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A Brief Word...

Well, what a spring! “Boing” said Zebedee (for those old enough to remember the Magic Roundabout). Many have had a wet winter, but it is dry in the west. “Every Cloud” as the saying goes.

If adversity is the spur to opportunity and innovation then the low exchange rate and Mother Nature may be creating opportunities for domestic equipment users and makers.

I spoke to a friend at a leading U.S. OEM. He was worried about the dollar affecting his sales. In his market, there is no Canadian maker, and we have yet to feel comfortable with Asian products. I told him not to worry. The exchange rate won’t affect him, because his competitors are in the same boat.

As a comparison, a leading Canadian maker of equipment is permitting a Canadian dealer to sell more product from a directly competitive U.S. maker than their Canadian built equipment. Maybe our industry needs a wake up call.

Take some time and smell the spring flowers, you’d drive yourself crazy otherwise.
30TH EDITION OF ATLANTIC HEAVY EQUIPMENT SHOW BIGGEST & BEST YET

The region’s most comprehensive heavy equipment show took place this past April 7-8 at the Moncton Coliseum Complex. Celebrating its 30th anniversary, this edition of the Atlantic Heavy Equipment Show boasted a vast indoor and outdoor showcase of the latest products, services, and big iron.

With steady crowds on Thursday and record-breaking numbers on Friday, the show saw its largest attendance in the history of the show, with 14,700 visitors!

“Obviously we’re thrilled with the turnout, but we’re also very pleased that exhibitors are reporting strong sales and solid leads coming out of the show,” said Mark Cusack, National show manager at Master Promotions Ltd.

“Again this year, exhibit space was sold out, and the big iron covered some 18,500 m² of indoor and outdoor space. Show visitors were pleased to see so much and such diverse equipment, for use by the forestry, logging, roadbuilding, and other heavy equipment industries,” added Mr. Cusack.

Visitors walking the show floor had the opportunity to connect with hundreds of exhibitors displaying cutting-edge equipment. Features for this year’s show included complimentary cake from the Atlantic Land Improvement Contractors Association (ALICA) in celebration of the show’s milestone anniversary; “Recruiting Here”, connecting job seekers with exhibitors looking to grow their ranks and hire new employees; and a variety of show-only specials and promotions offered by exhibitors at the show.

Source: Master Promotions Ltd.

NEW WATER TAKING REGULATIONS TO PROVIDE A QUICKER AND MORE STREAMLINED PROCESS

The government of Ontario passed regulatory changes, effective March 29, 2016, for short-term water taking activities that were previously subject to Permit to Take Water (PTTW).

Ontario Road Builders’ Association’s (ORBA) Environment Committee worked closely with the Ministry of Environment and Climate Change (MOECC) in the development of the regulation changes. ORBA submitted 2 stakeholder papers throughout the various consultations period.

“We are pleased to have worked together with the Ministry to deliver solutions that will improve the coordination and operations in the road building industry,” said Allan West, ORBA president. “With the new Permit to Take Water regulations, our ORBA members with see more streamlined processes and substantial wait time reductions.”

The issue of PTTW was also included in the ORBA Open For Business Roundtable with the government held earlier this year. The Roundtable process identified opportunities to streamline processes and improve operations in order to reduce burden on, and create tangible, positive impacts for ORBA members.

The regulations:
- Clarify or exempt certain activities from the requirements to obtain a PTTW and;
- Require other activities to be registered on the newly developed Environmental
Activity and Sector Registry (EASR).
As part of the new regulation, MOECC has developed an EASR, which is an online registry that provides a streamlined system that replaces the requirement to obtain an Environmental Compliance Approval or PTTW. The process can be completed in minutes.

The EASR allows persons engaged in prescribed activities (in this case, water taking) to register with the Ministry instead of applying for a PTTW. The EASR lays out the set of rules that must be met in order to maintain compliance with the regulations. There is a registration fee of $1,190 for the EASR.

Under the PTTW model, applications could take up to 90 days for approvals. Through the EASR, registration is done immediately and operations can begin 3 months earlier.

Source: Ontario Road Builders’ Association

ABB TRANSFORMER INTELLIGENCE® ENABLES NORTH AMERICAN UTILITIES TO BOOST EFFICIENCY AND CUT COSTS

ABB is pleased to report that its Transformer Intelligence® solution is steadily gaining ground in the North American market, where many customers in the industrial, power generation, transmission and sub-transmission segments are realizing the benefits of upgrading to a modern transformer solution with built-in intelligence.

Officially launched last year at the company’s U.S. Automation and Power World event in Houston, Texas, Transformer Intelligence® is a solution-based approach to extracting relevant data from transformers and interpreting that data to enable smarter decision making that optimizes performance, improves safety and lowers costs.

“The Transformer Intelligence® portfolio includes state-of-the-art sensors, monitoring platforms and software tools built upon our deep transformer expertise and backed by our specialist services and support,” explains Graham H. Stallings, director of sales and marketing. “With Transformer Intelligence®, transformer owners and operators get exactly the information they need to make smart, cost-effective decisions in a timely fashion. The solution is also very flexible and scalable so that it can easily be adapted to changing needs in the decades ahead.”

“While sensors and monitoring platforms are key components of Transformer Intelligence, the heart of this solution is in the interpretive capabilities it provides,” adds Mr. Stallings. “These capabilities are based on 100+ years of transformer manufacturing knowledge and the decades of experience that our field experts have acquired while helping customers analyse transformer data and providing them with recommendations. No other transformer supplier on the market can match the depth and breadth of our knowledge and expertise.”

Under the banner “Smart today – Smarter tomorrow,” the new Transformer Intelligence® campaign aims to raise awareness among transformer owners of the importance of making well informed decisions on their transformers over the full operational life cycle.

“Smart grids and the Internet of Things are important trends that need to be taken into consideration when making major investments in electrical infrastructure,” stresses Graham H. Stallings. “Choosing transformers that feature Transformer Intelligence® ensures enhanced performance, radically reduces risk of failure and extends product lifetime, which significantly reduces the total cost of ownership (TCO) across the complete product lifecycle.”

Source: ABB Inc., Power Grids

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CLEARSIGN AWARDED CONTRACT WITH MAJOR CANADIAN OIL PRODUCER

ClearSign Combustion Corporation recently announced an agreement with a major Canadian oil sands producer to design and engineer ClearSign’s Duplex™ technology for its oil field once-through steam generators (OTSG).

This multi-phase agreement begins with a design and engineering phase. ClearSign will deliver a fully engineered Duplex system design, as well as cost and budget, for testing and deployment the producer’s existing and planned fleet of OTSGs. The project is expected to be complete within the next 6 months. Upon conclusion, the Canadian company will have the option to first field test; and upon validation of the design, to deploy Duplex to all or a portion of their fleet of approximately 40 units in Northern Alberta.

This contract marks ClearSign’s first project in the Western Canadian oil sands market. Typical of the Canadian market, the producer’s OTSGs are large, 250 MMBtu/h, steam units and key to extracting heavy, viscous (bitumen) oil deposits from its reserves. Canadian OTSGs are typically 4 times larger than those found in the U.S.

