







CANADA'S EQUIPMENT MAGAZINE

## **InfraStructures**

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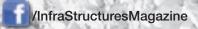
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### A Brief Word...

Every month has ides, but those of March are arguably the best known as harbingers of danger.

The danger this March was missing out on what CONEXPO-CON/ AGG 2020 had to offer. If you were unable to attend, fear nought as InfraStructures did. In this and subsequent editions will be news, photos and more from this year's global industry event.

Much has been discussed about emergent technology for powertrain applications and several exhibitors had their ideas on display, inviting commentary from equipment veterans. With the UK announcing a ban on internal combustion automobiles by 2035, the pressure will begin on other users. JCB is already utilizing automotive battery technology in their pursuit of Zero Emissions.

Hybrids, particularly hydrogen-based units will likely be the "Go-To" technology for larger scale equipment.

Whatever your equipment application it will be affected by these trends in this decade. InfraStructures, Canada's leading equipment publication will keep an eye on this and other trends that affect your ability to shift dirt, or whatever your task may be.



On the cover:

A Liebherr LR 11000 crawler crane from Buckner HeavyLift Cranes is used to install 8 new Vestas V-136 wind turbines on Hawaii's north shore.

The Hawaiian energy supplier's plan is to expand the proportion of renewable energies from 18% currently to over 65% in the year 2030.

### KENWORTH ANNOUNCES SOURCEWELL COOPERATIVE GOVERNMENT PURCHASE AND PRICING PROGRAM FOR 2020

Kenworth Truck Company is offering the Sourcewell Cooperative Government Purchase and Pricing Program in 2020. The special program expands sales opportunities for new Kenworth Class 6, 7 and 8 chassis to more than 50,000 Sourcewell members throughout the U.S. and Canada.

Sourcewell (formerly known as NJPA)

creates national cooperative contract purchasing solutions on behalf of its member agencies, which include government, education and nonprofit agencies. Cooperative contract use is a growing trend for governmental purchases thanks to its competitively awarded contracts, simple process, and time and money saving benefits.

As part of the Sourcewell bid process, responses from truck manufacturing

and supply companies are evaluated against multiple criteria to assure member agencies get the best value when making purchase decisions. The criteria includes considerations such as variety of products and services offered, marketplace success, pricing, and value added attributes.

"This cooperative endeavor provides an excellent opportunity for municipalities and government agencies to purchase Kenworth's full lineup of heavy- and medium-duty trucks, which include our T880 vocational leader, T680 on-highway flagship and reliable T270 and T370 medium-duty models," said Laura Bloch, Kenworth assistant general manager for sales and marketing.

Source: Kenworth Truck Company

### TRATON PROPOSES TO ACQUIRE ALL OUT-STANDING COMMON SHARES OF NAVISTAR

TRATON SE, one of the world's largest commercial vehicle manufacturers, recently offered to acquire all of the outstanding shares of common stock of Navistar International Corporation not already owned by TRATON at a price of US\$35 (\$46) per share in cash. This represents a 45% premium over Navistar's closing share price on January 29, 2020 and a 19% premium over Navistar's 90-day volume weighted average price. TRATON currently owns 16.8% of the outstanding common shares of Navistar.

Since 2017, TRATON and Navistar have benefitted from a strategic alliance that has delivered significant value to both companies through increased purchasing power and the integration of new technologies. As the global commercial vehicle industry continues to evolve, TRATON believes that the proposed transaction is the logical next step and would result in even greater benefits.

If the proposed offer were accepted and the acquisition completed, the combined company would have an enhanced ability to meet the demands of new regulations and rapidly developing technologies in connectivity, propulsion and autonomous driving. Combining TRATON's leading position in the European and South American markets with Navistar's presence in North America would create a leader with global reach and complementary capabilities. The transaction would also provide substantial value to Navistar stockholders through an immediate and certain cash premium.



"Over the past 3 years, we have benefitted from a highly collaborative and productive strategic alliance with Navistar. As the market continues to evolve, we believe there are compelling strategic and financial benefits to a full combination of TRATON and Navistar. The proposed transaction would create a leader in commercial vehicles with global scale and a strong portfolio of leading brands and cutting-edge products, technologies and services while delivering immediate and substantial value to Navistar stockholders," said Andreas Renschler, TRATON CEO.

The proposal, which TRATON expects to be evaluated by the independent directors of Navistar, is subject to certain customary due diligence. Any transaction would be subject to approval by the boards of TRATON and Volkswagen AG and the board of directors of Navistar and its stockholders as well as negotiation of a definitive merger agreement and stockholder support agreements with certain major stockholders of Navistar. TRATON expects that the proposed transaction could be closed by the end of 2020.

As a significant stockholder of Navistar, TRATON is committed to seeing the proposal completed and would not, in its capacity as a stockholder, support an alternative transaction.

Source: TRATON SE

## 2019 KENWORTH DEALER OF THE YEAR AWARD

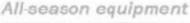
Papé Kenworth received the prestigious 2019 Kenworth Dealer of the Year Award for the U.S. and Canada at the annual Kenworth Dealer Meeting held recently in Santa Barbara, California. It marks the second time in 5 years that Papé Kenworth was chosen for the coveted award.

"Papé Kenworth's success is driven by great Kenworth heavy- and mediumduty trucks and our employees' daily, determined focus to take excellent care of customers in our new truck, parts and service operations in Oregon, California, Washington and Alaska dealerships," said Dave Laird, Papé Kenworth president. "This prestigious award offers a tremendous source of pride for Papé Kenworth and our employees. We especially thank our customers for their continued support."

"Papé Kenworth earned the 2019 Kenworth Dealer of the Year Award with exceptional performance across our dealer excellence categories," said Kevin Baney, Kenworth general manager and PACCAR vice president. "Papé Kenworth recorded an excellent 25% heavy-duty truck sales share and 16% medium-duty share. The dealer also ranked high among Kenworth dealers in facility investments, PACCAR MX engines retail and parts sales growth, PacLease operations, and PACCAR Financial heavy-duty retail share. Their knowledge-

able, well-trained employees possess a strong dedication to serve customers and provide the highest of service excellence. Congratulations to The World's Best Dealer for 2019."

Other Gold Award winners are Kenworth Maska, Kenworth Montréal, Kenworth of Cincinnati, Kenworth Sales Company – Salt Lake City, MHC Kenworth – Kansas City, MHC Kenworth – Springfield, and MHC Kenworth – Tennessee. The Gold Award is





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presented to a select number of Kenworth dealers each year that achieve the highest level of performance in the Kenworth network.

Kenworth Montréal has now earned 3 Gold and 4 Silver awards in the past decade. In 2019, the dealer achieved solid heavy-duty (21%) and medium-duty (18%) share. Kenworth Montréal ranked high in parts retail availability percentage, TRP sales growth percentage, customer satisfaction, PACCAR MX engine technician certification, and parts fleet sales growth percentage.

Source: Kenworth Truck Company

# PETERBILT SELECTS MERITOR AS PRIMARY SUPPLIER OF INTEGRATED BATTERY ELECTRIC SYSTEMS

Peterbilt Motors Company recently announced that they have entered into an agreement with Meritor to be the non-exclusive supplier of electric powertrains for their heavy-duty Models 579EV and 520EV battery electric vehicles.

"Peterbilt is leading the charge when it comes to electrification and this agreement with Meritor is just another example of our commitment to battery electric vehicles. With this announcement, we have locked in suppliers for all of our battery-electric model configurations," said Jason Skoog, PACCAR vice president and Peterbilt general manager.

"The opportunity to supply Peterbilt's 579EV and 520EV with Meritor electric powertrains allows us to partner with an industry leader and continue bringing advanced technologies to market," said T.J. Reed, vice president of Global Electrification for Meritor. "We have been working with Peterbilt for several years on electric development, and are very pleased to now offer customers 579EV and 520EV vehicles with Meritor electric powertrains."

Low volume production will begin in late 2020 for the Model 579EV, followed by the Model 520EV in 2021.

Source: Peterbilt Motors Company



Åkerströms, part of the Allgon group, has received a first order from Husqvarna Construction Products for radio control of a brand new line of compacting machines to an order value of SEK 1.5 million (\$200,000). The order is deemed to create good conditions for additional sales of additional systems. Allgon estimates a total order value in 2020 at least SEK 7 million (\$970,000).

