With the Jubilee and Olympic celebrations over, the work season is in full swing.

Is there anything to be jubilant about as we lumber through 2012?

We’ve had a couple of good years riding an exchange rate bounce and economic panic south of the border. U.S. suppliers have even begun to prowl around our marketplace when not long ago they seldom acknowledged it. So apart from the weather forecast, what has been going on this year? Is the party over?

The level of energy seems to be flat, many dealers are busy but noticeably less so than last year. Even, at the time of writing, the U.S. dollar has begun to strengthen, incrementally re-inflating equipment costs. All of this on a background of austerity both provincially, federally, and internationally.

Is it time for “Normal Service to be Resumed”? The answer to that question likely won’t come until after November.
**CAN-AMERICAN TO CARRY TEREX IN SASKATCHEWAN**

Can-American Enterprises now offers the full line of Terex compact construction equipment to its customers in Saskatchewan. The company will offer full sales, service, parts and financing capabilities, as well as mobile sales and service, for the Terex product line.

“We are pleased to welcome Can-American as our newest Terex compact equipment distributor in Canada,” said Dean Barley, vice president and general manager of Terex Construction Americas and Global Aftermarket. “The economy in Canada, particularly Saskatchewan, is growing and very strong right now. By working with Can-American, we can expand our opportunities with Canadian customers, providing them the equipment they need through a reputable distributor focused on customer satisfaction and quality service.”

Can-American is a family-owned and operated equipment distributor. By taking on the Terex compact construction equipment line, Can-American will add more than 45 unique product models including Terex compact track loaders, wheel loaders, excavators, skid steers and loader backhoes.

“With its full product line offering and strong, well-known brand name, we believe taking on the Terex line is a smart strategic move that will help us expand our customer opportunities,” says Can-American founder and president, Conway Maydonick. “The Terex team has been extremely helpful and pleasant to work with, and we are looking forward to working with them to grow our business.”

In addition to offering a full line of Terex compact equipment products and services, qualified Can-American customers can take advantage of financing options through Terex Financial Services. Terex Financial Services offers a range of finance and leasing solutions, structured to accommodate customers’ cash flow and budgets. The Terex Financial Services team is equipped to assist in all areas of asset management, from the analysis of future equipment values through the disposal of used equipment.

To accommodate the addition of the Terex line, as well as to continue to best serve its customers’ unique needs, Maydonick says that the company has recently built a new fully-equipped service facility and has also renovated and added on to its equipment showroom.

Source: Terex Corporation

**CONSTRUCTION CONTROL EXPANDS PRESENCE IN WESTERN CANADA, BY ACQUIRING VVV ENGINEERING**

Construction Control Inc. (CCI) announced the acquisition of VVV Engineering Ltd. (VVV), a Burnaby, British Columbia based building science engineering consulting firm. VVV will supplement CCI’s growing presence in Western Canada, with its established market position in British Columbia and its strong experience in building envelope, structural and related engineering services. The partnership of these two organizations joins both a similar set of values as well as a wealth of engineering expertise across Canada.

“We are very pleased to have Val Varga and his team join CCI and look forward to
working with them,” said Dr. Gina Cody, president of CCI. “By combining our broad platform of services with VVV’s strong local presence in the Greater Vancouver market, we will be better able to serve our clients nationally.”

“We are extremely excited about the resources, experience and depth of technical knowledge we now have access to,” said Val Varga, principal of VVV Engineering. “CCI is an ideal partner for us as we look to expand in the growing Western Canadian market.”

Founded in 2001, VVV is an experienced building science consulting firm. It provides professional engineering consulting services for the residential and commercial sector; specializing in building envelope design, architectural envelope design, structural design, failure analysis, materials inspections, roofing and contract administration for both new construction and rehabilitation projects.

Source: Construction Control Inc.

GOLDER ASSOCIATES REESTABLISHES PERMANENT OFFICES IN ATLANTIC CANADA

Golder Associates Ltd. has recently reestablished permanent offices in St. John’s and Halifax to better serve its clients throughout Atlantic Canada.

Golder Associates, an employee-owned engineering, consulting, design, and construction services firm, has a history in the region dating back over 30 years. The company has been involved in many of Atlantic Canada’s most significant projects in the oil and gas, mining, real estate, and power sectors. Golder’s priorities have remained the same – providing its clients global expertise on local onshore and offshore environmental, geotechnical and oceanographic projects.

“Golder Associates is excited to have a second office in Newfoundland and Labrador. We’re involved with a number of projects here and our offices in Labrador City, and now here in St. John’s, will allow us to provide enhanced support to our clients,” says Bill Cavers, senior geotechnical Engineer in St. John’s. “We are committed to the long term growth of these offices and with the help of staff drawn from the region I think there is a bright future for us here.”

Golder’s regional office in Dartmouth, Nova Scotia shares this same optimism. “We have a great history here. We’ve helped our clients search for Captain Kidd’s gold in Oak Island and helped develop major mining projects in base metals, gold, potash, salt and iron ore mines in the area,” says Scott Conrod, operations manager for Golder’s Atlantic Canada region.

“Our staff developed conceptual models of the Confederation Bridge link between Prince Edward’s Island and New Brunswick over 30 years ago and then more recently assisted with the actual construction management of the geotechnical aspects of the final installation of the project. We’ve been involved in the offshore oil and gas industry in Canada for many years and our clients want our services as they now search in deep water and the Arctic but with environmentally sustainable solutions.”

Golder Associates, recently named as one of the “Top Ten Companies to Work For” in 2012 by the Financial Post and one of the “Top Ten...”

KPI-JCI Embraces Innovative “Green” Coating Process

As part of its mission to be eco-friendly whenever possible, Kolberg-Pioneer, Inc. (KPI-JCI) is taking a step in the right direction by implementing a sustainable state-of-the-art pretreatment and coating process on certain equipment parts that maximizes performance while minimizing the impact on the environment.

Before the parts utilizing the new process are ever painted, the metal is first cleaned (pretreated), thereby helping the coating stick to the metal and slowing corrosion if the paint gets damaged during use. The new pretreatment process uses Zirconization™, a patented water-based, low-temperature pretreatment technology based on highly corrosion-resistant materials that are free of solvents, phosphates and heavy metals.

KPI-JCI did not stop with simply improving the pretreatment process, according to Bruce Dunham, marketing/technical manager for DuBois Chemicals Surface Finishing Sector. The company also installed a state-of-the-art coating system capable of applying and curing a powder coating versus a liquid paint. This coating system not only enhances the appearance of the equipment, but also protects it from the elements that cause corrosion, thus maximizing the product’s useful life.

“If you have ever used a can of spray paint, you are familiar with the strong solvent odor,” Mr. Dunham said. “When used on an industrial level, solvent-based liquid paints can add cost associated with environmental and health and safety monitoring and reporting. KPI-JCI has mitigated these issues by specifying a powder coating that provides a durable, corrosion-resistant coating to protect its customer’s investment.”

The pretreatment and coating process takes approximately 2.5 hours, which is a significantly shorter turn-around period than when using liquid paint, according to Mark Folkers, production manager at KPI-JCI. To begin the process, parts are hung on a line and passed through a five-station wash before a part can enter the powder paint booth. Once a part is painted, it is passed in front of an 850°F infrared heater for one minute then enters a 350°F oven for 50 minutes before entering the cool-off tunnel. Once the part is cooled and fully-cured, it is ready to be sent to assembly.

Lisa Carson, marketing manager for KPI-JCI and Astec Mobile Screens, said the company will continue to explore other green technologies that are good not only for the environment, but the customer’s bottom line.

Source: KPI-JCI & Astec Mobile Screens
of “Canada’s Top 50 Best Managed Companies” by the National Post, is adding staff in both Nova Scotia and Newfoundland. “We are actively seeking people who want to grow their careers on unique Golder projects that most cannot access elsewhere,” explains Mr. Conrod. “We are looking for experts to help us service our mining, oil and gas and power sector clients and staff who want to help us on our journey to the next project as we help our key clients grow their business in Atlantic Canada.”

Source: Golder Associates Ltd.

Paclease Expands Franchise Network With Opening of Nova Scotia Location

PACCAR Leasing Company (Paclease) announces the opening of a new franchise location in Dartmouth, Nova Scotia, as it continues to expand its franchise network across North America. “Economic activity continues to increase in Nova Scotia. For example, a recent $25 billion shipbuilding contract in Halifax, Nova Scotia is fueling economic activity in the Canadian Maritimes,” said Paclease president Neil Vonnahme. “Freight volumes are also rising as new oil and gas production expands in the Atlantic region.” Activities like these are creating a number of growth opportunities as area PACCAR dealers like Peterbilt Atlantic respond to the need for full-service leasing from customers. Peterbilt Atlantic Paclease opened a new full service leasing location in Dartmouth.