“This agreement is similar to previously announced projects where the operator is seeking to validate ClearSign’s technology,” said Stephen Pinnat, ClearSign chairman and CEO. “We look forward to completing a successful design and showcasing Duplex’s unique capabilities for the first time in the Western Canadian oil sands, which is an addressable market of several hundred OTSGs.”
SSAB, LKAB and Vattenfall announce the launch of an initiative to solve the carbon dioxide problem in the steel industry. Together, the companies involved will initiate work to develop a steel production process that emits water rather than carbon dioxide.

The world is facing major challenges in the quest for a more sustainable society. SSAB’s existing production system is already one of the world’s most efficient in terms of carbon dioxide emissions. Nevertheless, existing steelmaking technology using coke plants and blast furnaces means SSAB is Sweden’s largest single source of carbon dioxide emissions.

SSAB, LKAB and Vattenfall together are prepared to assume major responsibility to find a long-term solution to the carbon dioxide problem in the steel industry. Consequently, the companies concerned have announced that they are launching a joint industrial development project to create steel production that emits water instead of carbon dioxide.

With its specialized, innovative steel industry, access to fossil-free electricity and the highest-quality iron ore in Europe, Sweden is uniquely placed for such a project.

“The environment and sustainability have been a part of SSAB’s long-term strategy for many years. But we want to do even more. Under this initiative, we will take responsibility to solve the long-term problem of carbon dioxide in the steel industry,” states Martin Lindqvist, president and CEO at SSAB.

“LKAB makes iron ore products using processes that require less energy and result in fewer emissions than the majority of our competitors. Our focus lies on also optimizing our customers’ processes. This drive for carbon-dioxide-free ironmaking will be a significant contribution to sustainability,” says Jan Moström, president and Group CEO at LKAB.

“It is very pleasing to take part in an initiative to secure the future of one of Sweden’s important branches of industry by using carbon-dioxide-free electricity to replace fossil fuel in steel production. This is the start of a highly interesting, climate-friendly development project that benefits our partners, Vattenfall and not least the climate,” says Magnus Hall, president and CEO at Vattenfall.

The project will also mean a major contribution to a fossil-free Sweden. Implementation of the project will also require national contributions from the state, research institutions and universities over the next 20-25 years.

“Sweden has the chance to take the lead in this matter. No other country in Europe has the same opportunity thanks to the competence of our 3 companies and country’s unique natural resources. Nevertheless, success requires strong political involvement and commitment. Our companies have a clear future vision:

Paladin Attachments Launches New Breaker Line

Paladin Attachments, a leading manufacturer of coupler systems and attachment tools, has announced a line of hydraulic breakers to its product offering. The addition of the new Strike Force™ breaker series is in support of the company’s ongoing commitment to product diversification and manufacturing excellence.

The Strike Force™ breaker line has a wide range of models and sizes for various carriers and applications. The small mounted breakers are ideal for jobs on mini excavators and skid steer loaders requiring safe and efficient handling with a high breaking capacity. The robust structure with advanced noise reduction technology makes the mid-range breakers the optimal solution for trenching and demolition. The larger sizes of Strike Force™ Breakers have the most efficient piston and cylinder design to transfer the highest shock wave into breaking objects. These heavy-duty breakers provide maximum results and return on investment for rental, general construction, excavation and demolition. All of Paladin’s Strike Force™ breakers are durable and reliable with only 2 moving parts for easy service and maintenance and are backed by a 2 year warranty.

“Paladin is extremely excited to be able to offer our dealers, OEM partners and end users, this new product line. We value our ability to provide a one stop shop experience, and hydraulic breakers allow continuation of that value proposition,” commented Mike Cardinal, vice president Global Sales for Paladin Attachments.

Source: Paladin Attachments

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Did you know over one-third of all hydraulic mining excavators working worldwide are Hitachi? They're built to dig through the world’s harshest environments. That same toughness is passed down to our focused family of construction excavators. So whether you are pulling down a 60-foot-high wall of traprock or laying a mile of pipe, you get the same proven durability to get the job done. That's the Power of Focus.
This type of remote control is an efficient, ergonomic, energy-saving solution. Then the driver can close the door immediately to prevent heating/cooling from escaping. By simply pressing a button on the transmitter, the forklift driver can open and close the selected door instead of getting out of the machine to push a button next to the door. Then the driver can close the door immediately to prevent heating/cooling from escaping. This type of remote control is an efficient, ergonomic, energy-saving solution. 

Source: Åkerströms Björbo AB

“Our customers were demanding Ammann products,” he says. “We considered the Ammann reputation for quality compaction equipment, and we knew that the Ammann products would complement our other lines of heavy equipment 100%.”

Mr. Durnford says that Top Lift will stock the full lineup of Ammann ride-on compaction equipment featuring the ACE compaction control system, double drum asphalt machines and rubber-tired rollers. All Top Lift sales staff will receive training on the Ammann equipment. Both Ontario locations – Stoney Creek and Bolton – will stock Ammann products.

Top Lift Enterprises is one of Canada’s fastest growing construction equipment and heavy industrial dealers with locations in British Columbia, Ontario and Quebec. Top Lift specializes in sales and service of new and used premium construction equipment, material handling equipment and compact equipment.

Source: Ammann Canada

**Åkerströms’ Modern Door-Opening Solution for Swedish Industry**

Åkerströms Björbo AB recently received a large order from one of Sweden’s major hot-dip galvanizing companies for replacing existing older Åkerströms radio systems for opening and closing doors. The order is valued at SEK 200,000 ($31,000).

The older door opening system, the Sesam 2000, was removed from Åkerströms’ product range some time ago since components and electronics had become more expensive and some parts could no longer be obtained. These products have now been replaced by the Sesam 800, a more modern radio system that uses new technology.

The replacement covers about 40 radio systems consisting of transmitter model Sesam 800 Large 99 with accompanying holder and a wall-mounted receiver. The transmitters are placed in the production facility’s forklift trucks that retrieve and deliver goods. By simply pressing a button on the transmitter, the forklift driver can open and close the selected door instead of getting out of the machine to push a button next to the door. Then the driver can close the door immediately to prevent heating/cooling from escaping. This type of remote control is an efficient, ergonomic, energy-saving solution.

Source: Åkerströms Björbo AB

**BAUER MASCHINEN WINS EUROTTEST AWARD**

BAUER Maschinen GmbH has once again received recognition for its innovative safety concept for drilling rigs: managing director René Gudjons and Bruno Unger, divisional director ValueLine, were delighted to accept the EuroTest award last April 12 at the Bauma trade fair in Munich. The German employer’s liability insurance association for the construction sector (Berufsgenossenschaft der Bauwirtschaft, BG BAU for short) presented the award to the company for its outstanding achievements in the field of occupational and machinery safety. Bauer had already received a promotional prize for its drilling rig safety concept from the German association of the construction industry, environmental and machine technology (VDBUM) in February. “Safety takes top priority at construction sites,” affirms René Gudjons. “We are thrilled that we can contribute considerably to this with our concept.”

The safety concept was implemented for the new BT 70/80 and BT 75/85 base carrier lines for drilling rigs. The aim is to avoid dangerous situations and integrate the systems directly into the machinery. The extending service platforms are a decisive innovation: they allow for safe and ergonomic maintenance with a freely accessible working area. A part of the lateral paneling acts as a hand rail here. The extendable, walk-on drawers of the service platforms are stored on the underside of the support to save space. When the platform is extended, the working area underneath the upper carriage is released so that the component units can be easily reached from the ground up. The hydraulic connections for the KDK rotary head have also been modified: they can now be easily connected to the rotary drilling gearbox from the ground without climbing aids. This massively reduces the risk of falling. Additionally, foldable fall protection has been incorporated on the upper carriage. Cameras for rear area monitoring and reversing warning systems complete the safety equipment.