Together with Construction Tools EEOD, member of the Husqvarna Group in Bulgaria, Åkerströms has created a customized solution based on Åkerström's radio control system Remotus. Using the radio control, the operator can accurately control compactors from a safe distance without vibration in the operator's hands and arms.

Husqvarna Construction Products is a world-leading supplier in the construction sector with a wide range of machinery and tools for construction work and supplies their solutions to a global market.

Source: Åkerströms Björbo AB

### PORTFOLIO OF GLOBAL REACH AIRPORT SHOWS PRESENTED AT NAIS MOSCOW

The organizers of inter airport Europe, inter airport China, inter airport South East Asia, NAIS Moscow and the Airport Show Dubai announced portfolio of Global Reach Airport Shows, during NAIS Moscow, held last February.

Following the acquisition of Mack Brooks Exhibitions and the inter airport shows by Reed Exhibitions, inter airport Europe, the world's leading exhibition for airport professionals, as well as inter airport China and inter airport South East Asia, now form part of a program of shows which also includes the established and renowned Airport Show Dubai and Russia's National Airport Infrastructure Show (NAIS Moscow). inter airport Europe will continue to lead the portfolio, with a greater insight and access to major growth markets identified by the other shows. This global reach will ensure all exhibitions in the program will benefit from expertise extending beyond the regions the individual shows

Together, the Global Airport Reach Shows will provide unparalleled access to markets for both suppliers and buyers of airport technology and equipment, and they will ensure that the airports of tomorrow are prepared and able to excel in the challenges facing the global market in the years to come. Interested exhibitors will be able to join this new worldwide program of airport-related exhibitions and benefit from the shared value at all shows and the connection of the most important airport markets.

The Global Reach Airport Shows will embark on a number of initiatives designed to meet the needs of the industry on both a regional and a global level.

Source: Mack Brooks Exhibitions Ltd

## DANA OPENS NEW GEARBOX REPAIR AND SERVICE CENTER IN LOUISIANA

Dana Incorporated recently announced that it has opened the doors to a nearly 3,000 m<sup>2</sup> facility in Slidell, Louisiana, for the repair, service, and assembly of industrial gearboxes, including the ability to custom-make gears up to 2 m.

Located in the Fremaux Park development, the new facility replaces the company's current operations in Slidell, offering a larger footprint to meet the growing demand for industrial gearbox





service, repair, and refurbishment. Dana has also invested in gear grinding and hobbing equipment and skilled personnel to increase the ability to quickly turn-around gearboxes for customers.

In addition to the facility in Slidell, Dana has 26 service and assembly centers around the world that provide custom solutions for gearboxes used in a variety of applications such as mining, steel and metal, pulp and paper, power generation, food processing, marine, cement, wind power, water treatment and much more.

"The additional square footage in this new facility combined with the increased ability to rapidly make gears gives Dana the capacity we need to further support our industrial gearbox

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customers who come to us for custom, highly engineered solutions," said Aziz Aghili, president of Dana's Off-Highway Drive and Motion Technologies. "Dana's service and assembly centers provide critical support for our global customers throughout the lifecycle of their machinery, whether they're building something completely new for a one-off application or maintaining current equipment to ensure maximum performance and uptime."

With the expanded capabilities in this facility, Dana in Slidell now offers customized open-gearing solutions for multiple applications, as well as drop-in replacements gearing and full assemblies for obsolete units. From upgrading customer gear-boxes to increasing the quality and capacity, Dana's service and assembly centers are equipped to address each of the challenges faced by its customers, including updating legacy products.

Within its global network, Dana has an extensive inventory of service components, including bearings, seals, shafts, and gearing for its original-equipment brands – Brevini® and PIV®. The company also provides repair services for a broad range of industrial gearbox brands ranging from small applications to large, 18,000 kg industrial gearboxes.

In addition to its service and repair capabilities, Dana partners with its customers to offer on-site maintenance training to address the importance of maintaining equipment to extend the life of the gearbox.

Source: Dana Incorporated

## METSO DISTRIBUTION STRENGTHENED WITH ADDITION OF L.S.W. WEAR PARTS

Metso's North American aggregates distributor community is excited to welcome Fredericton-based L.S.W. Wear Parts Ltd. to serve the Atlantic provinces.

L.S.W. is a 2<sup>nd</sup>-generation, family-owned and operated business incorporated in 1993. The company has grown over the years to become a major supplier of aftermarket parts to the mining, construction, forestry, and energy industries.

To support their growing business and better accommodate future Metso customers, L.S.W. will be opening a new Bend & Band facility in 2020. The distributor currently has 2 locations in Fredericton, New Brunswick, and Truro, Nova Scotia.

"Our company's philosophy has always been quality, value, and service to our customers," said Gregg Carr, president of L.S.W. "The Metso line of products coupled with our new bend and band facility only furthers our commitment to better facilitate solutions for existing and new clients."

"We have found in L.S.W. a solid partner with a customer service focus," said Jean Hebert, vice president, services sales Canada at Metso. "We know that partnering with them will provide customers with added value screening solutions."

Source: Metso Corporation

### SMS EQUIPMENT HET WINS TOP AWARD FOR CANADA

SMS Equipment's vision is to be the number one equipment and solutions provider to its customers. The company proudly announced that the Associated Equipment Distributors (AED) has awarded SMS Equipment advanced certified technician Clayton Kennon as AED's inaugural Technician of the Year for Canada.

"The AED Foundation is excited to honor technicians, like Clayton, for their hard work and passion to the equipment industry through our Technicians of the Year Awards," said Jason Blake, executive vice president and COO of the AED Foundation. "We would like to thank SMS Equipment for participating in our inaugural award, and we look forward to growing this recognition moving forward."

"Clayton is a leader, mentor, and go-to guy for our technicians," says Larry Gouthro, general manager, SMS Equipment.
"He takes new employees under his wing and starts them off in the right direction. He makes them feel like part of the team. We can always rely on Clayton in a tough situation or tight deadline to pull through. His dedication is contagious. And when it comes to the constantly growing market for autonomous vehicles, Mr. Kennon doesn't just use his expertise for servicing them. He helps build them."

Receiving the AED Technician of the Year award demonstrates the first-rate service SMS Equipment delivers. The company wishes to thank the AED Foundation for its recognition and extend appreciation to its technicians for delivering service excellence to its customers.

Source: SMS Equipment

## DANFOSS AGREES TO ACQUIRE EATON'S HYDRAULICS BUSINESS

Danfoss recently announced that it has entered into an agreement to acquire Eaton's Hydraulics business for a cash purchase price of US\$3.3 billion (\$4.3 billion). The acquisition is fully in line with Danfoss' strategy to strengthen its core businesses and enhance customer value.

The Danfoss and Eaton Hydraulics businesses are leaders in the industry and have many organizational similarities, including company culture and a focus on customers, R&D and quality. Both businesses are global with complementary geographic footprints and the combined business creates a broader presence across the world. Furthermore, the acquisition will enable Danfoss to enter the industrial hydraulics market that is served by Eaton Hydraulics.

The transaction is subject to customary closing conditions and regulatory approvals and is expected to close by the end of the year.

Source: Danfoss

## JCB AWARDED 2019 SUPPLIER OF THE YEAR BY UNITED RENTALS

JCB North America, was recently rec-

ognized by United Rentals, Inc. as its 2019 Supplier of the Year. The award recognizes JCB for outstanding value, timely delivery, product support, training and procurement excellence.

"Winning the coveted United Rentals Supplier of the Year award is a great honor for JCB and high praise from a vitally important customer we've been proud to partner with for more than 20 years," said Andrea Whelan, vice president for direct sales at JCB North America. "It's also deserved recognition for the JCB team that supports our United Rentals partner, and for the passion and commitment they bring to their work every day."

JCB has supplied United Rentals with an extensive range of construction equipment and material handlers since the company was founded in 1997.

"I would like to congratulate JCB for winning the 2019 Supplier of the Year



CarbonCure Technologies has completed of a major new installation at Calgary International Airport (YYC), in Alberta.

The new deicing pad, the East Deicing Apron, was built with CarbonCure Technologies' reduced-carbon concrete in August and September of 2019. The first airplanes started using the facility just weeks ago.

The amount of concrete poured to build the East Deicing Apron was the second largest pour of CarbonCure concrete in a single project, and the largest quantity to be used at an airport in Canada.

