

InfraStructures

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A Brief Word...

Officially Spring has arrived and as I look out the window it seems to be true. Unlike last year when it dragged on making it a misery.

No foreseeable problem with weather delaying projects for 2019, though economic and political turmoil may have an effect as the year progresses.

As with the first green shoots of grass and floral blossoms make their debut, so too does the equipment industry. Sprouting up with a flourish of shows and events as contractors shake off cabin fever.

In the coming weeks we have the CIM convention in Montreal, then municipal public works shows in Mirabel, Quebec, and Chatham, Ontario... Typically InfraStructures will be buzzing about from one to another collecting news and information the way a bee collects pollen.

What a hive of activity will the next few issues be as we preview upcoming events at the same time we report on the most recent happening.

Don't worry, between the jet lag and the travel weariness, InfraStructures will be providing you the freshest editorial content and news available. What else would you expect from Canada's leading industry publication?

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On the cover: the Stinger electric flex shaft vibrator was showcased by Minnich Manufacturing at The ARA Show in Anaheim, California.

Minnich products are sold by Montréal Tracteur in Quebec and HMA Equipment Company in Ontario.

COOPER EQUIPMENT ANNOUNCES ACQUISITION OF MODERN RENTALS

Cooper Equipment Rentals Limited recently announced that it has acquired Modern Industrial Rentals (1978) Ltd., a construction and industrial equipment rental company serving Southern Alberta from its branches in Calgary and Medicine Hat.

Modern Rentals offers quality, late model equipment that is supported by a highly experienced team of rental profes-

sionals.

"We are excited about the opportunity to strengthen our business in Western Canada with the addition of Modern Rentals' experienced team of rental professionals, quality equipment fleet, and strategically-located branch facilities," said Doug Dougherty, president of Cooper.

"This acquisition broadens our presence in Western Canada and allows us to bring the Cooper Difference to customers

throughout Southern Alberta," added Darryl Cooper, CEO. "We are pleased to welcome the Modern folks to the Cooper team – we know that their energy and professionalism will further strengthen the impressive team that we have established in the Western Canadian market."

"This transaction, as a follow up to the acquisition of Alberta Lift in July 2017, will allow Cooper to leverage its position as the premium aerial equipment supplier in southern Alberta and bring the full range of equipment rental services to Cooper's and Modern's valued customers. I am very excited to be working with the excellent team at Modern Rentals to continue our growth in Western Canada," commented Justin Wharton, regional manager for southern Alberta.

Established in 1972, Cooper Equipment is a Canadian-owned full-service construction equipment rental company, servicing contractors throughout Ontario and in parts of Quebec and Alberta. Cooper specializes in compact equipment, aerial access and trench safety equipment, and offers a broad range of construction equipment and supplies, backed by unparalleled service and support. The company operates 30 rental locations. In 2013 Cooper received a majority investment from Halifax-based SeaFort Capital.

Source: Cooper Equipment Rentals Limited

ELVIO A. MERLO INDUCTED INTO THE HHCA HALL OF FAME

On February 21st, 2019 the Hamilton-Halton Construction Association inducted Al Merlo into the HHCA Hall of Fame at their 99th Annual General Meeting and Dinner.

Mr. Merlo was recognized for his significant contributions to the Hamilton region and provincial construction industry with a presentation that included many stories and photos highlighting his career. Notably, Al started Merlo Electric in 1956 and was Hamilton's youngest master electrician at the time. Sixty two years later Merlo Electric remains a well respected electrical contracting company committed to serving its clients and recruiting young talent into the electrical trades. Al and Merlo Electric were recognized by the McGuinty government in 2007 for Leadership in Apprenticeship Training.

Throughout his career Mr. Merlo has dedicated his time and knowledge to



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supporting the advancement of the construction industry, sitting on the board of directors of the Hamilton District Electrical Association, the Ontario Electrical League, the Electrical Safety Authority and the Hamilton-Halton Construction Association.

A true entrepreneur with many interests Mr. Merlo has also served as president of the Canadian Mushroom Association, a role that led him to tour Canada in the company of then Minister of Agriculture Eugene Whelan.

An appreciative Al Merlo was on hand with his wife, many members of his family and Merlo Electric staff to accept the award. Merlo Electric is one of the oldest and largest maintenance contractors in the Hamilton area.

The Hall of Fame Award has been sponsored, since its inception in 1996 by Masters Insurance Hamilton.

Established in 1920, the Hamilton-Halton Construction Association has been serving its local Industrial, Commercial and Institutional (ICI) construction firms for almost 100 years.

Source: Hamilton-Halton Construction Association

CROSBY ACQUIRES STRAIGHTPOINT

The Crosby Group LLC has completed the acquisition of the manufacturer of load cells and force measurement equipment Straightpoint UK. The value of the transaction is not disclosed.

The acquisition, effective January 1st, 2019, includes the manufacturing facility and headquarters, co-located in Hampshire, UK, that will become Crosby's center of excellence for load monitoring and measurement, in addition to key personnel based in the U.S.

David Ayling, formerly CEO at Straightpoint, will step into a new role overseeing sales, marketing, and product development functions for all load monitoring equipment. He will report to Robert Desel, chief commercial officer at Crosby.

"Straightpoint has built a very strong team focused on innovation and high service levels and we wanted to ensure we could maintain and capitalize on

these important features of the company. Crosby's brand, its channel strength, global reach, and management team will enable us to build on our strengths and take the business to a new level," said Mr. Ayling. "Becoming part of Crosby represents an opportunity to deliver our solutions to more customers and increase the pace of our innovation. It is an exciting new chapter for Straightpoint, its team members, and customers."

"We've had a close relationship with Straightpoint for quite a while – its load shackles are based on the industry standard Crosby G2130 shackle, and we use Straightpoint products on our Safe Rigging trucks," said Robert Desel. "Straightpoint's position as a leader and innovator in load measurement and monitoring, and the opportunity to integrate its technology into our already strong portfolio, made this a compelling addition to Crosby. Safe lifting

ALL Family of Companies Makes a Big Investment in Trucks and Trailers



One of the value-adds of doing business with the ALL Family of Companies is that it employs its own fleet of 2,500 trucks and trailers to transport cranes throughout North America. This gives customers a critical edge in staying on schedule – in a business where time means big money – without having to rely on outside trucking companies. Now ALL Crane is bolstering that capability with acquisition of a massive haul of 212 new trucks and trailers. It is a significant purchase that broadens the company's ability to offer complete door-to-door crane service.

The order includes 40 Peterbilt trucks, 12 Nelson RGN (removable gooseneck) trailers, and 160 Manac drop deck trailers. Of the Manac trailers, 100 are 48' (14.6 m) spread axle units, which can accommodate 9,000 kg per axle. The remainder consists of 50 tandem axles, 4 quad axles, and 6 aluminum flatbeds.

The majority of the Manac trailers are galvanized, continuing ALL Crane's investment in galvanizing rather than paint, which can extend trailer life at least twofold. Galvanized steel decks reduce maintenance and resist chips, scratches, and wear, particularly the corrosion caused by road salt and brine. Also, although ALL Crane is a Manac dealer, these 160 new trailers will be exclusively dedicated to the company's own fleet.

ALL Crane will take delivery of the entire order through the end of 2019, with units being strategically distributed across all branches of the ALL Family.

"This package demonstrates our continued commitment to investing in whatever it takes to get equipment to customers, wherever and whenever they need it," said Jimmy Hill, senior logistics manager. "We are able to easily move cranes across the country or across town to keep customers' projects on schedule."

ALL Crane's specialized transport divisions have ICC authority in the 48 contiguous U.S. states and throughout Canada. As a founding member of SC&RA, the Specialized Carriers & Rigging Association, ALL has the capability, equipment, knowledge, and expertise to move equipment safely, efficiently, and on time.