This concept, developed and already realized by Bauer, does not just increase...
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Atlas Copco Releases New Versatile Soil Roller at The Rental Show

Atlas Copco’s new Tier 4 final compact CA1400 soil roller offers 2 speeds and amplitudes for added versatility on a variety of applications, including pipe trenches, roads, streets, steep slopes and parking lots. The roller’s cross-mounted engine allows technicians to easily access all necessary components, minimizing downtime. Its ease of service, high versatility, and optimal gradeability contribute to a fast return on investment for rental centers.

“Rental centers look for equipment that is versatile and easy to maintain, and contractors want productivity. We designed the CA1400 with those features in mind,” said Tim Hoffman, Atlas Copco rollers product manager. “Like all of our road construction equipment, the CA1400 has an ergonomic operator’s station to maximize comfort, which contributes to overall productivity. And its tested and proven gradeability, along with dual amplitude and speed, provide versatility for many compaction projects.”

Atlas Copco offers the CA1400 with a smooth-drum or pad-drum. The roller’s high, static linear load makes it ideal for compacting thin layers of materials, such as silt, clay and gravel.

A 75-hp Kubota diesel engine sits perpendicular to the CA1400’s frame. This allows technicians to reach all necessary engine components and hydraulic systems for easy servicing, which reduces turnaround time for rental centers and minimizes downtime for contractors. The engine position gives the roller an optimal weight distribution and contributes to its small footprint.

With Atlas Copco’s ECO Mode rpm-management system, the engine minimizes fuel consumption and CO2 emissions. The system generates only the amount of power needed to operate at any given time, which reduces fuel consumption as much as 15%. Operators also can switch the engine to run at high rpm for heavy climbing or starting the vibratory function of the roller.

Exceptional visibility enhances productivity and the insulated station protects against vibrations. Atlas Copco offers rental centers multiple versatility-enhancing options, such as biodegradable hydraulic fluid, a bolt on shell kit, and a leveling blade.

Source: Atlas Copco

VISTA RECOGNIZED FOR COMMITMENT TO INCREASING CLIENTS’ PROJECT VIABILITY

Vista Projects Limited, a privately-owned, Calgary-based oil and gas engineering and procurement firm, was recognized recently as a 2015 winner of Canada’s Best Managed Companies program. This marks Vista’s 3rd consecutive year as a Best Managed Company winner, a prestigious national awards program administered by Deloitte and CIBC.

“CIBC celebrates the 2015 winners of Canada’s Best Managed Companies, who have each demonstrated the highest level of business excellence,” says Jon Hountalas, executive vice president, Business and Corporate Banking, CIBC. “This year’s winners reinforce the significant impact that private companies make here in Canada by pursuing innovation and investing in meeting the needs of their clients.”

In its latest application, Vista outlined the innovative ways it helps clients reduce costs to weather the industry’s current economic downturn.

Vista’s CEO Bashar Hussien commented, “Being recognized by this program for a 3rd year in a row is a testament to our commitment to our clients, our people and our industry. Vista is a proud Canadian company focused on the oil and gas sector. We face the same market challenges as our clients and are dedicated to increasing project viability through innovation. I want our clients to rest assured that everyone at Vista is committed to adapting to the market. Together, we will make our industry great again.”

Canada’s Best Managed Companies continues to be the mark of excellence for Canadian-owned and managed companies with revenues over $10 million. Every year since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices.

Source: Vista Projects Limited

TOPCON ANNOUNCES NEW SCANNING SOLUTION TO CHANGE ROAD RESURFACING WORKFLOW

Topcon Positioning Group announces a new vehicle-mounted resurfacing solution for paving and milling projects, the SmoothRide system. It uses a combination of core Topcon technologies designed to deliver the smoothest surface possible, while efficiently managing the quantity of material for each project.

“In most situations, it’s inconvenient or impossible to shut down a road and map its surface using traditional survey methods,” said Murray Lodge, senior vice president and general manager of the Construction Business Unit. “We’ve developed a way to scan roads at highway speeds with no need for lane closures, crash trucks, escorts or any other typical road survey collection obstacles. With the new
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RD-M1 scanning unit, the system maps the existing surface elevations – with many more points captured versus what can be expected with traditional tools – providing more accurate data needed to confidently estimate materials, as well as form the basis of the final design surface."

The workflow consists of a vehicle-mounted road scan, existing and finish surface design, and machine control using GNSS with sonic tracker sensor guidance – each phase devised to contribute an overall time and cost savings, as well as maximize crew safety for projects.

Once the road information is gathered, operators can use Mobile Master Office point data processing software to recreate the existing surface. MAGNET® Office with

**Shear Power Reaches New Heights with Custom Builds**

Shear Power Corp. may be a relatively new name to the business, but with years of experience behind them, they are tackling the high-reach demolition, material handling, recycling and specialty attachments industry with commitment and motivation. Every team member brings a unique perspective and skillset to each project. The company, which sells Genesis attachments, Xcentric rippers and crushers, MGM hammers and more, is presently the only producer of high reach demolition units in Canada. Complete customer satisfaction with every deal is the ultimate goal, which makes Shear Power Corp. of London, Ontario the company to deal with in North America for demolition equipment.

The company is currently building a customized high reach excavator, which is the second the company has constructed from the ground up. “We custom build to suit the customer’s requirements and beyond, from any base machine they prefer,” says vice president of Product Support, Greg Morley. This gives Shear Power’s products a great advantage above factory built units, as it allows customers to continue existing relationships with their preferred dealer network for the machine’s base requirements.

This current project uses a low hour 2011 Komatsu PC450LC-8 with variable gauge undercarriage. The high reach demolition boom is 28 m high, with a quick connect joint for easy transportation. The custom build design from Shear Power Corp. will appeal to customers with its flawless hydraulic circuit design, “Quick Mount” additional counter-weight, hydraulic tilting demolition cab, boom angle warning safety device, and remote CCTV camera system with an in-cab LED monitor. Many other options are available with the construction of each new machine, which allows customers the ability to retrofit the equipment with choices specifically suited to their needs.

All carriers are thoroughly inspected, serviced and repaired to surpass requirements and ensure that the project is started with a strong, reliable, work ready excavator before any modifications begin. “Using a low hour excavator gives end users a great advantage by lowering their overall investment to get the reliable machine they truly want and need at 30-50% less than a new piece,” says Greg Morley.

The company is constructing these custom built machines to dominate the industry by surpassing standards, and providing customers with superior products, options, and support with warranty as well as an affordable price.

Source: Shear Power Corp.

Resurfacing is then used to digitally create a high-resolution model of the required finished mat. The resurfacing module allows operators to create a design using specific regulatory requirements such as minimum thickness, desired cross-slope, and overall smoothness.

“That information is taken to a paver or milling machine, allowing variable depth performance. The result is a much smoother road and faster completion times – changing the game in paving,” said Mr. Lodge.