CarbonCure injects waste CO<sub>2</sub> captured by industrial gas suppliers into concrete during mixing, enabling the production of stronger, more sustainable concrete. Every cubic metre of concrete made with this technology reduces an average of 16 kg of carbon emissions, meaning an average high-rise built with CarbonCure concrete would save approximately 120 t of CO<sub>2</sub> emissions.

More than 25,000 m<sup>3</sup> of CarbonCure concrete was poured for the construction of the East Deicing Apron project.

"YYC Calgary International Airport is pleased to be a leader as the largest airport user to date of CarbonCure in Canada. As YYC strives to be a leader in airport sustainability, we fully supported our airline partners in the decision to inject captured carbon into the new East Deicing Apron's concrete pavement," said Carmelle Hunka, general counsel, vice president, risk and compliance of the Calgary Airport Authority.

In 2019 alone, CarbonCure partners' total concrete production volume surpassed 3.3 million m³, with an average monthly output of 145,000 m³. Total CO₂ emissions reductions for the year surpassed 55,000 t, which is equivalent to the carbon absorbed by more than 28,300 ha of forest or taking 12,000 cars off the road for a year.

Source: CarbonCure Technologies

Award. This award recognizes dedication to our core metrics which include account management, product support, training, procurement, warranty, and total cost of ownership," said T.J. Mahoney, vice president of supply chain for United Rentals. "JCB scored the highest in overall compliance with our core values and has also shown the most improvement since the implementation of the award. We thank JCB for their commitment to striving for results and being a dedicated partner."

United Rentals, Inc. is the largest equipment rental company in the world. The company has an integrated network of 1,172 rental locations in North America and 11 in Europe. In North America, the

company operates in 49 states and every Canadian province. The company's approximately 18,900 employees serve construction and industrial customers, utilities, municipalities, homeowners and others.

Source: JCB

## EARTHWAVE'S CELEBRATES 20 YEARS IN CONSTRUCTION TELEMATICS

Earthwave Technologies celebrates its 20th anniversary in 2020. The industry-leading FleetWatcher Construction Management Solution (CMS) and FleetWatcher Materials Management Solution (MMS), are helping to slash inefficiencies and drastically reduce costs for heavy construc-

tion and paving projects throughout North America. Both products allow users to see what is happening with connected equipment so that they can make informed decisions in real-time, to achieve immediate results. They are ideal for heavy construction contractors and paving contractors across North America.

"This is a very exciting time for us! Although companies have come and gone in the past two decades, our myopic focus on the needs of heavy construction contractors has fueled our drive and brought us to this milestone," said company founder Larry Baker, commenting on the milestone anniversary.

Mr. Baker also commented on the evolution of technology over the past 2 decades, and said that applying that technology with a problem solving approach continues to lead to new product developments. The electronic logs and e-ticket modules are just 2 examples of coupling technology, a laser focus on construction and a problem-solving approach.

The people behind the software also play a vital role, and Larry Baker was quick to point out that "we have great people who are committed to our vision and to our customers."

"It's really hard to predict. As technology continues to evolve and the appetite of the market for useful solutions evolves, it's going to be fun and exciting! We're thrilled not only to be a part of the conversation, but to be a leader in the space," said Mr. Baker when asked to predict the future of the industry.

Earthwave Technologies manufactures construction-specific wireless telematic products which provide complete visibility to all components used within the process. Its industry-leading FleetWatcher Materials Management Solution (MMS) is being used by asphalt paving contractors across the U.S. The company also offer modules for e-ticketing, off-road construction, and more.

Source: Earthwave Technologies



Manitou's new MHT 12330 heavy-capacity telehandler is a powerhouse with an impressive 33,112 kg fork capacity and 36,287 kg lift hook capacity. This heavy-hitter is built for handling hefty loads with precision in the most demanding conditions.

"The MHT 12330 continues Manitou's tradition over the last 30 years of offering new and improved telescopic handlers," said Steve Kiskunas, product manager for telescopic handlers, Manitou Group. "This model answers a specific customer need for a high capacity telescopic handler that can move industrial equipment in areas where a crane cannot be used."

The Manitou MHT 12330 is also extremely precise and easy to maneuver. The unit is powered by a 245 hp Tier 4 final Deutz engine and features a maximum lift height of 11.9 m and maximum reach of 6.6 m. It has a 3-speed hydrostatic transmission with 4-wheel drive, and the operator can choose all wheel, crab or front wheel steering depending on the job.

Top applications for the Manitou MHT 12330 include infrastructure projects, mining, bridge construction, steel mills, oil refineries, quarries, power distribution and heavy hauling. This machine is a truly versatile multi-tool carrier that is compatible with a wide range of attachments, including those from smaller telehandler models, such as tire handlers, cylinder handlers and work platforms. In addition, fork attachments can range in length from 2 to 4 m, allowing this machine to handle 2 containers together if needed. Manitou's exclusive E-RECO® system also eliminates operator guesswork and can automatically detect when an attachment is correctly mounted and assign the appropriate load chart.

Source: Manitou Group



### **The Most Powerful Ground Crew in Asia**

The first plane to land at the new Yogyakarta International Airport (YIA) on the Indonesian island of Java, in Indonesia, was an A320 from Jakarta. Eleven slipform pavers from WIRTGEN played a key role in the airport's construction. Once the YIA project has been completed, up to 20 million passengers will be able to take off and land there each year. With a current terminal area of 130,000 m², the new airport is set to replace Adisutjipto Airport (JOG), which is struggling with capacity issues.

The tight schedule was a particular chal-



cisely what the Wirtgen Group sales and service company in Singapore promptly

technical support and on-site application consulting.

A team of 4 SP 64 machines, 6 SP 500 machines, and a SP 84i machine formed the final lineup for the high-precision, cost-effective paving of the 3,250 m-long, 45 m-wide runway, its taxiways, and the apron.

The 50 cm-thick concrete layer was paved across a width of 2 m, 5 m, or 6 m, depending on the area involved. During the process, dowels, which were prepositioned on reinforcement cages spaced at transverse intervals of 30 cm, and a wire grid were integrated in the concrete as additional reinforcements.

The airport is set to grow by another 65,000 m<sup>2</sup> during the second phase of construction. The landing runway will also be extended by another 350 m.

Wirtgen is the ideal technology and quality partner for airport construction, whatever the specifications or location involved. A seamless product range, the expertise of experienced applications experts, and reliable service throughout the world are key in this respect. Boasting a wide variety of applications, slipform pavers can tackle highly diverse requirements on the jobsite – anywhere in the world. For instance, they can easily produce concrete surfaces with a high degree of precision without using the fixed steel molds so often utilized at airports.

Source: WIRTGEN GmbH





lenge of the large-scale project in Yogyakarta. Reliable solutions from one source were required if the concrete slabs were to be completed on time. And this is predelivered, working in collaboration with the Indonesian Wirtgen Group dealer PT Gaya Makmur Tractors. This included the large fleet of machines required, but also



reaches more heavy machinery and specialized equipment users in print and online than any other trade magazine in Canada.

The Media Kit is available on InfraStructures' website at www.infrastructures.com



### **Unimog Specialist in Canada With 50 Years' Experience**

In old Europe there are many stories about people who emigrated to North America and found fame and fortune there. A common feature of all these tales is that the people concerned worked hard or were luminaries in a scientific field. But men like Hans Mross who were able to directly transfer their job and their wide experience in their field of expertise to their new home country are rarely found in this long list of personal success stories.

Today Hans Mross, who turns 70 this year, is North America's largest independent stocking dealer of genuine Mercedes-Benz parts and accessories for Unimog with his company

Mross Import Service Ltd., based in Langley, British Columbia.

Just 2 years after the start of Unimog production at Mercedes-Benz, Hans Mross became acquainted with what was then an all-purpose tractor for agricultural use when his father, who had a farm, bought his first Unimog. Son Hans was still a small boy at that time, but at the age of 16 he started training – first as a farmer and then as a motor mechanic.

These 2 professions gave him frequent contact with Unimog and all kinds of commercial vehicles. He completed his training in Germany in 1978 when he passed the master craftsman's examination for motor mechanics.

### **HUNTING TRIP TO BRITISH COLUMBIA**

Hans Mross first set foot in Canada at the age of 29 when he took part in a hunt in British Columbia. He enjoyed this stay in Canada so much that he decided to move there.

Mr. Mross emigrated to British Columbia in 1981. He has never regretted this step. The following year, he contacted Stuttgart and asked whether he could take over the service for Unimog in the provinces of British Columbia, Alberta and the Yukon territory.