Paclease, which has locations in Canada, the United States, Mexico and Germany, provides customized full-service leasing programs and truck rentals for customers in a wide variety of industries.

Source: PACCAR Leasing Company

Endowed Chair for Sustainable Construction

Eidgenössische Technische Hochschule Zürich (ETH Zurich) is establishing an endowed chair for Sustainable Construction. To mark its 100th anniversary, the construction materials group Holcim is supporting ETH Zurich with a notable donation. The new professorship takes the place of an assistant professorship of the same name that Holcim has been financially supporting since 2006.

Buildings and their construction, are responsible for about 40% of global CO₂ emissions. New buildings as well as the maintenance and renovation of existing ones require energy and make demands on scarce resources, such as land, water and construction materials. Environmentally-friendly construction is thus becoming ever more important. ETH Zurich includes sustainable construction as part of its strategic focus in teaching and research. With its donation to the ETH Zurich Foundation, the Holcim Group is supporting the creation of an endowed chair for sustainable construction. As a global producer of cement, aggregates, such as crushed stone, sand and gravel, and ready-mix concrete, Holcim recognizes the need to improve sustainable construction through innovative processes, thereby reducing CO₂ emissions and energy consumption.

“Support for this endowed chair by Holcim allows ETH to increase its research capacity in a key area into the long term,” says Ralph Eichler, president of ETH Zurich. “Now we can increase the pace of urgently needed research in this area. The construction industry will also benefit from these efforts.”

Bernard Fontana, CEO of Holcim Ltd, comments: “There is enormous potential in this area, and I am convinced that future generations will be able to construct buildings in a much more environmentally conscious way thanks to innovative methods and processes. We hope that this new professorship will be heavily involved in finding and disseminating solutions for optimized resource usage that can be implemented quickly.”

Guillaume Habert has been named as the new professor of Sustainable Construction. The 35-year-old French citizen is currently working as a research engineer at the Université Paris-Est in France. His previous research has dealt with the evaluation of concrete sustainability and the development of innovative bonding agents for use in construction. In addition, he has

Improved Traction for Excavators and Tracked Machines

Woodbridge Equipment Parts Inc. is now the Canadian distributor of TrackGrip, a steel ground gripping device that bolts directly onto the tracks of excavators, dozers and ASV Type machines; this facilitates the operation of construction equipment in conditions that would otherwise be considered non viable for single vehicular operation.

The TrackGrip attachment can be installed on all machines with track widths ranging from 30 to 90 mm (12” - 36”). The “easy-fit” TrackGrip bars can be installed or removed on site within approximately twenty minutes by an operator. The MightyGrip and StandardGrip models are designed for machines ranging from 6 t upwards; the ASV Type model is designed for use with Terex, ASV and CAT compact track loaders.

TrackGrip’s patented design, combined with high grade steel specifications and construction techniques, ensures trouble-free operation in harsh terrains for large construction equipment. “The ability to complete projects with reduced infrastructure costs and manpower is of strategic critical advantage in winning competitive construction tenders,” says Michael Knight of Woodridge Equipment Parts Inc.

TrackGrip is designed for farming, forestry sandstone, mud, clay, snow, ice and drain work and is guaranteed to stay on.

Source: Woodbridge Equipment Parts Inc.
In the Middle of Nowhere,
Or in the Middle of Everything.

Astec can configure a plant to fit your site, whether that site is in the middle of nowhere or in the middle of a major metropolitan area.

And every Astec plant, no matter where it is located, is also backed by the Astec Service and Parts departments available 24/7 anywhere.

Astec is the right choice.

Only Astec has the patented Double Barrel Green® System.
been working on the life cycle assessment of individual buildings and urban areas. Guillaume Habert will assume his duties at ETH Zurich in the summer of 2012.

The new professorship will be established in the Department of Civil, Environmental and Geomatic Engineering. It thus supplements existing endowed chairs or open positions in the Departments of Architecture and Materials Science. A common aspect they share is that they strengthen the strategic area of sustainable construction at ETH.

In 2006, ETH was able to establish an Assistant Professorship of Sustainable Construction thanks to support from the Holcim Foundation for Sustainable Construction. That chair, which was limited to six years, will now be replaced by the full professorship. This new chair compliments the activities of the globally active independent Holcim Foundation for Sustainable Construction, which has collaborated successfully with ETH Zurich and other renowned universities for the past decade.

Source: ETH Zurich, Holcim Ltd

CON'TI-TECH BUYS BRITISH SPECIAL-PURPOSE BELT COMPANY

ContiTech has strengthened its industrial business in specialized conveyor belts by purchasing Specialised Belting Supplies Ltd, Thetford, UK. This British company has been in the market since 1984 and, with 50 employees, produces primarily steep-angle conveyor belts for the transport of bulk materials including ore, coal or gravel.

“The purchase of this profitable and established company is strategically important and opens additional opportunities for us in the growing worldwide market of steep inclined and vertical conveying,” said Hans-Jürgen Duensing, business unit manager of the ContiTech Conveyor Belt Group, based in Northeim, Germany. “We are not just taking over the business operations, but the production as well and want to further expand it. We also have for the future the new production technology to produce particularly temperature resistant corrugated sidewall belts.”

Current company director Peter Lord will remain in the company as brand manager and so ensure the continuity in customer relations.

Source: ContiTech AG

BABCOCK AWARDED FLEET MANAGEMENT CONTRACT WITH LAFARGE

Lafarge has awarded Babcock International Group a £100 million ($158 million) ten-year contract to provide a fleet managed service for its Heavy Mobile Equipment (HME) located across its Aggregate and Cement sites in North America. The program follows the fleet management contract awarded to Babcock in July 2011, which covers Lafarge’s Aggregate and Cement sites in the UK.

Babcock is delivering a whole lifecycle approach to managing Lafarge’s fleet of vehicles and equipment, from procuring and supporting the equipment through to arranging equipment disposal. The contract covers HME including vehicles such as loaders, heavy rigid and articulated trucks, excavators, and bulldozers. Through Babcock’s proven partnering approach, Lafarge will be able to focus on
EATON’S NEW HP30 MOTORS ENHANCE PERFORMANCE OF SIMCO DRILLING RIGS

Eaton Corporation recently announced that SIMCO Drilling Equipment, Inc. of Osceola, Iowa, has selected Eaton’s new Char-Lynn® HP30 Series motors for its SIMCO® 2800 HS (HT) drilling rigs, resulting in enhanced overall performance.

The HP30 high-pressure disc valve motors power standard drillheads on the all-hydraulic, tophead-drive rotary drills used for water-well, geothermal and auger drilling. The Eaton motors are supplied to SIMCO by Power Systems, an Eaton distributor in Ankeny, Iowa.

The HP30’s high-pressure rating was a key reason for SIMCO’s motor selection, as well as the motor’s capability to shift on the fly from high torque to high speed under dynamic loading.

“Eaton’s HP30 motors offer high performance in a compact package,” said Steve Jurshak, SIMCO’s director of engineering, “and their 60/40 split of torque and speed is a good match for mud rotary drilling.”

“The HP30 motor reflects Eaton’s leadership in technology and product development in driller-type motors,” said Jeff Allen, Eaton senior vice president and general manager, Power & Motion Control Division. “Its higher starting torque efficiency, lower pressure drop and smoother two-speed shifting than competitive models make it a real standout.”

Eaton’s Hydraulics business is a worldwide leader in the design, manufacture and marketing of a comprehensive line of reliable, high-efficiency hydraulic systems and components for use in mobile and stationary applications. Mobile and stationary markets include agriculture, alternative energy, construction, forestry, manufacturing, material handling, mining, oil and gas, processing, transportation and utility equipment.

Source: Eaton Corporation

MICHELIN TO BUILD NEW EARTHMOVER TIRE PLANT IN SOUTH CAROLINA AND TO EXPAND ANOTHER

Michelin North America will again expand its operations in South Carolina, it was announced today by Michelin North America’s Chairman and President Pete Selleck.

Michelin broke ground in April on a new Earthmover tire manufacturing plant in Anderson County. The company is also expanding its existing Earthmover tire facility in Lexington.

The two projects represent a $750 million investment and will create up to 500 new jobs. This announcement is in addition to Michelin’s 2011 commitment to add an estimated 270 jobs and invest $200 million in its existing Lexington passenger and light truck tire manufacturing facility. This expanded operation at Lexington will begin production in October.

“Michelin intends to maintain and strengthen its leadership in all its specialty businesses, especially Earthmover radial tires,” said Jean-Dominique Senard, managing general partner of Michelin. “The market for Earthmover tires grew by more than 20% between 2009 and 2011. This new facility will help us meet sustained demand while also attaining our growth objectives for 2015.”

The new plant will be Michelin’s 19th manufacturing facility in North America.