Source: ALL Family of Companies

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is in Crosby's DNA and load monitoring is a critical part of that equation. Monitored lifts are inherently safer and we can now increase adoption of this best practice on a global scale."

"The acquisition is focused on growth. Straightpoint already represented a force in the marketplace and as part of Crosby we can position its products and expertise closer to the point of use and increase the pace of innovation. We are very excited to add the SP brand, best-in-class products, manufacturing capabilities, and team members to the Crosby organization," concluded Mr. Desel.

For 40 years Straightpoint has manufactured and supplied cabled and wireless telemetry loadlink, load shackles, load cells, digital dynamometers, compression loadcells, crane scales, running line tensiometers and software solutions as well as a range of intrinsically safe load cells. Safety, reliability and quality

are paramount in the lifting and rigging industries and so Straightpoint designs and manufactures to the highest standards including ISO9001, DNV-GL Type Approval, ATEX and IECEx.

Source: The Crosby Group LLC

CRAC BOARD OF DIRECTORS BUILDS ON THE SUCCESS OF THE PAST WITH A STRONG VISION

CRAC-ACLG board of directors has approved the new *Vision, Mission and Values Statement* to lead the way for the next 20 years of the Association.

During the winter board meeting of the Crane Rental Association of Canada, on February 7-8, a new generation of Directors, supported by more than a dozen of past directors, put the final touch on the *Vision, Mission and Values Statement* of the association. This process took nearly 2 years of consultations with members, meetings among directors and a survey

to members to define a new direction, much different than the original plan of the founding members of the association.

"We have listened to our members and advocating on their behalf on issues affecting our industry and the safety of our industry is now a significant focus," said Mike Turnbull, chairman of the board. "Two working committees have already been actively pursuing changes on weights & dimensions regulations and the newest committee will advocate certification of telehandlers, both at the request of our members."

The Annual General Meeting and Conference of the Crane Rental Association of Canada will take place in Charlottetown, Prince Edward Island, June 5-8, 2019. The educational content of the Conference includes a changing workforce with Millennials, the legalization of marijuana and its impact in the industry and Indigenous engagement, topics that are extremely important to members of the association.

The Crane Rental Association of Canada's members are crane rental companies, manufacturers and suppliers of cranes and equipment, and supplier of services used in the specialty crane rental business in Canada.

Source: The Crane Rental Association of Canada

CUSTOM TRUCK ONE SOURCE FORMS STRATEGIC PARTNERSHIP WITH EZ TRAC

Custom Truck One Source has entered into a strategic partnership with EZ Trac. The partnership positions Custom Truck as an exclusive authorized dealer and installer in the U.S.

"Our partnership with EZ Trac allows us to offer our customers the very best options for their equipment," said Fred Ross, Custom Truck One Source's chief executive officer. "We're committed to providing the very best features and options in our equipment portfolio and our partnership with EZ Trac is a perfect fit."

Through the EZ Trac/Custom Truck relationship, customers will have access to EZ Trac at all Custom Truck locations in the U.S., as well as Custom Truck's extensive service network.

"We are thrilled to be associated with Custom Truck One Source to help us reach more customers and markets where EZ Trac adds unique value," said Mike Grimes, EZ Trac's chief executive officer.



Astec at Bauma 2019

Astec, Inc. exhibited at Bauma 2019 as part of the Astec Industries booth.

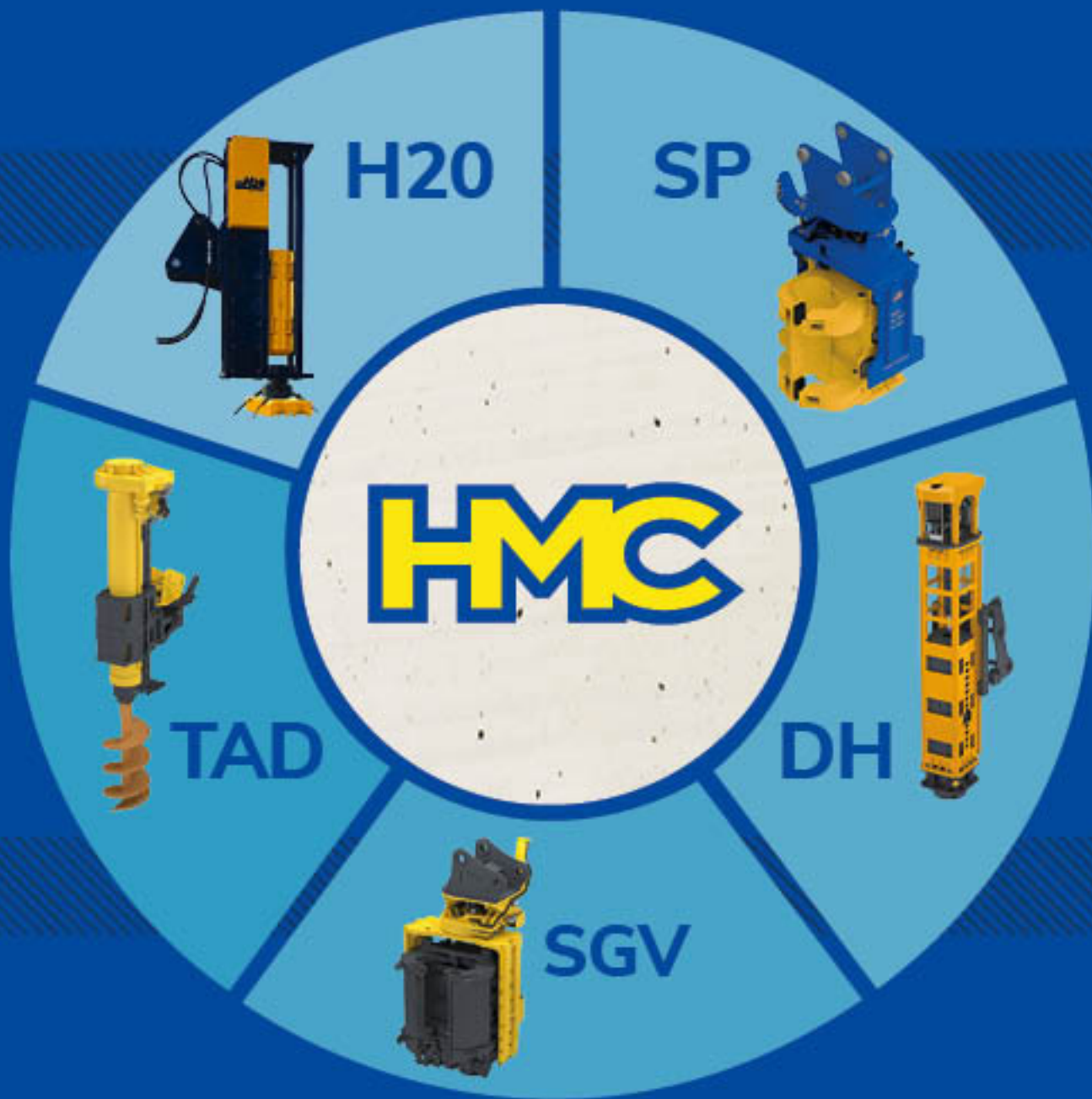
On display there was the 1/8 scale model of a complete Astec M-Pack® relocatable asphalt facility and a 1/8 scale model of a complete Astec Six-Pack® portable asphalt facility. The award-winning Astec models are well-known at tradeshow and have been continuously updated with remarkable attention to detail to reflect the latest innovations and best practices in asphalt mix production.

New for 2019, Astec debuted a model of the new Voyager 140 highly portable asphalt plant. The Astec Voyager 140 is based upon the proven Astec Double Barrel® drum mixer. With production capacity of 140 t/h and RAP mixing capability of 50%, the Voyager 140 sets the standard for portability, production, and sustainability.

Astec also debuted a new BG 1800 batch plant. The Astec BG 1800 batch plant delivers sound performance paired with exceptional value. The modular design of this compact plant assures setup ease and accommodates upgrades.