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Mercedes-Benz Unimog has over 1,000 different implements and multiple solutions for almost any industry. Whether it is cleaning streets, cutting grass, installing poles, removing snow, or working on the

farm, you can rest assured this work horse will get the job done.

A few years later, the good cooperation was extended and Hans Mross

This is where it all began: The Unimog museum in Gaggenau (Black Forest) also includes the former Unimog training building where Hans Mross (standing besides the new Unimog U 5023) started his career as a service technician for the Unimog.

contracted to become general importer for the whole of Canada. In this capacity, he sold new and used Unimog in Canada and the U.S.

Many of the numerous U.S. customers came to him because they had heard about the "all-rounder" from Mercedes-Benz, whose good reputation for use in municipal applications, firefighting and road-rail versions had quickly spread.

The varied areas of application of the diverse and international customers described in the following recognize Hans Mross' decades of work for Unimog and the performance of the Unimog product itself and show that Mr. Mross is now able to reap the personal rewards.

One example is the Unimog from the series of transport vehicles (series 437). Two of them are used for environmental protection, forest fire and pest control as well as for snow clearance by Pacific British Columbia Erosion Control.

Recently, 2 road-rail Unimog U 423s recently delivered to the Massachusetts Bay Transport Authority (MBTA) in Boston, Massachusetts, once again impressively demonstrated Mr. Mross's commitment to the Mercedes-Benz Unimog. He sold

the Zagro rail gear, Dücker sweepers with front brooms, spray beams, dirt collection containers, and Kahlbacher snowblowers for the Unimog and gave the MBTA employees a week's training on vehicle and







equipment in Boston.

Earlier, the Massachusetts Bay Transport Authority (MBTA) put 2 Unimog (series 405) into operation with a Zagro rail gear system for use as service and rescue vehicles.

The Unimog U 4000 with a double cab from the series of heavy transport vehicles is also absolutely unique. It was converted by Hans Mross' firm and is probably the world's first vehicle in this series with rail

gear, which was also purchased from the German specialist Zagro. This vehicle version was delivered to the Toronto Transit Company (TTC). The Unimog U 4000 has now been in operation for 10 years without any problems and the customer is fully satisfied.

The story of the Unimog U 400 for the Colombian oil company OXY, which has already clocked up well over 20,000 operating hours, is also unique. During special training for the company's Unimog team conducted by Hans Mross in the jungle of the South American country where the notorious Colombian drug cartel is active, Hans Mross had to be guarded around the clock by heavily armed soldiers.

Another segment that is growing in

Canada on account of the increasing number of globe-trotters who cross the sand and ice deserts, savannas and mountainous regions of the world with a wide variety of Unimog and vehicle types, often with camping bodies they have configured themselves, and who trust in the performance of the 4-wheel drive, indestructible Unimog.



This clientele of adventurers and expedition freaks is of course found in Canada. The importance of a man like Hans Mross to them can also be seen in authentic reports on the internet with great photos. For example, globetrotters Petra van Apeldoorn and Stephan

Schumann describe how they were able to continue their journey to the north of the country in spring 2017 thanks to the expert service provided by Hans Mross, who was

able to get their Unimog U 1700 (built in 1990) up and running again.

"Help came in the form of Hans Mross, the Unimog specialist in Canada. Hans took





the defective brake of our Unimog apart and immediately saw the problem: irreparable damage to the brake calliper. He had to procure a new spare part from Germany. And so the first leg of our journey ended with camping outside Hans' workshop in Langley and waiting for the postman," they wrote.

In the era of DaimlerChrysler, the first German-American vehicle group, the sales strategy for North America was restructured and Hans Mross lost his role as general distributor. This was a bitter pill to swallow, especially as Hans Mross had just opened a larger company site with a large workshop right on Trans-Canada Highway, but he managed to compensate for this shortfall with his expertise as a service partner for heavy-duty engines and equipment. Despite this development, Hans Mross never lost his enthusiasm for Unimog and he still works with this demanding product today. There are some orders and business contacts that would not be possible without it - and this is good, especially for Unimog and its longtime protagonist in Canada.

Source: Daimler



reaches more heavy machinery and specialized equipment users than any other trade magazine in Canada.

The Media Kit is available on InfraStructures' website at www.infrastructures.com



# **General Tire V.ply Earthmoving Tires Debut in the North American Market**

General Tire has returned to the Off The Road (OTR) market, launching its first V.ply Earthmoving Tires. The comprehensive range of new Earthmoving Tires is built for customers looking for durability and great value, combined with the reputation of a well-known and trusted brand.

The new General Tire TE188, a bi-directional multipurpose tire, debuted in the U.S. market at the Tire Industry Association Off The Road Conference. The annual OTR Conference brings together hundreds of tire industry professionals to participate in educational sessions and networking opportunities. This year's conference was held February 19-22 in Palm Springs, California.

The General Tire V.ply Earthmoving range is comprised of 6 compelling tires for loaders, articulated dump trucks (ADTs), rigid dump trucks (RDTs) and scrapers. All benefit from the innovative V.ply technology.

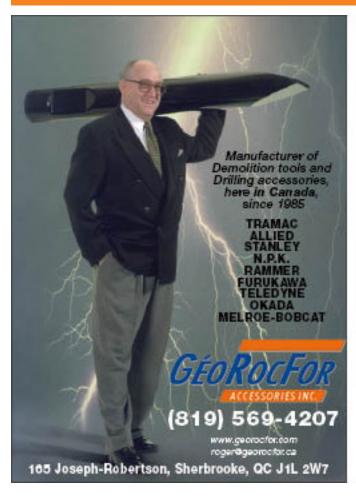
- General TE65: a low aspect ratio, wide-base tire for wheel loaders and dozers operating in heavyduty dig and load operations;
- General TE191: an heavy-duty wheel loader tire for dig and load operations;
- General TE 6: a bi-directional L3 tire ideal for compact loader applications;
- General TE188: a bi-directional multipurpose earthmoving tire for use on ADTs, RDTs, loaders and scrapers;
- General TE132: a wide-base non-directional tire designed for dump trucks in harsh off-road conditions;
- General TE11: a rugged tire design primarily used for grading services up to 10 km/h.

Originally inspired by racing tire design, the innovative V.ply technology enhances cross-ply technology with multiple cords arranged in a recognizable V-shape. The



V.ply technology combines robustness and tire stability with rim seat, force transmission and steering response in demanding vehicle operations. Up to 22 layers of high-resistance polymer fiber, precisely aligned in a V-pattern and embedded in up to 3 wire beads, deliver a sturdy tire construction. The V.ply construction technology contributes to extraordinarily strong sidewalls, providing excellent protection against tire punctures and cuts.

Source: General Tire





# First Single-Cylinder Engine With Electronic Control Receives Tier 4 Final Certificate

This makes engines with E1 technology from Hatz, pioneers in the industry.

At the beginning of January, Hatz' latest generation of engines with E1 technology received their emission certificates. This is an important milestone for the development and future of "light equipment", especially for mechanical engineering companies whose target market is North America.

This is the first time that single-cylinder industrial diesel engines with electronic injection and control have been certified according to the currently valid U.S. standard EPA Tier 4 final.

The Hatz 1D90E engine is the peak performer of the range. At almost 14 hp, it is the most powerful single-cylinder diesel engine in the world. Hatz 1B50E, 1B30E and 1B30VE cover the output ranges up to around 11 hp and 6 hp respectively with extremely compact dimensions.

### A NETWORKED FUTURE

The E1 technology from Hatz is where the digitization of compact engines begins. It paves the way for a networked future, for example, for hand-guided machines, mobile light masts or power generators. It will also provide availability of data on all engine performance characteristics, the possibility of

round-the-clock localisation, evaluation of equipment utilization or the ability to perform remote diagnostics and maintenance. With all this, Hatz bridges the gap between engines that were once mechanically controlled and the requirements of modern, digitized companies.

The E1 technology has also been honored in the U.S. for the 2019 achievement



with the Diesel Progress Award. The jury primarily based its decision on the ground-breaking development of new technologies: "Hatz impresses with the electronic injection and control of compact, powerful engines, as well as the accompanying connectivity for the Internet of Things."

Source: Hatz Diesel of North America, Inc.