In addition to the Lexington plant, Michelin currently produces Earthmover tires around the world in Waterville, Canada; Campo Grande, Brazil; Le Puy and Montceau-les-Mines, France; Vitoria, Spain and Zalau, Romania.

Source: Michelin

New Clamshell Buckets from Rotobec

Rotobec is pleased to announce the addition of a light duty series to its clamshell grapple line. These light duty grapples are ideal for light material such as grain, wood chips etc. The lighter duty grapples are available from 0.38 m³ to 11.5 m³ and up.

The Rotobec Clamshell Bucket (CSB) is ideal for material re-handling and dredging. They are made for excavators and material handlers ranging from 7 t – 90 t. The CSB line is also available for environmental applications.

“We use Rotobec clamshell grapples because they stand behind their products, they are tough and offer us excellent weight to payload capabilities. Rotobec is a company we can count on to provide us with the attachments we need in our demanding marine applications,” says Aaron Lind, Jerico Products, Petaluma, California.

They are offered in light, standard & heavy-duty with custom sizes available to suit material and machine.

The Rotobec Clamshell Buckets are equipped with a sealed 360° rotation. An Enviro seal kit is available as well as a full Environmental Level-cut version. Marine prepared versions are available for tough salt water applications.

Source: Rotobec West
Kenworth T800s Provide the Power To Handle 115,200 kg Loads

When Cliff Bates drives across most any new bridge in Washington state, chances are his company had a hand in its construction. And, when he watches news reports on progress of multi-billion dollar bridge and tunnel projects, such as the Washington State Route 520 floating bridge connecting Bellevue and Seattle, and the Alaskan Way Viaduct Replacement project, which includes an underground tunnel, Mr. Bates knows he’s building the future.

“We’re very busy right now,” he said with a smile. As president of V. Van Dyke Inc., a Seattle-based company specializing in oversized loads, his phone is almost always guaranteed to ring whenever larger girders are required to move inside the state. “We have the equipment, 18 Kenworth T800 heavy haulers, and trailers to move the biggest of loads. Contractors know they can count on us to deliver safely and on time. We’ll even go out of state to move steel girders. We were involved in transporting 64, 35 m long girders for the superstructure in the Mike O’Callaghan-Pat Tillman Memorial Bridge, which opened two years ago and overlooks the Hoover Dam.”

In business since 1949, V. Van Dyke recently went even bigger and longer — hauling 62.4 m concrete girders, weighing in at 115,200 kg to support the Alaskan Way Viaduct Replacement project. The 18 girders moved span the Atlantic street crossing, directly across from two sports arenas — Safeco Field (Seattle Mariners), and CenturyLink™ Field (Seattle Seahawks). “Geography and where the piers had to be placed drove the size of the girders, which were the largest we’ve ever seen,” said Mr. Bates. “But the huge girders represent only part of the project, as we’re working on a 800 m long overpass that takes Highway 99, over railroad tracks, to Atlantic Street and into the tunnel. For the rest of the job, we’re moving 48.7 m girders – a bit more pedestrian.”

But, it’s the 62.4 m girders that made the project so challenging, said Cliff Bates. “We had to develop a new trailer system to handle not so much the length, but the weight,” he said. “All told, a front trailer with 18 wheels, connected to the fifth-

“There’s An App For That”

Crane & Rigger is an app for the iPhone that allows users to quickly reference capacity charts on hundreds of rigging items from D-Rings to Slings. It can calculate common rigging and load formulas quickly and easily with various sling and load calculators. It includes load chart and specification database of over 1,000 crane models. The “mat calculator” take the guess work and confusion out of proper crane matting.

Version 2.1.5 added the “Steel Beam Weight Calculator” to quickly estimate the weight of steel “I” or “H” beams, and the “Crane Capacity Calculator” to calculate crane capacity reductions and load percentage at a given radius.

You can get the Crane & Rigger app by Luke LeBlanc on iTunes.

PAL+ Training Meets Worksite Challenges

IPAF has developed the PAL+ training course in response to demand from UK contractors for training that better prepares operators of mobile elevating work platforms (MEWPs) for work in higher risk or challenging environments. PAL+ is an optional, additional one day of category-specific training and complements the PAL operator course by providing further training for MEWP operators working in such environments.

PAL+ focuses on practical training and includes a short, compact theory session. It is intended to be more advanced, challenging and extensive than the PAL operator course, which meets all requirements for basic operator training.

The course was developed by a task force consisting of members of the IPAF Council and IPAF Training Committee, as well as representatives from contractors and the UK Health & Safety Executive (HSE), in order to make PAL+ market-driven and relevant to the needs of end-users and safety authorities.

PAL+ training is open to operators who hold an existing PAL Card (Powered Access Licence) qualification in the relevant category. Upon successful completion of the theory test, practical test and interview, operators will have the relevant categories added to their PAL Card, e.g. Static Vertical (1a+), Static Boom (1b+), Mobile Vertical (3a+) and Mobile Boom (3b+).

For more information on PAL+, visit the Training section of www.ipaf.org

Source: International Powered Access Federation
wheel cradled the front of the girder, while a rear driveable trailer with 32 wheels took care of the back of the load. The back was maneuvered by a driver in the cockpit of the trailer, which looked akin to a vehicle out of a Mad Max movie.”

To haul the girders, manufactured by Concrete Tech of Tacoma, V. Van Dyke used a pair of identically specified Kenworth T800s with 550 hp engines driven through 18-speed transmissions. Heavy duty is the name of the game with two drives and one pusher axle, each rated at 20,800 kg. The front axles were rated at 9,000 kg.

“With minimal hills to navigate and basically a straight shot of a drive on Highway 99 from Tacoma to Seattle, the T800 had plenty of power to pull the load,” said Mr. Bates. “We were fortunate that the only corner we needed to navigate was near the Port of Tacoma where we picked up the girders. The only tricky part was running the 4.9 m tall load between traffic signals. There wasn’t a lot of room for error and there was a lot of pressure for the rear driver to navigate a straight line.”

To mitigate traffic concerns, a police escort tripped stoplights for V. Van Dyke so they could pass through unencumbered. The girders were moved at dusk with loads leaving Tacoma between 7 p.m. and 8 p.m.

“Still that’s pretty early and there was traffic out there, but we needed to get the girders to the job site so they could start putting those in place at night when they didn’t tie up much traffic. All told, we made the 50 km move between cities in about an hour and a half.”

According to Mr. Bates, Van Dyke has been a devoted Kenworth customer for decades. The company recently purchased two more Kenworth T800s, through Kenworth Northwest – those feature 600-hp engines, driven through 18-speed transmissions.

“We’ve been running the T800 for as long as Kenworth has been making them,” he said. “We don’t have a trade cycle — many of our Kenworth heavy haulers have more than a million miles. They just stand the test of time, are durable and comfortable. We’re a true believer that if it’s not broke, don’t fix it. With our T800s, we have no reason to try anything else.”

Source: Kenworth Truck Company
To lower emissions, save resources, lower costs and help protect the environment, Volvo Construction Equipment (Volvo CE) is offering customers a range of revitalized components with its Volvo Reman program.

In the name of both environmental care and lowering costs, more and more people are willing to recycle, reuse and make the best use of limited resources. Volvo CE feels this should be no different in the construction industry – evidenced by the Volvo Reman program, arguably one of the company’s most resource-friendly initiatives.

The Reman program takes machine components that have reached the end of their “first” useful lives and remanufactures them using high quality genuine Volvo parts, resulting in a good-as-new component that gives the customer all the reassurance of knowing it is guaranteed by Volvo – and all the machine up time, long service life and lower owning and operating costs that go with it.

The potential savings are incredible. When stripping back an old engine, for example, 80% of the original parts are reused, meaning that the steel is not destined for the scrap yard, but used for many more years. To remanufacture a component, Volvo CE reuses, on average, 85% of materials and lowers energy consumption by 80% when compared to producing a new component.

First established in 1992, the program has grown to consist of three separate portfolios: Factory Remanufactured Components, Components for Classic Machines and Exchange Services (currently only cleaning Diesel Particulate Filters in Tier 4i/Stage IIIB engines). “While Factory Remanufactured Components are given new life, Classic Components are processed to outlive the machine,” says Magnus Kaup, Global Product manager for Volvo Reman.

“This concept is valid for classic Volvo wheel loaders and articulated haulers that are about 10 years old or older and the components range from transmissions, drop boxes and engines, all subject to availability. It’s offered to customers at a lower price than Factory Remanufactured Components – but backed with a full Volvo warranty.”

The program’s Exchange Services involves customers swapping their full Diesel Particulate Filter for a factory cleaned Reman DPF from Volvo CE. While the machine is fitted with a cleaned DPF, the full filter is sent to a central Volvo remanufacturing hub where it will be thoroughly cleaned to 95-98% of its original capacity and reordered by another customer, creating a virtuous refurbishment cycle.