Source: Topcon Positioning Group

**ULTIMATE AIR QUALITY – CLASS ZERO**

Hitachi manufactures a full lineup of advanced DSP oil-free rotary screw air compressors, used by an array of industries worldwide. The DSP oil-free rotary screw air compressors are manufactured at par with rigorous industry standards and methodologies to deliver unmatched efficiency. Hitachi oil-free rotary screw air compressors are highly flexible and oil free, eliminating the issues occurring due to oil mists and vapors in the compressed air.

Hitachi Industrial Equipment’s Air Technology Group manufactures technically advanced oil-free compressors and oil-less compressors that suit a variety of industrial applications. The range of industrial DSP oil-free rotary screw air compressors, SRL oil-free scroll air compressors, and oil-less scroll air compressors offers value in terms of purity of air, power and space savings, and maximized efficiency.

Being one of the leading providers of air technology products Comairco follows rigorous environmental standards to deliver oil-free and contaminant-free air for critical applications, these equipments are ideal for pharmaceutical and food industries.

Since 1972, Comairco has offered its expertise in air compressors and compressed air equipment. As the first exclusive partner of the Sullair brand for over 35 years, with 16 branches in Canada and the U.S. and a team of 65 certified technicians, Comairco has distinguished itself by its efficiency.

Source: Comairco

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STRENGTH THROUGH SERVICE SINCE 1964.

Over the past 17 years, Hercules Machinery Corporation (HMC) has developed and enhanced the Sonic SideGrip®. With this knowledge and expertise gained over the last 17 years, HMC has been able to bring value and superior service for their customers. Heneault Gosselin, Inc is one of HMC’s customers that has seen first-hand the value that the Sonic SideGrip® can bring to the company.

After purchasing the Sonic SideGrip®, Heneault Gosselin was able to tap into a new market exposing them to new opportunities and jobs than they had done in the past. While specializing in rebuilding existing foundation, Heneault Gosselin has now been installing piles for new construction in Eastern Canada. The Sonic SideGrip® has provided the ability to build on ground never considered before. Before, Heneault Gosselin was using a hydraulic hammer could do 4-5 piles in the amount of time that they now can do 20-25 piles using the Sonic SideGrip®. Peter Tobin, at Heneault Gosselin, has expressed how the Sonic SideGrip® has not only provided efficiencies in job performance but also an opening in a new market resulting in new opportunities to win bids and complete jobs that they could not have before.
“We are hugely satisfied with the result of Bauma 2016,” comments Gary Bell, Group Chief Executive of Bell Equipment. “During the week in Munich we had large and steady visitor attendance, which was impressive due to the sheer numbers but also owing to the wide international spread and high caliber of our visitors, including decision-makers of small and medium sized companies through to multi-national organizations. We’re still working through our leads from the show, but we can confidently sum it up as the best Bauma in years.”

No international trade show would be complete without “something really special” on the Bell stand. This year’s showstopper, and a magnet for international hauling experts, was the display of the completed E-series generation of trucks, and particularly the brand new 55 t B60E.

Shown for the first time outside Africa, and now incorporating the latest E-series design and technology, the 4x4 crossover concept combines articulated off-road capabilities with the higher transport capacities of rigid trucks. During its Bauma premiere the B60E attracted huge interest and impressed specialists from the earth moving, quarrying and mining segments. “We were certainly benefitting from the move to larger capacities,” says Tristan du Pisanie, product marketing manager ADTs. “After their first steps round the machine and browsing through the comprehensive documentation, all experts acknowledged that our sixty-tonner is far more than a showroom model, and is a sophisticated solution for the specific hauling problems found within traditional rigid 4x2-truck operations.”

“We designed the Bell B60E to be able to run alongside rigid trucks within the 55- to 72-t class, so under normal conditions of dry and well maintained haul roads we do provide an alternative,” explains Tristan du Pisanie. “But the B60E concept is ideally targeted for mines, quarries and bulk earthworks that experience conditions that rigid dump trucks cannot safely cope with, such as rainy periods which compromise underfoot conditions. When traditional 4x2 rigids can no longer operate, the superior 4x4-traction, oscillation tube and retardation characteristics of the Bell B60E pay off by keeping production going.”

“In Munich, we had great interest in the B60E from a number of potential buyers from many markets,” says Mr. du Pisanie. “For this reason this particular truck is booked for site demonstrations, starting in the UK, and then going overseas for its introduction to the North American market. In the meantime we continue to build D-series models for our customers in markets with lower tier ratings.”

Source: Bell Equipment Co. SA.

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**Cat® C2 Series ADTs Feature More Power and Increased Payloads**

The new Cat® C2 Series articulated dump truck range includes the 314 hp 725C2 and the 367 hp 730C2 and 730C2 EJ with ejector-type body. Rated payloads are 24 t for the 725C2 and 28 t for the larger models. Standard automatic traction control ensures efficient operation of the new models, which advance the design of predecessor models with increased productivity, lower operating costs, and added rimpull/retarding capability, while retaining the long-term durability, high availability, high resale value, and optimum rental margins of previous models.

All 3 new C2 Series models feature full-time, 6-wheel drive and are equipped with wet disc clutch locks in the cross axle and inter-axle differentials. Automatic, on the go application of the locks is fully proportional, engaging only the required amount of lockup to maintain traction in adverse conditions – with no input from the operator. Also, new for the C2 range is all-axle wet brakes. The sealed system prevents the ingress of debris and extends brake life.

Source: Caterpillar

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Watch for the ![](logo.png) logo
JCB is donating a 3CX backhoe loader worth $120,000 to help rescue and clean-up operations in Ecuador, which was hit by a 7.8 magnitude earthquake on April 16, resulting in the deaths of at least 570 people and injuries to over 7,000 people. It has been reported that 25,000 people remain in shelters as a consequence of the devastating earthquake that has been described by the country’s president Rafael Correa as the biggest tragedy in Ecuador in 7 decades.

JCB is supplying the versatile 3CX backhoe to the Provincial Council of Manabi through its Ecuadorian dealer, Automekano. The machine will be put to work shortly in the province’s Pedernales Canton, where more than 90% of homes have been destroyed by the earthquake.

“Pedernales was very close to the epicenter,” said Santiago Vasconez, managing director of Automekano. “Many people are feared to have lost their lives, and many thousands have been left homeless by the destruction. There is a desperate need for equipment to help relief efforts.”

“This was a very powerful earthquake with catastrophic consequences,” said JCB Chairman Lord Bamford. “I hope our donation can play a small part in the clean-up and rebuilding work that needs to be done in Manabi to help those people whose lives have been turned upside down.”

JCB has a history of helping countries affected by major natural disasters and has in recent years made equipment available to support relief and rebuilding efforts after earthquakes in Nepal, Indonesia, Chile, Pakistan and Haiti, and in the Philippines in the aftermath of Typhoon Haiyan.

JCB is the world’s 3rd largest manufacturer of construction equipment by volume. The company’s headquarters are in the UK, where 11 of its factories are located. Elsewhere in the world, JCB has factories in India, Brazil, China and the U.S.

Source: JCB
For more than 30 years, Cusentino Ltd. has specialized in excavation and removal services for large public and private infrastructure projects within the province of Ontario. And if you see a Cusentino jobsite, chances are, a Hitachi excavator is working.

