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CONSTRUCTION • PUBLIC WORKS • NATURAL RESOURCES

Volume 25 • Number 2 • February 2020 • *English Edition*





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**Volume 25 Number 2
February 2020**

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InfraStructures is circulated free of charge to qualified users of heavy machinery and specialized equipment in construction, public works, and natural resources across Canada in both French and English.

The cost of a subscription for either edition for one year is \$50 for Canadian residents and US\$75 or €75 for U.S. and overseas.

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Publications Mail Agreement #40052183

A Brief Word...

Now the year is well and truly underway, holidays are over and new budget cycles have begun. So what will be any different as we edge ever nearer toward spring?

Well there is much happening, expected and unexpected and InfraStructures will, as ever, bring you as much of it as we can.

Already this year we have seen the new JCB 1CXT, which we got up close with at Landscape Ontario. It promises to be the "Swiss Army Knife" of compact equipment and from what I was told about the pricing will be a "Valentine Deal".

Of course, CONEXPO-CON/AGG is fast approaching and the OEMs are pulling out the stops to entice you to get your trip to Vegas booked.

It's still mid-winter and new product announcements at trade shows are showing through the icy chill. Imagine the torrent to come once the thaw starts. Shubenacadie Sam better have a good long look around when he surfaces, but if he misses anything, InfraStructures will make sure we tell everyone about what is happening in the equipment sector in Canada and around the world.

What else would you expect from Canada's Equipment Industry information source.

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On the cover: Talley & Armstrong, Inc., a concrete contractor from Henrico in Virginia, is one of the first companies in North America to upgrade to Wirtgen's new AutoPilot 2.0 for stringless concrete paving.

The Wirtgen SP 15i with AutoPilot 2.0 was also used to pave the curb/gutter profile in a new residential development in Moseley, Virginia.

LONE STAR FUNDS TO ACQUIRE BASF'S CONSTRUCTION CHEMICALS BUSINESS

BASF and an affiliate of Lone Star, a global private equity firm, recently signed a purchase agreement for the acquisition of BASF's Construction Chemicals business. The purchase price on a cash and debt-free basis is €3.17 billion (\$4.63 billion). The transaction is expected to close in the 3rd quarter of 2020, subject to the approval of the relevant competition authorities.

"Our aim was to find a new home for our Construction Chemicals business where it can leverage its full potential," said Saori Dubourg, member of the board of executive directors of BASF SE and responsible for the Construction Chemicals business. "Under the umbrella of Lone Star, the Construction Chemicals team can focus on a growth path with an industry-specific approach."

"BASF's Construction Chemicals

business fits very well with our portfolio, complementing our investments in the construction materials industry," said Donald Quintin, president of Europe at Lone Star. "We highly value the industry-wide recognized knowledge and competence of BASF's Construction Chemicals experts, backed by a strong track record in innovative products and a compelling R&D pipeline. We look forward to jointly pursuing a growth-oriented business approach."

With more than 7,000 employees, BASF's Construction Chemicals business operates production sites and sales offices in more than 60 countries and generated sales of about €2.5 billion (\$3.65 billion) in 2018.

The signing of the agreement has immediate effect on the reporting of BASF Group retroactively as of January 1, 2019, sales and earnings of the Construction Chemicals division are no longer included in sales, EBITDA and EBIT before special items of BASF Group.

Lone Star is a private equity firm that invests globally in real estate, equity, credit and other financial assets. Since the establishment of its first fund in 1995, Lone Star has organized 20 private equity funds with aggregate capital commitments totaling approximately US\$85 billion (\$112 billion). Lone Star has extensive international experience in the sector with a strong portfolio of investments across both Europe and North America.

Source: BASF



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HENDERSON PRODUCTS AWARDED SOURCEWELL CONTRACT

Henderson Products, Inc. has been awarded a 4-year national cooperative contract through Sourcewell, formerly National Joint Powers Alliance (NJPA). This allows public purchasing agents throughout the U.S. and Canada to save both time and money by eliminating the bidding process when purchasing Henderson brine production equipment, application equipment and storage systems through the competitively solicited Sourcewell contract. Furthermore, this contract includes the ability to purchase brine production equipment from SnowEx, a sister company within the Douglas Dynamics family of companies.

"The use of liquids to counter snow and ice only continues to grow due to its effectiveness, high efficiency and smaller

environmental impact," said Pam Buckley, government sales and sustainability manager at Douglas Dynamics, LLC. "And our full range of brine makers, application and storage equipment is ideal for government buyers. This agreement with Sourcewell will provide public purchasing agents easier access to a wide range of proven tools to do the job faster, better and more reliably."

Henderson joins Sourcewell's community of over 300 vendors and more than 50,000 nonprofit organizations and state, county and local government entities, such as municipalities, counties, DOT and educational institutions. Sourcewell has the legal authority to source and qualify vendors, eliminating the bidding process. This allows purchasing agents to procure from ready-to-use, competitively solicited contracts, including Henderson, more quickly and easily at the best price possible using Sourcewell's large purchasing power. Sourcewell membership is free and available to all education and government entities, as well as nonpublic schools and nonprofit organizations.

Source: Henderson Products, Inc.

BOOKINGS UP FOR IRE RENTAL EXHIBITION

Exhibition space for the 5th International Rental Exhibition (IRE) is already 25% higher than the previous event in 2017, 5 months before the show opens on June 9, 2020.

More than 60 companies – representing over 65 brands – have signed up for the exhibition. These suppliers will exhibit alongside the 105 companies at the adjoining APEX aerial platform show.

IRE will be held at the MECC exhibition venue in Maastricht, The Netherlands, on June 9-11, 2020. It will again be co-located with APEX, the European Rental Association (ERA) convention and the European Rental Awards dinner. IRE is officially supported by ERA.

The show is targeted at equipment rental companies, but the focus on compact construction machinery and on-site tools and equipment will broaden its appeal to other equipment buyers and users, such as contractors and building companies. There will be a particular focus at the show on the growing number of battery-powered products.

IRE is organized by BV Industrial Promotions International (I.P.I.) in association with

International Rental News (IRN) magazine and KHL Group.

"The timing is also perfect for suppliers to showcase the many electric machines they are developing for customers. The show, with its traditional focus on compact machinery and equipment, will be a fantastic place to see many electric machines under one roof," said Tony Kenter, managing director of I.P.I.

The MECC exhibition center in Maas-

tricht is situated at the heart of Europe's road and rail network and free shuttle busses will run regularly between MECC and Brussels and Dusseldorf international airports.

Source: KHL Group

CIS ANNOUNCES PROJECT MANAGEMENT SAFETY CERTIFICATION PROGRAM

Crane Industry Services, LLC (CIS) will introduce its Leading Safety Works

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certification program for construction and utilities managers at CONEXPO-CON/AGG, in Las Vegas, March 10-14, 2020.

Developed in partnership with Okos, a business and people strategies consultant, Leading Safety Works is designed to train construction and utilities leaders in the art and discipline of engaging teams in workplace safety. Grounded in coaching, storytelling, and case-study application, Leading Safety Works features practical tools that foster safety and continuous improvement, guide productivity, and protect profits. Leading Safety Works delivers 90-day outcomes that track with the overall project strategic plan.

It utilizes a replicable framework that addresses for key questions: What is the state of the safety culture? How are we engaging teams? What is the plan for change? How will we implement the plan?

Leaders will learn how to make critical connections between project and people strategies, how to identify opportunities to change and improve safety practices, how to involve teams in decisions and communications, and how to create accountability.

After earning a Leading Safety Works certification, leaders maintain access to coaches and a continuous learning environment.

As a workforce development specialist, serving construction, crane operations, the utility industry, and manufacturing, CIS offers programs for both employees and corporate managers. They help workers achieve credentials and assist employers with documentation of employee qualifications.

In addition, during the show, CIS will give interactive demonstrations utilizing Vortex Simulators from CM Labs Simulations.

Source: Crane Industry Services LLC



KPI-JCI AND ASTEC MOBILE SCREENS TO EXHIBIT AT CONEXPO-CON/AGG

KPI-JCI and Astec Mobile Screens will exhibit at the CONEXPO-CON/AGG tradeshow in Las Vegas, Nevada on March 10-14, 2020.

Kolberg-Pioneer (KPI) will be introducing its first hybrid FT4250CC horizontal shaft impactor plant equipped with a pre-screen. The new 2-deck pre-screen minimizes the amount of undersized material that passes through the chamber, reducing wear costs and increasing the amount of final product by up to 30%. The hybrid power option allows producers to operate using either line power or diesel fuel for added flexibility.

KPI will also feature its 2742 Pioneer® jaw crusher. The Pioneer® series features unique shaft and bearing assembly designs for easy troubleshooting, reduced maintenance and a 20% greater capacity than competitive models.

Johnson Crushers International (JCI) is exhibiting its latest addition to the Kodiak® Plus cone crusher line, the K350+. This new model features increases in drivetrain, stroke, horsepower, weight, head diameter and hold-down force, resulting in up to 10% more capacity compared to other similar-sized cones.

Astec Mobile Screens will be introducing its new Ranger™ line, comprised of compact, track-mounted units. The mobile line will include a variety of jaw crushers, cone crushers, impact crushers, incline screens and trommels to serve a variety of markets including building and construction, landscaping, quarry operations and plant and tool hire. Their ease-of-use, ease-of-transport, versatility and flexibility make them ideal for smaller operations that require powerful equipment with a limited footprint. The J20 jaw crusher plant will be featured at the show.

The group will also be displaying a variety of scale models and will demo Kolberg-Pioneer's new water clarification technology.

Source: Astec Industries



MANITOU, GEHL AND MUSTANG PRODUCTS INCLUDE A 2-YEAR/2,000 HOUR WARRANTY

Effective January 1, 2020, Manitou, Gehl and Mustang by Manitou, brands of Manitou North America have increased their warranty period on U.S. built Compact Equipment Products to 2 years / 2,000 hours, whichever occurs first for machines sold and registered within North America.

Equipment covered under the new 2-year / 2,000-hour warranty includes skid loaders, track loaders and articulated load-

ers built in North America.

