO. “We look forward to realizing the operational and financial benefits of this combination to further strengthen our company and drive continued value creation for HollyFrontier. We believe that the transaction will be of benefit to our stockholders, our current and new employees and Canada, especially as we expand the domestic and international reach of PCLI.”

The transaction is subject to regulatory approval and customary closing conditions and is expected to close in the 1st quarter of 2017.

HollyFrontier was represented by Morgan Lewis & Bockius LLP and Borden Ladner Gervais LLP on this transaction. Goldman, Sachs & Co. acted as exclusive financial advisor to HollyFrontier on this transaction.

Source: HollyFrontier Corporation
KOBELCO CONSTRUCTION MACHINERY U.S.A. AND KOBELCO CRANES NORTH AMERICA TO MERGE IN 2017

KOBELCO Construction Machinery U.S.A. and KOBELCO Cranes North America announce plans to merge under KOBELCO Construction Machinery U.S.A., effective January 1, 2017. The union of these subsidiaries in the North American market takes place following the KOBELCO Construction Machinery Co., Ltd. global construction machinery excavators and cranes merger that was announced in April 2016.

KOBELCO Construction Machinery U.S.A. and KOBELCO Cranes North America have each made several advancements to continue their momentum of growth and commitment to the North American market. The company will take a leap forward as a comprehensive construction machinery manufacturer that provides superior product development, manufacturing capabilities, and enhanced sales support in the U.S. The combined organization will be represented by 2 strong dealer networks that are dedicated to delivering the best products, parts, and services in the industry for both the excavator and the crane businesses. They will continue as independent networks serving their respective industries.

Headquartered in Katy, Texas, KOBELCO Construction Machinery U.S.A. will be led by new president and CEO, Naoto Suzuki and will be comprised of 3 independent divisions – excavator, crane, and manufacturing. Katsuhiko “Pete” Morita, named as vice president - Excavator Division and Jack Fendrick, named as vice president – Crane Division, will lead their respective divisions from the Texas headquarters. Hiroshi “Rocky” Morita, is named vice president - Manufacturing, and will be based out of the KOBELCO North American production facility in Spartanburg, South Carolina.

“This consolidation will harness the strength of both businesses to build our capabilities as a whole,” says Naoto Suzuki. “It will further enhance our service functions, strengthen our product development capabilities, and reinforce our foundation in the North American market. We are very excited about the new opportunities the merger will provide, and we look forward to continuing our growth in this market.”

Source: KOBELCO Construction Machinery U.S.A.

STUART OLSON INDUSTRIAL GROUP AWARDED NEW CONTRACTS

Stuart Olson Inc. recently announced two new maintenance, repair and operations (MRO) contract awards valued at an estimated $130 million for its Industrial Group segment.

The awards include a contract estimated at $100 million to provide MRO services to a longstanding oil sands customer. Under the terms of the contract, Stuart Olson’s Industrial Group will deliver an integrated bundle of electrical, instrumentation and insulation services at the customer’s newly constructed facility in Northern Alberta. Work under this contract was expected to commence in late 2016 and extend over a period of 5 years.

The Industrial Group was also awarded a contract by a new customer to provide electrical and instrumentation maintenance services at a newly constructed processing plant.
provide In-Service-Support (ISS) to the Royal Canadian Navy’s minor warships and auxiliary vessels.

The contract awarded to SNC-Lavalin in 2011 was an initial 4-year contract that included options to extend the duration of the contract up to another 4 years. Following 2 previous 1-year extensions in 2014 and 2015, the Government of Canada has now added an additional 2-year extension, bringing the contract to September 2019.

Since 2011, SNC-Lavalin has fulfilled, on average, some 14,000 work orders annually. Responsible for everything from new designs and repairs, to ship hulls and installing remote-control defense equipment, SNC-Lavalin provides support to 25 different classes of vessels, totalling a fleet of 76, including the Kingston-class, Orca training vessels, tugs, dive, and auxiliary support barges and vessels.

“We have competitively bid on and successfully won 3 consecutive In-Service-Support contracts for the Royal Canadian Navy,” said Ian L. Edwards, president, Infrastructure, SNC-Lavalin. “Our ship operations and maintenance team offers world-class expertise and they are proud to play a vital role in the ongoing maintenance of the Navy’s minor warships and auxiliary vessels.”

Source: SNC-Lavalin

GRAY TOOLS INVESTS IN ITS CANADIAN MANUFACTURING CAPABILITIES

Gray Tools Canada Inc. is proud to announce the acquisition of a new vertical machining center, thus furthering its commitment to domestic manufacturing. The commissioning of the equipment was the final step in a nearly 18-month process that involved countless hours of study, evaluation and consultation.

“It was a long and sometimes frustrating process, however now that the equipment has been installed and is producing tools being sold worldwide, I am extremely proud and pleased because of what it represents to Gray Tools, its customers and Canadian manufacturing as a whole,” says Paul Dean vice president, Operations at Gray Tools.

Like many Canadian manufacturers, Gray Tools was faced with global competition, rising costs and difficulty finding manufacturing labor. According to Mr. Dean, “The challenge was difficult yet clear. We needed to find a new way to remain

facility in Northern Alberta. The agreement is valued at $30 million over a 6-year period, with work expected to commence in 2017.

“These contract wins center on new facilities and are significant steps in expanding our already strong portfolio of long-term MRO contracts,” said David LeMay, Stuart Olson’s president and CEO. “The awards also demonstrate the recognition by both new and existing clients of the value of our integrated package of contracting services.”

Source: Stuart Olson Inc.

SNC-LAVALIN AWARDED TWO-YEAR CONTRACT EXTENSION BY THE GOVERNMENT OF CANADA

SNC-Lavalin announced recently it has been awarded a 2-year extension to its existing contract, valued up to $180 million, by the Government of Canada to

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competitive and overcome key uncontrollable challenges. The only certainty was any solution needed to include domestic manufacturing.

In order to find a solution Gray Tools consulted with various experts. In the end Elliott Matsuura was the chosen partner. The 2 partners overcame key factors such as creation and proof of the machining concept; equipment identification; cycle time refinement; and tooling build and integration. “They had the best equipment, service, support and expertise. They worked closely with us to deliver a customized solution to our specific needs,” says Gary Nuttall, president of Gray Tools.

“At a cost of $300,000, this represents a significant strategic investment for us. The new machinery will be instrumental in manufacturing products such as large combination, striking face and strike free wrenches. Its implementation will deliver improved product quality, shorter lead-times, mark an important internal shift towards advanced manufacturing and enhance the company’s competitiveness in the marketplace,” says Mr. Nuttall.

The global manufacturing landscape has never been more uncertain and challenging. Factors such as a protectionism, environmental protection, interest and currency uncertainty simply meant Gray Tools needed to continue adapting and evolving. This project clearly demonstrates the company’s commitment to doing exactly that. According to Gary Nuttall, “We are investing in people and equipment today in order to produce superior quality products at competitive prices. This is the first of several strategic equipment initiatives we have planned. Our goal is to expand current capabilities, improve productivity and grow global sales.”

Source: Gray Tools Canada Inc.