“My dad has always had a thing for Hitachi,” said Lucio Fortino, general manager of Cusentino. “Back when he operated machines for other companies, he ran Hitachi. We do have a mixed fleet, but a lot of our equipment is Hitachi. Our Hitachi excavators range from a 120 up to the 470 size.”

Lucio and his sister Susan Coletta, office manager, work alongside their dad, Cusentino president and CEO Ernesto Fortino, to continue the company’s success.

“My dad and I are best friends – most of the time,” Lucio laughed. “We can clash heads sometimes because we have different ways of doing things. But at the end of the day, we’re still family.”

Cusentino’s success has been rooted in several large city projects throughout the Greater Toronto Area. Currently, the company is involved with the high-profile Mississauga Transitway, a bus rapid transit (BRT) system project. Cusentino superintendents John Friesen and Joe Fiorini are overseeing the BRT, along with other company projects.

“We’re moving about 1.4 million m³ of earth,” said Mr. Friesen. “We began work on the BRT in September 2012, and we’re looking at an estimated completion date of June 2017.”

As a subcontractor for Dufferin Construction Company, Cusentino is completing 3 segments of the BRT spanning about 4 km from Eastgate Parkway and Fieldgate Drive to Eglinton Avenue and Renforth Drive.

Within the last 3 years, Cusentino has purchased 3 ZX470LC-5 excavators, 2 ZX350LC-5 excavators and a ZX225LC-3 excavator to add to its fleet of Hitachi excavators, several of which are working on the BRT project.

“We have a preference for using Hitachi because we see how well the equipment performs for us on our jobs,” said Lucio Fortino.

Roland Parsons, Cusentino operator, could not be happier with the new ZX470LC-5, which he named “Miss Tachi”. Mr. Parsons is meticulous when it comes...
to taking care of her and has one of the cleanest cabs you will ever see. He lines the cup holder with paper towels to catch any dripping condensation and has a brush to dust off any dirt that intrudes in the cab.

“Don’t want to sit in anything else,” said Roland Parsons. “It’s fast, smooth, powerful and comfortable.”

Just like the operators take care of the equipment, Cusentino takes care of its operators as well.

“When we find good operators, obviously, we want to keep them,” said Mr. Fortino. “Not only are they experienced, many of them are like family. Roland’s been like a brother to me for the last 9 years.”

One machine that consistently makes an appearance on Cusentino’s longer-term projects is a ZX450, and it comes with a high-level status.

“The 450 was our first Hitachi machine,” said Lucio Fortino. “It’s got 16,000 hours on it, and we keep it on site as a spare. Hardly anyone is allowed to operate it because it’s like an icon. It’s my dad’s baby.”

When it comes to new Hitachi machines, the company’s purchasing decisions are based on more than just machine performance.

“It’s not only the performance of the machines, but also the service you get from the dealer,” said Mr. Fortino. “We’ve worked with Wajax for over a decade and hope to continue that relationship for many more years.”

While running a family business comes with its own dynamics, the Fortino family is looking forward to the future and would not have it any other way.

“For us, it’s all about family,” said Lucio Fortino. “You do everything you can for your family. I grew up in this business; we’re all a part of it.”

Source: Hitachi Construction Machinery Corporation
Generac Mobile Products, a leading designer and manufacturer of mobile light towers, generators, pumps and heaters, introduced its line of contractor-grade portable products to rental channel partners, offering easy ways for rental partners to expand product lines.

“There’s been an obvious desire among rental partners to tap into Generac’s professional line of durable, high-quality portable power products,” explained David Streiff, director of national sales for Generac Mobile Products. “In order to increase their offerings of high ROI categories, we’re seeing increased demand from customers looking to integrate these products into their sales and rental product lines.”

Eight portable generators will be available for sale through Generac Mobile Products. These include Generac’s new diesel-powered portable generator, XD5000E, which features single-touch electric start, a Tier 4 compliant, industrial-grade diesel engine and a 45 l fuel tank for extended, uninterrupted runtimes. It also incorporates TruePower™ Technology, which allows electricity to be generated with low total harmonic distortion for clean, smooth operation of sensitive electronics and equipment.

Generac also will offer the professional-grade 3800PSI Belt Drive Pro power washer. Designed for contractor use, the compact design provides easy transport and, because the engine connects to the belt system rather than the pump, vibration from the engine is isolated, allowing the pump to run smoother, cooler and slower, all of which extends the life of the power washer by as much as 3 years.

Source: Generac Power Systems
New Genie® Platform Baskets Offer More Entry Points for Operator Mobility

Genie has simplified the way operators enter and exit its boom platforms. New platform baskets for Genie® boom lifts offer 3 entry points on an 244 cm basket or 2 entry points on a 183 cm basket to enhance operators’ mobility. The side swing gate allows for walk-in access to and from the basket when operators are wearing a tool belt, carrying a tool box or needing to load materials in the platform. Sliding mid-rails, engineered into the front and sides of the platform, offer alternative entry and exit points to accommodate changing worksite conditions.

All entry points are specifically designed to help an operator easily get in and out of the basket, with tools and jobsite materials, from pressure washers and painting supplies to light fixtures and window glazings, quickly and efficiently. Genie offers the dual-entry basket in a 183 cm platform length for its compact booms and a tri-entry 244 cm platform length for its larger models. Genie also engineered these new baskets with 8 lanyard attachment points to give operators the freedom to work anywhere on the platform. And, these baskets’ design meets industry expectations for a spacious, robust workspace.

Utilizing proven design technology, Genie manufactures these new platforms with all-steel materials that cannot break down or become compromised with repeated use. Operators can also easily unbolt and replace the platform floor as needed. All of these improvements were made to the new Genie platform baskets without adding weight to the machine or sacrificing basket capacity.

The new dual-entry and tri-entry baskets can be used on any Genie boom that can be equipped with a 183 cm or 244 cm basket so rental store owners can retrofit their existing fleet to accommodate customers’ demand for these features. These new multi-entry baskets are compatible with most Genie accessories and options, including pipe cradles, panel cradles and fall arrest bars, so rental store owners can also utilize existing equipment inventory to increase their rental return on invested capital (rROIC).

Source: Terex Corporation

Hilti Tool Services Warranty Redefined

Hilti’s new Tool Warranty 20/2/1 is simply unmatched in the industry and redefines what construction professionals should expect from tool warranties.

The new warranty covers customers for “20, 2 and 1”, including repair or replacement of parts as a result of defects in materials or workmanship for 20 years; repair of tools at no cost for 2 years from date of purchase even if damage is from wear and tear, and 1-day turnaround on repairs, guaranteed.*

Hilti’s 20 year limited warranty is the longest in the industry and is possible because of Hilti’s commitment to the highest quality standards.

The 2 year wear and tear coverage is incredibly valuable; Hilti does not charge for repair parts, labor, or even shipping. Most warranties exclude damage due to wear and tear, but Hilti explicitly covers it.

When a tool needs to be repaired, Hilti guarantees a 1-day turnaround from receipt in a Hilti tool service center or the repair is free. That speed of turnaround is unmatched in the industry and helps ensure customers stay productive on their jobs.

For customers who want an even higher level of service, there is Hilti’s Tool Fleet Management. Through this program contractors get regular tool upgrades, full ongoing wear and tear coverage, theft coverage, loaner tools, and customized tool labels all for a low, fixed-monthly cost.