"As a company rooted in quality and durability, expanding our warranty period reinforces the confidence we have in our machines to perform and puts service as our core strength," said Myron Birschbach, vice president of service and aftermarket for Manitou North America. "Backed by our strong dealer network, this added level of protection offers our customers peace of mind so they can focus on increasing productivity."

Source: Manitou North America

PACLEASE ADDS NEW LOCATIONS

PacLease continued its vehicle growth trend by increasing its new full-service rental and leasing business by 18% in 2019. According to Ken Roemer, PACCAR Leasing's president, the company also added 7 new locations to further the PacLease footprint.

"We're entering our 40th year of business as the full-service leasing arm of PACCAR – offering Kenworth and Peterbilt medium and heavy-duty models," said Mr. Roemer. "We're at an all-time high in the number of vehicles in our PacLease fleet, and we now have more than 450 service locations throughout the U.S. and Canada. Over the years, our customers have come to rely on custom spec'd PACCAR products, backed by a service network that we feel is second to none. Both have correlated directly to our sustained growth."

Over the past 3 years, PacLease has added 24 new locations.

"Our franchises are seeing the growing demand for full-service leasing as well as quality Kenworth and Peterbilt trucks, and it's why we continue to add locations to our network," said Ken Roemer. "This further strengthens our ability to service our customers."

The new Canadian locations joining PacLease in 2019 were PacLease Edmonton Kenworth, in Calgary, Alberta, and Maska PacLease, in Sherbrooke, Quebec.

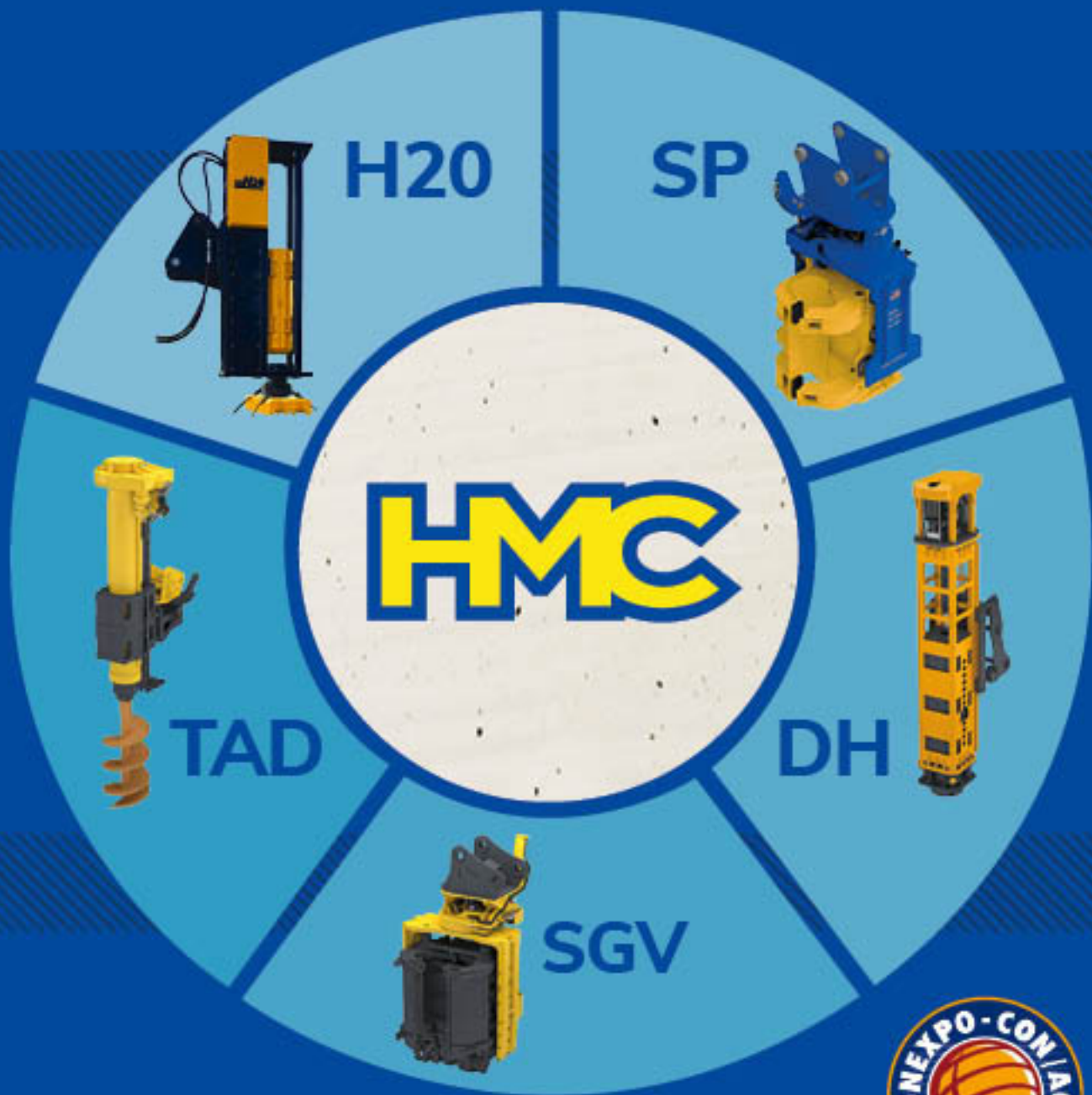
"Our customer retention rates are strong," added Mr. Roemer. "When you combine premium trucks with our stringent preventive maintenance programs, wide selection of fleet services, and strength of the PacLease service network, then you have a combination for success. And that continues to be showcased with our year-end results."

PACCAR Leasing is a part of the financial

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services group of PACCAR Inc., a global technology leader in the design, manufacture and customer support of high-quality light-, medium- and heavy-duty trucks under the Kenworth, Peterbilt and DAF nameplates.

Source: PACCAR Leasing Company (PacLease)

NORS, S.A. TO ACQUIRE STRONGCO

Strongco Corporation and Nors, S.A. recently announced that they have entered into a definitive arrangement agreement pursuant to which Nors will acquire Strongco.

Under the terms of the Arrangement Agreement, Nors, through a wholly-owned subsidiary, will acquire all of the outstanding equity of Strongco for \$3.15 per share in cash and results in a transaction value of approximately \$193 million (inclusive of Strongco's net interest bearing debt). The Consideration represents a premium of 75% to the closing price of the Strongco shares on the Toronto Stock Exchange on January 23, 2020 and a premium of 80% to the volume-weighted average trading price on such exchange for the 60 days ended on such date.

"As Strongco moves to enhance its product and service offerings in Canada we are pleased to become part of the Nors Group. Nors' international experience and capital foundation, in many of the same product lines on four continents, brings the know-how and experience to elevate our potential to deliver leading edge quality to our growing customer base in an increasingly global environment. The Strongco board is confident that this represents a favorable outcome for all of our stakeholders," commented Robert Beutel, executive chairman of Strongco.

"In recent years, Strongco's management has done an excellent job of strengthening the company's capital structure, streamlining the business and reducing costs. As we welcome Strongco into the Nors family, we believe that Strongco will benefit from Nors' global presence and brand recognition, and from its long experience in the automotive and construction equipment industry," added Tomás Jervell, CEO of Nors.

Nors is a Portuguese private company that sells, rents and services equipment in 16 countries on 4 continents. The company was founded in 1933, has 3,600 employ-

ees and a turnover of over €1.6 billion (\$2.32 billion).

Source: Strongco Corporation

SOILMEC SELLS MAJORITY SHARE OF WATSON TO MINORITY SHAREHOLDER

Soilmec, which operates on the American market both through its subsidiary Soilmec North America and through its distributors, has developed more and more advanced and high-end technologies that, along with a strong refocusing on the brand, made the shareholding in Watson Inc. no longer strategic.

In light of the new plan that envisages the enhancement of its brand and the concentration on even more advanced technology and top of the range rigs, the top management of Soilmec S.p.A., the engineering company of the Trevi Group, which is specialized in the design and construction of ground engineering plants and equipment, decided to sell its stake in Watson Inc. to the minority shareholder.

"The industrial plan for the next 5 years provides for a strong focus on technological innovation, on strengthening the range of the higher-performance equipment and on increasing the structure dedicated to providing value-added services to the market," according to Riccardo Losappio, general manager of Soilmec S.p.A. "These trends will lead Soilmec to offer an increasingly complete and integrated solution, capable of maximizing the return on investment of our customers wherever they operate in the world."

The transaction was completed on December 13, 2019. As a result, and precisely 10 years after Watson sold 80% of its shares, the minority shareholder, that is the Watson family, becomes the sole owner of Watson Inc. once again.

Soilmec had acquired a majority stake in Watson Inc., a Texan company operating in the manufacture of foundation rigs in early 2009, as part of a broader project for growth and diversification in foreign markets. In the following years, Soilmec has further consolidated its direct and indirect presence on the US market and, above all, has pushed more and more on the production and marketing of high-tech products, such as cutters and large tonnage piling rigs. The good market response has made the collaboration between Soilmec and Watson less and less strategic, thus choosing to conclude this partnership.

Today, Soilmec can boast a widespread and deep-rooted presence on the U.S. market, thanks to the North American branch and a distribution network made up of 4 dealers, uniformly spread over the American and Canadian territory. Over the past 25 years, Soilmec has sold more than 700 foundation equipment in the North American market: rigs for the execution of bored piles, but also equipment for continuous flight auger piles (CFA and CAP), soil mixing (Turbo Jet), micropiles, anchors, heavy-duty cranes and hydromills.

The propensity for innovation, but above all listening to the needs of the American and Canadian clients, are the basis of the

latest news that Soilmec North America will present at CONEXPO-CON/AGG 2020 that will take place in Las Vegas, Nevada, from March 10-14, 2020.

Source: Soilmec S.p.A.,
Soilmec North America



F1748

NATIONAL ACADEMY OF CONSTRUCTION INDUCTS RAY O'CONNOR

Ray O'Connor, president and CEO of Topcon Positioning Group was formally inducted into membership of the National Academy of Construction (NAC) at its annual meeting in Nashville, Tennessee, on October 24, 2019.