INFORMA AND ZHANYE FORM A JOINT VENTURE TO LAUNCH WOC ASIA

Informa Beijing and Shanghai Zhanye Exhibition Co., Ltd have formed a joint venture, Shanghai Yingye Exhibition Co., Ltd, to launch the World of Concrete Asia (WOCA), which will showcase a full range of products from the World of Concrete, China Floor Expo (CFE) and China Mortar Expo (CME) brands. The cooperation will begin from the next edition of CFE/CME fairs on, which will be held from December 4-6, 2017 in the Shanghai New International Expo Center. The joint venture will expand the brand's international reach and expand these leading construction and material industry trade shows in China and Asia.

World of Concrete Las Vegas is an annual international event dedicated to the commercial concrete and masonry construction industries. Featuring indoor and outdoor exhibits with the industry's leading suppliers showcasing innovative products and technologies, exciting demonstrations and competitions, and world-class education programs. In 2016, the exhibition drew 60,110 registered professionals, and featured more than 1,532 companies exhibiting across 150,000 m² of space. The next event will be held January 17-20, 2017 in Las Vegas, Nevada. Other global events include World of Concrete India, and World of Concrete Europe.

CFE and CME are long-standing exhibitions in the construction and building materials industries in China and will attract over 700 exhibitors in 34,500 m² of exhibit space this year at the SNIEC with a 40% increase compared to last year. These events will benefit greatly from the alliance with Informa, the world-leading exhibition organizer, and accelerate international reach in the future by being part of the renowned World of Concrete brand.

The first China Floor Expo was launched in 2004, and is the leading trade show focusing on floor industry in China. China Mortar Expo was launched in 2005, and has grown to be the largest and most influential trade show on building mortar and pre-mixed mortar.

The construction industry in China and

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The Cobra™ PROi Gas-Powered Breaker with Electronic Fuel Injection

Atlas Copco is the first to introduce a petrol breaker with electronic fuel injection (EFI), a technology which offers significant benefits for users. The Cobra PROi provides up to 10% more power at all working speeds, while optimal combustion gives up to 10% savings on fuel consumption. The machine is easy to start in almost any climate, or at any altitude, and the breaker requires less routine maintenance.

At first glance the new Cobra PROi looks like other petrol breakers in the Cobra range. The only differences are that the trigger with kill-switch has been moved from the left to the right handle, and the kill-switch is now a button. Also, with fuel injection no choke is needed.

An integrated mechanical fuel pump employs a unique system that keeps constant pressure to the regulator without the help of electricity. While standard EFI systems require 3 bar pressure in the fuel system, thanks to custom-made injectors the Cobra PROi’s low pressure EFI system needs just 0.2 bar. This approach minimizes pressure variations and voids in the fuel, ensuring smooth running.

Putting the operator first is embedded in Atlas Copco’s DNA, and the Cobra PROi is a good example. Hand-arm vibration level on 3 axes is below 4 m/s², and the machine is light. Weighing just 24 kg, it is no problem to carry around and fits easily in the trunk of a car. Starting is easy in any conditions; the ECU (Engine Control Unit) wakes up during the first revolutions when the user pulls the starter cord.

When it comes to maintenance, since the Cobra PROi stays in tune, requirements are low. The high capacity air filter gives a longer lifetime and is easily accessed for fast servicing.

Source: Atlas Copco

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Asia will benefit greatly from the launch of World of Concrete Asia 2017 that will be held December 4-6, 2017 at the Shanghai New International Expo Center.

Source: Informa Exhibitions
Shanghai Zhanye Exhibition Co Ltd

ONTARIO LAWMAKERS URGED TO IMPROVE ECONOMIC CLIMATE

The Association of Equipment Manufacturers (AEM) met with Ontario lawmakers to discuss public policies impacting growth and investment in the province’s manufacturing sector during the inaugural Manufacturing Day at Queen’s Park, in Toronto, on December 2nd, 2016.

Issues such as skilled labor shortages, regulatory burdens, costly energy policies and tax reform were all discussed at great length.

“The Ontario government needs to enact public policies that attract additional foreign direct investment in the manufacturing sector and help businesses in the province compete on the world stage,” said Alex Russ, AEM director, international and regulatory affairs. “Future regulations must be weighed against the potential economic cost to the manufacturing base in the province.”

AEM is committed to increasing its involvement throughout Canada to advocate for public policies beneficial to the equipment manufacturing industry. In the coming year, AEM will be actively engaging public policymakers in Canada on the municipal, provincial and federal levels.

Source: Association of Equipment Manufacturers (AEM)

New Brokk 280 Features Increased Power, Tougher Design and Upgraded Electrical System

Brokk introduces the new Brokk 280. The machine features increased demolition power over its predecessor, includes the all-new Brokk SmartPower™ electrical system, and incorporates additional hardened parts for extra durability in tough environments.

The Brokk 280 features a 6.2 m reach and weighs 3,150 kg. By generating as much as 25% more breaking performance – a combination of impact power and blow frequency – over its predecessor, the Brokk 280 delivers a significant boost in productivity. Beyond packing a harder punch and knocking out more breaker blows per minute, the Brokk 280 features improved maneuvering capabilities with softer, smoother movements. It does this without sacrificing any of the compactness, precision and flexibility for which Brokk machines are known.

Brokk also introduces an all-new electrical system, Brokk SmartPower, on the Brokk 280 (also available on the new Brokk 120 Diesel machine). The intelligent system includes hardened components and fewer moving parts. The system also optimizes machine performance based on a number of factors, including power supply quality and ambient temperature. Brokk SmartPower senses when a power supply is poor or faulty, making it suitable for generators or unreliable power supplies. The electrical system can also be set to work on worn fuses.

The SmartPower intelligent motor control uses smart dynamic effect control to monitor temperatures of the electric and hydraulic systems. It also tracks the electrical motor’s power usage and adjusts the machine to use more power in cold environments and less power in hot environments. This eliminates the need for an automatic shutoff for overheating since the machine’s temperature is well controlled. The Brokk 280 boasts a 60% increase in cooling system capacity over the Brokk 260 it replaces.

The Brokk 280 also features upgraded durability. The machine sports a new design that adds hardened parts and details to almost the entire unit. This includes LED headlight protection, reinforced machine corners and a new steel gray color coating in strategic areas to add an additional level of resistance to dirt and scratches.

The Brokk 280 can be used with a variety of attachments including breakers, crushers, scabblers, buckets, grapples, drills, shotcrete nozzles, beam manipulators and rock splitters. This allows contractors to equip the machine’s 3-part arm with any of Brokk’s full line of reliable tools.

Source: Brokk Inc.

HYUNDAI ADDS HANDLERS EQUIPMENT TO ITS NORTH AMERICAN DEALER NETWORK

Hyundai Construction Equipment Americas recently announced the expansion of its North American network of construction equipment dealers with the addition of Handlers Equipment, based in Abbotsford, British Columbia. With 25 years in business, the family-owned Handlers Equipment serves customers throughout the Vancouver metropolitan area and in a large area of southern and western British Columbia.

“Hyundai is pleased to add another highly experienced and successful dealership to our North American dealer network,” said Stan Park, manager – strategic distribution, Hyundai Construction Equipment Americas. “Handlers Equipment has proved to be customer focused and adaptive to the ever-changing demands of the marketplace. Handlers provides a strong presence for Hyundai in the important Vancouver and British Columbia market.”