Hilti Tool Services including the Tool Warranty 20/2/1, Tool Fleet Management, and ON!Track Asset Management help customers make more money with less risk by providing professionals with the tools they need to keep jobsites productive.

*Some limitations apply. Contact Hilti for details.

Source: Hilti, Inc.
LiuGong Renews Service and Service Parts Agreement with Cummins

LiuGong has officially signed a new service and service parts agreement with Cummins Inc., renewing an agreement originally constructed in March 2014 in Las Vegas, Nevada.

The signing ceremony, held at Bauma in Germany; the leading trade fair for construction machinery, was attended by both Luo Guobing, vice president of LiuGong, and Robert Enright, executive director of Cummins Inc. The agreement between LiuGong and Cummins Inc., a leader in the manufacturing, selling and service of diesel engines and related technology, marks an enhanced global cooperation between the parties.

This partnership renewal will ensure both sides leverage each other’s superior resources, achieve win-win cooperation in business mode and enhance market shares. The new agreement has also expanded the list of engines and territories.

According to the agreement, parts for the JV engines will be available directly from LiuGong dealers in the agreed territories covering Asia Pacific (excluding Japan, South Korea and Australia), Middle East, Africa, CIS (Commonwealth of Independent States), Latin America, and India.

Both service and warranty in the agreed territories will be managed through LiuGong’s dealer channels. Nine training centers will also be set up to provide engine training, increasing customer satisfaction.

“Overall, the new agreement combines LiuGong’s global dealer network and Cummins’ engine and technology support network. It helps us to realize the one-stop service for our customers and speed up the service response speed and enhance customer satisfaction,” said Mr. Guobing at the signing ceremony.

Source: Guangxi Liugong Machinery Co., Ltd
operators a staggered boom set-up to give the excavator extra dumping height, range and digging depth. The circular boom is ideal for limited access jobsites, such as inner city construction sites, where space is constrained.

The TC85 excavator is designed around the operator, including a spacious, ergonomic cab that offers high visibility of the jobsite from the operator’s seat. It also features a comfortable workstation that comes standard with air conditioning, has a premium seat option and incorporates Terex Fingertip Controls, electric proportional control functions via a roller on the joystick. The short routes on the joystick result in higher precision and operator comfort when working. And with a simple flip of a switch, operators can change from ISO to SAE controls to suit personal operating preference.

Also, the Terex TC85 excavator also comes equipped with Terex Smart Control, an intelligent new operating system. When designing the new system, Terex carefully considered operator comfort, resulting in the introduction of a central control unit that makes it easier to adjust the machine to suit particular applications and operators. A new menu guide — which has the appearance of current smart phones — makes it simple to navigate around the options and information available, while the 178 mm display screen means it is easier to read machine and engine data at a glance.

Design characteristics, such as top-mounted boom cylinders, common in Terex compact excavators are also standard on the new TC85 model. These features offer unparalleled cylinder damage protection.

Source: Terex Corporation
**Volvo FH16 and I-Shift with Crawler Gears Pulls 750 Tonnes from Standstill**

In “Volvo Trucks vs 750 Tonnes”, a Volvo FH16 featuring I-Shift transmission with crawler gears faces an extreme heavy haulage challenge. With the world’s strongest man, Magnus Samuelsson, and trucking journalist Brian Weatherley in the driver’s cab, a Volvo FH16 pulls 750 t.

In the Port of Gothenburg, Sweden, 40 containers filled with Volvo spare parts sit on 20 trailers and form a 300 m long road train. The mission: to drive a Volvo FH16 from standstill while hauling 750 t and cover a distance of 100 m.

“I-Shift with crawler gears offers starting traction that is unlike anything else on the market for series-produced trucks. The new crawler ratios make it possible to haul really heavy loads, start off in difficult terrain, and drive at speeds as low as 0.5 km/h. Specially built trucks are normally used for exceptionally heavy loads, but here we’re using a Volvo FH16 with a driveline that has come straight from the factory,” says Peter Hardin, product manager FM and FMX at Volvo Trucks.

The Volvo FH16 used in the test features I-Shift with crawler gears and the strongest axles from Volvo’s regular product range. The truck is driven by Magnus Samuelsson.

“Few things can match the sense of challenging and winning over one’s physical limitations. I’ve faced many tough challenges over the years but this pull is my heaviest ever,” says Magnus Samuelsson.

At his side he has experienced trucking journalist Brian Weatherley.

“That Volvo Trucks has developed an automated gearbox that can haul 325 t gross combination weight is impressive. But tackling more than 700 t GCW* with a single regular production truck is really quite amazing. In my 30 years as a trucking journalist I’ve never seen anything like it,” says Mr. Weatherley.

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**Bauma is Ideal Platform for Firestone Industrial Products to Showcase Air Spring and Marsh Mellow™ Spring Solutions**

Firestone Industrial Products Company, LLC (FSIP) showcased its Airstroke™ and Airmount™ air springs, as well as its Marsh Mellow™ springs at Bauma, last April in Munich, Germany.

“Firestone Industrial Products offers more than air springs for the transportation industry. Our rugged, reliable products provide a variety of durable, innovative solutions for the construction and mining industries as well,” said Mary Kay Bryja, division marketing manager, FSIP. “Often our air springs are a superior alternative to pneumatic or hydraulic cylinders or coil springs, and their unique capabilities make them ideal for friction-free, leak-free, flexible-force applications.”

Firestone Industrial air springs have many applications within the construction and mining industries, such as conveying, material handling, concrete form production equipment and sorting applications. Attendees at the world’s leading construction machinery fair had the opportunity to meet with application engineers to discuss the company’s vibration-isolation, and pneumatic- and hydraulic-application product solutions.

“Bauma connects us with leaders in the mining and construction industry and allows us to showcase our expansive product capabilities with these key audiences,” added Ms. Bryja.

Source: Firestone Industrial Products Company, LLC

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The Media Kit is available on InfraStructures’ website at www.infrastructures.com
Federal Signal’s Environmental Solutions Group Acquires Westech Vac Systems

Vactor Manufacturing and parent company Federal Signal Corporation recently announced the acquisition of Westech Vac Systems, Ltd., a leading provider of rugged, high-quality vacuum truck-mounted solutions based in Nisku, Alberta.

The acquisition helps to bring about technology and innovation that can be leveraged by Federal Signal’s Environmental Solutions Group in both the U.S. and Canadian markets.

“Westech’s commitment to quality products that have lasting value, and its focus on responsive post-sales service, fit Federal Signal’s culture and our strategies,” said Sam Miceli, senior vice president of Federal Signal’s Environmental Solutions Group. “Westech’s strong brand will complement the Vactor and Guzzler brands that also make up our Environmental Solutions Group.”

Westech is considered one of the largest mobile vacuum tank manufacturers in Canada. For nearly 30 years, Westech has established a reputation for listening to their customers’ needs and finding new ways to constantly improve. Supported by an experienced and knowledgeable team of engineering, sales and service professionals, Westech’s products are designed for extreme environmental conditions.

The Vactor and Westech lines of vacuum excavators, which include the Vactor HXX HydroExcavator and the Westech TC407 Hydrovac truck, allow quick access to buried natural gas, petroleum pipelines and water mains, cutting through hardened scale and frozen ground with reduced risk of damage.