Source: Astec, Inc.

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The EZ Trac Hydraulic All-Wheel Drive System boasts many outstanding features. EZ Trac maintains the existing factory OEM ride height, weighs up to 450 kg less than mechanical all-wheel drive systems, and maintains factory turning radius. Additional benefits include minimal maintenance and less service as a result of EZ Trac's no transfer case requirement. EZ Trac can be installed on new or used trucks.

Customers can further capitalize on this partnership with flexible, customized leasing and financing solutions, through Custom Truck Capital.

Source: Custom Truck One Source

CANADIAN CONTRACTORS WHISELL AND VOICE JOIN IRONWORKS BETA PROGRAM

Ironworks LLC recently announced the addition of 2 major construction contractors from Alberta to its roster of beta program participants for Ironworks, the world's first comprehensive, cloud-based equipment cost management system for infrastructure contractors.

Whissell Contracting Ltd., of Calgary, and Voice Construction, of Edmonton, are both long-established construction firms operating large fleets of heavy equipment throughout Western Canada. The firms will apply Ironworks' abilities for manag-

ing machine-specific costs in planning, scheduling, budgeting and assessing the deployment of heavy equipment in various projects and applications.

Whissell Contracting Ltd. was founded in Calgary in 1970 as a water and sewer contractor. Today Whissell has 5 divisions, 3 offices, 300-plus employees and more than 300 pieces of heavy equipment, highway tractors and trailers.

Voice Construction traces its history to the 1930s in Saskatchewan. Through its history, the company has grown into an industry leader, serving all of Western Canada from its headquarters in Edmonton. Voice owns an extensive fleet of modern equipment and employs an experienced workforce capable of performing jobs of any size.

Ironworks' beta program seeks an additional 5 large infrastructure contractors to use the system and provide feedback on its features and functionality. The beta program launched recently, with Teichert Construction of California as the first participant, following 4 years of prototype development with alpha users.

"With Ironworks, the process of bidding for work in the fiercely competitive infrastructure construction industry will never be the same again," said Grant Lungren, president of Ironworks LLC, creator of the widely used Hard Dollar EOS/PXS (now offered by InEight®). "Ironworks changes the game by managing a fleet like a job, allowing for detailed budgeting and control of machine employment costs."

Ironworks' key equipment cost management functions include fleet information administration, renting and leasing, charge-rate management, client billing rate administration, dispatching, machine performance history and fleet analysis and optimization.

"Ironworks uses advanced data visualization and analytics technology to make expert equipment cost management easy," said Mr. Lungren. "Not every contractor has to use Ironworks, but they will have to

BAUER Presents State-of-the-Art Technology for Foundation Engineering

Whether it is drilling, diaphragm wall, piling or mixing plant technology, visitors to the BAUER Maschinen Group at Bauma once again experienced the entire range of specialist foundation technology.

"As we are a global player with Bavarian roots, Bauma in Munich is of course always a very special highlight," explained Dr. Ruediger Kaub, managing director of BAUER Maschinen GmbH. "In addition to the core range of Bauer rotary drilling rigs, the MC series of duty-cycle cranes, diaphragm wall technology with cutters and grabs, the subsidiaries Klemm, Prakla, Haus- herr, RTG, ABS Trenchless and MAT also be showed off their equipment and systems."

In addition, Bauer is celebrating a special anniversary in 2019. Exactly 50 years ago, in 1969, Bauer began to manufacture their own machines and equipment and presented the first UBW 01 hydraulic universal drilling rig. In 1976, the development of the BG 7 followed, which revolutionized cased large diameter drilling.

Other milestones, to name just a few, were the first Bauer BC 30 cutter in 1984, the successful launch of MC duty-cycle cranes in 2007 or the development of EEP Energy Efficient Power technology, which set a new standard in terms of efficiency.

Source: BAUER Group



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To be considered for participation in the Ironworks beta program, contractors are asked to go to www.ironworksccloud.com, and click on the top line menu option "Beta Program" and then "I am interested."

Source: Ironworks LLC

KLEEMANN PLANTS RECEIVE AWARD FOR WELL-THOUGHT-OUT DESIGN

At the start of the year Kleemann was

awarded 2 international design prizes: the iF DESIGN AWARD and the GOOD DESIGN Award for the MOBICAT MC 120 Z PRO jaw crusher and the screening plants of the EVO line. Innovative details for safe operation and simple handling impressed the jury members.

The iF DESIGN AWARD is one of the most important design awards in the world and has been regarded for 66 years as an internationally recognized label for

first-class design. The jury consisted of 60 independent experts from over 20 countries. The award winners were selected in February based on the innovation, functionality, responsibility and positioning criteria. In 2019, the award winners also include the MOBICAT MC 120 Z PRO jaw crusher as well as 4 mobile EVO screening plants from Kleemann.

The GOOD DESIGN Award presented in January is an industrial design program organized once a year by the Chicago Athenaeum Museum for Architecture and Design in co-operation with the European Centre for Architecture, Art Design and Urban Studies. Industrial products characterized by a particularly innovative and well-conceived design are nominated. The Kleemann plants also convinced this jury.

The mobile jaw crusher MC 120 Z PRO is characterized by its uncompromising and robust design. It crushes stone at a rate of up to 650 t/h with a maximum grain size of 1,100 x 700 mm. The plant has a powerful and efficient diesel-electric drive. The crusher, conveyor belts, screens and chutes are driven electrically. For even more environmentally-sound operation, an external power supply is possible as an option.

The plant is controlled from a 12" (304 mm) touch panel by means of the intuitive SPECTIVE control concept. This permits, for example, the adaptation of the crushing gap to a new application with only a few commands. The operator is guided through the menu step by step. Operating errors are thus avoided and productivity is increased.

The well-arranged design of the machine follows the course of the material flow and permits easy access from all sides. Despite its size with a maximum weight of 83 t, the plant can be transported in one piece.

The new MOBISCREEN EVO plant line MS 702/703 and MS 952/953 is characterized by its high output, high flexibility, excellent transportation properties and short set-up times. Its intelligent operator panel makes intuitive and simple operation possible. The simplified screen change meets the highest safety and ergonomic requirements. An environmentally-friendly drive via an external power supply is available as an option. The design visualizes the functionality in a clearly structured appearance.

Source: Kleemann GmbH

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Minnich Stinger Electric Flex Shaft Concrete Vibrator Showcased at the ARA Show

Minnich Manufacturing showcased the Stinger electric flex shaft vibrator at The ARA Show in Anaheim, California.

"The Stinger is an ideal unit to meet a variety of concrete vibration needs," said Rob Minnich, president/chief marketing officer (CMO) for Minnich Manufacturing. "We're excited to showcase this solution to the rental industry in our return to The ARA Show."

The Minnich Stinger electric flex shaft concrete vibrator is a 6.6 kg double-insulated universal motor that can drive the full line of Minnich vibrator shafts and heads from ¾" (19 mm) to 2½" (63 mm). Available in a 15 A (115 V) version, it offers a more compatible speed range of 10,000 to 13,000 vibrations per minute (vpm) to meet today's concrete placement challenges.

The unit comes standard with a quick disconnect that adapts to the vibrator shafts and heads of many other manufacturers. A durable protective frame extends

vibrator life with urethane end caps that absorb shock while supporting easy-to-grip handles.

The Stinger provides quiet operation meeting Occupational Safety and Health Administration (OSHA) A 29 CFR 1910.95 standards.

Its double-insulated motor runs safely when grounded systems are compromised.

Minnich also displayed its gas-powered back pack concrete vibrator designed to maximize operator comfort, mobility and productivity during concrete consolidation. An ergonomically designed, fully adjustable harness is included on the back pack to reduce strain and fatigue.