“There has been strong demand in our area for a broader range of large equipment with better support and service. Handlers is pleased to offer that with Hyundai,” said Ivor Venema, managing director, Handlers Equipment. “Hyundai’s product quality is proven and we’ve been impressed with their machines and the technology and innovation that come with the Hyundai brand.”

Source: Hyundai Construction Equipment Americas

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Demolition: Don't Knock It

Bringing heavy-duty demolition down to size is the job of 2 Volvo excavators – in the hands of deconstruction experts, Skillings Crushing Company Ltd, in Northwest England.

Few sights are as captivating as seeing a great hulking block of concrete being neatly folded onto its footprint after having been dismantled by demolition professionals. It is a scene familiar to David Skillings, owner of the UK-based company, as he presides over his company’s latest jobsite.

A reinforced concrete wall towers over the plot at a height of 5 m. After just a moment or two of resistance, the concrete starts to melt away like a slab of butter on a hot day.

“Proper kit, that is,” Mr. Skillings says in his distinct Lancastrian accent, motioning to the Volvo excavators that have leveled the jobsite. “The machines have never been beaten by anything they’ve tackled.”

The 2 Volvo excavators are dismantling 4 clean water-storage tanks near Doncaster, in South Yorkshire, England. The foundations are also being drilled out to prepare the site for housing.

Such projects are the bread and butter of Skillings’ business. Established nearly 2 decades ago by David Skillings and his wife, Jan, the Burnley-based company built its reputation in the UK as a demolition and remediation specialist for large-scale projects. Experienced in the world of construction, Mr. Skillings set out on his own after spending his early career working for other firms.

“I was lucky,” David Skillings says modestly. “When I started out alone, the idea of building new homes on brownfield sites was just taking off. I was well connected to a contracting remediation company, so there was plenty of work right from the start.”

Plenty of work called for a strong team and an equally strong fleet of machines. Today, the company employs 17 people, who Mr. Skillings credits for the company’s continued success. “I am blessed with good men,” he says. “They all want to do well for the company – it’s all about doing a good, safe job.” Skillings’ employees operate a fleet of 20 machines, including excavators, crushers and a tracked dozer.

In the beginning, David Skillings recalls: “I had been buying cheaper, new machines, but as prices increased, I thought: ‘Why not buy the better equipment?’”

Mr. Skillings’ first Volvo EC700 excavator was used to tackle a high-profile job in London. “It had done about 3,000 hours, and we also bought a hammer to tackle meter-thick reinforced concrete slabs and foundations,” he says. “It was a breakthrough. The job went really well, and the machine never missed a beat. We then knew we had the firepower to sort anything out.”

Skillings’ fleet includes 7 specially reinforced Volvo EC700 excavators. Over the years, they have worked on a huge variety of projects, ranging from office blocks, factories and paper mills to power stations, nuclear bunkers and bombproof hangars at U.S. Cold War airbases.

Bringing down the walls is the work of the EC700C while, the Volvo EC300E crushes the concrete into more manageable pieces and separates the mangled steel reinforcing bars. Both machines are fitted with quick-fit, hydraulic rotating pulverizers or “munchers” that rotate 360°, ensuring the material is held firmly in the pulverizer’s jaws.

Later, the 5,000 m³ of excavated material will be processed through one of the company’s on-site crushers to produce a variety of aggregate products for reuse. Each year, the company deals with around 400,000 m³, weighing 800,000 t. The company processes the material on-site, which means fewer truck movements, saved fuel and reduced carbon emissions.

Ensuring the machines retain optimum uptime and long-term performance is Bill Holcroft, Volvo CE sales manager for Northwest England, who supplied Skillings with his first full-service warranty.

Ian Watkinson operates the Volvo EC700C excavator. “I love them, they’re fantastic,” he muses. “They sit really well, whatever the terrain, and make you feel safe. Turn on the key and the machine starts instantly and every time.”

Operating an excavator is a demanding job that requires full concentration. To work safely and maintain high levels of productivity, David Skillings explains that one of the excavators’ most important features is their high level of comfort, which enables the operators to meet the full potential of their productivity without distraction.

Fellow operator Matt Wright echoes Mr. Watkinson’s sentiments. Among his favorite features are the smooth hydraulics, responsive controls and cab comfort. “I’m generally working on concrete, but the cab dampers and the air-seat mean there are no aches and pains at the end of the day,” he says. “And if you don’t get tired, you don’t make mistakes.”

Source: Volvo Construction Equipment North America LLC
JCB Loadall Telehandler Gives a Lift to Capitol’s Holiday Celebrations

When it was time to erect one of the world’s most high-profile Christmas trees, one telescopic handler was there to help get the job done – a JCB Loadall.

The JCB 507-42 Loadall was called in to perform the honors of assisting with the installation of an 24.3 m Engelmann spruce on the lawn at Capitol Hill in Washington, DC.

The tree was transported from Payette National Forest in Idaho to stand in front of the world-famous landmark of the United States Congress building during the holiday season. The Loadall, which can lift 3,175 kg up to 12.8 m, is manufactured at JCB’s World HQ in Rocester, Staffordshire, UK.

A JCB spokesman said: “This year has been a milestone one for JCB Loadalls, as the company celebrated the production of its 200,000th telescopic handler. We are delighted to end the year with a Loadall helping get Christmas celebrations underway in the American Capital.”

Next year, JCB will mark another remarkable milestone – 40 years of making Loadall telescopic handlers, which have revolutionized how materials are handled on construction sites and farms.

Source: JCB Inc.

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The Media Kit is available on InfraStructures’ website at www.infrastructures.com
Internationally-Recognized Innovation Prize for PERI

At the beginning of October 2016, PERI once again proved that the company continues to operate at an international level in terms of innovation: at a logistics conference, the Supply Chain Management department was awarded the “Supply Chain Management Award 2016” for its innovative logistics concept. Excellent planning is not just a requirement of the company but is in fact indispensable in order to provide customers with the appropriate formwork and scaffolding systems at all times. The innovation prize confirms that the solution developed in the company is indeed first class.

Many medium-sized Bavarian companies are market leaders in their respective industries. This also includes the formwork and scaffolding specialist, PERI. Today, the company employs around 7,700 employees worldwide and provides efficient and safe formwork and scaffolding solutions for countless small and large construction projects in more than 100 countries. However, PERI is one of the global market leaders not only in terms of formwork and scaffolding technology. The company is also extremely innovative with its business processes as was recently demonstrated through the presentation of the “Supply Chain Management Award”.

“We have shown that PERI is at the forefront in the discipline of logistics networks and were able to win through against well-known companies – naturally, we are very proud of this achievement. With their high level of motivation for everyday improvement of processes, all PERI employees greatly contribute to further expanding our very good position in the market as well as safeguarding jobs,” said a highly delighted Leonhard Braig, managing director for Products and Technology.