REMAN REMAINS POPULAR

“During the early years of its development Volvo Reman was only available to customers within the European Union,” says Ehsan Soltani, Global product manager for Volvo Reman. “It also only included engines and transmissions. Since then, the program has been extended to many markets and is proving to be a huge success.”

Now, Reman’s Factory Remanufactured Components allows customers to buy remanufactured components such as engines, turbochargers, transmissions, and final drives to crankshafts and hydraulic pumps.
Much more than a “quick fix”, these factory remanufactured components have had all the upgrades and technical modifications since it was first produced as a standard practice.

**BETTER THAN WHEN NEW**

When a Volvo facility receives the part, it is completely dismantled and inspected, cleaned using advanced equipment and processes. Any parts that are damaged or do not conform to Volvo’s wear tolerances are replaced with Genuine Volvo Parts, the component is reassembled and tested to meet Volvo’s stringent quality standards, and the part is painted to give it the same protective finish like any other new part.

“Volvo CE’s Reman stands out from the crowd,” believes Mr. Soltani. “The most important thing is that we communicate the benefits of the program properly, because if a customer does not understand that a Reman component is at least as good as a new, with all the warranties, at a lower price, offering a quick exchange with minimal downtime – and helping reduce environment impact, then they won’t look into the possibilities.”

Impressive craftsmanship distinguishes remanufacturing services like Volvo Reman – so you are not really getting a second-hand component, instead you’re getting a “like-new” part – with a touch of extra experience.

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**Westcon Equipment Welcomes SENNEBOGEN to its Line-Up**

SENNEBOGEN and Westcon Equipment & Rentals Ltd. have joined forces to offer purpose-built material handling equipment to customers in Manitoba.

It did not take long for Joel Paikin, the SENNEBOGEN regional sales manager, to recognize the similarities between these two companies and seized the opportunity to formalize a dealership arrangement with Westcon Equipment & Rentals.

Constantino Lannes, president of SENNEBOGEN LLC understands that synergy is key when choosing a new dealer to join the SENNEBOGEN family. “As Westcon and SENNEBOGEN are family-oriented organizations, both very focused on meeting the needs of their customers, we knew that we had a great fit. We are very fortunate to have them as part of our team.”

Partners Brian Brown and Mike Smiegielski are excited at the potential that SENNEBOGEN has to fill a much needed gap in their current equipment line-up. In Winnipeg, Westcon sells Volvo CE machines. “Volvo does not offer similar product, so the addition of SENNEBOGEN to our line-up will only compliment an already strong product offering,” said Mr. Smiegielski.

It took almost no time at all to prove the demand for SENNEBOGEN material handlers was there. Westcon lined up their first customer almost immediately. Tolko Industries Ltd, a sawmill located in Le Pas, about 6 hours north of Winnipeg, came forward as a perfect candidate for a SENNEBOGEN material-handler and they took delivery of a new unit in March 2012.

According to Mike Smiegielski, because of their geographic location, forestry is not Westcon’s main industry focus, however it just made sense. Tolko would be able to benefit from the unique features that SENNEBOGEN has to offer. For the past several years Tolko has been running other equipment before acquiring their SENNEBOGEN 830 M-T. They are pleased with the performance of their new machine and, should a second one be required, they would not hesitate to add another SENNEBOGEN to their fleet.

According to Brian Brown, “Construction, scrap and recycling as well as rail repair and rail dismantling facilities are the major markets for the SENNEBOGEN material-handlers in Manitoba. With the addition of SENNEBOGEN, we have the flexibility to meet the needs of these markets.”

Source: SENNEBOGEN LLC
Who runs the A/C in the middle of winter? You do – if your truck or equipment cab has a defroster.

Your air conditioner removes excess moisture from the air, so it has a big effect on how quickly and effectively the defroster can clear the windshield. “If you want to improve the performance of your defroster and increase forward visibility for your drivers or equipment operators, have your air conditioner inspected before winter,” says Gary Hansen, vice president of Red Dot Corp. Based in Seattle, Red Dot designs and manufactures heating and air-conditioning systems, components, and replacement parts for heavy trucks and other commercial equipment.

There are other steps you can take to prepare for cooler temperatures, according to Mr. Hansen. Most are quick, simple, and inexpensive:

FILTERS – Your HVAC system has at least one pleated paper or foam filter to capture dust, lint, carpet fibers, and other impurities that can clog the heat exchangers and reduce the efficiency of the heater system. Depending on the type of vehicle, there will be one filter on the fresh-air inlet and another for recirculated air. If the truck has a sleeper, the filter for the sleeper heating system is almost always for recirculated air and it is accessible either through the toolbox or under the bunk.

“Dirty filters can restrict air flow and allow dirt and dust to interfere with the evaporator core,” says Mr. Hansen. “Most manufacturers recommend checking the filter every three months and replacing it with a filter that meets the original-equipment spec.”

DUCTS – Turn on the defroster and run your hand under the dash, feeling for air leaks. Fill holes in the ducts with a compound or tape designed for heating systems.

VALVES – Check the heater’s water valves to make sure they open and close completely and that the actuator cables are not stretched. Remind drivers and equipment operators that valves may be sticky after a season of disuse. “If you try to force the valve to open or close, you risk stretching the cable and damaging the valve,” he says.

BLOWER MOTORS – Blower motors get a workout in the winter. “On a cold morning, the motor goes from zero to full-speed in one swift turn of the knob,” Mr. Hansen says. “The motor should take no more than 30 minutes to remove and replace, so do it at the first sign of trouble.”

RECEIVER DRYER – The receiver-dryer contains desiccant, a chemical that attracts and traps moisture. When desiccant becomes saturated, moisture in the system is free to combine with refrigerant and turn into corrosive hydrofluoric acid. The receiver-dryer should be replaced once a year, and the sight glass on the moisture indicator checked every time you change the oil or perform scheduled maintenance. A blue dot means the refrigerant is dry; pink, white, or grey indicates acid or moisture in the system.

“We may seem odd that the air conditioner is so critical in cold weather,” Mr. Hansen says, “but it reinforces the need to see a qualified A/C service technician at regular intervals during the year, not just during hot weather.”

Robert Gardiner, Red Dot Corporation, Special Collaboration
Legacy Building Solutions, a leading designer, manufacturer and installer of tension fabric buildings, has achieved recognition through the Canadian Standards Association (CSA) A660 certification program for steel building systems. Legacy introduced the concept of incorporating structural steel framing into tension fabric structures, replacing the hollow-tube, open web truss frames that traditionally have been used in the industry.

The CSA-A660 standard requires that steel structure manufacturers comply with applicable engineering criteria and building codes. It was developed to assist code enforcement officials in reviewing submissions for building permits incorporating a steel building system, and to help purchasers obtain a quality building.

To be certified, building manufacturers must maintain production facilities, staff and quality assurance systems that are consistently capable of producing quality steel buildings. To ensure these design and production standards are met, the CSA-A660 standard requires a manufacturing facility to obtain documented approval from a licensed professional engineer.

Legacy Building Solutions specializes in the innovative design, engineering and construction of fabric-covered buildings for several different industries and applications. To date, Legacy’s in-house, professional installation crews have constructed more than 2.8 million m² of fabric buildings.

Source: Legacy Building Solutions
Expanded Equipment and Support for Canadian Contractors

A “solutions” approach to paving equipment sales and support for Canadian contractors was the theme of the “Paving Days” demonstration hosted on June 20 by Ammann marketing director, Alex Greschner, who arrived from Switzerland to introduce attendees to Ammann’s unique approach to international growth. Swiss-based Ammann has been designing and building road machinery for more than 140 years. Mr. Greschner explained how the firm ensures its long-term stability by funding all operational and development initiatives out of its own finances. While this approach can sometimes inhibit rapid expansion, it also ensures a sustainable presence in every market it enters.

Peter Price, Ammann’s Area sales manager for Canada, reviewed the now-familiar line-up of Ammann compaction equipment from plate compactors to 30-ton rollers along with the combination of the pneumatic and steel drum rollers ideal for the perfect finish. Mr. Price noted that, with current ACE (Ammann Compaction Expert) electronic measuring and control technol-

Case Equipment Keep Derby ‘On Track’

Earlier this year, Case Construction Equipment sponsored the 49th running of the AMSOIL World Championship Snowmobile Derby in Eagle River, Wisconsin. As part of the sponsorship, Case provided equipment to support the derby and facility in various chores.

Case SR175 and SR220 skid steer loaders and TR320 and TV380 compact track loaders – each equipped with an angle broom – were used to sweep the track between races. A Case 721F wheel loader was used to build the snow course, and a Case SV250 skid steer with pallet forks was used for loading and unloading equipment.