## DEUTZ TIER 4 FINAL READY-TO-INSTALL, COMPACT, POWER SOLUTIONS



DEUTZ T4F factory-built Power Packs are compact and offer a complete "drop-in / turn-key" solution designed for OEM customers. All units are fully tested and ready to be used in several types of industrial applications. Feature DEUTZ TCD3.6 (Tier 4 Final) 4 cylinder, water-cooled, rated 74HP to 134HP.





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TCD 3.6 Closed Power Pack



DAC Industrial Engines Inc. / Dartmouth (NS) 10 Payzant Ave, Dartmouth, NS B3B 126 Tel.: 877.468.3765

John Deere updated its line of rotary cutter attachments with the RX72 and RX84. These new models are designed for heavy-duty vegetation management applications, including property maintenance and right-of-way clearing. The rotary cutter attachments are compatible on large-frame skid steer and compact track loaders and they are equipped with high-flow hydraulics and a severe-duty door.

"These new attachments offer reliable solutions to landscapers, agricultural producers and municipal contractors that depend on John Deere equipment for land clearing or vegetation management," said Jessica Hill, program manager, global attachments, John Deere Construction & Forestry. "The new models are designed to help our customers get the most of their investment by delivering greater performance and increased efficiency when clearing tough brush and hardwood."

The new rotary cutters offer a robust solution for clearing medium-to-heavy



brush and hardwoods up to 25 cm in diameter. Both the RX72 and RX84 include motors with a direct drive bearing for higher efficiency and extended durability, while an optimized blade carrier design allows for a fast startup and recovery time. Features include 3 blades made of thick forged AR400 steel measuring 15.9 mm, that provide an aggressive cut and long wear life. A pressure gauge is easily visible

to monitor blade load for optimal cutter performance.

As with any brush-clearing application, safety is paramount. Each model incorporates a retractable forward shield that rolls back to expose the blades to largerdiameter trees. Once material is cleared, the forward shield closes to process material more efficiently and to reduce the risk of flying debris with its heavy chain

### Minnich Introduces New Backpack Vibrator at WOC 2020

Minnich Manufacturing introduced the new 50 cm<sup>3</sup> gas-powered backpack concrete vibrator at World of Concrete, held in Las Vegas, February 2-7, 2020.

Driven by a GX50 Honda 50 cm<sup>3</sup> engine with an ergonomically designed, fully adjustable harness, the lightweight 9.3 kg backpack concrete vibrator offers operators outstanding mobility, reliable performance, superior comfort, and reduced fatigue during concrete consolidation. The 50 cm3 unit joins the 35 cm<sup>3</sup> model in the Minnich lineup.

The Honda GX50 general-purpose engine expands the Minnich mini 4-stroke vibrator lineup with a model that offers high output and light weight for excellent performance and fuel efficiency in more demanding commercial and rental

applications. The GX50 is the first Honda 4-stroke model in the 2-hp class that is 360° inclinable during operation and storage.

Minnich's 50 cm<sup>3</sup> backpack concrete vibrator is equipped with many features, including a removable throttle assembly which enables operators to relocate the throttle for easy and comfortable operation. All core/ casings and vibrator heads are interchangeable between all Minnich gas-powered and electric flex shaft units with the true universal quick disconnect system, giving contractors equipment flexibility.

Additional benefits include easy starting, low noise, simple maintenance, superb

acceleration, and low fuel and oil consumption.

Source: Minnich Manufacturing



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### **Mustang by Manitou 1350RT Track** Loader Available in North America

curtain. Hydraulic valving stops the blades from spinning within seconds of shutdown, providing operators and those on the jobsite with an additional safety feature.

Each model uses a skid steer coupler attachment interface to mount to the carrier. The RX72 and RX84 cutters are powered using 12.7 mm auxiliary hydraulic quick connectors, while the RX84 also uses a 9.53 mm case drain quick coupler, to help the machine with cooling and prevent damage. Hydraulic specifications include a 114-170 I/min flow range with a 28,000 kPa (4,000 psi) maximum operating pressure. The RX72 weighs 820 kg, and the RX84 weighs 1,025 kg, so rear counterweight will improve the stability of the skid steer or compact track loader. The RX72 and RX84 have cutting widths of 1.83 m and 2.14 m, respectively.

Source: Deere & Company

The Mustang by Manitou 1350RT punches above its compact dimensions with an overall width of 1,448 mm, height of 1,930 mm and lift capacity of 612 kg at 35% tipping load. It features a 46.6-hp Yanmar engine that utilizes automatic regeneration and zero fuel additives, providing clean emissions with little to no effort from the operator.

Built on the proven design of the 1350R skid steer loader, the 1350RT track loader



Mustang by Manitou's IdealTrax™ track tensioning system on the 1350RT saves on maintenance and track replacement costs by automatically tensioning the tracks when the engine is on. In addition, the Multi-Tach® attachment mounting system is compatible with most allied track loader attachments.

Source: Manitou Group



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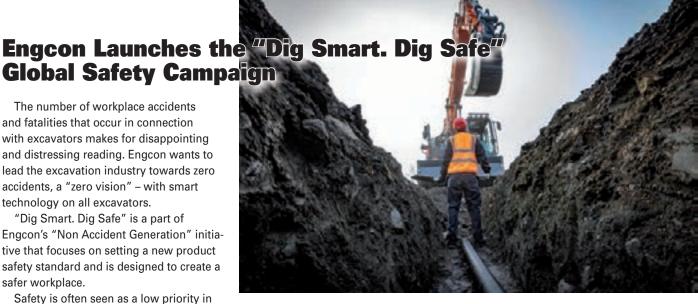


Toll Free 1-855-REV-FANS (1-855-738-3267) Phone 519-275-2808 www.cleanfix.org **Global Safety Campaign** 

The number of workplace accidents and fatalities that occur in connection with excavators makes for disappointing and distressing reading. Engcon wants to lead the excavation industry towards zero accidents, a "zero vision" - with smart technology on all excavators.

"Dig Smart. Dig Safe" is a part of Engcon's "Non Accident Generation" initiative that focuses on setting a new product safety standard and is designed to create a safer workplace.

Safety is often seen as a low priority in the contracting and construction sector. Unfortunately, no matter what market we are looking at these same industries are often identified as having the most workplace injuries. Some of the most common causes of accidents are due to machinery but also from tools that drop off equipment. This is unacceptable since the accidents can lead to absence from work through personal injury or in the worst



cases a fatality, all of which could have been avoided.

"An excavator often operates in a tight space or on construction sites with many people. Without the proper safety equipment employed on the machine, you can inadvertently drop gear or back over someone. Slipping and tripping accidents are also common when the driver steps out of or into the excavator," said Stig

Engström, founder and owner of Engcon. "A zero vision can drive the industry in the right direction."

Engcon has developed the market's safest automatic quick-mounting system, warning with both sound and light alerts to prevent an excavator functioning in the event of an incorrectly coupled bucket or other tools.

In addition, a driver must set the bucket

OilQuick's biggest news this year is the launch of their new OQTR-E tiltrotator series. OilQuick has launched it as "Doubly world-leading" and "The best of both worlds". When you know the background

OilQuick and Engcon are 2 well-known players. OilQuick is a world leader in fully automatic quick coupler systems and Engcon is a world leader in tiltrotators and accessories for excavators.

of OQTR-E, you will understand why.

"The companies have had a close collaboration for some time, but we have now chosen to extend it further. One can either behave like our competitors, make the decision to copy products, or one can be like us and collaborate in order to achieve success," said Henrik Sonerud, CEO of OilQuick AB.

"Engcon and OilQuick complement each other and we are convinced that we will help each other to strengthen our leading positions, regarding both fully automatic quick couplers and tiltrotators," added Stig Engström, owner and founder of Engcon AB.

**Completely New Tiltrotators From OilQuick** 

Through this collaboration with Engcon, OilQuick broadens its tiltrotator offering to multiple manufacturers. All models will be available in all countries where OilQuick has sales currently. The series has 5 different models for excavators from 6 t up to 33 t. Production is in full swing and several consignments have already left the factory. OilQuick has been active in the North

American market for quite a few years now. Years of steady sales growth have meant that the business now has an established sales organization, spare parts supply and aftermarket management.

Source: OilQuick AB

down on the ground in order to release it at a given pressure. The automatic coupling of oil, electricity and central lubrication also means that the driver can safely remain in the cab and change tools. A tiltrotator means fewer machine movements, which in itself reduces the risk of someone being hit.