The updated 35 cm³ unit is equipped with



an all-position diaphragm carburetor for operation in any position without stalling. All core/castings and vibrator heads are interchangeable among all Minnich electric- and gas-powered motors, giving contractors equipment flexibility.

Minnich A-1 Series on-grade and A-1C/A-2C on-slab dowel pin drills are also well suited for the rental segment.

Source: Minnich Manufacturing

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Smart Air Spring System from Continental for Enhanced Efficiency in the Construction and Mining Sectors

Continental has developed a new air spring system with integral sensor technology that provides continuous operational status information in real time. Everyday operations in the construction and mining sectors will gain in efficiency as a result of the smart air spring: continuous condition monitoring offers operators of construction machinery valuable assistance in ensuring trouble-free and efficient operations. Continental's system represents a fundamental contribution to the digitalization of air spring applications.

Construction machines and equipment have to deliver peak performance in demanding environments. Their components also have to cope with dust, mud and dirt.

Up until now, with a conventional air spring, users received almost no operational status information. They had to rely simply on what they could see from the outside or on their subjective perception. Changing that was one of the Continental

engineers' aims when working on the air spring with integral sensor technology.

"This development is a milestone in air spring technology. We're ushering in the next stage in digitalization. The air spring has been made smart, enabling it therefore to communicate with the user," says Herwig Peters, who is responsible for industrial applications of air spring systems at Continental.

Everyday operations in industrial applications will gain in efficiency as a result of the smart air spring. The air spring can now supply precise and reliable information on its status, e.g. pressure, temperature and height. The air spring's operating height can be displayed accurately and dependably.

"The purpose of the integrated-sensor air spring system is to make a globally

established system such as the air spring even safer, simpler and more efficient for



customers – and thus also all the associated operations and processes, particularly in the fields of control and monitoring," says Carsten Klages, sales manager for industrial applications at Air Spring Systems.

But how do you manage to marry a rugged air spring, as used in construction

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"The greatest challenge in incorporating the sensor system really lay in integrating the fine wiring of the electronics in the product, such that the air spring properties are not changed and the electronic system is not damaged," reports Mr. Klages.

The Continental experts resolved this demanding brief by means of a specially developed adapter with 2 cables: one to connect the air spring control system and the other for the data connection. This ensures a reliable connection between the air spring and the sensor system.

"This information is then transmitted to the machine controller. That is the necessary prerequisite for predictive maintenance or safety. As in the past, we will stay in close consultation with our customers while driving the development of such systems to ensure they are directly tailored to their needs," says Carsten Klages.

Source: ContiTech

This year, the main attraction at the Spanish manufacturer of all-terrain compact industrial vehicles was the the DR1001AHG, an innovative 10 t dumper featuring reversible driving, hydrostatic transmission and a closed cab.

With this new dumper, AUSA is positioning itself among the segment leaders in the area of safety. The driver's cab can handily rotate 180°, providing a huge increase in visibility, which proportionally increases the safety of the operator and their environment.

In addition to the rotating fully-closed ROPS/FOPS driver's cab with heating and a seat belt buckle sensor, the dumper is equipped with a front camera, an audible reversing alarm, 2 rear-view mirrors and a safety grille.

Furthermore, the new DR1001AHG maintains the features introduced by the successful D601AHG, such as the ECO Mode, Smart Stop, Hill Holder, digital screen with all of the machine's information and integration of the telematic systems, which makes it one of the most advanced compact dumper in the market.

Source: AUSA





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SABIC Introduces STADECK Heavy-Duty Panels to the Americas

For the first time in the Americas, SABIC showcased its STADECK heavy-duty-panels for scaffolding and numerous other applications, at the NAHB – International Builders Show, held in Las Vegas on February 19–21. This follows the successful launch of these high-strength but extremely lightweight panels for the building and construction industry in Europe last year.

STADECK panels are made from glass fiber reinforced thermoplastic resin and are up to 60% lighter than wooden planks. The weight savings have an important influence on energy consumption during transport where SABIC estimates the total savings cost can be over 30%. Moreover, the excellent recyclability and long expected lifetime of STADECK panels make them more sustainable and efficient than standard wooden planks often used for scaffolding.

Due to their unique construction, STADECK panels can stay outdoors for

long periods and never rot or corrode. The panels are highly resistant to weathering, which means they withstand not only UV radiation and rain, but also chemicals commonly used in the construction industry. They have excellent flame-retardant properties as well.

STADECK panels conform to NEN-EN 12811-1, the European standard that specifies performance requirements and methods of structural and general design for access and working scaffolds. They also have anti-slip properties, which is an important requirement for workers on building sites.

In addition to scaffolding, the panels offer significant advantages in applications where weight saving and high strength are important. STADECK panels are well suited for frame works decking, fencing, flood-



walls, jetties, sheathing, wheel chair ramps and numerous other purposes.

They can be installed quickly and easily, which makes them ideal for temporary applications such as flooring at events and festivals. Because they are more lightweight, they are also easier to handle than wooden panels.

The panels, which can be produced in different colors, come in standard dimensions – gauge 55 mm, 230 mm; and lengths of 3 m and 6 m - with custom lengths available on request.

Source: SABIC

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Bosch Brings Its Automotive Multi-Camera System to the Logistics Market

In a warehouse, space is often hard to come by. Forklift drivers frequently have to maneuver their vehicles through tight spaces between shelves and stacked pallets. Time and again, this leads to accidents that result in damage to the goods or the vehicles or, far worse, personal injury.

According to a study by the German employers' liability insurance association for the wood and metal industries (BGHW), personal injuries occur most often when the vehicle is backing up in a small space of 1 to 3 m. In Germany alone, official reports put the number of accidents involving forklifts at some 12,000 each year (source: WEKA).

"A driver's eyes cannot be everywhere at once – that's where the Bosch multi-camera system comes in," said Andrew Allen, responsible for Bosch's Commercial Vehicle and Off-Road unit. The system will be publicly showcased for the first time at LogiMAT.

Using the sight assist, the multi-camera system can provide a full 360° view around the forklift – even if it is carrying bulky freight. This simplifies the task of picking up and moving loads, even in tight spaces. The system helps the forklift maneuver with precision and makes it possible to estimate distances more accurately while on the move. Drivers can thus execute logistics tasks simply, safely, and efficiently.

The multi-camera system consists of a control unit plus 4 very compact near-range cameras. Working together, they can capture an area measuring 8 x 8 m. The cameras were originally designed for Bosch's passenger-car segment but have now been adapted for the special needs of the logistics market.

Cameras are positioned at the front, rear, and each side of the vehicle. With an aperture of nearly 190°, they capture the vehicle's entire surroundings. Drivers see a realistic representation of their vehicle as a detailed 3D model on a display. As the



vehicle moves, the display adjusts the view of its surroundings in real time. To better

angle changes, the system recalculates the route and adapts the display accordingly.



suit the vehicle's purpose, the manufacturer can preconfigure the screen to display individual or 360° views as well as full-screen or split-screen views. The driver then can choose the best view for the task at hand from the preprogrammed options.

The multi-camera system can visually project the vehicle's immediate path over the forward, rear, or top view. To achieve this, the control unit measures the steering angle, calculates the resulting route, and shows it on the display. If the steering

The route overlay serves primarily to aid in maneuvering and merging.

Source: Bosch Group, Mobility Solutions

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DEUTZ Showcased D1.2 Engine and Other Power Solutions at the ARA Show

DEUTZ Corporation showed a host of new products at the American Rental Association's ARA Show 2019 held February 17-20, in Anaheim, California.

"We always enjoy exhibiting at the Rental Show," said Robert Mann, DEUTZ Corporation president and CEO. "It's a unique opportunity for us to engage with our OEM customers and rental equipment companies. The rental industry is a growing market for our products, and getting feedback from both OEMs and rental equipment companies is an important way for us to ensure we're not just meeting, but exceeding their expectations."