“Case is proud to be an official product sponsor of this legendary snowmobile competition and to have our brand associated with the best of the best in the world of snowmobile racing,” said Russ Wadzinski, general manager of the Case Tomahawk Customer Center in Tomahawk, Wisconsin.

Mr. Wadzinski, an Eagle River class champion racer himself, approached the Decker family, owners of the Eagle River snowmobile derby track, to explore the opportunity of bringing Case customers from the Case Tomahawk Customer Center to the Eagle River track for tours of the International Snowmobile Hall of Fame.

The championship event is one of the highest-ranking winter sports events in the Midwest and one of oldest continuous snowmobile races in the world, drawing more than 40,000 spectators from around the world.

Home to the World Championship Snowmobile Derby for 49 years, the Eagle River derby track contains three separate racing venues including the Ice Oval, the Sno-Cross and the Vintage Racing track. The Ice Oval and Sno-Cross tracks are built and maintained using more than 7.5 million litres of water, a 15,000 l ice truck, a state-of-the-art snow-making machine, a groomer and an ice shaver.

Source: Case Construction Equipment
ogy, Ammann is one of only two OEMs to offer true “Intelligent Compaction” capabilities as defined by U.S. government standards. ACE-equipped vibratory rollers not only read compaction values in real time, they automatically self-adjust the machine’s compaction effort to suit substrate conditions as often as 300 times per minute.

Outdoor sessions in the afternoon focused on the introduction of Ammann’s all-new line of asphalt pavers. Ferdinando Dell’Orto, product manager for Ammann pavers, presented the four new models with three different machines onsite for visitors to try out. The Ammann AFW series begins with the AFW 150 G 3-wheeled mini paver and works up to the 33,069 lbs (15,000 kg) AFW 500 medium duty paver. Expanded to its maximum spread layer width, the AFW can finish mattes up to 255 in. (6,500 mm) wide. Along with the AFW 270 and AFW 350 pavers, the AFW 500 is offered with the customer’s preference of wheels or crawler mobility.

Peter Price acknowledged several representatives of his Canadian distributor network in attendance. Developing coast-to-coast support capabilities has been Price’s primary focus over the past few years, accomplished now with 8 distributor organizations from Newfoundland to British Columbia. Ammann distributors, says Peter Price, are all highly knowledgeable of the unique challenges that the varied regions of Canada present to roadbuilders. With new paving machines to complement Ammann’s soil and asphalt compactors, specialists in the firm’s distributor network are better equipped to provide customers with complete solutions support and troubleshooting to achieve the most cost-effective results on specific roads and projects.

Source: Ammann Canada
In Austria, the Carinthian government’s Competence Centre 9 is responsible for building and maintaining Carinthia’s entire network of state roads, bridges and cycle paths, including buildings and structures connected to the network. It has now put a Mercedes-Benz Unimog U 500 with all-wheel steering, complete snow blowers-cutters and two high-performance mowers into operation.

In order to improve road maintenance, an agreement has been concluded for the first time between the state of Carinthia and Großglockner Hochalpenstraßen AG (Grohag), governing joint use of the Unimog and “its” apparatus.

Georg Pappas Automobil AG, which is responsible for sales of Wörther implement carriers in Austria, cites as critical reasons for this particularly demanding use of the Unimog, its all-wheel-drive maneuverability, its high output per unit area and the environment, which plays a major role in this sensitive high-alpine terrain use both on the road and off-road all through the year,” says Dipl.-Ing. (grad. eng.) Manfred Prentner from Competence Centre 9. “Downtimes and tool change-over times are minimal, which is a huge advantage for us.”

From spring through to autumn, extensive mowing and maintenance work is done along the roughly 2,746 km of roads in the road network in the state of Carinthia, together with a further 48 km in the area for which Grohag has responsibility. The long winter period has left its mark on many roads, which must be quickly repaired by both partners and kept in good condition during the summer tourist season. On account of its low overall height and the fact it is equipped with a Unimog mowing door, a Mulag MRM 300 verge looking to enhance and expand knowledge of crucial asset management issues. Each session is limited to the first 22 registrants. Price per seminar is US$59 for members with a discount offered on select series-based webinars. Additional information and registration is available at www.aemp.org, or those interested may contact Jim Phillips, vice president of educational services at 970-384-0510 ext. 202 or jim@aemp.org.

Formed in 1980, the Association of Equipment Management Professionals represents fleet professionals working in construction, government, utilities, energy, mining and more. AEMP maintains relationships among manufacturers, users, governmental agencies, educational institutions and others involved in the design and management of heavy equipment.

Source: Association of Equipment Management Professionals (AEMP)

AEMP Launches Webinar Series Featuring Issues In Asset Management

Building on its highly successful PDI (Professional Development Institute) webinars, Association of Equipment Management Professionals (AEMP) is launching a new educational Webinar Series. The series kicked off July 12 and will continue through June 2013. A new topic will be highlighted each month, covering the latest challenges, issues and trends faced by asset management professionals. Each hour-long seminar will be led by a knowledgeable industry expert and feature a live Q&A portion at the close of the session.

Like other AEMP-led educational offerings, the webinars are designed to bring up-to-date information in a convenient format. Each featured topic will be offered two times, first on the second Thursday at 11:00 a.m. CST, and again on the fourth Thursday at noon CST.

“The asset management profession is always changing, from advances in telematics to properly utilizing social media,” Stan Orr, CAE, president and CSO of AEMP, said. “AEMP’s mission is to keep members and other industry professionals informed of key issues concerning them right now, and the new webinar series will enable us to deliver on this promise.”

Webinars also represent the continued effort of AEMP to capitalize on technology in order to offer members more opportunity for continued education. Mr. Orr further explained, “The launch of AEMP University last year was a great stride in our mission to deliver education anytime, anywhere. We understand busy schedules and hectic workdays that come with the asset management profession, so it’s crucial that we can deliver timely education in the most convenient, flexible and accommodating ways.”

The webinars are open to anyone

The U 500 is the Ideal Partner for the Grossglockner Region

In Austria, the Carinthian government’s Competence Centre 9 is responsible for building and maintaining Carinthia’s entire network of state roads, bridges and cycle paths, including buildings and structures connected to the network. It has now put a Mercedes-Benz Unimog U 500 with all-wheel steering, complete snow blowers-cutters and two high-performance mowers into operation.

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Source: Association of Equipment Management Professionals (AEMP)
mower and a MHU 800 rear-boom mower, the U 500 is perfectly suited for mowing out to distances of up to 7.3 m, measured from the center of the vehicle. Thorough mowing results are achieved both to the left and right of the road, and it can even be operated by just one person.

The mowers also work very close to bridge pillars and guide posts, since the automatic sensor guides the mower head around all obstacles. The mowing speed for the obstacle-avoidance movements is continuously adjustable. A quick-change device allow implements to be changed quickly for sewer flushing work, sweeper jobs and front-loading tasks.

The Unimog is used throughout the entire winter to remove the vast quantities of snow that accumulate in the Austrian Alps, often from as early as October right through to late May. Clearing, plowing and spreading salt, but also cutting and blowing, for example to remove side walls. The Unimog is equipped with an asymmetrical-ly arranged Kahlbacher snow blower-cutter KFS 950/2600, which is equipped with a swivelling blower housing. This enables clearing widths of up to 2,600 mm, clearing heights of up to 1,300 mm and show ejection distances of up to 30 m.

Every year, Grohag has to remove up to 700,000 m³ of snow from roads and car parks. If this volume of snow were to be loaded onto a train, it would be roughly 200 km long.

Competence Centre 9, in Klagenfurt, is one of ten Competence Centres in Carinthia. Its fleet includes 55 Unimog implement carriers, 71 trucks and 126 light-duty vans.

Founded in the 1920s, Großglockner Hochalpenstraßen AG (Grohag) operates the Grossglockner High Alpine Road, a road that is 48 km long, has 36 sharp bends and at its highest point – the Edelweißspitze – reaches 2,571 m. In addition to the Grossglockner High Alpine Road, the company also operates the Gerlos Alpine Road, the Nockalm Road, the Villach Alpine Road and the Goldeck Panoramic Road. Grohag employs more than 100 people during the summer months.

Source: Daimler AG
Winter Test of Mercedes-Benz Sprinter: Continuous Development and Testing Under the Toughest Conditions

The Mercedes-Benz Sprinter will soon adopt a number of product enhancements which underline its ambition to lead the large van segment.

At temperatures of -30°C – and even lower – the new features have to prove that they meet the high quality standards of Mercedes-Benz.

Mercedes-Benz has raised the already exemplary safety standard of the Sprinter to an even higher level. Since the start of the year, the van has been equipped with a new generation of ADAPTIVE ESP® with additional functions. The new features include:

Brake Disk Wipe: in the wet, this system builds up a low level of brake pressure on a cyclical basis. This wipes the film of water off the brake disc so that the full braking power is available straight away if it should be required.