The mission of the National Academy

of Construction is to recognize and honor individuals for their distinguished contributions to the industry and to share this reservoir of expertise as a service to the nation. Membership is by nomination from an existing member, then a rigorous examination by the NAC membership committee before being sent for approval by a vote of all members. Mr. O'Connor was nominated by Greg Bentley, CEO of Bentley Systems, Inc., a global leader in the development of infrastructure engineering software.

"I want to thank Greg Bentley for my nomination and all members for my acceptance. I realize this privilege comes with responsibilities to the Academy, and I look forward to adding my experience and expertise to this esteemed body as it continues to serve the construction industry and our nation," said Ray O'Connor.

"At Topcon, we are dedicated to providing a nexus where ideas and technology converge to create exciting and more efficient ways for all construction trades to perform their work more efficiently and deliver projects that exemplify the vision of sustainable infrastructure. Now, I have the added good fortune of joining an accomplished and dedicated group of women and men who not only love this industry, but also willingly invest themselves in its future," he said.

Ray O'Connor joined Topcon Corporation in 1993, in charge of developing the construction laser business in North America. Today, he heads the Topcon Positioning Group with global employment in excess of 2000. He also serves on the board of directors of the Association of Equipment Manufacturers (AEM) and is a trustee on the University of California Merced Foundation.

The membership of NAC represents the entire array of construction industry stakeholders – owners, designers, construction managers, general and specialty contractors, attorneys, financial managers, labor leaders, suppliers, academicians and researchers, journalists and editors, and professional and trade association executives.

Source: Topcon Positioning Group

CURTISS-WRIGHT TO SHOWCASE HMI CAPABILITIES AT CONEXPO-CON/AGG 2020

Curtiss-Wright's Industrial Group recently announced that it will be attending this year's CONEXPO-CON/AGG event

XR is Gaining Market Share in Recycling and Other Applications



The XR rotators are reliable partners in areas where the requirements for functionality are very high. Examples of these are in forestry, timber handling, material handling, scrap sorting, demolition and at recycling stations.

With its well-dimensioned hydraulic connections and extremely high torque, the XR series is a broad product range for demanding applications. Their modular design makes them service-friendly and flexible. The engine and swivel are integrated, and the unique, patented transmission insulates the engine and swivel from external loads, which means long service life.

The XR series is already available in a number of sizes with lifting capacities between 9 to 85 t depending on application, use and assembly.

The XR rotators are constructed to handle forces from very large loads, regardless of the direction. They are extremely durable, powerful and enjoy long service lives. They have higher torque than other solutions and can withstand high flows with very low pressure drops. The result is performance that exceeds requirements for even the heaviest jobs, in any climate and can handle the most extreme conditions of cold, heat and underwater.

Source: Indexator Rotator System AB





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JohnDeere.com/Vegas2020

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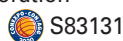
in Las Vegas, where the company will be showcasing its latest product offerings including Human-Machine Interface (HMI) Controls, electronic throttle controllers, transmission shifters, sensors and power electronics.

The company has extensive experience in designing and manufacturing solutions for the monitoring and control of vehicles operating in extreme conditions, including applications throughout the construction and off-highway sectors.

Working closely with OEMs, Curtiss-Wright can develop complete HMI console assemblies that incorporate multiple functions and can be operated with the use of just one hand, or via finger or thumb activation. Typically using joysticks, push-button switches, rotary thumbwheels and levers, they bring control of numerous vehicle functions and features together for operator convenience and efficiency.

Other products from Curtiss-Wright Industrial Group – which includes the legacy brands of Arens Controls, Penny & Giles, PG Drives Technology and Williams Controls – will be on display at CONEXPO-CON/AGG and are suitable for a wide range of applications including heavy trucks and buses, powered access platforms, backhoe excavators, agricultural vehicles, airport fire and rescue vehicles, floor care machines and pallet trucks.

Source: Curtiss-Wright Corporation



S83131

THE TORO COMPANY TO ACQUIRE THE MANUFACTURER OF VENTRAC PRODUCTS

The Toro Company recently announced that it has entered into an agreement to acquire privately-held Venture Products, Inc., the manufacturer of Ventrac-branded products. The transaction is subject to regulatory approvals and other customary closing conditions, and is currently anticipated to close before the end of The Toro Company's fiscal 2020 second quarter.

Based in Orrville, Ohio, Ventrac is a leading manufacturer of articulating turf, landscape, and snow and ice management equipment for the grounds, landscape contractor, golf, municipal and rural acreage markets. With a combination of power and maneuverability, Ventrac products are designed to enable the operator to use the equipment in a variety of settings with ease. Ventrac machines are trusted by customers for their hillside capabilities, their

light footprint in soft turf conditions, and their versatility with multi-season attachments to tackle a variety of applications.

The Toro Company will purchase Venture Products, Inc. for US\$167.5 million (\$220 million) in cash, subject to certain

adjustments. The Toro Company expects to finance the transaction by borrowing under its existing revolving credit facility.

Source: The Toro Company



C31275

Keestrack at CONEXPO-CON/AGG

Keestrack will showcase its highly flexible solutions for contractors in the recycling and aggregates industry at CONEXPO-CON/AGG 2020. Participating for the 6th time this year, Keestrack will once again present its full-line of mobile processing equipment for the recycling and aggregates industry.

The company's own branch Keestrack America strengthened its position on the North American market with major investments in their parts and service center, based in Krum, Texas. Frontline Machinery, the Canadian Keestrack dealer, recently opened a new branch in Woodstock, Ontario.

Over the last years Keestrack invested strongly in the development of diesel-electric drives as an alternative to traditional diesel-hydraulic concepts. Without compromising the plants' mobility and on-site flexibility, the "e"-versions provide combined power units with on-board diesel and generators, supplying the electric drives for crushers, screens, conveyors and ancillary components. Most models also offer a "plug-in" option, enabling energy supply through external gen-sets and emission-free operation when connected to the grid.

Source: Keestrack America



C32953



Durex Products to Launch New Products at CONEXPO-CON/AGG

Durex Products Inc., based in Luck, Wisconsin, will display its multiple screen media solutions at CONEXPO-CON/AGG 2020, March 10-14, in Las Vegas.

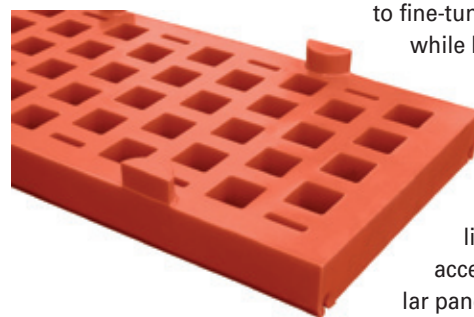
The company offers a number of innovative screen media options, allowing customers to fine-tune their production to increase tons per hour while keeping products in spec and lowering their operating costs. New for the show will be Durex's lineup of modular urethane screen panels and urethane accessories. Durex has expanded its production facilities to once again offer a complete line of modular urethane screen panels and accessories for wet and dry applications. Modular panels and fastening systems are available for snap-in, pin-style, and bolt-in systems.

Durex modular urethane panels feature tapered openings that are wider at the bottom. This advanced design reduces plugging and increases throughput. Urethane accessories include magnetic liners for screen boxes, crusher mainframes, feed boxes, chutes, flumes, discharge openings, and ready-mix concrete plant and truck liners.

Source: Durex Products Inc.



C31719



LOEGERING ANNOUNCES AGREEMENT WITH SCHIBECI

Loeering, an ASV Holdings Inc. brand and skid steer attachment manufacturer, announces a new agreement with Schibeci, an Australia-based specialty equipment

manufacturer. Under the agreement, Loeering customers in North America will have access to improved productivity from a selection of innovative skid steer and compact track loader attachments branded as Loeering Power Attachments.

John Deere Extends ADT Transmission Warranty on New E-Series Models


A testament to its commitment to provide reliable, best-in-class construction equipment, John Deere extended its industry-leading articulated dump truck transmission warranty through December 31, 2020. The warranty offers 5 years or 15,000 hours on all new E-Series models purchased through the end of 2020.

"Our customers demand reliability and durability in our products," said Cory Ouellette, product marketing manager, ADTs, John Deere Construction & Forestry. "With the extension of the articulated dump truck transmission warranty, we continue to stand behind our machines and provide customers with the confidence they expect in John Deere equipment."

The warranty provides enhanced coverage through 5 years or 15,000 hours, whichever occurs first. All new E-Series models (260E, 310E, 370E, 410E or 460E) built on or after January 1, 2017, through December 31, 2020, are eligible.

Source: Deere & Company



 N12525

LiftWise® Introduces Single Man Folding Baskets for Service Cranes


LiftWise recently introduced its Single Man Folding Basket for service cranes. It provides fall arrest and fall protection, while helping to eliminate the need for ladders or climbing on equipment. When not in use, the basket's space-saving design folds for easier transport and storage.

The Single Man Folding Basket has a full-sized floor to accommodate workers and materials. The slotted floor allows water to drain, while the upset holes offer skid resistance. An inward-opening gate provides easy entry into the basket, while minimizing space needed. The basket is attached to the crane head using an adapter that is specifically built for each customer's make and model of crane.

The Single Man Folding Basket weighs 104 kg and has a 158 kg capacity. It meets or exceeds industry standards ASME B30.5, ASME B30.22, ASME B30.23 and CSA Z150.

Source: LiftWise, Diversified Products



 F100022


The products include milling and grinding attachments designed and built for the construction, roadworks and flooring industries.

"This new opportunity is beneficial to everyone involved," said Justin Rugar, ASV Holdings Inc. vice president of sales & marketing. "Schibeci attachments are well known in the Australian market as being top of the line, innovative products. We're excited to bring that innovation to North America as we expand the Loeering product line to give customers more opportunities to solve problems and make their jobs easier."

"Our agreement with Loeering will make it easy for customers to get to know our brand on a local level in North America," said Tony Schibeci, Schibeci director. "We're eager to grow the brand with Loeering as we enter markets where we haven't previously had a main focus."

The Loeering Power Attachments line initially includes the ST600 and ST1000 asphalt milling attachments, the Polyplaner 300 and 600 grinding attachments, and the Power Profiler 2500 and 2500R concrete milling attachments. The attachments will be co-branded with Schibeci and continue to be manufactured by Schibeci in Australia and stocked in the U.S.