"Engcon has technology that can assume parts of the operator's responsibility when it comes to connecting tools to an excavator correctly. This smart technology makes sure it is done right. With a zero vision in combination with Engcon's smart technology, we can help drive the industry in the right direction so that the safety issue is prioritized," added Mr. Engström.

## FIGHT FOR CHANGE – FOR SAFETY TO BE AT THE TOP OF THE WORK AGENDA

Despite the fact that Engcon is at the forefront in safety, much remains to be done to achieve a zero vision and Stig

Engström believes that some type of regulatory change is required along with all parties taking responsibility for safety in the workplace.

"Suppliers must develop safer products, dealers must buy them and customers must demand that they are installed and offer contracts to those that use them. We want to ensure workplace safety. The technology should prevent accidents even if the driver makes a mistake. Every accident is one too many and the goal must be to eliminate them completely," said Stig Engström. "We are told that the issue is taboo and that we risk criticism. I'm just saying: let the criticism come. We stand up for increased safety. We have always done that and will continue to do so, It's time to move from discussion to action. I want all interested parties in 2020 to start taking responsibility and hope that our initiatives can be the starting point."

Source: Engcon AB

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## Rototilt at CONEXPO-CON/AGG for the 5th Time

Held every 3 years, CONEXPO-CON/ AGG is North America's largest construction trade show. Once again, Rototilt demonstrates how a complete tiltrotator system is changing the way excavators work around the world. For the first time, Rototilt QuickChange™, the next-generation fully automatic quick coupler system for tiltrotators, machine couplers and tools, was also be demonstrated.

At this year's CONEXPO-CON/AGG, Rototilt showcases a wide range of its tiltrotators, optimized tools and leadingedge technical solutions. For Rototilt, this is their 5<sup>th</sup> participation at the show and they do not disappoint.

"We are looking forward to showing the new generation Rototilt QuickChange™ live for the first time. A live demo every half hour with an excavator, large LED screen and a demo speaker. CONEXPO-CON/AGG is an opportunity for us to get close to our customers and inspire them in how a tiltrotator can transform their excavator and their business," said Anders Jonsson CEO Rototilt Group AB.

Rototilt Inc. was established in 2007 in Brantford, Ontario, as a dedicated North American operation to service and support Rototilt customers throughout Canada and the U.S. Rototilt Inc., who recently moved to bigger facilities due to increased sales and demands, carries a comprehensive inventory of Rototilt® tiltrotators,

attachments and spare parts as well as offering a full rebuild facility. Their Service Technicians are available to provide customer technical support and to assist dealers on the installation and servicing of Rototilt products.

"We have a strong increase in demand from North America and during CONEXPO-CON/AGG we have the opportunity to



meet with machine manufacturers, dealers and end users from all over the world," concluded Mr. Jonsson.

Source: Rototilt Group AB



## **Liebherr Crane Erecting Wind Turbines in Holiday Paradise**

A Liebherr LR 11000 crawler crane from the fleet of Buckner HeavyLift Cranes was used to install wind turbines on the island of O'ahu in Hawaii. New Vestas wind turbines have been under construction there for over 3 months. A major advantage is the possibility to move the crane without a derrick, as the deployment area is in extremely hilly terrain.

The LR 11000 was the biggest crawler crane that had ever worked in the American surfers paradise. Buckner's 1000-tonner erected Vestas V-136 wind turbines. A total of 8 new turbines were installed on the island's north shore. They form part of the Hawaiian energy supplier's plan to expand the proportion of renewable energies from 18% currently to over 65% in the year 2030.

For this deployment, the LR 11000 was set up in the SL3F configuration with a main jib of 108 m and a fixed tip of 12 m. In this configuration, the crane has a maximum load capacity of 173 t. When erecting



the new wind turbines, the heaviest parts

- the hub with motor casing and drivetrain

- weigh about 100 t; the crawler crane
has to lift this weight to the hub height of
105 m. Equipped with 90 t of central ballast
and a slewing platform ballast of 250 t, the
crane can be used without a derrick. This
was an important criterion when selecting

the right crane for this job, as the wind farm sits in extremely hilly terrain on which the crane has to be frequently moved and occasionally converted. Deployments without a derrick can take place much more easily here and thus faster, too. In addition to the LR 11000, other auxiliary cranes were used, including a Liebherr LR 1350/1

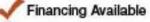


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2006 Tarex TH644C telescopic forkitt, 44' boom



2009Tenox RS70100, 35 fort, 100' talescopic boom, 55' talescopic tart, out and down main & sudilary statilizer, front statilizer, 2-speed hydrusile which, non-rotating 59' wire, but second Green M8996 computer, steel platform, aluminum box and pads support, engineer certified, ready to work.



2007 Teres TSE0 truck crame, 60 ton, 110° propritional falescopic boom, 2-place talescopic (b offstable, seoflary shaper, 2 which as with rotation indicators and non-rotating with rope, 430° hp Datroit Diesel, hearted operator cab



2008 Elliott 1900 19 bm tractor-mounts diboomtruck, 70' boum, confinuous notation. Gree M6596 LMI computer, 2008 International 7400 19th wheal tractor, 330 hp Macritine 9, Allison automatic, 37,679 km 2579 engine hrs, rental seatable.



2019 National 600E, 17.5 tos, 71° boom, remote control, A-type near/out and down front stabilizers, 2019 Preightliner, 350 by Curenties, Allison automatic, 1540 coles, 4,000 km, 24 engine hrs.



2004 Grove TMS700E, 60 bm, 4-section 110" main boom, 33"-56" 2-section bi-toid jb, 16,500 lbs counterweight, 15 bm headache bal, 40 bm 3 sheeve block, main and auditory holets with non-notating wire rope, auditory noster sheave, 450 hp Cammins, sturifican wholet, 12,000 eighe brit, 63,000 miles, recently certified, new paint in 2019



1999 Mational 900 boomtrack, 22 tos, 90° boom, 5300 Mega computer, A-type front/ out and down near stabilizers, heated optication cab, 1999 Sterling, 300 hp Cat. CO, St.L. transmission, 2040 cales, 277,758 km, 6678 angles hrs.



2011 Broderson IC-250, 18 tan, 4-piace 1577-501" boom, 201 jb. pelley block and ball, Cernmins USES3, 4 wheel 1140, 4 whoel steer, heated cab, Green M9585 computer, 2,700 hrs, engineer cartified

crawler crane.

Buckner HeavyLift and Liebherr had to make provisions for the supply of spare parts - the biggest challenge on the island,

which lies far from the U.S.

mainland.

"Our construction site was supplied from the new Liebherr warehouse in Lodi, California, but for safety's sake we also have various tools and spare parts available locally for this job," explained Kevin C. Long, director sales at Buckner HeavyLift.

The crane operator for the project in Hawaii was Burkhardt Hartinger from Warburg-Rimbeck near Kassel, in Germany. Mr. Hartinger has a lot of experience operating a LR 11000 crawler crane, which

is also present in the fleet of his own crane company.

"The offer to work in Hawaii was very tempting," he said. "And I also have a little free time to explore the island after work." Buckner HeavyLift Cranes based in Graham in North Carolina is very keen on the Liebherr brand, particularly when it



comes to heavy-duty cranes. The company has been completing heavy lift projects of all kinds for over 70 years and is one of the largest crane contractors in the U.S.

Source: Liebherr-Werk Ehingen GmbH

### **ALT Raises the Bar** on Boom Truck **Sales and Service**

ALT Sales Corp., the dedicated boom truck division of the ALL Family of Companies, maintains a vast inventory of boom trucks and manages this portfolio across the company's expansive North American footprint. Its expert service in support of this fleet is broadly recognized by manufacturers and, as such, ALT is a dealer for Manitex and National, 2 major brands when it comes to quality boom trucks.



Highlighting ALT's comprehensive service offering is their exclusive 14-Point Maintenance Inspection. The inspection is based on knowledge gained from decades of service experience. During this careful examination of critical checkpoints on the boom truck, every detail is tested, from setup to operating functions. ALT carefully details their checklist for inspection on their website.

ALT offers this inspection – and any other boom truck service - for any boom truck, no matter where it was purchased. With a maintenance team consisting of factory-trained specialists, ALT has deep understanding of the design, assembly, and repair of every brand, type, and style.

This marriage of a dealer's insider knowledge and a maintenance specialist's expertise has won fans throughout the industry.