Electronic Brake Prefill: if the driver releases the pressure on the accelerator suddenly, this is interpreted as the first step of an imminent braking process. The system reacts to this by gently applying the brake pads to the brake disc.

This means that the air gap between the two friction partners is effectively already reduced to zero by the time the driver presses the brake pedal. In this way, the reaction time for any braking which may be required is reduced.

In order to ensure that the Mercedes-Benz Sprinter meets the high standards demanded by its customers, tough quality checks were also carried out during the winter testing in Arjeplog. These concern all the vehicle systems. The verdict of the test engineers is unequivocal: top quality performance, even under extreme winter conditions.

Source: Daimler AG

New Powerful High Energy Mobile Screener with Stand-Alone Capabilities

McCloskey has introduced the R230 High Energy Durable Screener, one of the most robust, durable and powerful heavy duty mobile screeners in the world. With a weight of 34,000 kg, the R230 is capable of operating as a stand-alone plant, producing finished product or it can also serve as a primary scalping component to the very largest of portable crushing spreads.

The R230 has a number of features that place it ahead of competitors in the category. The heavy duty High Energy Screenbox provides the highest product capacity in its class at 20’ x 6’ (6 m x 1.8 m), and raises at the lower end for easy bottom deck access.

A significantly longer and wider direct feed Hardox-lined hopper provides the largest loading area in its class, while a wide feed opening allows for the free flow of material and high volume capacity. The R230’s optimal chute design minimizes potential material spillage and blockages.

Powered by a 225 hp Cat diesel engine, the R230 offers Track Mobility, integrated hydraulic folding stockpiling conveyors, travel out walkways requiring no folding or disassembly for transport, and fast on-site setup time – as little as ten minutes.

As with all McCloskey equipment, the R230 has excellent access for maintenance and service with standing room inside the Powerpack and an open access service bay, saving time and reducing costs. With additional options like a radio remote control for tracks, top deck and bottom deck finger screens, or a plate apron feeder rather than a belt feeder, the R230 is a standalone powerhouse unmatched in the industry.

Source: McCloskey International Limited
Environmentally-Friendly Natural Grit for Use in the Private Sector

For the upcoming winter season, ROTEC offers two silicate-based grits: RUTSCH-EX and RUTSCH-EX PLUS.

The two natural grits possess outstanding properties and economical advantages. They are based on natural silicate, a natural product that is mined near the surface.

Especially for the use in the private sector, Rotec offers a 10-l bag with convenient carrying handle. The low weight of around 3 to 4 kg per unit is very convenient to handled for dealers and customers alike. For the distributors 150 bags per pallet with customizable outer carton is available.

RUTSCH-EX works completely without salt and is suitable for both machine and hand scattering. It is a purely natural mineral made of expanded silicate. With its low bulk density of about 260-310 g/l, it is extremely effective and reduces the amount of grit necessary. It does not need to be picked-up because it causes no damage to the drainage systems. Due to its water-storing, soil-loosening properties the winter-grit granulate is even soil-enhancing. It does not cause rust on vehicles or scratch floors such as terrazzo and marble slabs.

The environmentally-friendly natural grit is impressive in two ways, by its particular characteristics and its ecology. It is awarded the “THE BLUE ANGEL” cachet, awarded by: RAL German Institute for Quality Assurance and Labeling, a registered association.

RUTSCH-EX PLUS prevents slippage effectively and quickly in icy conditions down to -25°C through the combination of enhanced expanded silicate with a thawing agent. The moisture formed during the thawing as well as the condensation do not freeze over again. Only small amounts are needed to prevent slippage. This allows for the effective combination of economic and ecological goals. Ideal areas and applications are where rapid, effective action is required with very little impact on material, fauna and flora.

According to the manufacturer 10 l are enough to provide 150 m² of coverage.

The use of RUTSCH-EX and RUTSCH-EX PLUS requires no subsequent cleaning. The grit residue dissolves completely in the rain and causes no blockages in drainage systems or water runoff. Grit residues entering the soil, act positively on the growth of plants due to calcium oxide nutrients.

Source: ROTEC GmbH & Co. KG
SnowEx has introduced its highest-capacity line of spreaders, the SuperMaxx series. Intended for large contractors and municipalities, the spreaders are loaded with many new features for enhanced performance and easy pre-wetting integration. The SuperMaxx series are available in 2.5, 3.3 and 4.6 m³ capacities. The spreaders feature a better payload distribution, resulting in improved safety and reduced stress on the carrying vehicle.

The spreaders include a patented wet/dry mixing chamber. Within the chamber, the auger feed system mixes brine with the spreading material before delivering it to the spinner. This feature maximizes the effectiveness of pre-wetting applications by ensuring a precise, even coating of brine.

The spreaders are completely electric-powered with a 12 V, 0.75 hp auger motor and 1.6 hp spinner motor. To ensure durability and ease of maintenance, the motors and transmission are sealed within weather-resistant enclosures. The control panel is also protected in a weather-resistant enclosure with a clear inspection cover.

The SuperMaxx series is controlled by an innovative pendant-style controller with a digital readout and dials for independently adjusting the variable-speed spinner and auger. It comes with blast and pulse features, as well as auto-reverse and overload protection. If the truck is equipped with a pre-wetting system, the controller can toggle it on and off, automatically adjusting the pre-wetting system's flow according to the spreader's material feed rate.

Furthermore, a new low-profile spinner design with stainless-steel deflector helps the SuperMaxx series accurately spread material up to 12.2 m wide. Additionally, the 31 cm stainless-steel spinner contains adjustable cups, allowing the operator to fine-tune the spread pattern. When not in use, the modular spinner assembly can be flipped into the upright position, providing full access to the vehicle's hitch.

Source: TrynEx International

Royal Cornwall Show 2012

We are seeing what seems to be an ever-increasing crossover between construction and agricultural equipment as technology, cost and availability of used machinery proliferate.

Obviously a paving contractor would never use a combine harvester. Conversely a dairy farmer is unlikely to need a trenching machine on a daily basis. Generally the term that has come to be applied is “Compact Equipment”, although that is somewhat misleading as power and performance have improved as design innovation has shrunk the average size of machine.

A good example of this juxtaposition of size power and application was on display at this year’s Royal Cornwall Show in the UK. On display was a new/reconstructed coal-fired, steam-driven crane from the early 1900s. The Joseph Chamberlain was a major feat of engineering know-how and restoration passion by owner Richard Scourfield, who took over seven years to build, virtually from scratch, the early piece of heavy equipment. Heavy? Yes. Powerful? Not as much as you would think with a lifting capacity of only about 3,300 kg. Its significance is as a marvellous example of the transition from “portable power” to “labor saver”.

Color was a defining characteristic in years past, with red, green or yellow being the demarcation between farmer and contractor. Now as customers have become more knowledgeable and vendors have multiplied, it has become more about utility, the main reason the crossover has gained momentum. Couplers, attachments and hydraulic horsepower have come a long way since Harry Ferguson started the revolution with his Model A or Ferguson-Brown tractor in 1936. (R.H.)
With the growing demands on today's heavy-duty vehicle lifts, Stertil-Koni emphasizes the importance of product certification by the Automotive Lift Institute (ALI) combined with a regular program of scheduled maintenance and annual lift inspection to ensure maximum performance and operational safety.

Certification, as ALI notes on its website, “is a system whereby an independent, third-party organization determines that a manufacturer has the ability to produce a product that complies with a specific set of standards. Certification further authorizes the manufacturer to use the controlled label of the third party on listed products representing the certified model.” Another component of the program is that certified products “undergo periodic re-evaluation and are required to be produced within the requirements of a documented quality program.”

In making this announcement, Stertil-Koni USA president, Dr. Jean DellAmore, stated, “The ALI Gold Label, indicating product certification, is fundamental to ensuring the highest quality standards in the lift industry. It assures the customer that a particular lift model is in electrical and mechanical compliance with established and agreed-upon standards.”

Dr. DellAmore further noted that ALI does not issue conditional or partial certifications. “In fact,” Dr. DellAmore observed, “ALI notes that a ‘lift is certified and bears a third-party certification label or it is not certified.’ That’s powerful.”

Stertil-Koni also stressed that heavy-duty vehicle lifts should be serviced regularly in accordance with the manufacturer’s recommended schedule. “Safety is paramount,” Dr. DellAmore emphasized, “and routine servicing is the way to go.” He also added that Stertil-Koni concurs with ALI on the important topic of lift inspections. “We support ALI’s recommendation that vehicle lifts be inspected at least once per year, or more frequently if specified.”

Concluded Dr. DellAmore, “The combination of certification, servicing and inspection are three key components that can clearly elevate heavy-duty lifting safety and performance to new heights.”