The ST600 and ST1000 are versatile attachments that give contractors in the construction and roadwork industries the ability to complete milling and stabilizing applications with the same tool. The Polyplaner 300 and 600 are single head grinders ideal for surface removal, including road markings and trip hazard removal. The Power Profiler 2500 and 2500R are designed for bulk removal of concrete, ceramic tiles and epoxy mortar toppings.

Source: ASV Holdings Inc.  F100801

VERMEER ANNOUNCES AGREEMENT WITH MULTIONE

Vermeer Corporation recently announced it has entered into a distribution agreement with MultiOne. Through the agreement, MultiOne will supply Vermeer-branded loader models ranging from 423 to 721 kg operating capacity to be sold, serviced and supported exclusively through Vermeer dealers across North America and the Caribbean. These models feature a telescopic boom.

Source: Vermeer Corporation

 C32529

Wirtgen Autopilot 2.0 Significantly Speeds up Concrete Paving Projects

Talley & Armstrong, Inc., a concrete contractor from Henrico in Virginia, is one of the first companies in North America to upgrade to Wirtgen's new AutoPilot 2.0 for stringless concrete paving.

The company had already equipped its Wirtgen slipform paver SP 15i with the first version of the AutoPilot, and relied on the system when using the machine. After its operators had the opportunity to experience the new AutoPilot 2.0 at the 2018 World of Concrete, they equipped the SP 15i with the new system.

The AutoPilot 2.0, which is compatible with Wirtgen's SP 15i and SP 25i slipform pavers, eliminates the need to measure, mount, and remove stringlines. In addition, the ground crew can do their job without the stringlines constantly getting in the way. The 3D system is suitable for paving concrete safety barriers, curbs, gutter profiles, or traffic islands, for example, but also for road surfaces with a width of up

to 3.5 m using the inset method and 2.5 m using the offset method.

STRINGLESS PAVING CUTS COSTS

Clay Armstrong believes in lean structures and operates the company's SP 15i himself. In his eyes, stringless paving with the AutoPilot 2.0 system saves an enormous amount of time. In addition, he says, the paving jobs are completed more quickly.

"Stringless paving has many advantages," explained Mr. Armstrong. "First of all, you eliminate all the work involved in setting up the stringlines. Another factor are the costs saved from no longer having to purchase the wire and the support arms. The first time we worked stringless, our job was to pave a curb/gutter profile in a parking lot. At the end of the first day of work, my employees would have normally had to take down the stringline and set it back up again for the section we were going to



work on the following day. Instead, they just asked me what they should do. There were no stringlines to remove or set back

A man in a dark suit and glasses is holding a large, black, cylindrical object (likely a drill bit or tool) over his shoulder. He is standing in front of a background with a lightning bolt. The text on the advertisement includes:

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The advertisement for GeoRocFor Accessories Inc. features a blue and white color scheme. The text includes:

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up. That equals direct cost savings."

"In the case of composite radii or tangent sections where it is important that all the tangents are dead straight, the process saves an enormous amount of time. We can pave all of the radii much faster. If we aren't working with an imported model, we may need to spend 2 hours in a cul-de-sac setting up the necessary stringlines. Instead, I can use the Field Rover to enter the appropriate data points and create a virtual stringline in just 10 minutes," he continued.

According to Clay Armstrong, the first AutoPilot system was already easy to use, but upgrading the SP 15i with the new system brings other major benefits.

"The AutoPilot 2.0 system is much more user-friendly and the tablet we use both on the operator's platform and with the Field Rover survey pole has a much better display. The system gives us the ability to make changes to the model regardless of whether it was imported or created from ground points or the usual stakes set up for curb/gutter profiles," he said. "Since civil engineers are also only human, we have to correct their models from time to time. We can change both the vertical and horizontal alignment during the paving process to compensate for any defects. Changes to the vertical curve were difficult or not at all possible with the previous version. In addition, we didn't have the display we now have. We didn't have a profile to make adjustments, as is now possible with AutoPilot 2.0. Now we can actually make numerous changes and even delete or add points to an existing model."

"We can change individual points on a vertical curve and pull them apart as far as it takes to smooth a route. If we know, for example, that point A and point B are connected by a straight gradient, we can theoretically delete all of the intermediate points that don't match, or return to the original model. And we can also change the percentage of the gradient in the model if we find that it's incompatible with on-site conditions," added Mr. Armstrong.

The Field Rover is portable and Armstrong uses it during the paving process to inspect inlets.

Thanks to the Wirtgen SP 15i, paving



concrete profiles has also become much easier for Talley & Armstrong. A functional, ergonomically designed operator's platform is one of the machine's standout features, including its excellent visibility.

Clay Armstrong prefers the auger conveyor to the belt conveyor because it can store larger quantities of concrete. This is particularly important when paving radii, because interrupting the paving process has a negative effect on paving quality.

Talley & Armstrong has 8 Wirtgen molds, ranging from a curb gutter profile 15 cm-wide to a 1.50 m-wide sidewalk mold. An adapter plate also makes it possible to attach the molds from an older paver to the SP 15i. This means that contractors can cost-effectively use molds from other suppliers as well.

PRECISE PAVING OF CURB WITH RAIN GUTTER

During a Talley & Armstrong project in Westerleigh Estates, a new residential development in Moseley, Virginia, the company used a 75 cm-wide curb/gutter form that produced a rain gutter 60 cm wide in combination with a curb about 15 cm wide and 33 cm high. The relatively stiff concrete with a slump of 5 cm had a 28-day strength of 30-35 N/mm². Paving was carried out on a sub-base of gravel with a maximum grain size of 2.5 cm. The concrete mix contained a viscosity improver and a small amount of setting retarder in the event of delays in concrete delivery.

After paving was complete, a liquid curing agent was sprayed on and later contraction joints were cut into the curb at intervals of 3.5 m and expansion joints at intervals of 30 m.

ABOUT AUTOPILOT 2.0

The 3D control system includes a tablet that both controls the machine and is attached to the Field Rover survey pole. Two GPS receivers mounted on the machine communicate with a GPS reference station at the jobsite. The global navigation satellite system (GNSS) controls the steering and transverse tilt of the slipform paver fully automatically. In combination with an ultrasonic sensor or a robot-controlled total station, it also precisely controls the machine height.

Thanks to a certified standard interface, the SP 15i and SP 25i can be equipped not only with AutoPilot 2.0, but also with 3D systems from other leading suppliers. The data is transferred to the machine via a 3D interface. During paving, various systems such as the GNSS-based RTK receiver or automatic total stations are used.

Sensors on the machine take highly accurate readings during the paving process. These systems constantly compare the target and actual values of the paving parameters. If a digital 3D terrain model is not available for a project, the Wirtgen Field Rover can be used to generate a new digital data model directly on site. Existing machines can easily be upgraded with AutoPilot 2.0.

Source: Wirtgen GmbH

 S5419

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The Caterpillar Experience at CONEXPO-CON/AGG

Paying tribute to those building the world's infrastructure, the Caterpillar CONEXPO-CON/AGG 2020 experience will include a mix of static displays, equipment demonstration area, and new services/technologies under the theme "Your Work Matters". The 5,574 m² exhibit in the show's new outdoor Festival Grounds includes Operator's Stadium, where the finals of the Global Operator Challenge and equipment demonstrations take place.

Caterpillar is investing in technology and safety features showcased in more than 30 Cat® machines on display, including 9 new product introductions from the dozer, excavator, articulated truck and backhoe loader families.

NINE TO COMPETE IN GLOBAL OPERATOR CHALLENGE FINALS

The finals for the Global Operator Challenge, the largest global campaign in Caterpillar history, will take place at Operator's Stadium inside Caterpillar

outdoor exhibit. Nine Regional Champions remain standing from over 10,000 operators participating in local challenges throughout 30 countries. The champions will compete on Tuesday morning, March 10, 2020, immediately following the CONEXPO-CON/AGG's grand opening.

After completion of the skills challenges, the winners will be announced and awards will be presented for the lowest time for each individual challenge, best team performance, and announcing the Global Operator Challenge Champion based on overall performance.

Source: Caterpillar

 N10647,  F4455



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APEX® Hydro Seed Applicators Discharge Viscous Slurries for Seeding and Environmental Spray Applications

APEX® by Fecon introduces their lineup of hydro seeding and environmental spray applicators for off-road environments.

These include pipeline seeding, landfill top cover, landfill ADC, slope stabilization, fire reclamation, land improvement, and more.

Designed for the rigors of off-road use, these applicators provide the durability needed for remote applications, including rubber track-mounted options, units fitted with oversized floatation tires or tracks, and other options to simplify remote, off-road projects. Large pumps and agitation systems mix the most viscous of matrixes and keep them in suspension in the stainless-steel body until ready to discharge through the vortex pump at distances of up to 99 m.

Designed to maximize productivity and profitability, APEX® hydro seed applicators can hold and distribute more slurry, yielding more coverage per tank load. Each component is designed for mate-

rial versatility, durability, extremely low maintenance, and a long service life. A stainless-steel mixing tank with corrosion reducing materials for the tank top and working platform greatly reduces the maintenance required. A raised loading hatch, a fully-enclosed engine compartment, and an innovatively designed hydraulic system maximizes efficiency while eliminating the high maintenance demands of traditional hydraulic systems. The innovative APEX® power pack design is removable, replaceable, and upgradable to extend the life of your tank while keeping up with the latest technologies and requirements for engines and pumps.

Originally created by one of the industry's leading contractors, APEX® Applicators are professionally designed, manufactured, and supported by a team that has global experience in hydro seeding and

environmental spray on applications. Each member of the APEX team has over 10 years of experience in the environmental



equipment industry. They understand and work to fill the specific requirements of project sites and contractors, as evidenced by the fact that they have demonstrated, started up, or supported equipment in the spray-on market in over 35 countries.

Source: Fecon, Inc.