Western Canada, where Westech is headquartered, is a tough place to run vacuum excavation equipment. Extreme weather conditions, bad roads, rough terrain, and distant/remote work sites can make an already difficult job even harder.

Source: Federal Signal Corporation
Caterpillar Forms Exclusive Marketing Agreement with Lefort for Portable and Stationary Shears and Balers

Caterpillar Inc. and Lefort North America LLC have entered into an exclusive marketing agreement for supply of Lefort hydraulic shears and balers commonly used in scrap metal recycling. The Lefort products, available in stationary and portable versions, will be sold and supported exclusively by Cat® Dealers in the U.S. and Canada.

The vision for this agreement is to combine the strength of Caterpillar’s distribution network with Lefort’s innovative design and precision engineered products. “We are pleased to be working with Lefort to meet customers’ portable and stationary shear and baler needs,” says Denise Johnson, vice president of Material Handling and Underground division, Caterpillar.

“Bringing together Lefort’s high-quality products and our unmatched dealer network creates a partnership that will serve customers well.”

Founded in 1947, Lefort manufactures machines in their Belgium factories using state-of-the-art engineering and design methods. Lefort’s North American headquarters is located in West Palm Beach, Florida. This location is also the parts distribution center dedicated to the U.S. and Canada.

“The partnership between Lefort and Caterpillar reinforces our dedication to the U.S. and Canadian scrap recycling and demolition markets,” says Yves Lambert, president of Lefort North America. “It’s one thing to offer an industry leading product, but offering reliable, unrivaled support.

On-Board Scales Tracks Bulk Organic Food Waste for Grocery Industry

Creative Microsystems, Inc., developer of LoadMan® weighing systems is now shipping a newly designed on-board scale for the popular Travis Tote Dump Trailer to provide automated weighing of bulk organics. LoadMan will automatically weigh each container while in-motion without the driver having to wait for the load to settle. This greatly increases route productivity and provides highly accurate weights of each customer container.

Grocery retailers across the U.S. have committed to the Environmental Protection Agency (EPA) WasteWise Sustainability Program for organic recycling, diversion and zero waste. The EPA requires weight data metrics for all bulk organic waste material in order to track progress to its WasteWise commitment. Haulers can now provide real-time weight data reporting for each customer. The value-add for a hauler who provides weight-data reporting is enormous and places them in a key competitive position when bidding to grocery stores and chains.

“Without the ability to log and report individual customer weight data using LoadMan, haulers must estimate each customer’s load weight when tipping multiple loads at organic recycling centers,” said Larry Santi, CEO and founder at Creative Microsystems. “On-the-fly estimates are highly inaccurate as organics have so many different weight variables including moisture, age of material and fats. LoadMan removes the guess work.”

With LoadMan On-Board scales, each customer receives an accurate report of all of their bulk organic pickups including weight, time stamp and location. Reports can be generated from LoadMan’s Load Management Web Software. The software provides automated customer reporting and helps manage the truck routes. Initial product installation and calibration takes as little as 4 to 8 hours.

The LoadMan On-Board Scales for Travis Tote Dump Trailers are available now through LoadMan’s network of certified VARs.

Source: Creative Microsystems, Inc.
is also imperative. Our partnership with Caterpillar will give customers that added assurance.”

Lefort offers 14 different models, each with customization options. Cutting force ranges from 300 to 2,000 t, and box lengths range from 5 m to 10 m. Drive power ranges from 70 to 1,500 hp.

Source: Caterpillar
Lefort North America LLC

New Cat® MH3295 Material Handler

Designed specifically for bulk material handling and scrap recycling applications, the new Cat® MH3295 Material Handler is designed for high production, with an operating weight in its heaviest configuration of 99,362 kg and developing 533 hp. The impressively built mainframes and track-roller frames combine with a choice of 2 heavy-duty front linkages (barge and scrap) to ensure reliable performance and long-term durability. The MH3295’s powerful hydraulic system is designed for precise, responsive control, and the hydraulic cab-to-ground riser provides optimum safety for the operator.

Source: Caterpillar
New Tracked Crane from Messersi

Messersi S.p.A. a world leader in tracked construction equipment has introduced a new tracked crane. Based on the successful TCH2500 tracked carrier the addition of a 7.0 m crane and blade allows municipalities, utility and oil and gas companies added versatility for difficult access applications.

With a 2.5 t payload, reversible drivers station, 48 hp Kubota diesel engine and rocking roller track design, ease of use and dependability are ensured.

The same carrier can also be equipped with Messersi’s solar panel cleaner to ensure efficient solar panel operation.

Source: Eastern Farm Machinery Ltd.

Hardfacing Chromium-Free Wire

Eutectic introduces the hardest wire with no hazardous chromium by-products that can be used in a wide range of steel components subject to severe abrasion or erosion by mineral particles, sand, rocks and gravel.

Available in 1.2 and 1.6 mm diameters, BoroTec 600 Cr-Free is engineered with boron carbides in place of chromium carbides. This hardfacing wire offers a deposit efficiency of 90% and provides abrasive and erosive wear resistance superior to chromium carbide (60-65 HRC) without exposing the welder to harmful hexavalent chromium fumes, while complying with OSHA and NIOSH regulatory standards. Ideal to repair equipment in the cement, construction, quarrying, asphalt, mining and dredging industries.

Source: Eutectic Canada

AT Specialtransport at Faymonville

“Let’s make the impossible possible” is the motto of the Finnish company AT Specialtransport. The basis for fulfilling this ambitious mission is provided by Faymonville. Since 2007, the Kokkola-based company has dedicated itself to special and heavy transport in the Scandinavian country.

“Everything went very positively and the contact with Faymonville dealer Pekka Roponen came about when we needed new equipment. A relationship of trust quickly developed. Because we immediately had the impression that he understands his job and knows exactly what he’s selling,” says Jonas Ahola, managing director at AT Specialtransport.

Ever since the first visit to Faymonville in Belgium, AT Specialtransport and Faymonville have remained closely linked.

Over time, the company acquired 4 MultiMAX semi-low loaders, 3 TeleMAX flatbed semi-trailers, a MegaMAX low-bed trailer and a multifunctional VarioMAX

“We’re very satisfied with the quality and functionality of these vehicles,” says Mr. Ahola.

Every day, the fleet of semi-trailers offers numerous possibilities for AT Specialtransport’s customers.

“Our joint exchanges during the planning phase enabled the vehicles to be precisely adapted to our requirements,” adds Jonas Ahola. “Our drivers are happy to have many Faymonville semi-trailers in the vehicle fleet because they’re all easy to operate, and all of them are similarly equipped technically to one another.”

Even in Finland there’s no getting around Faymonville when it comes to selecting the best equipment for special transports.

“For me, Faymonville is a company that is innovative and focused on quality, and working together with them is always a very enjoyable experience,” concludes Mr. Ahola.

Source: Faymonville Distribution SA
Envirosight Offers New Sewer Zoom Camera Buyer’s Guide

The company that pioneered zoom camera technology has just published a new resource, the Sewer Zoom Camera Buyer’s Guide. This complimentary guide tackles all the major zoom camera performance attributes in a comprehensive, easy-to-understand format. The guide prepares decision makers to ask the right questions during equipment demonstrations, and ultimately make an informed purchase decision with confidence.