Source: Stertil-Koni USA, Inc.
The Pump, the Heart of Any Hydraulic System

Richard Hacker, ACE Accent Electronic Controls Inc.
Special Collaboration

For decades, trucks have used hydraulic systems to operate auxiliary equipment. In that time technology has advanced significantly. The following is a review of the primary components and principles used in the design, installation, and maintenance of portable hydraulic power systems.

HYDRAULIC SYSTEM FUNCTIONS

A winter maintenance truck with plow, wing and spreader has very varied demands for the hydraulic system.

The spreader can work continuously, 24/7 in some conditions, with hydraulic flow (Q) between 7.5 and 20 l/min, with pressures (P) between 27.5 and 125 bar.

The plow operates intermittently with long inactive periods and requires 40-60 l/cycle, with pressures approaching 70 bar.

Many functions must operate simultaneously without interfering with the operation of the other equipment. This is further complicated by vehicle speed, drivetrain configurations and other equipment that may be fitted but is not germain to the snow operations.

HYDRAULIC PUMP LOCATION

Typically pump location is a secondary consideration as most American chassis makers give little thought to auxiliary equipment when designing bodywork and drivetrains. This has seen most pump installations being front-mounted with direct crankshaft drive. This puts severe strain on the pump as it is often a considerable length from the oil reservoir, mounted higher than reservoir level and must start/stop every time the truck engine does, often while under a hydraulic load. It also affects the operator’s visibility as it can add several feet to the front of the vehicle.

The rise of severe duty automatic transmissions for over the road use like the Allison 3000 and 4000 Series, has created other mounting options.

Cab-over chassis also offer the possibility of back of cab mounts and auxiliary drives, available for most diesel engines, can permit some pumps to be located under the hood.

The criteria for mounting however should conform to “Best Practices” for hydraulic system design. Chiefly:
- reduce hose lengths where possible,
- ease of service
- radiant cooling
- protect components from abuse and damage

POSSIBLE HYDRAULIC CIRCUIT CONFIGURATIONS

A) Tandem fixed-displacement (spur gear) pump, with separate valves for the spreader and plows. These may also have a third valve for flow summation to permit the operation of a body hoist or other auxiliary machinery.

B) Single fixed-displacement pump and multi-section control valve. The flow rating (Q) for this pump will be marginally greater than that found in option A).

C) A variable displacement pump with hydraulic or electronic displacement control. This is the standard for most mobile hydraulic equipment such as excavators. The displacement control permits the incremental control of circuit flow (Q) improving efficiency, fuel economy, system life and reducing heat and wear of the pump. This configuration is often referred to as “Load Sensing”.

WHICH SYSTEM TO CHOOSE

A) At present this is the most common configuration found on Canadian winter maintenance vehicles. It is one of the oldest and most basic hydraulic pump configurations which is also reflected by the low cost. However cost and simplicity are
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not always straightforward when dynamic hydraulic systems are concerned.

Variations of input RPM will create surges in flow (Q) and pressure (P) that affect the smooth and efficient operation of spreaders and other equipment. The constant rotation increases pump wear and increase heat as oil circulates through restrictions even when equipment is idle. This increased heat is often unable to be dissipated as typically the hydraulic oil reservoir has been significantly undersized to save space and cost. This is often most notable at the start and end of the winter maintenance season.

B) A single fixed-displacement pump will suffer from most of the same problems as the tandem version. As the displacement tends to be larger the issue of heat is often identified much sooner than in the tandem arrangement. Again input RPM will create surges affecting the correct operation of plows and spreaders. If cost and chassis layout are the main considerations for choosing this type of hydraulic pump then attention to reservoir capacity and general circuit layout is important.

C) A variable displacement pump does not suffer from any of these limitations. It is possible to combine just about any size of pump with any size of valves, without major problems. Associated with load sensing valves the pump moves oil on demand only. This gives excellent flow at low engine RPM while having speed and precision according to function needs.

Reservoir size and inlet head pressure are very important to ensure efficiency and long pump life. Filtration and oil condition are also of a higher importance than is typical with the other systems.

Although the upfront cost is higher, the reliability and efficiency contribute directly to the effective operation of the equipment and when correctly installed and maintained tend to enjoy much longer service lives than the rest.

It is important to remember that the pump is only one part of a complete hydraulic system integrating various other components. Defining the functions and performances that are required is the primary task before spending time and money on system design and component.

CONCLUSION

The pump is more than a simple accessory, it is the heart of the hydraulic system. Its choice will determine to a large extent the performance and efficiency of the truck and equipment. A vendor may propose solutions according to criteria that may not necessarily be those of the customer. When in doubt seek out the assistance of a recognized hydraulic technologist, usually someone with forestry or construction equipment experience or consult a CFPS (Certified Fluid Power Specialist).
IPD Announces New Line of Remanufactured Fuel Injectors

IPD, a leading aftermarket provider of engine components for heavy-duty diesel and natural gas powered engines, announces the launch of a new line of premium quality Remanufactured Fuel Injectors for Caterpillar® electronic engines (3126B, 3406E, C10 & C12). IPD’s new product line is comprised of 13 remanufactured fuel injectors that provide coverage for 99 OE part numbers, and more are coming soon!

IPD selected premium level specifications for these injectors to provide OE level quality, performance, and durability. In addition to a thorough disassembly, cleaning and inspection process, IPD utilizes more new replacement components than the competition, with such critical components as the entire actuator assembly including solenoid. Finally, each injector is tested using specialized equipment for correct fuel delivery, injection pressure, and timing (note: all remanufacturing is conducted in an ISO9001:2008 quality certified facility).

IPD continues to expand the IPD brand of high quality replacement components for Caterpillar® engine applications. “IPD is the preferred premium aftermarket brand in the engine service parts marketplace, and we continue to try and offer more high quality, high value components that our customers need,” notes Egan Hernandez, marketing manager for IPD. Mr. Hernandez adds, “Our customers are requesting a wider range of repair parts coverage, and a high quality, value-oriented line of placement fuel injectors has always been near the top of the list.”

Source: Industrial Parts Depot (IPD), LLC

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Allison Transmissions Are the Exclusive Offering in Freightliner Natural Gas Vehicles

Allison Transmission, Inc. has announced that its transmissions are the exclusive offering in Freightliner’s natural gas vehicles, including the new Cascadia 113 Natural Gas day cab tractor.

The Cascadia 113 Natural Gas tractor will be equipped with the new Cummins Westport ISX12 G heavy-duty engine and with Allison 4000 Series transmissions exclusively at launch. Allison 3000 Series transmissions are also exclusive in Freightliner’s M2 112 and 114SD vehicles with the Cummins Westport ISL G 8.9L engine.

“Allison transmissions are the ideal option for alternative fuel vehicles because of their torque converter technology that results in improved startability at the launch of the vehicle, full power shifts and better performance,” said Robert Carrick, vocational sales manager – natural gas, for Freightliner Trucks.

Allison’s fully automatic transmissions are integrated into the majority of natural gas-powered commercial truck units sold in the US. A key component of Allison’s natural gas advantage is the fact that other transmission technology inherently interrupts power and struggles to overcome the natural gas engine’s longer torque response time.

“Natural gas technology is an exciting option in the commercial trucking market and we’re proud that Allison is a leader in this area. Customers anxious to experience the new Cascadia 113 Natural Gas tractor will be able to take advantage of all that natural gas engines have to offer while getting Allison’s renowned reliability, durability and performance,” said Jim Wanaselja, vice president North American marketing, sales and service, for Allison Transmission, Inc.

The Cascadia 113 Natural Gas tractor is currently in the initial launch phase and is expected to go into full production in the second quarter of 2013.

Source: Allison Transmission, Inc.
**Cat® CT15 Engine Boosts Power of CT660 Vocational Truck**

The new Cat® CT15 Engine offers Cat CT660 Vocational Truck customers greater horsepower and torque for solid performance in demanding applications. The CT15 joins the CT11 and CT13 as the third engine option for the versatile Cat CT660. The 15-liter engine is available with as much as 550 hp and 1,850 lb-ft of torque, which will power the Class 8 truck through heavy-hauling jobs and demanding terrain.

The CT15 core is a proven block and crankshaft with billions of miles of operation in demanding truck applications. The dual sequential turbochargers and precisely controlled high-pressure common-rail fuel system enable the CT15 to reach peak torque at 2,100 rpm. The strong pulling power at low engine speeds allows for shifting at lower speeds when accelerating and reduces the need for shifting when powering up steep grades. Interstage cooling between turbochargers increases air density to maintain power as speeds increase. The result is enhanced productivity and less wear and tear on the truck and driver.

The CT15 also offers an engine brake rated at more than 600 bhp – for industry-leading performance. The engine brake helps drivers maintain optimum speeds down steep or long grades without frequent use of the service brakes. Proper use optimizes productivity and lowers maintenance costs.