At this year's Rental Show, DEUTZ showcased its D1.2 engine, a new model in the company's under-25 hp engine range. DEUTZ will offer this engine, as well as another new model, the D1.7, to better meet the needs of customers who want to efficiently power machines like aerial platforms, welders, trenching equipment

and mini skid steer loaders – machines that are very much in demand within the rental industry. The D1.2 is a naturally aspirated, 3-cylinder engine offered in a 1.2 l displacement with output ratings of up to 25 hp. The D1.2 can also be utilized with the company's new E-DEUTZ products by providing customers with complete hybrid packages that are more efficient and environmentally friendly.

A DEUTZ D2011 Xchange engine was also on display – DEUTZ completely remanufactures its Xchange engines to original blueprint specifications, providing a superior alternative to today's standard market engine rebuild. The company also featured a few other notable products, including its TCD 2.9 and TC 4.1 engines, as well as a TD 3.6 Power Pack, a ready-to-install package for mobile machinery.

"The ARA Show is an opportunity for us to spotlight the specific DEUTZ products and services pertinent to this unique



industry," said Steve Corley, chief sales officer for DEUTZ Corporation. "As the rental industry continues to expand, it's important that we grow and evolve along with it. Many construction, industrial and landscape professionals are choosing to rent equipment, and by exhibiting at the Rental Show, we're able to learn more about their needs and tailor specific solutions that can help them achieve new levels of success."

Source: DEUTZ Corporation

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Pettibone Enters 12,000-Pound Capacity Market

Marking its entry into the 5,443 kg capacity market, Pettibone introduces the Traverse T1258X telehandler. The new Traverse model becomes part of the industry's only new telehandler product line with a traversing boom carriage that can move loads by traveling horizontally. By providing up to 1.78 m of horizontal boom transfer, the Traverse allows operators to safely place loads at full lift height without needing to coordinate multiple boom functions.

The T1258X has a specified lift height of 17.83 m and its landing height is identical. By contrast, traditional fixed boom pivots typically have a true landing height that is less than the promoted lift height, as users must account for a withdrawing the forks out of the load with enough rearward travel for the fork tips to clear the landing zone. The traversing boom allows for maximum forward reach of 14.58 m.

The new telehandler is powered by a 117-hp Cummins QSF 3.8 Tier 4 final diesel engine that helps the machine achieve its maximum load capacity of 5,443 kg. The engine is mounted on a side pod for easy service access while allowing excellent curbside visibility and ground clearance of 48 cm. Built for use on rough terrain, the unit offers full-time 4-wheel-drive with limited-slip front axle differential. Tight steer angle capability provides an



efficient turning radius of 4.37 m. The Dana VDT12000 Powershift transmission offers 3 speeds, forward and reverse.

Featuring formed boom plates and less welding, the machine's 4-section boom offers greater strength while reducing weight. The design also minimizes boom deflection for better control and accuracy when placing loads.

The operator cab maintains Pettibone's ergonomic seat, pedal, joystick and steering wheel positions. An analog/LCD gauge cluster comes standard. An optional 7" digital display with integrated back-up camera is also available.

Source: Pettibone/Traverse Lift, LLC



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Hitachi Introduces Factory-Integrated Grade Guidance

Hitachi is taking efficiency to a new level with Hitachi Grade Guidance, integrated and developed in cooperation with Topcon. Leveraging the latest components and technologies, Grade Guidance is a “one-stop shop” solution that helps complete precision-excavation more efficiently.

“We’re thrilled to offer this option to our customers,” said Jonny Spendlove, product marketing manager, excavators, Hitachi Construction Machinery – Ameri-



cas. “With the new Grade Guidance option, our customers can dig confidently and enhance their efficiency. Instead of spen-

ding time on the guesswork that goes into achieving the right grade, Grade Guidance monitors it in real time, so our customers can get the job done quickly.”

The new option is now available on the ZX210-6, ZX210LC-6 and ZX350LC-6, and will be offered on additional Dash-6 models in the future.

From trenching and shaping ditches and slopes to digging foundations, Grade Guidance helps increase efficiency on a

variety of projects. The real-time display of distance-to-grade reduces time to final grade, so jobs can be completed quickly. A real-time grade indicator also allows for grade management without leaving the cab, and reduces the need for a grade checker or grade stakes.

Supported by Hitachi’s reliable dealer network, Grade Guidance is installed and calibrated at the factory, so it arrives on jobsites ready to work. Full integration





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Husqvarna Cordless Power Cutter

into the machine's cab and structures helps shield key components such as wire harnesses and sensors from damage while also providing effortless control with conveniently placed joysticks to enable easy fingertip control.

Customers can choose 2D Grade Guidance or 3D Grade Guidance. The 2D Grade Guidance with an optional laser receiver displays the elevation of the cutting edge in relation to a reference plane while the 3D Grade Guidance with Global Navigation Satellite System (GNSS) displays position and elevation with respect to a global reference. System data from both options can be sent to ZXLink™ for analysis, so the machine's health can be monitored to keep projects up and running.

In addition to the new factory-integrated Grade Guidance, Hitachi offers an open architecture option that includes sensor mounting brackets to enable installation of a Trimble, Topcon or Leica aftermarket kit.

Source: Hitachi Construction Machinery

The latest addition to Husqvarna's battery-powered range, the Husqvarna K 535i battery power cutter, builds on its fuel- and electric-powered equivalents, while adding benefits such as low vibrations, low weight and user-friendly ergonomics to the mix. It is almost maintenance free and offers a low cost of ownership. And on top of that, you can easily use it for wet cutting.

The excellent power-to-weight ratio makes the K 535i a truly useful addition to any landscape or hardscape contractor's equipment range – perfect for quick, efficient cuts. And since it does not depend on power from the grid, it can be used wherever it is needed.

Husqvarna battery-powered products are a versatile range of handheld equipment for lighter landscaping or hardscaping jobs. Lightweight and powerful, they all operate on a "one-battery" system and offer a large number of benefits. The absence of exhausts, the low noise and the low vibration levels are just a few of the benefits.

Source: Husqvarna Construction Products



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Sylvain Deschênes, Construction Sorel Ltée.

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Small Cranes Invade Bauma

Maeda USA, along with Maeda Seisakusho Japan and AB Kranlyft, presented several new Mini Crane models at Bauma.

Maeda showcased new models at the exhibit, including the new generation MC285-3, as well as upgraded MC305-3 and MC405-3 models – all of which will soon be available in North America. Also featured were several international models not yet available here.



The updated MC285-3 now includes multi-angle outriggers, a state-of-the-art wireless remote control, new generation touch screen moment limiter safety system, and a removable electric motor package for maximum versatility – all while maintaining single doorway access to buildings. Also on display were the newly upgraded “-3” versions of the MC305-3 and MC405-3, featuring multiple design and functionality upgrades.

Information was also be available on the new MC090 model, Maeda’s 885 kg capacity mini crane, and the new 2,675 kg capacity MC270 model.

Based in Houston, Texas, Maeda USA is the North American distributor for sales, rentals and service for all Maeda products.

Source: Maeda USA

JCB Product Innovations on Display at the ARA Show

JCB exhibited a range of rental-ready machines at the ARA Show 2019, hosted by the American Rental Association in Anaheim, California. The event marked the debut for the JCB 512-56 Loadall telescopic handler equipped with a 74 hp JCB EcoMAX

engine, making it the world’s first 5,443 kg telehandler that requires no diesel particulate filter (DPF), no diesel exhaust fluid (DEF) and no other engine after-treatment.

Also at the show, JCB previewed 2 new machines that will launch in North America in coming months. The 1CXT backhoe loader – a compact, tracked machine with excellent material handling and excavating capabilities and the footprint and maneuverability more commonly associated with a compact track loader – and the 19C-1 IE electric mini excavator – the first of a new generation of JCB E-TEC electric products and will feature a 3-battery pack which will last a full working day with no compromise on performance and no emissions.