In addition to ALT's boom truck sales and service establishment, the ALL Family of Companies rents and sells an enormous variety of lifting equipment from top manufacturers, including all-terrain cranes, rough-terrain cranes, crawler cranes, aerial lifts, and material handlers.

Source: ALT Sales Corp.

### **ALL Crane Adds 4 Grove GRT9165s**

The ALL Family of Companies has strengthened its rough-terrain crane fleet with the acquisition of 4 Grove GRT9165s. Introduced in 2018, the GRT9165 is now the highest-capacity, longest-reaching Grove rough-terrain crane. Its industry-leading 62.5 m, 6-section pinned boom is 1.5 m longer than that of competing models.



Manitowoc said many of the crane's in-demand features and technologies have been developed specifically in response to customer needs. For example, Grove engineers made a key effort to improve transportability to enable increased productivity and profitability. The GRT9165 rolls out on 3 trailers and is self-deployable, requiring no assist crane. With all components removed, it has an easily transportable gross vehicle weight of 52,600 kg.

Rough-terrain (RT) cranes are in high demand at sites as diverse as power plants, general urban construction, and revitalizing the nation's infrastructure on highway, road, and bridge projects.

The GRT9165 also boasts a newly redesigned cab that will eventually be added to all Manitowoc units. The wider body and easier controls are getting rave review from operators, who appreciate the extra room, increased visibility, and 20° tilt capability.

Source: The ALL Family of Companies

Take a load off Mother Earth with EcoUpgrade

People at SSAB are convinced that good environmental stewardship is not just the right thing to do, it makes sound economical sense. By collaborating in design projects that specify sustainable materials, companies around the world are lowering their carbon contributions, innovating products that are more efficient and adding to their bottom lines.

With the SSAB EcoUpgrade program, engineers, designers and end users can upgrade to high-strength steel and reduce the weight of their equipment, improve fuel economy, and extend product lifetime - all factors that also have a major impact on reducing their environmental impact, while potentially increasing overall profitability.

### **BUILDING MUSCLE - WHILE STAYING LEAN. MEAN AND GREEN**

When companies upgrade from standard steel to high-strength steel, they can cut the weight of the end product while maintaining the same strength and increasing



durability and productivity. From a lifecycle perspective, this is crucial because most of the negative environmental impact comes from a product's use phase.

And because high-strength steel is stronger than conventional mild steel, less steel is needed to manufacture the product. This also reduces CO2 emissions. An SSAB "EcoUpgraded" product will generate CO2 savings that exceed the CO2 emitted during the production of the upgraded part. The

amount of the savings varies depending on the design and whether or not it is weight-critical.

SSAB looks at each specific application and compares the potential CO2 savings in the use phase to the CO2 emitted during production. This way, it identifies products that would benefit the most from an upgrade to high-strength Strenx® and/ or Hardox® steel. Once the CO2 payback time is reached, the vehicle will continue

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1988 JETAIR II, Cummins engine, very clean



1996 SMI 8400, GM / GM 700 hp, 4000 t/h capacity, ......\$105,000 very clean ......\$105,000



1999 VOHL DV-4000 JD 275 hp engine, telescopic chute, ice screw, good condi-



1979 SMI 5250, GM/GM 6-71, SMI 7200, rebuilt 1997, new paint, ex-municipal ......\$39,000 .......\$48,500



GM V-12 engine



1993 SMI 7250A, GM / GM 410 hp, very clean



1990 SMI 5250A, two GM diesels, 2000 t/h capacity, very ......\$105,000 clean, 3300 h ......\$75,000

### **Boliden's Electric Transformation**

to deliver CO<sub>2</sub> savings far in excess of the original CO<sub>2</sub> debt.

## FROM GOOD TO GREAT: A CUSTOMER SUCCESS STORY

Successful projects and satisfied customers bear witness to the success of EcoUpgraded on many levels. For one customer, an ultra-light tipper chassis used 600 kg of Strenx® 960 MC Plus to replace 750 kg of S700 MC steel. And in the body, 830 kg of Hardox® 500 Tuf replaced 1,000 kg of Hardox® 450.

This brought a total weight reduction of 18% for the upgraded parts. The body's lifetime was doubled, to 12 years, eliminating the need to change the body on this chassis. And the weight was reduced by 310 kg, which increased the load capacity by the same amount.

Source: SSAB

Swedish mining company Boliden AB is utilizing ABB's power infrastructure for electric mine trucks.

This comes at a time when the uptake of electric vehicles has been progressing steadily, with more companies opting to reduce carbon emissions by switching to electric vehicles. ABB is helping to lay the foundation for this remarkable electric and digital transformation.



At the Aitik mine, Sweden's largest open-pit copper mine, located just south of Gällivare in northern Sweden, Boliden aimed to improve the operator's health, increase productivity, reduce fleet gas emissions and costs through this pilot project. It will replace parts of the mine's existing transport system with electric trucks and use ABB's power infrastructure, with the goal of carrying 70 million t of ore every year at the mine without using fossil fuel.

"ABB has delivered the rectifier substation and assisted in designing the project setup by bringing an experienced team with a very collaborative mindset onboard the project," said Jonas Ranggård, technical project manager at Boliden's Aitik mine. "We have had good experience cooperating with ABB on complex technical solutions, and were confident that ABB would meet our needs."

Source: ABB



AORS Municipal Public Works Trade Show

The Association of Ontario Road Supervisors (AORS), together with Simcoe County Road Supervisors Association, will be hosting the Annual AORS Municipal Public Works Trade Show, June 3-4, 2020, at the Sadlon Arena (formerly Molson Centre) in Barrie, Ontario. It is the largest of its kind in Ontario with between 200 and 300 exhibitors of public works products and services, and upwards of 2,000 participants.

This 2-day trade show provides an opportunity for public and private sector public works employees to share information and technical developments in the materials, services and equipment required to build and maintain municipal roads and other core infrastructure.

The exhibitors showcase products and services for core public works infrastructure including road and bridge construction, maintenance and rehabilitation, building maintenance, facility management, communications, design/engineering,

emergency disaster management, equipment/fleets, GIS/GPS, internet technologies, parks & grounds, storm water/flood control, municipal surveying, traffic and pedestrian control, transit, underground locating utilities, wastewater collection and treatment, water treatment, public works staff training and education.

Visitors to the trade show include a broad cross section of municipal public works professionals, including:

- Public Works Directors, Superintendents and Managers;
- Directors/Managers of Operations and Operations Personnel;
- Fleet/Fleet Safety Managers;
- City and County Engineers;
- · Consulting Engineers;
- Construction Directors/Managers;
- · Solid Waste Managers/Coordinators;
- Public Facilities/Grounds Directors and Managers;
- Water Services Directors/Managers;
- Transportation Directors/Managers;





• Private & Area Maintenance Contractors.

The City of Barrie and all the municipalities of Simcoe County, and the Simcoe County Road Supervisors Association look forward to welcoming exhibitors and delegates to the region, and encourage everyone to enjoy the many attractions on offer. See you in June!

Source: Association of Ontario Road Supervisors (AORS)





# Vactor<sup>®</sup> Launches Powerful iMPACT<sup>™</sup> Combination Sewer Cleaner

Vactor Manufacturing, a subsidiary of Federal Signal Corporation, launched the Vactor iMPACT combination sewer cleaner, at the 2020 WWETT Show, held last February 18-20 in Indianapolis, Indiana.

Replacing the outgoing Vactor 2103, Vactor iMPACT has a compact design that allows it to easily maneuver through tight spaces. A more economical choice for smaller-scale applications, Vactor iMPACT is ideal for cleaning catch basins, sanitary/ storm sewers, laterals and lift stations.

Like the highly successful Vactor 2100i, iMPACT will feature the IntuiTouch control system that redefines simplicity, delivering operator ease and efficiency during all sewer cleaning functions. Inside the cab, operators can gain control of all operational systems by employing one-touch controls for quick PTO activation and engagement. Outside the cab, operators find a rotating control panel with up/down adjustment that features a touchscreen and



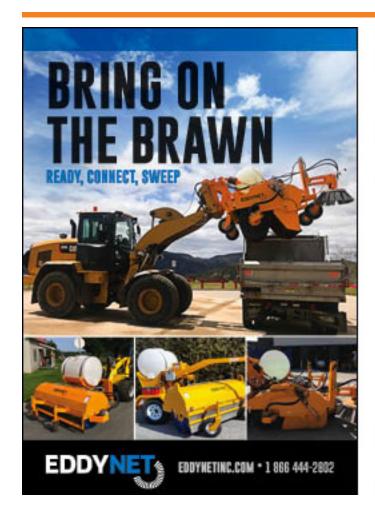
glove-friendly tactile buttons, providing immediate data.