 C20645,  S5944

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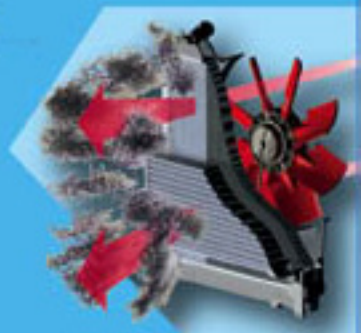
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Epiroc Breakers with Environmentally-Friendly Lubricant Chosen for Eco Farming Project



The ecological farming company AgroHerc Organic Agriculture in Bosnia-Herzegovina is using Epiroc HB 2500 and HB 2000 hydraulic breakers to prepare land for planting bio olive trees. While Epiroc breakers are often chosen for their low weight and superior performance, for this project the lubricant in the machines, Epiroc Bio chisel paste, is also an important factor. This specially-developed

grease, which is approved by the European commission for use in environmentally sensitive applications, is another example of Epiroc's active interest in environmental protection.

The city of Capljina in Bosnia-Herzegovina is located on the banks of the Neretva river, 20 km from the Adriatic sea coast. Surrounded by hills, the entire region offers visitors breathtaking views over a

beautiful landscape.

AgroHerc Organic Agriculture, a company investing heavily in organic farming, has plantations over a large area on the hills outside the city. Its production proudly carries the EU-Eco food label confirming that every aspect of production conforms strictly to European Union regulations on how agricultural products and foods designated as ecological products must

JOST Eco-Friendly Grease Helping Fleets Improve Their Green Credentials

As environmental pressures continue to drive changes to the old manners of doing things, many companies are working hard to find ways to improve their green credentials that will not damage their bottom line. The introduction of a biodegradable lubricant for 5th wheel couplings from JOST is allowing fleets to make an eco-friendly buying decision that improves the reliability of their vehicles.

Manually-lubricated 5th wheel systems require an average of 10 kg of lubricating grease every year. As we see more businesses announcing a commitment to investment in their green credentials, JOST is recommending that fleets turn to automated lubrication systems coupled with biodegradable grease.

With the development of the electronically-controlled LubeTronic system, JOST has already succeeded in reducing the amount of grease needed to about 1.6 kg per year. It has also developed a grease that is biodegradable in accordance with the OECD 301 B biodegradation test. In

independent tests, the high-performance lubricant exceeded the demands of the standard and received the rating of "readily biodegradable", which means it degrades especially quickly and easily.

The lubricant is ideally formulated for use in combination with LubeTronic and is offered at the same price as the standard lubricant product – making it easy for all end-users to switch and improve their ecological footprint.

"The drive to improve environmental standard within our industry should be applauded, however it's important that legislators understand the economic pressures that all fleet operators face – whether they're an SME or nationally-recognized brand," commented Danny Broomfield, JOST Sales Director for the UK and Ireland. "JOST has a long history of innovation across all of its brands – driven by a commitment to improve the reliability and performance of our customers' vehicles. By introducing the LubeTronic and eco-friendly grease we're helping fleet operators to



make the environmental gains that are necessary without compromising on the reliability or profitability of their vehicles."

Source: JOST UK Ltd.

Customized Solution for LineWise Attachment on Manitex Boom Trucks

be grown. AgroHerc Organic Agriculture already has ECOCERT certificate for Europe, U.S. and Japan markets.

AgroHerc Organic Agriculture will produce around 2,000 t of organically-grown fruit, olive and pomegranate and health plant helichrysum every year and the fields of helichrysum are particularly eye-catching in June when the plants are blossoming with yellow flowers. The flowers and leaves are harvested and used to produce essential oils and flower water.

A LUBRICANT CARRYING THE EU-ECO LABEL

On the land adjoining the helichrysum fields, the ground is being prepared for a large plantation of bio olive trees. Epiroc heavy hydraulic breakers with integrated Intelligent Protection System (IPS), are being used to break the ground rock into smaller pieces, working efficiently 10-15 hours per day, making a crucial role in preparation of approximately 140 ha of fields for planting.

In Epiroc breakers the wear bushings are lubricated with Epiroc Bio chisel paste. The paste carries the EU-Eco label confirming its suitability for environmentally sensitive applications and making it ideal for the AgroHerc Organic Agriculture project. Supplied with all Epiroc hydraulic breakers, Epiroc Bio chisel paste is based on easily biodegradable synthetic esters and is suitable for all applications, including underwater breaking.

AgroHerc Organic Agriculture say they are very satisfied with the performance and quality of Epiroc breakers and use only genuine Epiroc consumables. Their satisfaction is complete thanks to the reliable local service support, which is being provided by Epiroc's local business partner OHS d.o.o. from Kakanj.

Although all aspects of AgroHerc Organic Agriculture's production conform to EU standards for ecological food production, the company has now gone one step further and started the implementation of Demeter standard, the world standard for biodynamic agriculture production, written in Germany, applied for the first time in Bosnia and Herzegovina.

Source: Epiroc



C20405

WIKA Mobile Control (WMC) partnered with Manitex and LineWise to customize the graphics and functionality of the cSCALE system on the Manitex 50128S boom trucks equipped with a LineWise triple line lifter crane attachment.

WMC worked closely with LineWise and Manitex's engineering team to tailor the system programming for this special attachment that is used in the utility market to support up to 3 energized power lines. Utilizing specific requirements provided by LineWise, WMC customized the operating mode selection screen on the vSCALE D3 color graphic display.

"By incorporating the triple line lifter product into the LMI software, the operator can select the triple line lifter on the screen and the load chart is updated accordingly," explained Zach Dockter, engineering manager for Manitex.

"The triple line lifter setting on the LMI is a very nice feature. It allows the crane operator to see where they can and cannot go," said Noah Gutierrez, director of sales for LineWise. "Before this feature, the crane operator only had the option to read paper charts that told them what range of motion they had to work with. Now by selecting this feature they have more confidence that they are operating the crane within the defined working limits."

Source: WIKA Mobile Control, LP



F101819

DICA to Showcase New Products in Multiple Booths at CONEXPO-CON/AGG

DICA will display its multiple lines of Outrigger Pads, Crane Pads, Cribbing Blocks, Pole Barriers and introduce a new product category at 2 booth locations during CONEXPO-CON/AGG 2020, to be held March 10-14, in Las Vegas.

"We are excited to have multiple locations on-site for this important construction and concrete equipment show to provide easier access to contractors who use cranes, truck-mounted aeri-als, digger derricks, and concrete pumping equipment," said Kris Koberg, CEO. "We're equally excited to have our engineered Outrigger Pads, Crane Pads, Cribbing Blocks, and Training Pole Barriers on display in more than 15 OEM booths across the 2020 show."

DICA Outrigger Pads and Training Pole Barriers have been selected for use at Lift Safety Zone, hosted by National Commission for the Certification of Crane Operators. NCCCO's flagship exhibit will be located at the Las Vegas Festival Grounds.

The following products can be found at both DICA booth locations: FiberMax Crane Pads, SafetyTech Outrigger Pads, FiberMax Outrigger Pads, ProStack Cribbing Blocks, TrainSmart Pole Barriers, and Workforce Pole Hole Covers. Look for additional new product announcements from DICA at the show.

Source: DICA Outrigger Pads



F8258, C20838

The WOLFF 166 B US Hydraulic Luffing Jib Crane at CONEXPO-CON/AGG

After the successful introduction of WOLFF luffing and saddle jib cranes with middle to high lift capacities for the U.S. market, WOLFFKRAN is now following suit with one of its smaller luffing jib cranes, the WOLFF 166 B. The new crane is compliant to U.S. electrical standards and all U.S. requirements regarding structural components, naming it WOLFF 166 B US.

Due to its impressive performance and an extremely compact design, the WOLFF 166 B has quickly developed into a bestselling crane for reinforced concrete structure projects on space restricted inner-city jobsites since its launch in 2012. Unlike conventional luffing jib cranes with a winch driven luffing gear, the WOLFF 166 B US is fitted with a compact hydraulic luffing mechanism which eliminates the classical tower top and reeving of the luffing rope, making both transportation and assembly more efficient. The hydraulic luffing design also allows for a smaller out-of-service jib

position, which is particularly important on constricted city construction sites.

The WOLFF 166 B US offers a maximum load capacity of 12,000 kg in 2-fall operation and 6,000 kg in 1-fall operation. The jib lineup ranges from 25 m to 55 m and can be extended in 5 m increments. With a 50 m jib it achieves a best-in-class tip load capacity of 3,350 kg.

Equipped with a powerful 60 kW hoist winch the WOLFF 166 B US offers a hook path of 500 m and line speeds of up to 174 m/min in 1-fall operation and can be built up to a free-standing tower height of 93.2 m thanks to the modular WOLFF tower system.

The hydraulic luffing cylinder with load sensing control automatically regulates the luffing speed according to the load which results in a remarkable luffing movement from maximum to minimum jib radius in only 90 seconds with an economical 22 kW motor. The on-site connected power re-



quirements sit at a low 91 kVA with 480 V.

Both the hydraulic cylinder and the hydraulic unit are installed in the connecting block as a compact unit. Thanks to this design, the hydraulic lines do not need to be disconnected for transport and assembly, saving time and cost for erection and installation. The connecting block can either be lifted onto the tower alone or as

A1A Software Integrates 3D Lift Plan and iCraneTrax

A1A Software LLC, will demonstrate new features of its lift planning and fleet management tools, including integrations between the programs, at CONEXPO-CON/AGG, March 10-14, 2020 in Las Vegas.

"3D Lift Plan is so much more than a lift planning tool," said Tawnia Weiss, President of A1A Software. "Connectivity between it and iCraneTrax gives crane owners, fleet managers, and safety departments greater control over job site intelligence," she said.

Integration allows users of both products to save 3D Lift Plans to iCraneTrax job records, check the availability of a crane to be scheduled before selecting it for lift plan creation.

"When used together, crane owners can improve fleet allocation and manage

documentation for a customer and job in one place," said Ms. Weiss.

- Key features include the ability to:
- Attach 3D Lift Plan to a job record in iCraneTrax;
 - Run a crane search in iCraneTrax fleet records, checking for availability against scheduled maintenance or other project allocation;
 - Save 3D Lift Plans with job data;
 - Manage documentation.