Source: JCB North America



Custom Equipment Announces Next Generation of Hy-Brid Lifts

Custom Equipment LLC recently announced the next generation of Hy-Brid Lifts. The line is being divided into 3 series – the Push-Around Series, Pro Series and Zero-Turn Series – to simplify the selection process. This includes a number of safety and productivity enhancements to the existing products, as well as the introduction of 2 new models: the PA-1030 and ZT-1630.

“We know the challenges contractors face on the jobsite every day, which is why we never stop working to design equipment that makes their work easier and safer,” said Terry Dolan, Hy-Brid Lifts president & CEO. “The reclassification of lift series will make it easier for end users to find a productive lift that is the best fit for their needs.”

The Push-Around Series (PA Series), featuring the all-new PA-1030, easily enables users to manually maneuver the units into place and hydraulically raise and lower to the desired work heights. The push-around lift segment is quickly becoming one of the fastest-growing segments of lifts, as maintenance and safety managers look for

more effective ways to provide increased safety and productivity in applications where ladders or scaffolding are commonly used, such as general construction, facility maintenance and manufacturing. The PA Series lifts have a small footprint and numerous features that make them a safer alternative to ladders and scaffolding. Falls from a ladder remain a top cause of injury on the worksite, something Hy-Brid Lifts combats with push-around lifts.

Users will find reduced fatigue and improved safety by eliminating the repetitive climbing up ladder and scaffold rungs. A large work platform boosts productivity, allowing for ample room for the operator, tools and materials. The auto-lock brakes and total-lock rear casters prevent unintended movement, increasing safety. In addition, users will experience improved stability and reduced platform movement with the robust scissor stack and oversized pins. Finally, navigation through a tight workspace is made easy thanks to the PA Series lifts’ compact size and lightweight design.

ASV Introduces New RT-65 Compact Track Loader

ASV Holdings Inc. introduces the new radial-lift RT-65 Posi-Track® compact track loader. The CTL is ideal for digging and ground engagement work in construction, excavation, landscaping, snow-clearing and rental applications. The new RT-65 was shown at the ARA Show 2019 in Anaheim, California.

The RT-65 boasts industry-leading serviceability so operators can spend less time maintaining the machine and more time on the job. These features include a swing-out radiator, top hood and side doors that allow access to all sides of the engine compartment, including filters and other daily checkpoints. The unit's cooler swings out with the door, giving operators total access for easy cleaning and improved machine performance due to the cleaner cooler.

The RT-65 also includes steel sprocket



rollers that are replaceable individually, saving both time and cost compared to other machines that may require replacement of the entire sprocket.

The RT-65 comes with a turbocharged 67-hp Deutz 2.2 I T4f diesel engine that requires no regeneration, exhaust sensors or diesel exhaust fluid.

The RT-65 features a rated operating capacity of 873 kg and a tipping load

of 2,495 kg. It is 168 cm wide and has a 296 cm lift height. Standard joystick controls make operation easy and intuitive, while a self-leveling system allows attachments to stay at a set position while lifting. Operators can use the unit with all standard attachments.

Source: ASV Holdings Inc.

The PS Series lifts address specific needs of professionals working indoors in applications that require operators to work at elevated positions for prolonged periods of time, including construction and facility maintenance. Contractors will see increased productivity and flexibility with these easy-to-manuever lifts, replacing the need for 5.8 m lifts on a jobsite.

The PS Series lifts' large work platform and high lift capacity allow contractors to bring more tools and materials and get more done per trip up the lift. Plus, an ergonomic design and built-in tool tray improves productivity while on the lift. The machine's lightweight design allows access to delicate surfaces or fresh concrete early with the lowest floor-loading pressures in the industry. In addition, the lifts' compact size gives it the ability to fit through standard doorways and elevators, simplifying movement through buildings.

The ZT Series is the most compact series in the lineup, which allows for access to areas other lifts cannot. The lifts' innovative point-and-go style drive provides unrivaled

maneuverability in confined spaces. Proportional controls provide optimal lift positioning and precise jobsite mobility. Users are able to move the lift little by little or rapidly with the joystick controls. It also includes the built-in tool tray and signature lightweight design of Hy-Brid Lifts, which allows for earlier access to sensitive flooring.

"We were one of the first to introduce low-level lifts, and we've been experts at it for more than 30 years," said Mr. Dolan. "Our commitment to innovation and safety has allowed us to be ahead of the ANSI standards and ready to introduce the next generation models. We will continue to build and establish trust through innovation, honesty and a



focus on our customers' needs."

All Hy-Brid Lifts are heavy-duty, safe and lightweight, with low wheel loads that allow users to maneuver them over delicate floors and get onto green concrete sooner.

Source: Custom Equipment LLC

Palazzani at Bauma

During the 2019 Bauma fair, Palazzani Industries S.p.A. presented the XTJ 37+, a new model entering the wide range of Palazzani's Spider Lifts "Plus Series".

The XTJ 37+ features a classic Palazzani's telescopic boom with telescopic jib, featuring 37 m of maximum working height, an exceptional outreach of 16 m, 5,5 m in negative, in only 2.6 m of set-up. Designed to be extremely compact, 7.8 m long, 1.2 m wide and only 2.0 m high, the new Spider is going to amaze for its excellent performances and ease of use, thanks to the implementation of the most advanced technologies. The wide dimensions of the basket offers maximum comfort for the operator.

Equipped with radio control on the ground, air/water pipe on the arm and intercom in standard configuration, the XTJ 37+ has all various optional items already present on the other Palazzani models, including the hydraulic winch of 500 kg that makes the machine even more

versatile, transforming it into a Spider Crane.

The new Spider XTJ 37+ fits into the existing range of the Palazzani's Spider Platforms, from 17 to 52 m of height, and will be available in both "crawler" and "wheel" versions as well as with diesel+AC, AC+DC, and diesel+DC power options.

Plus means more speed: the CAN-bus system increases the speed of the machine during aerial work.

Plus means more precision: the high precision of aerial movements allows delicate operations to be carried out in total safety.

Plus means more efficiency: extremely fluid movements bring reduces energy consumption and optimize working times.

Plus means more safety: the Easy Drive feature makes the loading operations easier. The innovative transfer system gets the 2 crawlers rotating at the same speed, avoiding unintended steering.



Plus means more comfort: with the "Return to Home" function, the machine automatically switches from work position to transport position.

Plus means more interconnection: with the PALConnect kit, the platform can be iconnected with other softwares, and the main functions of the machine can be controlled and checked remotely.

Source: Palazzani Industries S.p.A.



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Kenworth Announces Sourcewell Cooperative Government Purchase and Pricing Program for 2019

Kenworth Truck Company is offering the Sourcewell Cooperative Government Purchase and Pricing Program for 2019. 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.

"Government agencies and municipalities have an excellent opportunity to purchase Kenworth's full lineup of heavy and medium-duty trucks through this joint effort with Sourcewell," said Kurt Swihart, Kenworth marketing director. "This includes our Kenworth T880 vocational

flagship, T680 on-highway leader, and dependable Kenworth T270 and T370 medium-duty models for municipal and vocational customers."

Sourcewell member agencies interested in purchasing Kenworth trucks may contact their nearest Kenworth dealer.

Source: Kenworth Truck Company

Cooper Tire Launches New Roadmaster RM351 HD Mixed Service Drive Tire

Cooper Tire has announced the addition of the Roadmaster RM351 HD tire to its commercial tire lineup. Engineered for mixed-service applications – such as on a mixer or dump truck – the tire is designed for both on- and off-road driving, and comes in 2 sizes: 11R22.5 and 11R24.5, in load range H.

The Roadmaster RM351 HD is a full inch wider than its predecessor, the RM300 HH, with a 20% larger footprint. Coupled with its deep 32/32" tread depth, it provides up to 25% more distance to removal – depending upon the application.