"We've experienced tremendous success and have received positive feedback from customers when we launched the Vactor 2100i a couple of years ago," said Josh Malmassari, product manager for Vactor Manufacturing. "It was a no-brainer to integrate IntuiTouch to the mid-size iMPACT for customers who are looking for a solution

that offers maximum operator control and productivity without making a big impact on their budget."

Other key features include ample storage and enhanced ergonomics that provide optimal operator comfort and efficiency. And, the exclusive Jet Rodder water pump provides continuous flows through its entire operating range.

Source: Vactor Manufacturing





### **Appointments**

The **Ontario Road Builders' Association** (ORBA) elected **James McVeety**, director of Pre-Construction, P3 and Major Projects at Black and McDonald, as its president during its 93<sup>rd</sup> annual general meeting on February 3<sup>rd</sup> in Toronto. Mr. McVeety is taking over the helm of the association's board from Steve Smith.

Hailing from North Bay, Mr. McVeety is a licensed professional engineer with a B. Eng. in Civil Engineering from Ryerson University. He holds a MBA from the University of Western Ontario, Richard Ivey School of Business, and a Gold Seal Certificate for road building and Heavy Construction from the Canadian Construction Association. He got his start in the industry nearly 30 years ago as an engineering student working on construction projects in northern Ontario. He worked on road, sewer and water main projects as a student construction inspector in locations such as Cochrane, Chapleau, Hearst and, eventually, for the old City of North York, Mr. McVeety's career progressed from working for a smaller family-owned paving contractor in the GTA to larger domestic and multi-national firms where he led and managed some of the largest and most complex civil infrastructure projects in the province. In his current position at Black and McDonald, he is involved in large-scale North American infrastructure projects and is responsible for partnering and teaming relationships, construction joint ventures and infrastructure finance from the initial stages of project pursuit through to project execution.

James McVeety first became active in the Association in 1999 and joined the ORBA Board of Directors in 2013. In addition to his involvement on the Board, he is the Chair of ORBA's Alternative Financing & Procurement Committee, serves on ORBA's Audit,

Contracts and Documents and Executive Committees and is Chair of the Metrolinx Transit Contractors Council.

Source: Ontario Road Builders' Association (ORBA)

**Link Mfg., Ltd.** recently announced that it has appointed **Todd Smith** to the position of senior OE account manager.

Mr. Smith is an experienced sales and marketing professional with a background of more than 21 years of selling highly-engineered products, systems and components to on- and off-highway OEMs, most recently as national account manager for Neenah Enterprises. He has held various account



management positions throughout his career with companies such as Dana Corporation, ZF Industries and Bendix Commercial Vehicle Systems. Todd Smith holds a bachelor degree in business administration from the University of Toledo.

"We have a great deal to accomplish in the coming months, and Todd's OE sales and account management acumen will prove invaluable as we continue to expand existing business and penetrate new market segments with Link's revolutionary new technologies," said Mike Leakey, vice president of sales and marketing. "I'm excited to have him as part of our expanding account management team."

Source: Link Mfg., Ltd.





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Email: jrottar@jjei.com Phone: 905.301.1610 Manitou Group, the global leader in rough-terrain handling, announces the appointment of Élisabeth Ausimour as president of the Material Handling & Access (MHA) division. She also becomes a member of the Group's Executive Committee. Her mission will be to guide the design and production of Manitoubrand products.



A graduate of EPF École d'ingénieurs, Élisabeth Ausimour began her career in

shipbuilding at Chantiers de l'Atlantique, where she held multiple positions in purchasing for five years. She joined Manitou Group in 2005 and assumed responsibility for hydraulic purchasing. In 2009, Ms. Ausimour evolved within the Group and took over customer quality. From 2011 to 2016, she directed the Candé (Maine-et-Loire) aerial work platform production facility. With her team, she reorganized and strengthened the platforms business, making it a growth driver for the Group. In 2016, she assumed responsibility for one of the Group's transformation programs in connection with the implementation of an ERP.

In January 2020, Élisabeth Ausimour was appointed President of the MHA division. Her primary role is now to guide the development of the division and strengthen its profitability, with a major focus on energy transition and technology.

"After 14 years at Manitou Group, I am delighted to take over for Fernand Mira, to whom the company owes a lot today. It is very exciting to work in a company where I have had the opportunity to evolve through various positions and responsibilities and now to join the executive committee.

With the talents of the MHA division, we are going to launch major transformation projects to achieve our ambitions of growth. Our role is to put innovation and industrial performance at the service of value creation for our customers."

Source: Manitou Group

The Board of directors of the Marcus Wallenberg Foundation has appointed Mikael Hannus as the executive secretary, responsible for the Marcus Wallenberg Prize, based in Sweden. He is vice president of Group Innovation, Research and Development at Stora Enso in Sweden.



The recruitments of Mr. Hannus will help the Marcus Wallenberg Prize to continue to reward exceptional accom-

plishments in forest and biomaterial sciences and lead the way to a sustainable and circular bioeconomy, says chairman Marcus Wallenberg. Mikael Hannus succeeds Professor Kaj Rosén who retires after 7 years as the executive secretary.

The Marcus Wallenberg Prize is an annual international award of SEK 2 million (\$271,000). It is presented by HM the King of Sweden at a ceremony in Stockholm, Sweden.

Source: Marcus Wallenberg Foundation

### **OAPC Awards Outstanding Member Service**

The Ontario Asphalt Pavement Council (OAPC) awards program celebrates individuals who make a positive difference in the asphalt industry and who are leaders and role models who teach, inspire and encourage the leaders of tomorrow. This year, the OAPC awarded the Honorary Life Membership Award and the King Beamish Excellence Award.

The Honorary Life Membership Award was awarded posthumously to William (Bill) Graham who died on January 15, 2019. In 1959, he founded Graham Bros. Construction Limited, a large Ontariobased, independent, heavy equipment construction contractor.

Graham Bros. Construction was a founding member of the Ontario Hot Mix Producers Association (OHMPA), predecessor of OAPC, and have been ORBA members for 50 years. Mr. Graham served on the board

of the Ontario Road Builders' Association (ORBA) and in 2010 was inducted into ORBA's Hall of Fame.

The King Beamish Excellence Award was established to honor King Beamish, who founded KJ Beamish Construction Co Ltd. and who was a respected and valued OHMPA and ORBA member.

This year the honor goes to Christina Wright, a senior environmental scientist and partner at BCX Environmental Consulting. The company specializes in air quality consulting services. Ms. Wright has served tirelessly as vice-chair of OAPC's Environment Committee since 2016 helping members interpret and implement environmental regulations. She provided invaluable expertise in the development of the council's Environmental Practices Guide. She has also taken part in key discussions with the Ontario Ministry of

the Environment and helped ensure the council's interests were represented when the ministry was drawing up new legislation.

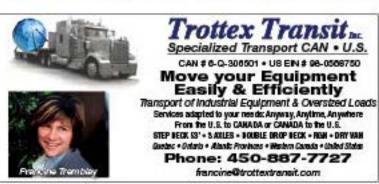
She is a regular speaker at OAPC events and is known for being able to communicate technical language in plain English. In addition, her contributions to the Environmental Essentials column in ASPHALTopics magazine provide valuable advice to council members.

OAPC congratulates this year's award winners and thanks them for their dedication and commitment to the association and industry.

Source: The Ontario Asphalt Pavement Council (OAPC)







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## **Agenda**

### 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

### The BIG Event Canadian Mining Expo 2020

June 3 - 4, 2020

Timmins, ON Canada

### Svenska Maskinmässan

June 4 - 6, 2020

Stockholm, Suède

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

June 9 - 11, 2020

Maastricht, the Netherlands

### Hillhead 2020

June 23 - 25, 2020

Buxton, Derbyshire, UK

### stein*expo*

August 26 - 29, 2020

Homberg/Nieder-Ofleiden, Germany

### Intermat ASEAN

September 5 - 7, 2020

Bangkok, Thailand

### **APOM Technical Day**

September 17, 2020 Saint-Zotique, QC Canada

### 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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The high performance dual steering gear system is designed for an extra tight turning radius, and the electrical system is designed for dual steer from the ground up, with no third party splicing into a wire harness.





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