THE PROJECT CORE: PERI’S RENTAL BUSINESS AND ITS CHALLENGES

The fact that PERI GmbH not only sells but also rents out its formwork and scaffolding systems has diverse impacts throughout the company. On the one hand, PERI invests worldwide in the provision and maintenance of storage areas and rental equipment. On the other, rental operations involve a wide range of different processes: in addition to the commercial and logistical handling of deliveries and return deliveries, this includes other inbound and outbound deliveries as well as quantity and quality control procedures. Furthermore, materials must always be kept in a defined quality for renting out, i.e. cleaned accordingly and, if necessary, repaired and refurbished. One particular challenge for PERI rental parks around the
world is dealing with the unpredictable construction processes and the resulting uncertainty regarding which materials – and in what condition – are actually being returned to the rental facility.

In order to provide an even better supply of materials and delivery capability for customers, the “Closed Loop Supply Chain” project was therefore launched some time ago. As a result, worldwide processes are now firmly established as well as utilizing a range of software solutions which verifiably show how the specific goals have been achieved. One positive side-effect: the production of new materials has also been optimized in terms of energy and resource efficiency. In this respect, PERI has also been closely following the requirements of sustainable development whilst taking into consideration ecologically relevant aspects. In addition to the sustained increase in delivery capability, the project shows that responsible and ecologically-sound action assumes a particularly high degree of importance at PERI.

PROJECT RESULT CONVINCES THE HIGH-CALIBER JURY

Already in the run-up to the EXCHAiNGE conference, where the 4 finalists presented their logistics projects, PERI had won through against more than 100 other contenders. After the presentation of its “Closed Loop Supply Chain” project in Frankfurt in early October, the Weissenhorn-based company emerged as the winner. “PERI convinced the jury in all aspects of the evaluation criteria – strategy, processes, organization and innovation,” said jury member and laudator, Johannes Giloth, senior vice president of Global Operations, Nokia Solutions and Networks GmbH & Co. KG. Jury member, Dr. Petra Seebauer, editor of the LOGISTIK HEUTE (Logistic Today) trade journal, commented on the award-winning solution: “The detailed description of the processes complete with all relevant data in one software tool has also shown that PERI has laid the foundations for the digitization of its business processes.”

FUTURE-ORIENTED BUSINESS PARTNER

PERI expects further growth in the coming years and is setting the course for the whole company for this purpose – the project described here is just one example of this. The constant search for further improved or new products is central to the strategy. Currently, for example, PERI is investing in a new production plant for the innovative PERI UP scaffolding technology in the neighboring town of Günzburg. At the same time, however, processes are also regularly scrutinized. All areas of the company are constantly looking for ways to optimize processes along with continuously developing personnel even further – in accordance with the guiding principle of the company founder, Artur Schörer, in order to provide the best solutions to customers worldwide.

The Head of Supply Chain Management is delighted at the success achieved by the large international team who has worked together on the award-winning logistics solution. “We are very proud of the award which confirms our excellent position in the area of supply chain management in international competition,” according to Dr. Bernd Rosenkranz. “In particular, what has been achieved so far shows us that supply chain management is a decisive factor in long-term success of the company. The fact that this was also acknowledged by the jury simply confirms the great work done by the international team.”

Source: PERI Formwork Systems, Inc.

From l. to r.: Harald Geimer, Ramona Held, Dr. Bernd Rosenkranz, Johannes Giloth, previous year’s winner; and Dr. Petra Seebauer.

On Dec 4th 2016, PERI received their award in the logistics category at EXCHAiNGE 2016, the best paper for PERI’s Closed Loop Supply Chain project. The jury stated that “PERI convinced the jury in all aspects of the evaluation criteria – strategy, processes, organization and innovation.”
With the new concrete mixing plant MINIMIX® SBM skilfully continues its road to success with Dubrava know-how. Premium quality and optimum profitability of the new plant are setting new standards in the compact class.

With MINIMIX® SBM succeeded to build an extra-productive plant compared to other plants in this field due to an output capacity of 50 m\(^3\)/h hardened concrete. This plant works successfully even if very small quantities of concrete are produced.

The outstanding feature of MINIMIX® is that it needs extremely little space. It can be set up directly on the site and delivers the concrete to the construction crane, the concrete pump or the truck mixer without requiring any intermediate steps thus optimizing the working processes on site to the maximum. This results in considerably reduced truck traffic and just-in-time concrete production. Another advantage lies in the fact that the plant offers 12% more storage volume for aggregates and 50% more storage volume for cement, making the new MINIMIX® a very profitable and environmentally sound plant.

MINIMIX® means considerably lower freight costs due to ready-for-operation modules and accessories optimized for transport. The very short assembly time of 3 hours on site ensures time- and cost-saving handling. MINIMIX® can be installed on the construction site with only one crane. Remote control allows unmanned operation.

With MINIMIX®, SBM has developed a sophisticated concrete mixing plant with a galvanised steel construction. Maximum transport flexibility is assured due to modules that can be separated lengthwise and a transport width up to only 3.5 m. Relocation costs can be reduced by up to 50%. All those features and easy maintenance result in a very low investment risk for MINIMIX®.

"Due to new construction technologies we have managed to win many new construction sites during the last 7 years", says Hanspeter Märki, Barizzi AG managing director.

The construction professional has been convinced by the high quality and the profitability of MINIMIX®. The machine is standing directly in the construction field in Zurich, Switzerland, and delivers...
Water Recycling System for Vactor 2100 Plus Sewer Cleaner

Vactor Manufacturing introduced an exclusive water recycling system available as an option for the Vactor 2100 Plus combination sewer cleaner. The innovative system reuses water already in the sewer to clean sewer lines, providing the potential to eliminate the need for clean water and saving thousands of gallons of clean water during every shift.

In addition to the clean water saved, Vactor’s water recycling system can increase operator productivity by up to 100%, enabling operators to clean twice the number of lines. This productivity gain is the result of eliminating time spent refilling the water tank, including the time spent breaking the jobsite down and driving to a hydrant or water filling facility to refill the tank.

Communities protect people and the environment through maintenance of their sewer systems to prevent overflows, thereby avoiding the potential health risks and financial penalties associated with those overflows. The ability to recycle the water used for sewer cleaning maximizes existing resources and reduces operating costs.

Source: Vactor Manufacturing, Inc.

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the concrete to the construction crane and the concrete pump – an essential advantage for a smooth construction workflow – as underlined by Mr. Märki.

Austrian manufacturer SBM Mineral Processing GmbH is a full-package supplier for mobile and stationary concrete mixing plants for ready-mixed and prefab concrete as well as mineral processing and conveying plants for the raw material and recycling industries. The enterprise has completed its scope of supply in the high-tech field concrete technology due to the take-over of the Doubrava concrete know-how in 2013. On the basis of many decades of expertise SBM Mineral Processing supplies first-class mineral processing and concrete mixing plants convincing both new and regular clients.

Source: SBM Mineral Processing GmbH

Concrete pumping is provided by the proven Schwing open loop, twin-cylinder hydraulic pump that is offered in 2 sizes on the S 38 SX with output to 162.8 m³/h. Both pump kits utilize the exclusive Rock Valve capable of pumping the harshest mixes while cleaning up with less water than other brands. The Schwing design with long stroke and large diameter pumping cylinders reduces wear by achieving pumping volume with fewer strokes per minute.