"That's a big step forward in tire performance for our Roadmaster customers," said Gary Schroeder, executive director of Cooper's Global Truck and Bus Tire Business. "By going wider, we spread the weight over the tire to gain better mileage, while also improving traction. It's a win-win."

To help ensure long tire life, tie bars between the outside lug and the shoulder, along with shoulder grooves that are linked

and interlocked, help ward off tire squirm and irregular wear. The sidewall is extra thick with a curb bar protector to help protect the casing from cuts and scrubbing.

For traction and long-life performance, the tire features 5 lugs that have an open pattern to minimize stone holding while enhancing traction. Stone ejector ledges, coupled with angled grooves, also help prevent stone drilling.

"That's a key feature of the tire as it will be used off-road where sharp stones can be a tire's worst enemy if they're allowed to drill into the casing. The way we designed this tire helps preserve the casing for multiple retreads," added Mr. Schroeder.

The Roadmaster RM351 HD's casing itself is extremely robust, with 4-belt steel design construction. Cooper provides a 6 year, 2-retread warranty on the RM351 HD.

"The casing we've developed for this tire, along with the warranty, provide life and cost efficiency beyond the original



tread," said Gary Schroeder.

Source: Cooper Tire & Rubber Company

First Customer Delivery of International® CV™ series

International Truck recently celebrated the first customer delivery of the International® CV™ Series to Team Fishel, a provider of utility engineering, construction and network installation services.

Hosted at a brand-new Rush Enterprises-owned Custom Vehicle Solutions facility in Denton, Texas, the event brought executives from Navistar, Inc., Rush Truck Centers, Team Fishel and Godwin Manufacturing, who bodied the truck, together to celebrate the occasion. The event was highlighted by Dennis Huffmon, senior vice president of U.S. Sales at Navistar, handing over the keys to John Phillips, president and CEO of Team Fishel.

"We're proud to present the first CV Series production unit to Team Fishel," said Mr. Huffmon. "I'd also like to acknowledge the outstanding customer support from Rush Truck Centers, whose commercial truck expertise represents a competitive advantage experienced across our entire International Truck dealer network."

"Customers have told us in no uncertain terms this market is ready for a different choice," he continued. "These customers want more than a truck, they want a true business partner. With unmatched commercial expertise, partners such as Rush Truck Centers, and a dealer service network that specializes in diesel power, International Truck is a welcomed alternative to customers seeking more."

The delivery is the first of a number of vehicles that Team Fishel will receive after making the largest single retail purchase to date for the CV Series. As a company with over 30 offices in 13 states, more than


2,300 employees and over 1,600 trucks ranging from class 4 to 8, Team Fishel saw the CV Series as the perfect fit for their needs.




"We have customers across the U.S. who count on us to get the job done every single day, and it's extremely important




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that our vehicles are up to that challenge," said Mr. Phillips. "I have no doubt that the CV Series will rise to the occasion; bringing with it the power, safety and drivability that gives us the very best tool to provide for our customers."

Since its launch last November, the CV Series has disrupted the Class 4/5 markets. As the only truck within the class designed, distributed and supported by a manufacturer specializing in commercial vehicles, the CV Series brings with it the same toughness built into International's larger trucks. Consistent with this commercial grade toughness, the CV Series is able to accommodate a wide range of specialized body types with an emphasis on ease of upfit.

"We are proud to support Navistar with the launch of the CV series chassis and to perform installations at our new, state-of-the-art Custom Vehicle Solutions facility," said Chris Simpson, regional general manager, Custom Vehicle Solutions and



Perfection Truck Parts & Equipment. "This is another way we provide superior solutions to our customers across the country."

With the CV Series, customers can also utilize International Truck's dealer network – the industry's largest with over 700 service locations and over 7,600 ASE-certified commercial diesel-train technicians. They are also backed by a commercial-grade parts network where 90 percent of parts

are available through either dealer inventory or International's highly efficient network of parts distribution centers.

Source: Navistar International Corporation

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For Safeguard Equipment's Founders, Personal Safety is Priority No. 1

For Tim Ledford, Brandon Bledsoe and John Thompson, what started as a passion project tailored toward making the jobs of their loved ones safer is now reshaping safety for anyone working near energized power systems.

The trio are founders of Safeguard Equipment. While students in the entrepreneurial and electrical engineering program at the University of Idaho a few years back, they were tasked with essentially inventing a product related to safety and bringing it to life.

What came about as a result is now the personal voltage and current detector known as Compass, a product that is well-suited for power utility applications and capable of being used in a variety of other markets.

"Compass is a groundbreaking piece of technology that can be placed on a person's hard hat, and it provides a 360° de-

tection capability," said Bob Behrens, Safeguard Equipment director of sales. "We've worked very hard as a company to motivate workers to be safe through the form factor. The form factor is placed on the hard hat, providing the ability for men and women on the job to be able to actually see voltage and current for the first time. Wherever they go, while wearing Compass, they'll be able to see both an electric field and a current field."

According to Mr. Behrens, when Compass was first developed by the founders of Safeguard Equipment, it was as large as a laptop computer. Now it is the size of a stick of gum. The product drew so much praise and attention that,



during their senior year, Tim Ledford, Brandon Bledsoe and John Thompson secured several honors and prize money by participating in a number of business entrepreneur competitions.

One sponsor of a large competition they won was Avista Utility out of Spokane, Washington. After seeing the founder's passion and revolutionary technology, Avista Development decided to partner and invest in this trio who used the money to launch their startup venture, Safeguard Equipment.

While Compass is currently most often used in power utility applications, other potential markets for the product include first response, fire, police and industrial

NTEA Releases New Truck Certification Resource

NTEA recently launched WorkTruckCert – An NTEA & Dec-O-Art Resource, a powerful, cloud-based program designed to streamline the completion and printing of certification labels. The new system will also archive vehicle records and help companies demonstrate conformance with NHTSA-required safety standards.

When NTEA's Board formed the Data Committee (a cross-functional collection of Board members and industry stakeholders) in 2010, a primary issue was the need for a system to track trucks being certified. Companies often have to search through reams of paper (sales orders, shop orders, incomplete vehicle books, etc.) to determine what they have mounted to a vehicle. The Committee asked NTEA to identify a viable solution, and after dedicated research and effort, the groundbreaking WorkTruckCert tool is live.

For more than 30 years, NTEA has provided guidance and resources to support members in meeting the federal truck certification requirements. The Association released a spreadsheet program in 2006 – the Label Printing Program – enabling

users to print certification labels on a laser printer. While this has been a popular product, technology continues to evolve to offer greater capabilities and benefits. The new WorkTruckCert integrates Printing Program functionality with added recordkeeping opportunities and guidance regarding common questions and federal requirements.

Beyond the capability to develop and print certification labels, WorkTruckCert provides for the capture of basic vocational data. Users will indicate the body and major components that have been mounted to a given vehicle in a quick and consistent format, using drop-down selection boxes. The top request from NTEA members testing WorkTruckCert was for the work order number to be printed on corresponding certification labels. This feature has been integrated – helpful if there is a question surrounding a certain truck and supportive in meeting vehicle reporting needs.

NTEA is collaborating with IHS Markit to enable enhanced WorkTruckCert data features – an added bonus to WorkTruckCert subscribers.

IHS Markit is a world leader in critical

information, deep insight and analytics for the major industries and markets that drive economies worldwide. IHS Markit solutions for the global commercial vehicle market include TIPNet and WorldView as well as a full suite of new-vehicle forecast products, with outlooks for registrations, production and propulsion systems. These solutions provide detailed data and analytics to help those in the medium- and heavy-duty sectors make critical product management decisions.

WorkTruckCert access is free to NTEA members (label stock purchase fees apply); nonmembers can purchase a subscription. Find details at ntea.com/worktruckcert.