Both products are now more accessible on the go. In 2019, A1A Software introduced five web tools for 3D Lift Plan. These tools enable users to input or gather lifting planning information without creating a full lift plan, but which can be saved for later use. The web tools, accessible on a tablet or computer, are Sketch Pad, Crane

Comparison, Load Chart Viewer, Crane Loads Calculator, and Mat Calculator.

Likewise, prior to the show, A1A Software will release the iTeleTrax app for iCraneTrax users. This app delivers access to 6 different information pages right from an Apple or Android mobile device, making it easier for operators, technicians or fleet managers to access critical information while on the go or at the job site. The iTeleTrax app includes a fleet map overview of key service items, engine hour and maintenance notifications, DMI engine codes, fleet position for location tracking, and a summary page.

Source: A1A Software

 F7804

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a pre-assembled unit together with the slewing frame and lower section of the tower top.

The hoist winch of the WOLFF 166 B US is conveniently positioned on the jib allowing safe prereeving of the hoist rope



on the ground prior to installation and offering easy access in case of scheduled maintenance.

The WOLFF 166 B US is fitted with the

latest WOLFF CAB crane cabin providing optimal visibility and overview, a fully adjustable seat and ergonomically designed control panels providing a comfortable place of work for the operator. The cabin platform with the cabin and switch cabinet comes preassembled as a single unit ex-works and can be attached to the crane in just one step.

Further standard features facilitating safer and more efficient operation include the remote data transmission system WOLFF Link, an anti-collision interface for all major anti-collision systems, a working range limitation, electrical central lubrication of the slewing ring, a temperature-controlled switch cabinet with heating and ventilation and a slip ring system in the lower part of the tower top for an optimal signal transmission.



The WOLFF 166 B US will be showcased on a WOLFF City Portal (CP 690) that adapts a standard WOLFF Cross Frame (KR 12-60) by means of adding support legs into a convenient solution allowing traffic to flow underneath the crane.

Source: WOLFFKRAN International AG
F5832



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2006 Terex TH644C telescopic forklift, 44' boom



2009 Terex RS70100, 35 ton, 100' telescopic boom, 55' telescopic dart, out and down main & auxiliary stabilizer, front stabilizer, 2-speed hydraulic winch, non-rotating 5/8" wire, ball descent, Greer MG586 computer, steel platform, aluminum box and pads support, engineer certified, ready to work.



2007 Terex T560 truck crane, 60 ton, 110' proportional telescopic boom, 2-piece telescopic jib offsetable, auxiliary sheave, 2 winches with rotation indicators and non-rotating wire rope, 430 hp Detroit Diesel, heated operator cab



2008 Elliott 1800 18 ton tractor-mounted boom truck, 70' boom, continuous rotation, Gree MG586 LMI computer, 2008 International 7400 fifth wheel tractor, 330 hp Maxforce 9, Allison automatic, 37,679 km 2579 engine hrs, rental available.



2019 National 600E, 17.5 ton, 71' boom, remote control, A-type rear/ out and down front stabilizers, 2019 Freightliner, 350 hp Cummins, Allison automatic, 16/40 axles, 4,000 km, 24 engine hrs.



2004 Grove TMS700E, 60 ton, 4-section 110' main boom, 33'-56' 2-section bi-fold jib, 16,500 lbs counterweight, 15 ton headache ball, 40 ton 3 sheave block, main and auxiliary hoists with non-rotating wire rope, auxiliary rooster sheave, 450 hp Cummins, aluminum wheels, 12,800 engine hrs, 63,000 miles, recently certified, new paint in 2019



1999 National 900 boom truck, 22 ton, 90' boom, 5300 Mega computer, A-type front/ out and down rear stabilizers, heated operator cab, 1999 Sterling, 300 hp Cat C9, 8LL transmission, 20/40 axles, 277,738 km, 6878 engine hrs.



2011 Broderson IC-250, 18 ton, 4-piece 15'7"-50'1" boom, 20' jib, pulley block and ball, Cummins QSB3.3, 4 wheel drive, 4 wheel steer, heated cab, Greer MG586 computer, 2,700 hrs, engineer certified

JCB Adds Telescopic Track Loader to Teleskid Range

JCB recently added the new 2TS-7T Teleskid compact track loader to its range of Teleskid skid steers and compact track loaders equipped with telescopic booms to lift higher, reach farther and dig deeper than competing machines.

The 2TS-7T Teleskid is built on the company's small-platform skid steer chassis for optimal maneuverability and easy transportation between jobsites without need for a commercial driver's license (subject to local regulations). Other machines in JCB's Teleskid range are the large-platform 3TS-8T compact track loader and 3TS-8W wheeled skid steer loader. The Teleskid 2TS-7T is powered by a 74 hp (55 kW) JCB by Kohler engine which, like the larger 3TS-8T and 3TS-8W models, meets Tier 4 final emissions standards with no need for diesel exhaust fluid and no diesel particulate filter or other exhaust aftertreatment. The 2TS-7T has a rated operating capacity of 951 kg with the boom retracted and 517 kg with the boom fully extended,

and offers 20% more breakout force than similarly sized machines. It has a maximum lift height of 3.6 m, forward reach of 2.1 m and the ability to dig 1 m below grade.

"JCB Teleskids are the best-selling skid steers and compact track loaders in the company's 75-year history and they've received more industry awards for product innovation than any skid steer ever," said Keith Hoskins, JCB vice president for Compact Products. "With the launch of the compact 2TS Teleskid, we're bringing telescopic lift, reach and digging capability to customers who work on smaller work sites and contractors who move regularly from one job to the next. If you're in the market for a sub-1,000-kg skid steer, we're confident that the JCB 2TS Teleskid is the most capable and versatile machine you can buy."



JCB offers 9 models of skid steer and compact track loaders in North America, including 3 Teleskid models. Like all JCB skid steer loaders and compact track loaders, the Teleskid range is equipped with JCB's iconic single arm Powerboom™ and a wide-opening side entry door which eliminates the needs to climb over dangerous attachments, or under an unsupported boom, to enter or exit the machine.

Source: JCB North America

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1999 VOHL DV-4000, JD 275 hp engine, telescopic chute, ice screw, good condition **\$67,500**



1979 SMI 5250, GM/GM 6-71, new paint, ex-municipal **\$39,000**



SMI 7200, rebuilt 1997, GM V-12 engine **\$48,500**



1993 SMI 7250A, GM / GM 410 hp, very clean **\$105,000**



1990 SMI 5250A, two GM diesels, 2000 t/h capacity, very clean, 3300 h **\$75,000**

Application-Specific Seals Extend Conveyor Idler Life in Unique Operating Condition

Superior Industries, Inc. will revolutionize the conveyor idler market when it introduces a group of application-specific idlers seals at CONEXPO-CON/AGG 2020.

"These next-generation SpinGuard® Idler Seals will offer greater protection in applications known to expose bearings to fugitive material prematurely," said Paul Schmidgall, chief engineer of Superior's conveyor components division. "We tested dozens of seal iterations over more than five years of and we think we have some pretty robust options."

Superior now offers 4 application-specific conveyor idler seals:

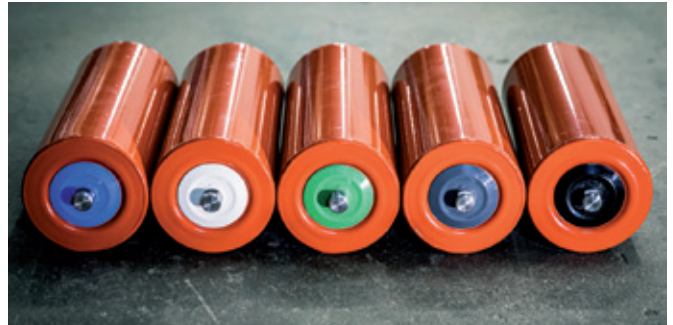
- SpinGuard Wet Seal: applications experiencing unsatisfactory idler life due to high moisture. Common conditions include wet processing, frequent washdowns and dredging;
- SpinGuard Dry Seal: operations that produce dust near crushing or screening equipment;

- SpinGuard Low Drag Seal: for conveyor owners concerned about horsepower. Eco-friendly idlers designed with low drag seal for overland or long distance conveying;

- SpinGuard Titanium™ Seal: for the most extreme conditions including wet and slurry applications.


Displayed equipment will include the brand new Sentry™ Horizontal Shaft Impact (HSI) crusher, Fusion™ Modular Platform, belt drive Valor® Vertical Shaft Impact (VSI) crusher, bolted model Liberty® Jaw Crusher, Alliance® Low Water Washer and Portable Spirit® Wash Plant. Additional equipment with new features include the Anthem® Inclined Screen, gear drive Valor® Vertical Shaft Impact (VSI) crusher, P500 Patriot® Cone

Crusher, Aggredry® Dewatering Washer and TeleStacker® Conveyor. Additionally, aftermarket solutions including new



conveyor idlers, pulleys and accessories, plus crushing rotors, cone bushings, cone heads and jaw dies will be displayed alongside a multimedia experience showcasing several turnkey projects completed by the company's construction management division.

Source: Superior Industries, Inc.

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DEUTZ Signs Long-Term Agreement With Kukje Machinery

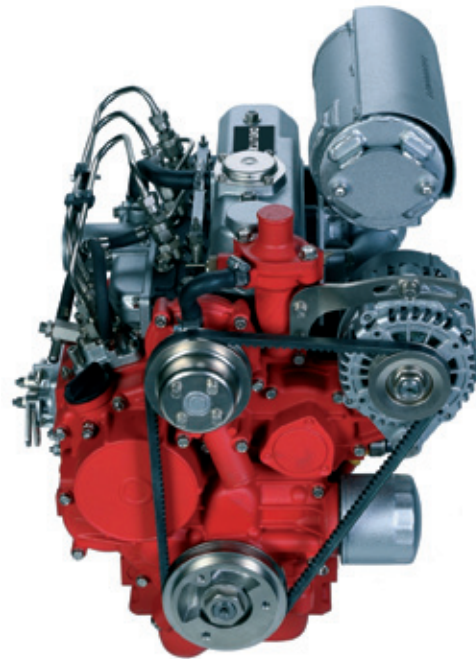
DEUTZ Corporation and Kukje Machinery Co., Ltd. of Korea have entered into a long-term agreement to expand DEUTZ's line of under-25-hp engines. As a result of this agreement, D1.2 and D1.7 engines will now be available for delivery throughout the Americas, with DEUTZ parts and service support already in place.