“This is the high utilization pump that will be requested daily because of this unique boom,” explains Tom O’Malley. “It has the ability to place concrete where other booms cannot while providing fast set up, maneuverability on-site and proven Schwing reliability.”

Source: Schwing America Inc.

even when a long distance from the pump.

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Source: Schwing America Inc.
In early 2016, the first mobile SENNEBOGEN 870 E-Series was to go to the Elzinga Group in the Netherlands. The material handler is used in the port with impressive handling performance and a maximum reach of 24 m.

Since SENNEBOGEN and the Elzinga company from Eemshaven, Netherlands can look back on many years of successful cooperation, it is no surprise that the first mobile port material handler of the new 870 generation went to the Netherlands. In the north-west of the country, Elzinga Groep handles around 3 million t of bulk goods and cargo in Eemshaven annually. Especially when large ships have to be unloaded in a very short time, fast cycles and safe working are decisive criteria for operators and the people responsible for the machine park. With the new 870 material handler, which is handled by the sales and service partner Kuiken B.V, the company is prepared for all eventualities.

In the new generation, the SENNEBOGEN 870 E-Series comes with a 350 hp diesel engine that meets the requirements of the Tier 4 final (T4f) exhaust regulation. An energy recovery system ensures that the installed power can be lower and that energy can be efficiently saved with each stroke. For this purpose, a third cylinder is mounted on the boom. When the equipment is lowered, the oil that it contains is displaced. The obtained energy is temporarily stored in 4 nitrogen accumulators in the rear, to be made available again to support the next stroke. This results in operating cost savings of up to 30%.

In addition to the innovative energy recovery system, the machine also impresses with the height-adjustable Skylift cab elevation. The spacious Mastercab,
which also has a trainer’s seat in addition to generous space for the operator, can be adjusted over a height of 10 m upwards and 7 m forwards. An uninterrupted view into the ship’s hull during loading and maximum safety in daily work are important advantages, operator Andries Vriesema confirms. It can also be comfortably and safely entered from the ground.

SENNEBOGEN traditionally offers a variety of equipment variants to adapt each machine individually to customer requirements. With various cab elevations, equipment lengths, or undercarriage variants, the machines can be individually configured in over 1000 variants. Whether with a crawler chassis or as a mobile version, the 870 can be equipped with very different undercarriage variants depending on the intended purpose. The mobile undercarriage with 4-point swivel support outrigger that Elzinga operates is particularly impressive. The supports can be folded in for travelling and thus offer maximum mobility for applications over the entire port area. When standing, the supports ensure a large outrigger area and maximum stability even with large reaches of up to 24 m. As a further example of machine customization, the SENNEBOGEN 870 was equipped with an extensive seawater package. This includes, for example, a maritime climate-resistant varnishing and coated hydraulic cylinders.

In Eemshaven, Elzinga uses the new SENNEBOGEN 870 with 24 m long equipment primarily for loading ships. The uppercarriage is elevated by a 2 m mast, and a perimeter gallery creates optimum accessibility for maintenance and servicing.

Source: SENNEBOGEN Maschinenfabrik GmbH
Sennebogen LLC

G4027
Mack® GuardDog® Connect Now Standard in Mack LR Models

Mack® GuardDog® Connect, Mack’s integrated telematics solution, is now available and standard in all Mack-powered vehicles, including the Mack LR, Mack’s newest refuse model. Mack made the announcement at the Canadian Waste and Recycling Expo, held in Toronto, Ontario, November 9-10, 2016.

Mack expanded the offering of GuardDog Connect to Mack LR low-entry cabover refuse models equipped with an MP® engine after receiving ongoing positive feedback from customers.

“Youptime support is as important for our refuse customers as our highway customers,” said Curtis Dorwart, Mack refuse product marketing manager. “GuardDog Connect simplifies the diagnostic and service process and combines purposeful telematics technology with Mack experts who can help keep the customer on the job.”

GuardDog Connect is Mack’s proactive diagnostic and repair planning system. It monitors fault codes that could potentially shut down a truck or lead to an unplanned visit to the dealer and is an integral part of Mack’s ongoing commitment to Uptime. GuardDog Connect, through Mack OneCall™ agents, Mack’s 24/7 service support team, enables the quick diagnosis of issues, proactive repair scheduling and parts confirmation, all while the truck remains on the job.

Mack OneCall agents are able to manage all of this through Mack ASIST, a cloud-based service relationship management tool that keeps fleet customers, dealers and
service providers and Mack field staff connected during service and repair events.

“Uptime is a must-have for all of our customers, and refuse customers are no exception,” Mr. Dorwart said. “Offering GuardDog Connect in the Mack LR enables us to provide the same high level of service and support to all Mack-powered vehicles in our lineup, addressing the needs of all customers, in all applications.”

Through GuardDog Connect, LR customers also will have the same access to Mack’s suite of fleet management services as other customers, including Telogis and Omnitracs. Telogis is a leading provider of cloud-based intelligence software, and Omnitracs uses GuardDog Connect telematics hardware to capture and relay information such as relative road speed and idling duration and cost.

Mack first introduced its LR model at WasteExpo 2015. Built specifically to meet the challenges of refuse customers who require enhanced maneuverability, increased driver comfort and improved visibility, the Mack LR model is available in 3-axle 6x4 configurations and can be powered by diesel or natural gas.

The 11.1 L Mack MP®7 diesel engine is standard in the LR model, delivering 325 to 355 hp and 1,200 to 1,280 lb-ft of torque. The Cummins Westport ISL G natural gas engine is optional. The LR model is equipped with an Allison RDS 5-speed or 6-speed automatic transmission.

Mack announced earlier this year that GuardDog Connect was standard on all TerraPro™ cabover models, which can be configured for many applications including refuse, concrete pump, dump or mixer. Mack had previously made GuardDog Connect standard on TerraPro concrete pump chassis in 2015 and was the first OEM in the industry to offer proactive support service for pump applications.

Source: Mack Trucks

Hiab Launches New JONSERED 1500RZ Recycling Crane at Pollutec

Hiab, part of Cargotec, presented its new JONSERED 1500RZ at the Pollutec exhibition in France. The new recycling crane is meant for scrap metal handling and heavy duty recycling.

“One of the megatrends is urbanization. More and more people are moving in the cities and this sets high expectations for waste handling and recycling. The new JONSERED recycling crane is designed for speedy operations which is essential in urban environments,” says Jon Lopez, vice president of Forestry and Recycling Cranes at Hiab.

The new JONSERED 1500RZ supports lower lifetime costs as the fuel consumption is reduced with the variable pump system. The maximum lifting capacity of the new recycling crane is 13.8 t and its outreach exceeds 9 m. The safety features include Variable Stability Limit (VSL) for increased crane stability, Over Load Protection to avoid crane overloading as well as Load Holding Valve to prevent load dropping. The Operator Protection System protects the driver by preventing the crane from accessing the operator area.

“The new JONSERED 1500RZ crane is designed for total flexibility in operation. The customer can adapt it according to the business needs and choose between top seat, side-mounted top seat or stand-up platform with radio control. To ensure that the crane is well protected in harsh environments, it is painted with the advanced nDurance™ surface protection system,” says Toni Ahvenlampi, senior manager, Portfolio Management, Forestry Cranes.