Like the CT11 and CT13, the Cat CT15 Engine features advanced emissions control technology that helps keep truck weight down and simplifies maintenance. The EGR system reduces NOx in-cylinder without requiring diesel emission fluid. The design eliminates the emission fluid costs and associated maintenance time, and it effectively increases the payload capacity of the truck.

The CT15 is designed for reliable operation. The single electronic control module and fewer electrical connections enhance reliability and reduce diagnostic and maintenance time. The high-quality, foam-molded wiring harness secures wires and connections for increased reliability and durability. Internally, the premium cam and rolling element valve train reduce friction and operational loads for reliable operation, extended durability and peak engine efficiency. Cat vocational truck engines are backed by the unmatched support of the Cat dealer network.

Source: Caterpillar

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**Eaton LifeSense® Receives Prestigious R&D 100 Award**

Eaton Corporation announced recently that R&D Magazine bestowed its R&D 100 Award on Eaton’s LifeSense hose, a hydraulic hose condition monitoring system that detects failure-related events and provides advance notification so that the assembly can be replaced to prevent unplanned downtime.

Selected by an independent panel of experts from a strong field of nominations, Eaton’s LifeSense hose joins the ranks of other breakthrough technologies that have been recognized as the most technologically significant products within a given year.

LifeSense hose is the result of an Eaton-initiated, joint research project with Purdue University, to effectively address the issue of hydraulic hose failure and its related costs of unscheduled equipment downtime, environmental spills, equipment damage, and safety. The project sought to identify measurable structural phenomena associated with hose deterioration over time and develop the required technology to monitor them accurately.

The patented technology monitors hydraulic hose assemblies in real time and detects both internal fatigue and external surface abrasion failures; notifying users when a hose is approaching the end of its useful life. Notification is provided with enough time for the hose to be replaced during a normal preventive maintenance function.

Source: Eaton Corporation
New Machines and Services at MINExpo 2012

At MINExpo, Sandvik will unveil a bold portfolio of innovative equipment and services, including a new dimension of comminution. The exhibition will mark the world premier for Sandvik’s revolutionary eco-efficient comminution machine – a machine which produces a finer mill feed thereby boosting the downstream milling process. This innovative solution from Sandvik will help customers productively address the energy challenges facing them both now and in the future.

Sandvik will also launch other machines which feature safety-oriented designs, reliable productivity and the latest technology. The bolter miner, MB610, offers fast and easy access to maintenance points, large and ergonomic working platforms, enhanced cutting forces, and world-class performance.

Sandvik Mining will introduce newly enhanced automation concepts that open up a new era in mining. The Sandvik AutoMine® product family is the most comprehensive automation offering for underground and surface mining. Increasing fleet utilization and production rates, improving working conditions and reducing maintenance costs, Sandvik AutoMine® promotes preeminent safety, productivity and peace of mind for mining operations. Sandvik Mining’s Automation focuses not only on equipment autonomy, but also on mining process automation and management.

In addition to key technologies such as automation, production enhancement, fracture detection and drilling optimization, Anna Sörelius reinforces the importance of human talent and creativity.

“MINExpo is an important venue to meet with dealers and customers, who provide valuable feedback that we use to improve our services, tools, and equipment. Sandvik Mining makes certain we stay in tune with the market, our customers.

Completing the ultimate mining industry offering, Sandvik will also feature several innovative surface, underground drilling and L&H machines, including the high-pressure DR560 DTH drill rig, now available with compressor management system and AutoMine® Drilling; the machine also combines different pressure options, maneuverability and reliability with maximum drilling performance.

Sandvik continues its mission to deliver high quality Rock Tools that provide the best productivity in the industry, all with the superior user experience for which Sandvik Rock Tools is known for.

Cubex is set to introduce a new In-The-Hole (ITH) production drill at MINExpo. The drill delivers advances in comfort and safety for the operator, ease of use, a more rapid learning curve, and a platform for drilling automation. It has been developed through more than three decades of ITH drilling experience and maintains Cubex’s high build quality. Sandvik is the sole global distributor for Cubex ITH underground drilling products.

Source: Sandvik Mining
Cubex Limited

Booth 7309
Booth 1475

Appointments

The ALL Family of Companies announces father-and-son promotions at ALL Canada Cranes & Aerials, reinforcing the company’s success at nurturing their legacy of generational excellence in their fleet, operations, and sales management. Jason Hanna, former operations manager for ALL Canada Cranes & Aerials, has been named general manager, responsible for the day-to-day operations of all four Canadian branches. Robert (Bob) Hanna, Jason’s father and former general manager of ALL Canada Cranes & Aerials, has been named vice president of Subsidiary Operations—Canada, overseeing all corporate operations in Canada. Robert Hanna is specifically charged with advancing sales and bridging opportunities between the branches. Both positions are effective immediately and report directly to Michael Liptak, president of ALL Erection & Crane Rental Corp.

“Many of our employees have grown up in our business, lending a lifetime of experience and expertise. Fathers bring their sons into the fold because they’re crane people, born and bred,” says Mr. Liptak.

“Jason and Bob are excellent people – not just business people – but smart and full of integrity. They personify what we hope for when we preach the benefits of ‘Generations of Excellence’.

The ALL Family of Companies is made up of 33 North American branches with cohesive regional management. Strong regional leadership is the company’s lifeline and contributes to the vitality of the enterprise as a whole. “Bob’s new position and Jason’s natural progression into the general manager role makes the entire enterprise better as we grow our Canadian footprint,” explains Mr. Liptak.

ALL Canada Cranes & Aerials recently added two new branches, the first in 2010 in Mount Pearl, Newfoundland and Labrador, and the newest just this year in Saskatoon, Saskatchewan.

Source: ALL Family of Companies

Astec Inc., an Astec Industries company, is pleased to announce the appointment of Larry Johnston to the position of director of Parts, effective September 1, 2012. He will be replacing Landon Hartman, who is retiring from the position after 29 years of service with ASTEC.

Mr. Johnston joined ASTEC in 1987, and has held a number of positions in the organization, with his most current role as senior buyer, Purchasing. He will report directly to Steve Claude, senior vice president of Sales and Marketing.

Source: ASTEC, Inc.
TRUXPO will be rolling into Abbotsford, British Columbia, on September 21 - 22, 2012. Tradex will play host to Western Canada’s largest and most inclusive trucking show. The 2012 edition promises to be the place to do business as key decision makers in the transportation and logistics industry prepare to modernize their fleets and warehouses.

TRUXPO is the event where industry meets to find new products and to see the latest in commercial truck and transportation equipment. Fleet managers, truck buyers, operators, service personnel and distributors want to talk with your sales and technical staff face to face to plan their next purchase.

Preparations are well underway and booth space is filling up quickly for TRUXPO. Local, national, international exhibitors and visitors will be at TRUXPO, which is one of Canada’s largest shows of class 5-8 Trucks and equipment.

TRUXPO will be inviting the buyers, decision makers and stakeholders of the industry to this premiere showing, allowing exhibitors the opportunity to network, launch new products and create business in an informal and relaxed atmosphere prior to opening the doors to the general industry.

Source: Master Promotions Ltd.

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**High Dump single engine mechanical sweeper**

MOBIL/ATHEY mounted on 2000 Freightliner FL70 chassis, Cat 3126, Allison, 2-speed rear axle, 98,000 miles, 10,623 hrs, stainless steel hopper.

Stock: B69509

Price: $41,000

Accessories Machinery Ltd

Phone: 1-800-461-1979

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**Ex-City Unit**

1997 TYMCO 600 BAH, regenerated air sweeper, mounted on Freightliner FC 70 cab over chassis.

Stock: A42135

Price: $28,400

Accessories Machinery Ltd

Phone: 1-800-461-1979

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**Dealer Demo Unit**

2009 4-Ton Falcon RME Asphalt Recycler / Hot Box Trailer, Dealer Demo Unit.

www.falconrme.com

Price: $18,500

sales@falconrme.com

Phone: (616) 403-3609

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**Excellent Condition**

2001 JOHNSTON 610 vacuum sweeper, mounted on Freightliner FC70 cab over chassis.

Stock: H39469

Price: $52,500

Accessories Machinery Ltd

Phone: 1-800-461-1979

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1997 JOHNSTON 605 vacuum sweeper, single sweep right side, mounted on Ford cab over chassis.

Stock: A41005

Price: $24,500

Accessories Machinery Ltd

Phone: 1-800-461-1979

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2004 JOHNSTON VT 650 vacuum sweeper, catch basin cleaner, mounted on Freightliner FC80 chassis, 66,986 miles. Stock N10707

Price: $69,400

Accessories Machinery Ltd

Phone: 1-800-461-1979

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