"The under-25-hp power category continues to grow as customers seek out more efficient powertrains for their equipment," said Robert Mann, president and CEO of DEUTZ Corporation. "We're extremely pleased to enter into this agreement with KUKJE, and we know that the engines will be built with the high-quality standards that DEUTZ customers deserve and have come to expect."

The engines are naturally aspirated, 3-cylinder configurations offered in 1.2 l and 1.7 l displacement with output ratings of up to 25 hp. The D1.2 and D1.7 can also be utilized with the new E-DEUTZ products by providing customers with

complete hybrid packages that are more efficient and environmentally-friendly.

Kukje Machinery has been producing diesel engines for tractors and other industrial applications for more than 30 years. The company also manufactures and provides agricultural machinery, tractors, combine harvesters, rice harvesters and diesel engines to over 50 different countries. The company focuses on cutting-edge technology that will enhance its customers' productivity.



"Our recently-signed agreement is just one example of our ongoing efforts to provide engines that not only generate the right amount of power, but do so economically and efficiently," said Steve Corley, chief sales officer for DEUTZ Corporation. "Now, through this agreement with Kukje, we'll be able to bring DEUTZ quality and performance to

even more OEMs and their customers." Source: DEUTZ Corporation

 S85231

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Talbert Offers Modular 65-Ton Trailer for Optimum Flexibility

Talbert Manufacturing offers the 65SA Modular Trailer. This trailer takes advantage of Talbert's custom-engineering experience to incorporate multiple axle configurations based on customer requirements for optimum versatility. The trailer's unique design features a flip extension to accommodate a tandem- or tri-axle jeep dolly, allowing for maximum load configurations. It can also pair with Talbert's revolutionary E2 or E3Nitro axle extension, which dampens axle movement and controls load transfer. The modular trailer maintains a 59 t rating at half the deck length with a 40 cm loaded side deck height and a 15 cm loaded road clearance.

Talbert Manufacturing will feature a 3+3+2 configuration, raised-center version of the 65SA Modular Trailer, along with other custom-engineered innovations, at CONEXPO-CON/AGG 2020, in Las Vegas.

"Every day, loads are getting bigger, wider and heavier," said Troy Geisler, vice

president of sales and marketing for Talbert Manufacturing. "On top of that, government agencies are pushing for stricter controls to protect aging infrastructure. To help our customers stay ahead of the curve – to run safely and efficiently,



no matter their area of operation – Talbert has always offered first-class engineering and industry-leading versatility. The 65SA Modular Trailer is designed to help operators adjust axle configurations to fit the specific requirements of the load and the road."

The trailer is individually engineered for customized axle configurations including 2+3+2, 3+3+2 or other variations. For

example, adding a tri-axle jeep allows a 3+3+3 configuration. Offering a 8.53 m deck length, the Modular Trailer is rated for 59 t in a 13-axle configuration. The trailer can also be designed to accommodate an additional 3- or 4.5-m section of deck, varying in type from beam to drop side.

Like all its trailers, Talbert manufactures the 65SA Modular Trailer with heavy-duty T-1, 100,000-psi minimum yield steel for extreme durability and longevity. Talbert trailers are standard with Valspar R-Cure 800 paint to prevent corrosion, offering a long-lasting finish and better return on investment.

Source: Talbert Manufacturing



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VMAC Throttle Control Upgraded for Faster Setup & Easier Use

VMAC has upgraded the throttle control on all new UNDERHOOD™ and Direct-Transmission-Mounted (DTM) air compressor systems from an analog system to a digital system, which has significant benefits for installers and operators.

The new digital throttle control connects to a vehicle's OBD2 CAN data bus connector allowing it to zero in on RPM setpoints faster and more efficiently than previous analog controllers. As a result, VMAC's air compressor systems can achieve the desired RPM quickly, with minimal revving.

VMAC's digital throttle control is also significantly easier to setup. Installers simply plug the throttle control into the vehicle and it is ready to go. Adjustments to base idle and max air idle are typically no

longer required, as the system automatically finds the right settings for the air compressor's CFM output.

In the unlikely event an issue arises, VMAC's new throttle control troubleshooting codes and LED diagnostic panel help provide comprehensive explanations that will reduce any required support time.

"Our customers deserve the best technology out there," said Mike Pettigrew, marketing manager at VMAC. "The throttle control is just a single component in a complete vehicle-integrated system, but we saw the opportunity to improve it and provide an even better experience for our installers and operators. The new digital



throttle control is faster to produce and install, and is easier to use."

The digital throttle control accounts for the new technology in service vehicles. New engines automatically respond to environmental conditions, such as temperature and barometric pressure, and the digital throttle control automatically adjusts itself to match the engine as it adapts.

"We are adapting to the changes in OEM designs and future-proofing our technol-

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GMC Reveals the Next-Generation Yukon and Yukon XL

GMC recently introduced the 2021 Yukon and Yukon XL, enhanced by offering class-leading technology and elevated by precisely-engineered capability.

The 2021 Yukon lineup is headlined by an all-new and more upscale Denali and the first-ever Yukon AT4, taking Yukon into the premium off-road space.

The new models will be available, with a 4-corner air ride suspension that will allow

drivers to raise the body up by 50 mm when for additional ground clearance when 4WD LO is engaged or lower it by 20 mm to improve aerodynamics and fuel efficiency on the highway.

Denali models now have an exclusive interior – a completely new instrument panel, unique seats and a choice among 4 unique color themes – outfitted with premium and authentic materials.

Following the breakout popularity of the new Sierra AT4 pickup and the more recently launched Sierra HD AT4 and Acadia AT4, the new Yukon AT4 is squarely focused on rugged adventure. GMC will offer the new AT4 sub-brand across all product lines by the end of 2020.

Coupled with the 4-corner air ride suspension, the Yukon AT4 offers a nearly 32° approach angle for added off-road capabil-

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NTEA Releases Vehicle Specification Process Guide

ogy,” said Steve Danielewicz, engineering team lead at VMAC. “We’re moving towards a modular design, where we have a standardized digital throttle control that always gets the job done. Modular design decreases production and installation times, and creates a seamless experience for the installer and operator.”

VMAC has created new protocols to ensure every digital throttle control is of the highest quality possible. VMAC assembles each throttle control in-house, and we test 100% of the hardware functions on the circuit board before it leaves the factory through a fully automated process.

The new digital throttle control will be included in all UNDERHOOD 70 and Direct-Transmission Mounted air compressor systems for 2019 model year vehicles and beyond. The UNDERHOOD 150 will receive the upgraded technology starting with 2020 model year vehicles.

Source: VMAC



ity. The AT4 includes a 2-speed transfer case, 20" Goodyear® all-terrain tires, a Traction Select System with off-road mode, and skid plates protecting key areas of the underbody.

An available electronic limited slip differential (eLSD) offers unmatched handling characteristics on the road and, in 4WD LO, the eLSD prevents wheelslip in off-road conditions.

Yukon's propulsion lineup expands for 2021, as drivers can now select an available 3.0 l6 turbodiesel engine on top of the 5.3 l and 6.2 l V8 gas engines. All 3 engines are paired with a 10-speed automatic transmission.

Source: General Motors

NTEA recently launched a *Vehicle Specification Process Guide* as a free resource to the work truck industry. The specification development process encompasses a systematic and defined set of interactions between various stakeholders, including the vehicle user, fleet team and supply chain (comprised of chassis OEMs, truck dealers, body and truck-mounted equipment companies, vehicle upfitters and fleet management companies). NTEA's specification development tool is intended to improve this process by applying leading techniques widely recognized by industry professionals. For those with more experience, it can serve as a guide – a checklist approach to confirm established processes are followed.

“For today's increasingly complex equipment, creating effective commercial vehicle specifications requires a multifaceted approach that involves input and participation from various stakeholders. NTEA's new *Vehicle Specification Process Guide* outlines leading techniques that can help the industry navigate these complexities,” said George Survant, NTEA senior director of fleet relations. “This tool is designed to ensure a predictable and well-crafted final product each and every time.”

The guide:

- Identifies critical factors to be considered when creating or revising vehicle specifications;
- Ensures alignment with the application and truck buyer needs/expectations;
- Enhances vehicle productivity and safety;
- Discusses new approaches to improving efficiency and effectiveness;
- Provides guidance for determining optimal frequency of specification revision;
- Offers common ground for stakeholders to see where their expertise relates to the process;
- Includes links to relevant NTEA resources (i.e., Truck Equipment 101/201, Vehicle Life Cycle Cost Tool, and Vehicle Center of Gravity and Axle Weight Calculator).

Vehicle Specification Process Guide supports development of effective specifications, which provide the foundation for vehicle optimization with widely recognized virtues for managing overall costs and improving both reliability and user safety. In addition, it supports development of consistent specifications that provide for procurement efficiencies within the supply chain.

NTEA offers a variety of fleet resources, including custom sessions, events and opportunities at The Work Truck Show® 2020, to be held March 3-6 in Indianapolis, Indiana.

Source: NTEA, The Association for the Work Truck Industry



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Appointments

ALLU Group Inc. recently announced the appointment of **Edison Rocha** as its new vice president of Distribution and Marketing for the U.S. and Canada. Mr. Rocha is responsible for increasing development of distribution channels, as well as marketing throughout North America.

Edison Rocha brings almost 25 years of experience in construction equipment sales, dealer development and marketing to this position, including 11 years with Sandvik Mining & Construction, where he held positions in aftermarket and sales management in South America and the U.S. – most recently as a division sales manager for the U.S. Prior to that, he worked in sales and sales management for Linck Machines and Servcorp International. Mr. Rocha holds bachelor's degrees from Ponta Grossa State University and University of Social Studies in Administration and Marketing, respectively, as well as MBA degrees from Kennedy Western University and Tulane University. He is proficient in English, Portuguese and Spanish.