In addition to the new JONSERED 1500RZ, the innovations presented by Hiab at the Pollutec exhibition were:

- HIAB X-HiDuo 228 E-5 loader crane: one of Hiab’s renewed mid-range loader cranes with an outreach of 17.3 m and weight of just 2510 kg. All HIAB loader cranes come with a 2-year standard warranty.
- MOFFETT M4NX truck-mounted forklift: the next generation truck-mounted forklift with an efficient power-to-weight ratio.
- Latest innovations from MULTILIFT: How MULTILIFT hooklifts can contribute in the field of recycling.
- HiVision™ control system concept which moves the crane operation to the truck cabin. The forestry crane operator can control the crane with the help of virtual reality goggles. HiVision™ has recently been opened for orders. Pollutec visitors had the opportunity to test the groundbreaking system with a simulator.

The Pollutec exhibition, focusing on environmental equipment, technologies and services, took place in Lyon, France from November 29 to December 2, 2016.

Source: Cargotec
Generac Mobile Products Launches New LED Light Towers

Generac Mobile Products launches its first LED light towers. While the new Generac I Magnum light towers have the same long-lasting, efficient and durable Generac® LED lights, the towers differ greatly in features and benefits.

The MLT6SMD LED light tower is a 6 kW unit powered by a Tier 4 ultra-fuel-efficient ECOSpeed™ engine that operates in multiple speeds, allowing it to have a runtime of up to 215 hours on a single tank and a service interval of 750 hours. Its temperature management system ensures the engine maintains proper operation regardless of load, and can reliably perform in ambient temperature extremes between -29°C to 49°C. The MLT6SMD light tower is ideal for a variety of applications including construction, roadwork and events.

The PLT240 LINKTower™ is a new and unique breed of light tower for Generac I Magnum. The LINKTower is powered by a standard 120 V outlet. Being shore-powered means the light tower can be used safely, indoors and out, with zero localized emissions. But, the most interesting feature is the linking capability. Users can link 2 LINKTowers together on a single 120 V outlet. This enables a great deal of versatility in lighting jobsites and events. And because this light tower does not have an internal engine, it is silent; making it ideal for entertainment and other special events and jobsites in which sound is a
Elliott Equipment Company is excited to introduce the D105, a new ANSI 10.31 digger derrick. The D105 was specifically designed for transmission and heavy duty construction projects.

Mounted on a tandem axle chassis, the D105 Digger Derrick boasts a 32.6 m sheave height, 20,000 ft lb of torque, a 12.5 m digging radius, and a 4.9 m digging depth.

The D105 Digger Derrick can handle augers up to 122 cm in diameter, has a 5,443 kg single line pull main winch with synthetic rope and 13,600 kg maximum lift capacity at a 3 m radius. The machine can be equipped with an optional out and down “EZ-CRIB” high-penetration 2-stage vertical outriggers with full or mid-span operation.

Source: Elliott Equipment Company

“Elliott Equipment Company introduces new Digger Derrick”

Our international design and engineering teams have collaborated to provide what we think are the best light towers on the market,” said Dave McAllister, director of Product Management for Generac Mobile Products. “The Generac LED lights are not only bright and energy efficient, they are extremely durable. Because of the modular design, individual lights will still continue to operate even after significant damage. We are so confident about the robust nature of these lights that we put a 5-year limited parts warranty on the components, modules, drivers and cords.”

Source: Generac Mobile Products

The reduction in vibrations is one of the primary mechanisms responsible for longer blade life. Plows with PolarFlex tend to last significantly longer before repairs or re-welds are required. Vibration reduction also cuts down the noise both inside and outside the plow truck.

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Effective Lubrication Can Help Mining Industry Lower Costs and Boost Profits

Michelle Gibb-Taylor, Shell Lubricants Global PR Manager: Special Collaboration

Only 41% of companies have the right lubrication procedures in place1 and 40% admit incurring costs of over US$250,000 ($335,000) from unplanned downtime.

Mining companies are significantly undervaluing the potential savings from effective lubrication, according to a new study by Shell Lubricants2. While 60% of companies recognize they could reduce costs by 5% or more3, fewer than 10% realize that the impact of lubricants could be up to 6 times greater. For the mining industry in North America alone, this could mean potential savings in excess of US$29.1 million4 ($39 million).

The Shell Lubricants sponsored research found that 96% of mining companies report experiencing unplanned equipment shutdowns in the last 3 years, with over half (56%) acknowledging this is due to their incorrect selection or management of lubricants. This is having a direct financial impact, at a time when cost competitiveness is a priority for mining companies. The international study of mining companies across Asia, Europe and the Americas commissioned by Shell Lubricants reveals that many businesses do not realize that some of their critical operational factors can be significantly influenced by how lubricants are managed. For example, less than half realize that lubrication can influence unplanned down time, and 64% are not clear about how extended oil drain intervals can generate cost savings.

“About 40% of the companies we surveyed estimated that they had incurred costs of at least US$250,000 ($335,000) over the last 3 years from breakdowns due to ineffective lubrication. This shows potential for companies to achieve a significant boost to profits by working closely with a supplier like Shell Lubricants to improve equipment lubrication practices,” said Renée Power, Shell Global Sector manager for Mining.

However, with maintenance managers facing budget and time constraints, and only 34% of businesses making use of regular visits from their lubricant supplier’s technical staff, most are not well equipped to take action. The study revealed that only 41% of companies have all the recommended procedures in place to manage lubricants effectively5 and 59% recognize they do not conduct staff training on lubricants as regularly as they should. Misconceptions about lubricants are also evident, with 44% believing that all lubricants and greases provide the same level of performance.

“The impact of lubrication on Total Cost of Ownership is too often underestimated. Almost half of companies surveyed wouldn’t expect to see a reduction in maintenance costs resulting from lubrication, but we have helped deliver over $44 million6 ($59 million) in savings to mining companies over the last 5 years. Longstanding experience in the mining sector enables Shell Lubricants to identify potential opportunities for lubrication to deliver significant business value. We work closely with customers to help them reduce operating costs and enhance equipment productivity by looking after the lubrication needs of their machinery – not just selecting the right product, but provid-

InfraStructures

The Media Kit is available on InfraStructures’ website at www.infrastructures.com
ing guidance so that it can be properly managed,” commented Ms. Power.

“We are very aware that companies are under pressure to limit costs and often looking for immediate results. Achieving extended oil drain intervals, for example, is one way that customers can realize cost savings almost as soon as they upgrade their lubrication. As the oil or grease lasts longer, less frequent regreasing or oil changes are required, helping reduce overall cost of lubrication,” added Renee Power.

Shell Lubricants has released a white-paper to address some of these issues, and set out how profits can be gained by effective lubrication practices, firstly by selecting the right lubricant or grease for each application and, secondly, effectively managing the ongoing use and application of the lubricant.

1 Shell recommended procedures include: Delivery and storage of lubricants and/or greases, Oil change procedures, Oil dispensing systems, Efficient grease lubrication systems, Oil analysis, Training employees in lubricant selection and/or management.