Zoom assessment cameras (also called pole cameras) provide a quick, affordable view into any sewer. They also help inspection crews make better decisions about where to allocate CCTV and cleaning resources, and how to prioritize rehab work. A zoom camera views sewer lines from an adjoining manhole, and can also be used to inspect manholes, catch basins and other assets. The quality of information captured during a zoom assessment has a lot to do with the capabilities of the camera.

“Many features contribute to the overall performance of a zoom assessment camera – resolution, illumination, alignment, stabilization, and setup,” says Jim Adams, Envirosight’s director of Products and Services. “We developed this guide to help decision makers understand the technology behind zoom cameras, and to illustrate how to appropriately compare different zoom camera systems.” The buyer’s guide is an ideal field reference for any one in the market for a zoom camera system.

The Sewer Zoom Camera Buyer’s Guide was published as a part of Envirosight’s commitment to create and share reference material that benefits industry professionals.

Source: Envirosight LLC
Appointment

On March 3rd, 2016, Matthew Wilson, chairman & CEO of Switch-N-Go, AmeriDeck & Bucks Divisions of Deist Industries Inc., was installed as 52nd president of NTEA – The Association for the Work Truck Industry. He accepted this position from immediate past president Jeffrey Messer, president of Messer Truck Equipment, at the President’s Breakfast and NTEA Annual Meeting held in conjunction with The Work Truck Show® 2016.

“The time I’ve spent on NTEA’s Board of Trustees has been invaluable,” said Mr. Wilson. “I’m excited to take on the role of Association president and focus on continued development of our offerings to the membership and industry in the coming year.”

Matthew Wilson joined Deist Industries in 2006 as a division manager, becoming general manager 3 years later. In 2010, he was appointed president, and, later that same year, he and his wife acquired full ownership of the business. He maintained the position of president until 2015 when he transitioned to his current role as chairman & CEO.

He earned a bachelor’s at Kent State University and a master’s at John Carroll University. In 1999, while still in college, he gained international experience as an intern for the United Nations Economic Commission for Europe. His background includes positions at Arthur Andersen and Ernst & Young.

Deist Industries is a 2nd-generation family-owned business, and its products have been sold throughout North America for more than 30 years. The company is committed to employee advancement by offering ongoing education and product development through organic growth and strategic opportunities.

Source: NTEA – The Association for the Work Truck Industry

Registration Now Open for the 9th Annual WaterSmart Innovations Conference and Exposition

Registration is now open for the 9th Annual WaterSmart Innovations Conference and Exposition, scheduled for October 5-7, 2016 in Las Vegas, Nevada.

Recognized as the world’s pre-eminent urban water efficiency conference, WSI is offering an “early bird” registration fee through June 2nd.

Each full conference registration includes admission to the WaterSense Partner of the Year Awards luncheon, hosted by the Alliance for Water Efficiency and the U.S. Environmental Protection Agency’s WaterSense Program, on October 6th.

WSI will again feature more than 100 professional sessions and an Expo Hall showcasing water-efficient products and services. Several pre-show workshops, which are not included with the WSI registration fee, are available on October 4th.


Source: Southern Nevada Water Authority

TRAFFIC CONTROL EQUIPMENT Available at a very reasonable price

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>One ECONOLITE 8 PHASE P44 TRAFFIC CONTROL CABINET built to City of Sault Ste. Marie spec and complete with UPS system • Still in the shipping crate and boxed. Never used.</td>
<td>(we paid $13,655)</td>
<td>1-800-461-1979</td>
</tr>
<tr>
<td>One POLARA NAVIGATOR AUDIBLE PEDESTRIAN SIGNAL CONTROLLER • Still in the box, no P/B stations</td>
<td>(we paid $4,655)</td>
<td>Phone: 705-971-0999</td>
</tr>
<tr>
<td>One CLARY SP 2000-SN-UPS SYSTEM • Still in the box</td>
<td>(we paid $7,695)</td>
<td>Phone: 705-971-0999</td>
</tr>
<tr>
<td>Also have a few other items, such as (2) POLE MTG BRACKETS, (2) ANCHOR BOLT ASSEMBLIES and some HANGERS FOR THE SIGNAL HEADS.</td>
<td>(we paid $1,700)</td>
<td>Phone: 705-971-0999</td>
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WORK SMARTER. NOT HARDER. With fully integrated Topcon® grade control and no external masts or cables, its design is already pretty brainy. But what really gives our new SmartGrade dozer an "A" in grade control is simplicity. Set-up is quick and easy. Operation is a breeze. And serviceability is amazingly simple. SmartGrade does the thinking. The job gets done more efficiently. And your business performance improves. Genius indeed.

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Agenda

IFAT
May 30 - June 3, 2016
Munich, Germany

AORS Municipal Public Works Trade Show
June 1 - 2, 2016
Sturgeon Falls, ON Canada

Ankomak 2016
June 1 - 5, 2016
Istanbul, Turkey

Waste Expo 2016
June 7 - 9 (exhibits); June 6 - 9, 2016 (seminars)
Las Vegas, NV USA

INTERROUTE&VILLE
June 14 - 16, 2016
Paris, France

Atlantic Canada Petroleum Show
June 22 - 23, 2016
St. John’s, NL Canada

Hillhead 2016
June 28 - 30, 2016
Buxton, United Kingdom

World of Concrete Europe - Exhibition & Forum
September 6 - 7, 2016
Paris, France

APOM Technical Day
September 16, 2016
Drummondville, QC Canada

InnoTrans 2016
September 20 - 23, 2016
Berlin, Germany

DEMO INTERNATIONAL 2016
September 22 - 24, 2016
Maple Ridge, BC Canada

MineExpo
September 26 - 28, 2016
Las Vegas, NV USA

IFAT India
September 28 - 30, 2016
Mumbai, India

Xplor 2016
October 5 - 6, 2016
Montreal, QC Canada

9th Annual WaterSmart Innovations (WSI) Conference and Exposition
October 5 - 7, 2016
Las Vegas, NV USA

ExpoTunnel 2016
October 19 - 21, 2016
Bologna, Italy

Offshore Energy Exhibition & Conference
October 25 - 26, 2016
Amsterdam, The Netherlands

Waste & Recycling Expo Canada
November 9 - 10, 2016
Toronto, ON Canada

BAUMA China
November 22 - 25, 2016
Shanghai, China

Pollutec 2016
November 29 - December 2, 2016
Lyon, France

BAUMA CONEXPO INDIA
December 12 - 15, 2016
Gurgaon/Delhi, India

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

SMOPYC
April 4 - 7, 2017
Zaragoza, Spain

APEX
May 2 - 4, 2017
Amsterdam, The Netherlands
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LARUE T70 single engine 550 HP, hydrostatic drive, 4,000 tons/hour capacity, available with the LARUE A.R.S. (automatic rear steering).

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LeeBoy 811GB 25,000 lbs class 8 to 16” paver Cummins 130 HP engine, Legend™ series system with 10% slope on extensions, variable speed 14” cast segmented augers, patented under auger cut-offs.

LeeBoy 8515C increases productivity and reduces operating costs with LeeBoy's 8515C Conveyor Asphalt Paver. The 8515C incorporates big paver features into a heavy-duty, maneuverable package designed for production and reliability.

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Distributor of

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DYNAPAC products for the province of Quebec

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