"I couldn't be more pleased to have Edison join our team in North America" said Edgar J. Chavez, president North America of ALLU Group Inc. "With his years of experience and knowledge not only in sales of heavy equipment, but also in managing equipment distributor channels, we are well-positioned to strengthen our position in North America."

Source: ALLU Group Inc.



 C20326


Mecalac has hired **Peter Bigwood** as general manager to expand the company's reach in North and South America. Mecalac, which was founded in France in 1974, manufactures a full line of excavators, loaders, backhoe loaders, site dumpers and compaction rollers for urban jobsites.

In his new role, Mr. Bigwood will build brand awareness for Mecalac by growing the business, developing a strong dealer network, and expanding the Mecalac North America team. In addition to focusing on dealer development, he will also launch and grow the presence of Mecalac in the rental market.

Peter Bigwood brings more than 30 years of construction industry experience in sales and marketing to his new role. Before joining Mecalac North America in September, he served as vice president of sales and marketing for remote-controlled demolition manufacturer Brokk Inc. During his 8 years with Brokk, he identified and launched new markets for the company's demolition machines, in addition to leading the growth of the sales network in the U.S. and Canada. Before that, Mr. Bigwood served as president of Atlas Copco Construction Tools for almost 20 years.

Source: Mecalac



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"Taking the Voodoo Out of Automatic Grade & Slope Control"

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from: 3:00 p.m. to 4:00 p.m.

where: CONEXPO-CON/AGG, Las Vegas
REGISTER NOW!

Automatic grade and slope control systems for pavers provide paving companies with a broad range of benefits. These include improving grade and slope accuracy; increasing productivity; helping with smooth transitions, controlling mat thickness and yield; and lowering costs related to grade and slope re-work. In addition, these systems decrease operator fatigue related to manually controlling grade and slope.

Nevertheless, observes civil engineer Todd Mansell, product application specialist with Caterpillar Paving Products, "many construction businesses do not take advantage of technologies such as automatic grade and slope control systems because they have technophobia – a fear of advanced technology or what appear to be complex devices. Not only are they overwhelmed by the idea of introducing technology into their organization, they don't know how or where to begin."

There are companies which have purchased these systems – at a cost of \$30,000, \$40,000 or more, that do not reap a good return on their investment because "they are not taking full advantage of the system's capabilities or are not using the systems at all," he notes. "I've seen instances where construction companies have just set them out behind the shop."

Mr. Mansell, who has been involved in the paving industry for 30 years and with Caterpillar Paving Products for 8 years, does a considerable amount of paver training each year with paving crews. "Consistently, far less than half of those taking the training understand how to setup automatic grade and slope control

systems to get the results they want, and even less than that know how they work.

"There are companies that put on these systems because a manager in the organization told them to. The assumption is that everything operates automatically once the 'go' button is pushed. That is true, provided the system is setup properly at the start of paving."

EFFECTIVE TRAINING IS ESSENTIAL

"To get the most benefit out of automatic grade and slope control systems, effective training is essential," stresses Mr. Mansell. "There are many different brands of these systems available today, but they all operate on the same principles and they all do the same things, although a little differently."

"In general, straightforward visual displays and touch screen controls allow the operator to easily configure the system and make necessary adjustments for grade and slope," he explains. "This prevents the paving of too little or too much material, and greatly improves pavement smoothness, joint matching and tie-ins to existing pavements."

PROPERLY POSITIONING THE SENSORS

"One the single biggest things that operators don't understand about automatic grade and slope control systems is the importance of properly positioning the grade sensors, contact ski and sonic averaging ski," says Todd Mansell. "Sensor position is critical to the end result."

"If these sensors are not properly positioned, you are going to have a rough ride rather than a smooth one. If you are matching lanes, the only way to get a perfect joint match is to have the sensors in the right place, otherwise you'll end up with an uneven lane match."

"Poor ride from improper sensor posi-

tion is what often leads to the automatic grade and slope system being tossed out behind the shop because the crew blames the system," he adds. "In reality, it is just a lack of training on proper setup."

"On many DOT paving jobs, there is a bonus pay or a penalty if contractors don't meet certain smoothness requirements on a road," he says. "When they are properly setup, automatic systems will do 10 times better than any human being in smoothness and slope and grade control."

ACHIEVING MAXIMUM ROI

The only way to achieve the maximum return on investment from any automatic grade and slope control system for a paver is "to fully understand how the particular system operates and to know how to set it up appropriately for the specific job," emphasizes Mr. Mansell.

To learn how to feel comfortable setting up and using automatic grade and slope systems over a wide range of applications to achieve exceptional results, attend the *"Taking the Voodoo out of Automatic Grade & Slope Control"* education session at CONEXPO-CON/AGG 2020 in Las Vegas, Nevada. This session, being conducted by Todd Mansell, is scheduled for Thursday, March 12, from 3:00 p.m. to 4:00 p.m.

More information can be found at: <https://www.conexpoconagg.com/>.

Source: Association of Equipment Manufacturers (AEM)



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Agenda

The Work Truck Show

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CONEXPO-CON/AGG 2020

March 10 - 14, 2020
Las Vegas, NV USA

SaMoTer 2020 31st International Construction Equipment Trade Fair

March 21 - 25, 2020
Verona, Italy

Steel Erectors Association of America (SEAA) Trade Show

April 1 - 3, 2020
Charleston, SC USA

SMOPYC

April 1 - 4, 2020
Zaragoza, Spain

Atlantic Heavy Equipment Show

April 2 - 3, 2020
Moncton NB Canada

2020 North American Snow Conference

April 19 - 22, 2020
Cleveland, OH USA

Hannover Messe

April 20 - 24, 2020
Hannover, Germany

Expo Grands Travaux

May 1 - 2, 2020
Saint-Hyacinthe, QC Canada

CIM 2020 Convention

May 3 - 6, 2020
Vancouver, BC Canada

IFAT 2020

May 4 - 8, 2020
Munich, Germany

WasteExpo 2020

May 5 - 7, 2020
New Orleans, LA, USA

APOM Technical Day

May 14, 2020
Drummondville, QC Canada

AORS Municipal Public Works Trade Show

June 3 - 4, 2020
Barrie, ON Canada

5th International Rental Exhibition (IRE) / APEX access show

June 9 - 11, 2020
Maastricht, the Netherlands

Hillhead 2020

June 23 - 25, 2020
Buxton, Derbyshire, UK

steinexpo

August 26 - 29, 2020
Homburg/Nieder-Ofleiden, Germany

Intermat ASEAN

September 5 - 7, 2020
Bangkok, Thailand

InnoTrans 2020

September 22 - 25, 2020
Berlin, Germany

MINExpo 2020

September 28 - 30, 2020
Las Vegas, NV USA

Intermat INDIA

October 14 - 16, 2020
Mumbai, India

bauma CHINA

November 24 - 27, 2020
Shanghai, China

inter airport south east asia

February 24 - 26, 2021
Singapore

INTERMAT Paris

April 19 - 24, 2021
Paris, France

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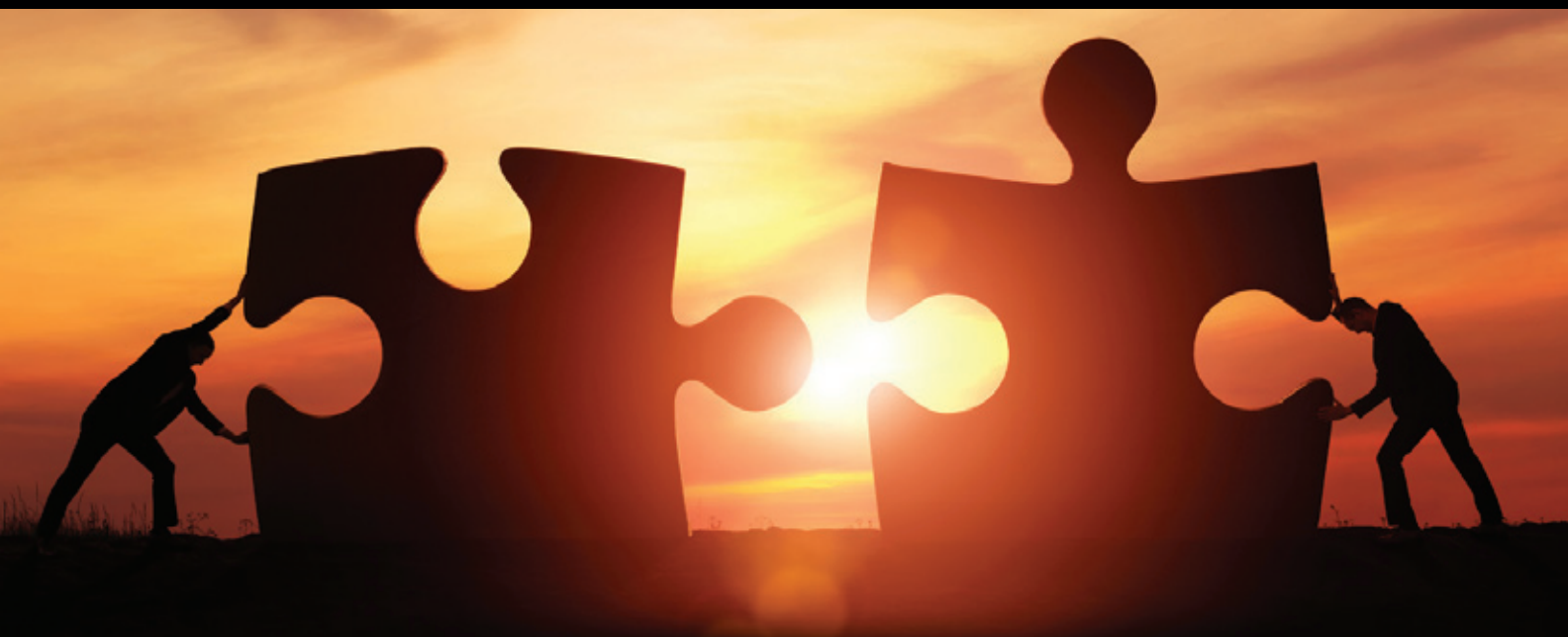
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