Established in 1964, NTEA – The Association for the Work Truck Industry represents more than 2,050 companies that manufacture, distribute, install, sell and repair commercial trucks, truck bodies, truck equipment, trailers and accessories. Buyers of work trucks and the major commercial truck chassis manufacturers also belong to the Association.

Source: NTEA – The Association for the Work Truck Industry

manufacturing.

Applications where Compass is most useful include dealing with downed powerlines after storms. The wires can be buried in trees and under snow, or, in some cases, you are in situations where you need to assess an outage. Having Compass at your disposal in these scenarios is critically helpful.

Compass is not only able to detect voltage and current, it is engineered to be attached easily to the underside of a person's hard hat – essentially allowing it to become personal protective equipment (PPE). Compass then provides proximity alerts for voltage and current long before its user comes in contact with a threat. In addition, it also shows the approximate direction of the energized conductor.

While Compass should not be used as the primary means to assess whether voltage or current is present in a particular



environment, it leverages technology and form factor to help augment human sensory capabilities, which can ultimately help save lives.

Safeguard Equipment will have its flagship product, Compass, on display at ICUEE, The Demo Expo, slated for October 1-3, 2019, in Louisville, Kentucky.

"ICUEE is the premier opportunity to

network with professionals across our entire industry," said Bob Behrens. "Meeting with the thought leaders and influencers at the show allows us at Safeguard Equipment a unique opportunity to help fulfill our mission of saving lives and revolutionizing safety."

Source: Association of Equipment Manufacturers

All-Season, Heavy-Duty Tire for Light-Truck Applications Answers Commercial Demands



Michelin North America, Inc., is launching the new MICHELIN® Agilis® CrossClimate® tire for today's small-business owners and commercial fleets. This tire was designed specifically for ¾- and 1-ton pick-up trucks and vans used in commercial applications, as well as for European van platforms that have become increasingly popular in the North American market.

Available since April 1st in the U.S. and Canada, the MICHELIN Agilis CrossClimate tire is available in 16 light-truck (LT) sizes for vehicle platforms such as the Ford F-Series, Ford Econoline, Chevrolet Express, Chevrolet Silverado, GMC Sierra, Dodge Ram 2500 and Mercedes Sprinter. Five

C-Metric sizes are available for lighter-duty commercial vehicles such as the Ford Transit and Ram ProMaster. Responding to the wide-ranging demands for these vehicles in last-mile delivery and urban or suburban commercial uses, the Michelin Agilis CrossClimate features durability over extended mileage, confidence when towing and hauling heavy loads, and improved protection from impacts, punctures and aggressions.

"Today's local fleets demand a product to meet their specific commercial needs, and the Agilis CrossClimate tire is our most durable tire for heavy-duty light trucks and for lighter commercial applications," said Adam Murphy, vice president of B2B mar-

keting for Michelin. "Through engineering and innovation, Michelin has developed a tire that lasts longer under heavy loads, and also offers shorter wet-stopping distances and better snow traction than other leading competitive commercial tires."

With a "Three Peak Mountain Snowflake" (3PMSF) designation from the U.S. Tire Manufacturers Association, the Agilis CrossClimate meets the tire industry's requirements for severe snow service and is designed to be a one-tire solution for drivers in climate zones with significant seasonal temperature changes.

Source: Michelin North America



Appointments

Joseph Patton joins **COMANSA's** branch in North America as sales manager of tower and luffing-jib cranes. Mr. Patton will work with Bill Carbeau, vice-president of business development, to grow tower crane sales in North America. He will be based in Charlotte, North Carolina, but travelling throughout the United States and Canada.



Prior to joining COMANSA in January 2019, Joseph Patton worked for Mazzella Lifting Technologies, a supplier of overhead cranes, hoists and engineered lifting devices. With Mazzella, he was a Lifting Specialist and covered regions in the Southeast territory.

Established in North America since 2001, COMANSA is a multinational company specializing in tower cranes, with more than 50 years of experience in designing, manufacturing, supplying and offering worldwide support services for tower cranes. All of COMANSA's tower cranes are designed following the European standard EN14439, one of the world's most restrictive, and therefore safest for operators, riggers, and those around the crane at any construction site.

Source: Construcciones Metálicas COMANSA, S.A.

Haver & Boecker, formerly W.S. Tyler, recently named **Jean-François Marchand** as its certified sales representative for Quebec. Mr. Marchand brings 20 years of sales experience to the position with 10 years in heavy machinery.



As a certified sales representative, Jean-François Marchand is responsible for helping mining and aggregates customers in Quebec find solutions to increase productivity and profit through Haver & Boecker's screening, washing and pelletizing technology, as well as screen media, parts and service.

"Jean-François has extensive experience in helping customers find the right technology to benefit their operations, making me confident he will be a valuable asset to our team," said Peter Kilmurray, Haver & Boecker Canada vice president of sales. "He has a strong grasp of the industry and we trust he will connect our customers to products that will increase their efficiency."

Jean-François Marchand earned his degree in business administration at Trois-Rivières Collège and ran his own business for a decade, before moving into heavy machinery sales, where he refined his knowledge of the mining and aggregates industries, particularly in screening. He looks forward to nurturing the long-standing customer relationships in the Quebec area, as well as introducing new customers to Haver & Boecker technology.

Source: Haver & Boecker Canada

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On February 1st, 2019, **Lee Maynard** became the new Tower Cranes global sales director at **Terex Cranes**. Mr. Maynard was previously the Terex Cranes director of sales Europe & Russia in the Mobile Cranes business. In addition, he was also the general manager for the UK & Ireland market and will continue in this role, until a successor is found.



Lee Maynard will be based from the Schaffhausen Terex Global office in Switzerland and in his new role, will develop long-term strategies and identify growth opportunities in the global tower crane market with the objective of increasing the company's worldwide market share and profitability. In addition, he will be taking over management duties for the global Terex Tower Cranes sales team in EMEAR, North America, East Asia, and Australia & New Zealand.

Mr. Maynard will be able to draw on his extensive professional experience and crane industry knowledge: A qualified engineer, he has been with Terex Corporation since 2001 as a result of the acquisition of German crane and excavator manufacturer Atlas, and since then has been in a number of positions of increasing responsibility.

Source: Terex Corporation

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Agenda

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April 8 - 14, 2019
Munich, Germany

CIM 2019 Convention

April 28 - May 1, 2019
Montreal, QC Canada

WasteExpo 2019

May 7 - 9, 2019
Las Vegas, NV USA

APOM Technical day

May 16, 2019
Mirabel, QC Canada

Canada North Resource Expo

May 24 - 25, 2019
Prince George, BC Canada

2019 AORS Municipal Public Works Trade Show

June 5 - 6, 2019
Chatham, ON Canada

Atlantic Truck Show

June 7 - 8, 2019
Moncton, NB Canada

MATEXPO 2019

September 11 - 15, 2019
Courtray, Belgium

APOM Technical day

September 12, 2019
Saint-Raymond-de-Portneuf, QC Canada

ICUEE - International Construction and Utility Equipment Exposition

October 1 - 3, 2019
Louisville, KY USA

inter airport Europe 2019

October 8 - 11, 2019
Munich, Germany



waste&recycling expo Canada

October 9 - 10, 2019
Toronto, ON Canada

APEX Asia co-located with CeMAT ASIA

October 23 - 26, 2019
Shanghai, China

The ARA Show

February 9 - 12, 2020
Orlando, FL USA

bautech 2020

February 18 - 21, 2020
Berlin, Germany

The Work Truck Show

March 3 - 6, 2020
Indianapolis, IN USA

CONEXPO-CON/AGG 2020

March 10 - 14, 2020
Las Vegas, NV USA

SMOPYC

April 1 - 4, 2020
Zaragoza, Spain

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

June 9 - 11, 2020
Maastricht, the Netherlands

steinexpo

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



bauma CHINA

November 24 - 27, 2020
Shanghai, China

inter airport south east asia

February 24 - 26, 2021
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