2 This survey, commissioned by Shell Lubricants and conducted by research firm Edelman Intelligence, is based on 181 interviews with Mining sector staff who purchase, influence the purchase or use lubricants / greases as part of their job across 8 countries (Brazil, Canada, China, Germany, India, Russia, UK, U.S.) from November to December 2015. For more information, please visit www.edelmanintelligence.com.

3 Costs include maintenance, labor, fuel

4 Based on savings delivered to Shell Lubricants customers from 2011-2015.

5 Procedures included: Delivery and storage of lubricants and/or greases, Oil change procedures, Oil dispensing systems, Efficiency of grease lubrication systems, Oil analysis, Training employees in lubricant selection and/or management.

6 Documented customer savings from 2011 to October 2015. More information available upon request.
Genie Announces a New Generation of XC Booms

To adapt to today’s widespread need to enable people to work at height safely with increasingly heavy loads using a single machine, Genie® Xtra Capacity (XC) boom lifts are designed to work in more applications that require higher capacities. Easy to spot on rental yards and jobsites, the new generation of Genie boom lifts has an “XC” designation in their nomenclature.

“Industry-wide, there is a mix of high- and dual-capacity machines,” says Adam Hailey, Genie director of Product Management, Terex AWP. “This can be challenging, particularly when spec’ing a project that requires lifting heavy loads. Responding to customer demand worldwide for higher capacity aerial work platforms, the new generation of Genie XC boom lifts are designed to exceed customers’ lift capacity expectations.”

All Genie XC booms combine the benefits of a dual-envelope design to provide an unrestricted range of motion with a platform capacity of 300 kg and a restricted operating envelope capacity of 454 kg. To support additional weight on the platform, Genie XC booms are engineered with an updated boom structure that boasts increased performance, range of motion and aligning our manufacturing footprint with market conditions and creating a more streamlined and responsive organizational structure.”

Part of this cost alignment strategy includes identifying and focusing on core competencies in-house. As a result, the company announces plans to sell a fabrication components and parts facility it currently operates in Pecs, Hungary. Additionally, Terex Cranes will consolidate its 3 current manufacturing locations in Zweibrücken, Germany, into 2. The company will continue manufacturing operations of the Demag crawler and all terrain crane lines in its Dinglerstrasse and Wallerscheid locations and make multimillion-dollar investments in both facilities to support ongoing manufacturing operations. However, it will cease machine production in the Bierbach facility in 2017 and the facility will be sold.

These consolidation and cost alignment strategies continue actions taken by the company in 2016 to make more efficient use of its manufacturing footprint. In 2016, Terex Cranes consolidated all North American crane production into the existing Terex manufacturing facility in Oklahoma City, Oklahoma. The pending sale of the Material Handling and Port Solutions business to Konecranes will include the cranes Montceau Les Mines, France, production facility, which manufactured 4 Terex all terrain crane models. Production of these crane models are being absorbed by other Terex manufacturing locations.

“With the consolidation efforts started in 2016 and the announced changes in Hungary and Germany in 2017, the Cranes business global headcount will be reduced by approximately 30%. While these decisions are difficult to make, they are necessary to build a stronger, more focused and efficient Terex Cranes that will continue to innovate and grow,” adds Mr. Filipov. “The steps taken will allow us to continue to invest in product innovation and service to drive customer satisfaction and the resulting business success.”

Source: Terex Corporation
A gross combination weight of 152 t and a distance of 1200 km through 4 countries – these are the key data of a project handled by the Luxemburgish demolition experts Démolition et Terrassement XL and their new CombiMAX combination.

For this first job with their new combination, Démolition et Terrassement XL used a 4+6 CombiMAX combination with excavator trough and extendable excavator deck. In this version the semi-trailer achieves a payload of 108 t. Just one combination amongst many possibilities. “The modular CombiMAX principle is optimally suited. The perfect solution can be assembled according to our needs – that is ideal,” says transport organizer Mr. De Oliveira, mentioning one of the advantages.

On leaving the Faymonville factory in Luxemburg, the CombiMAX “went to work” immediately, making its way to Makkum in the Northern Netherlands. There, a Hitachi ZX 870 shovel dredger weighing around 95 t was waiting to be moved. Démolition et Terrassement XL had to transport the colossus to a quarry in Landres, France.

Over a period of about a week, the heavyweight with an overall length of 30 m made its way to Northern France via Germany and Luxemburg. A smooth operation was made possible by good planning, strong equipment and a motivated team. The journey through several countries was simple in terms of permits, since the CombiMAX from Faymonville has the necessary CoC certification.

Flexibility, speed and efficiency: 3 core concepts that are coupled with the idea of the CombiMAX and which are now also of every-day benefit to Démolition et Terrassement XL.

Source: Faymonville Distribution AG

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Galaxy Solid Tire Line Offers Solid Choices for Concrete Contractors

The new Galaxy Severe Duty Solid (SDS) line of solid tires from the Alliance Tire Group (ATG) offers contractors a wide range of outstanding Galaxy design and engineering in solid tires sized for the most popular skid steers, loaders and forklifts.

The Galaxy SDS line is available in a wide range of sizes, with and without apertures.

Bruce Besancon, vice president of marketing for Alliance Tire Americas, Inc., says the SDS solid line is a perfect fit for many of the toughest environments in the concrete and construction industry, including re-paving, demolition and loading broken concrete.

“All in all, what we’re seeing is that contractors are looking for a wide range of purpose-built tires that can handle the punishing environments, diverse jobsites, heavy loads and relentless schedules they work in every day,” says Mr. Besancon. “With thousands of designs and sizes among our Galaxy, Primex and Alliance brands, we have the tires for the job. Any job.”

Source: Alliance Tire Group

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CombiMAX Makes 4-Country Project Possible

The XC nomenclature also lets rental customers know that this new boom complies with the overload restriction guidelines in the proposed ANSI A92 and CSA B354 industry standards in North America, as well as the current European EN280 and Australian AS 1418.10 standards.

Adam Hailey also notes that the new Genie XC booms share commonality in design, parts and accessories, as well as serviceability benefits, including easy access to crucial service points, with all Genie products.

Source: Terex Corporation
**Appointments**

**Kolberg-Pioneer, Inc.** has promoted **Brett Casanova** to washing and classifying product manager.

In this position, Mr. Casanova will assume a leadership role in the development of all washing and classifying products for Kolberg-Pioneer, Inc. He will help manage sales opportunities in conjunction with the field sales force, and will be responsible for assisting other sales and marketing personnel in the development of production and operation cost data, product pricing, sales tools and training materials.

Brett Casanova has been an employee of Kolberg-Pioneer, Inc. since May 2008, when he was hired as a sales engineer for the sales and marketing department.

“We are excited to have Brett assume his new leadership role with Kolberg-Pioneer,” said Jeff Wendte, Inside Sales director for Kolberg-Pioneer, Inc. “His extensive knowledge in the washing and classifying products made him the right person for the position.”

Source: Kolberg-Pioneer, Inc.

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**Terex** announces the completion of 2 strategic moves related to its front discharge mixer truck business. Within the Terex corporate structure, Terex Mixer Trucks have transitioned from the Terex Construction Americas specialty products portfolio to the **Terex Materials Processing** segment. The trucks join Fuchs® material handlers, Terex Bid-Well automatic roller pavers, and Powerscreen®, Terex Finlay, and other Terex minerals processing and washing equipment in the Materials Processing portfolio.

“Terex Mixer Trucks are a longstanding and important part of the Terex business portfolio, and Terex positioned the trucks in a strong business segment where they can expand and continue to help customers meet their production goals,” comments John Leech, general manager for Terex Mixer Trucks and Terex Bid-Well. “This has been a seamless transition that has not affected our mixer trucks customers. The only visible change is our new director of Customer Engagement Strategy, Sales and Service Organization, **Mark Aubry**. He is an excellent addition to the Terex team and offers a wealth of sales and marketing experience for the mixer truck line.”

He replaces long-time concrete industry veteran David Rinas, who held the director of Sales position since August 2008, and announced his planned retirement from the position earlier this year.

Mr. Aubry now leads all customer-facing activities, including sales, service and aftermarket parts teams, and he is responsible for strategic sales planning and staffing for Terex front discharge mixer trucks. In addition, his responsibilities include the development and implementation of a strategic sales plan to enhance customer interaction, grow market share, and achieve company goals and objectives.

Prior to joining the Terex mixer truck team, Mark Aubry served as the vice president of Sales and Marketing for the components division of a Canadian alternative fuel transportation company. He has also led the sales and marketing teams for a multinational truck manufacturer and a global manufacturer of aerial work platforms.

Source: Terex Corporation

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The **American Concrete Institute (ACI)** is pleased to announce that **Stephen S. Szoke** will join the staff in January, 2017, in a new position concentrating on global efforts to disseminate and position ACI’s codes, standards, and certification programs for the benefit of both the industry and public at large. Mr. Szoke will work with the ACI engineering team to focus on expanding relationships with technical and regulatory authorities to advance adoption of ACI’s codes and standards, while working with industry groups to develop, implement, and support code development programs.

An ACI member since 1997, Stephen S. Szoke is a Fellow of ACI and has been active in the Institute on a number of committees. Mr. Szoke’s experience includes work at the Brick Institute of America, National Concrete Masonry Association, Southeast Cement Promotion Association, Portland Cement Association, and more. He is also a member of several other industry associations, including the American Society of Civil Engineers, Concrete Specifications Institute, and the International Code Council.

A registered professional engineer, Stephen S. Szoke received his Bachelor of Science in Civil Engineering from Lehigh University in Bethlehem, Pennsylvania. He is also a Leadership in Energy and Environmental Design Accredited Professional of the U.S. Green Building Council and a graduate of the U.S. Chamber of Commerce Institute for Organization Management.

Source: American Concrete Institute

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**ADDRESS CHANGES**

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Nissan Patrol Y61 Marks Demise With Legend Edition

Nissan has developed the Y61 Patrol Legend Edition to celebrate its long heritage in Australia. Based on the Y61 Patrol wagon ST, the Legend Edition comes equipped with a lot of extra equipment and is limited to 300 units.

Powering the Y61 Patrol Legend Edition is the model’s proven 3.0 l turbodiesel 4-cylinder engine, delivering 158 hp and a peak torque of 280 lb ft (with a 5-speed manual, between 2,000 – 2,400 rpm) and 261 lb ft (with the 4-speed automatic, at 2,000 rpm).

The Y61 Patrol’s off-road capabilities come courtesy of various technical solutions. The low ratio in the transfer case eases progress in steep and particularly rough terrain and the automatic locking free-wheeling hubs simplify off-road driving in rough conditions. The rear differential lock helps deliver impressive traction in particularly tough terrain. The suspension uses coil-spring all around.

Stopping power is provided by 4-wheel ventilated disc brakes.

On sale since 1997, the Patrol Y61 has earned an enviable reputation as one of the world’s most capable and respected off-road SUVs. Nissan’s Y61 Patrol (wagon) and UY61 (cab-chassis) models have been popular with customers in need of capable and dependable off-road and workhorse performance in the most testing driving terrain. From farming to construction to transport and specialized heavy industries, these Nissan Patrol models have been popular and trusted fixtures.

“The Nissan Patrol has chiselled its reputation for ruggedness and dependability in some of Australia’s harshest conditions,” said Richard Emery, managing director and CEO of Nissan Australia. “Patrol has a long list of achievements in Australia, most notably being the first vehicle to cross Australia’s remote Simpson Desert, which it did in 1962. We celebrated this milestone in 2012, just ahead of the Australian release of the impressive Patrol Y62 (currently sold in North America under the Infiniti QX80 and Nissan Armada brands), the natural successor to the highly credentialled Y61 Patrol wagon.”

Source: Nissan Australia
Agenda

Landscape Ontario’s CONGRESS
January 10 - 12, 2017
Toronto, ON Canada

World of Concrete
January 17 - 20, 2017
Las Vegas, NV USA

InfraTech
January 17 - 20, 2017
Rotterdam, The Netherlands

IFAT Eurasia
February 16 - 18, 2017
Istanbul, Turkey

CONEXPO-CON/AGG 2017
March 7 - 11, 2017
Las Vegas, NV USA

The Work Truck Show
Sessions March 14 - 17 • Exhibits March 15 - 17, 2017
Indianapolis, IN USA

ICRI 2017 Spring Convention
March 15 - 17, 2017
Montreal, QC Canada

NASCC: The Steel Conference
March 22 - 25, 2017
San Antonio, TX USA

WASsERLEBEN - Wasser Berlin International 2017
March 28 - 31, 2017
Berlin, Germany

SMOPYC.
April 4 - 7, 2017
Zaragoza, Spain

Journée Expo-Bitume
April 6, 2017
Drummondville, QC Canada

National Heavy Equipment Show
April 6 - 7, 2017
Toronto, ON Canada

ExpoCam, Canada’s National Trucking Show
April 20 - 22, 2017
Montreal, QC Canada

APEX
May 2 - 4, 2017
Amsterdam, The Netherlands

IRT Asia 2017
May 25 - 27, 2017
Bangkok, Thailand

Canada North Resources Expo
May 26 - 27, 2017
Prince George, BC Canada

INTERMAT ASEAN
June 8 - 10, 2017
Bangkok, Thailand

Atlantic Truck Show
June 9 - 10, 2017
Moncton, NB Canada

SIMA Snow & Ice Symposium
June 20 - 23, 2017
Montreal, QC Canada

Minexpo Africa
August 10 - 12, 2017
Dar es Salaam, Tanzania

InfraTech
January 10 - 12, 2018
Essen, Germany

BAUMA CONEXPO AFRICA
March 13 - 18, 2018
Johannesburg, South Africa

INTERMAT Paris
April 23 - 28, 2018
Paris, France
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The Autocar Xpert is designed to ensure the best sight lines in any cabover or conventional truck. The spacious cab features a huge windshield, side, and rear windows.

The Autocar Xpert can be equipped with an OEM dual steering system. With all controls placed either in the middle, or duplicated and mirrored on both sides.

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CONEXPO-CON/AGG 2017
March 7-11, 2017 • Las Vegas Convention Center • Las Vegas, USA