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## A Brief Word...

*Cold and wet has become hot with sweat as you all toil away on the job, or, broil away in summer traffic.*

*With Construction Season in full swing, as ever InfraStructures is looking ahead. What would be the point of telling you about what's coming if it has already happened?*

*You want and need to know about what will help you on the next project, not the last one and that is why you value the forward thinking InfraStructures represents. In keeping with our "Crystal Ball" approach here is our insight into the coming snowball season.*

*So take a well deserved break, sip an iced tea and cool off with a glimpse into the winter maintenance season before it hots up.*

*Remember, failure to plan is a plan for failure so keep your cool and appreciate the sunshine while you can.*

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On the cover: Winter is going to sneak up on us, eventually.

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## SOURCEWELL AWARDS CATERPILLAR THE HIGHEST SCORE IN NEW HEAVY EQUIPMENT CONTRACT

Sourcewell (formerly known as NJPA), one of North America's largest governmental cooperative contract holders, recently awarded a competitively solicited contract to Caterpillar. As part of the process, responses from equipment companies were evaluated against multiple criteria to help governmental agencies determine the best

value when making purchase decisions. Caterpillar's response – which included considerations such as pricing, customer service, warranties and others – was scored the highest among 14 equipment manufacturers who submitted responses.

In addition to new machine sales, the newly awarded contract allows Cat® dealers to sell parts, service, used equipment and to rent machines.

"We are extremely proud that the inher-

ent value in Cat equipment was reflected in receiving the highest scoring response to this RFP," said Ann Schreifels, Caterpillar governmental sales manager. "Cooperative purchasing is a great way to ensure that governmental customers get the best value for their money. This is our fourth award from Sourcewell and we couldn't be happier with the relationship we have with them. The strong focus they have on serving their member's needs is perfectly in line with our own emphasis on customer satisfaction."

Cooperative contract use is a fast-growing trend for governmental purchases thanks to its simple process and time-saving benefits. Additionally, it allows member agencies the ability to make decisions based on overall value. As members, a governmental agency has access to competitively awarded contracts for numerous categories of equipment, supplies and services.

Source: Sourcewell

## CELEBRATING SAFETY AT THE CRANE RENTAL ASSOCIATION OF CANADA'S ANNUAL CONFERENCE

The Crane Rental Association of Canada is pleased to announce the recipients of the Safety Awards for their outstanding safety standards in 2018.

The Awards, presented at the Annual General Meeting, place 11 crane rental companies on center stage for their commitment and dedication in creating a safe work environment for their staff, operators and the public. Receiving Safety Awards are:

- ABCO Crane Services, Nisku, Alberta;
- Amherst Crane Rentals Ltd., Toronto, Ontario;
- Arctic Crane Services Inc., Grande Prairie, Alberta;
- Canadian Crane Rentals Ltd., Wingham, Ontario;
- Canuck Concrete Pumping & Crane, Yellowknife, Northwest Territories;
- ENTREC Corporation, Acheson, Alberta
- Irving Equipment Ltd., Saint John, New Brunswick;
- Mammoet Canada, Edmonton, Alberta
- NCSG Crane & Heavy Haul Services Ltd, Acheson, Alberta;
- RKM Services Ltd., Langley, British Columbia; and
- Sterling Crane, Edmonton, Alberta.

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da is dedicated to improving the safety of the Canadian crane industry. We are very happy to see an increase in the number of companies receiving this award and we congratulate them on their industry leading safety performance" said Mike Turnbull, chairman of the Board, who presented the awards at the Annual General Assembly on June 8<sup>th</sup>.

The Crane Rental Association of Canada's members are crane rental companies, manufacturers and suppliers of cranes and equipment, and supplier of service used in the specialty crane rental business in Canada. Over 185 delegates travelled from Canada, the U.S. and Germany to attend this year's conference.

Source: Crane Rental Association of Canada

#### KOMATSU BUYS HARD ROCK DRILL COMPONENTS MAKER TIMBEROCK

Komatsu Mining Corp. recently announced the acquisition of Timberock International Ltd. to support the growth of its hard rock drilling and bolting solutions for mining customers worldwide.

Based in Elliot Lake, Ontario, Timberock is a specialty business that has developed drilling and bolting technologies by focusing on differentiation through innovation and customer-oriented service.

"Timberock's history of customer-driven product innovation and focus on service makes them a great complement to our existing business," said Josh Wagner, vice president of Komatsu Mining hard rock solutions. "This acquisition expands our range of offerings for drilling and bolting products and provides exciting product development and synergy opportunities."

With the addition of the Timberock portfolio, Komatsu Mining can now offer customers a complete range of hard rock drilling feed and bolting head products, and expanded capabilities in drifter repairs.

Komatsu Mining's suite of underground hard rock offerings includes hydraulic jumbo drills, in-the-hole production drills, drifters, loaders, trucks, raiseboring tools and blasthole drilling tools.

Source: Komatsu Mining Corp.

#### CUMMINS AND ISUZU ENTER INTO POWER-SOURCE PARTNERSHIP AGREEMENT

Cummins Inc. and Isuzu Motors Limited announced another step forward in their partnership by entering into the Isuzu Cum-

mins Powertrain Partnership agreement. The agreement formalizes a business structure for the 2 companies to evaluate and carry out opportunities to jointly develop and bring new diesel and diesel-based powertrains to global markets.

Through this partnership, Isuzu and Cummins share the commitment to leverage both companies' technical strengths to develop market-leading architectures for customers around the world.

Cummins and Isuzu committed to form an alliance board and to assign a team of dedicated individuals from each company to continue exploration of potential opportunities in product technology development, procurement and manufacturing.

"As Cummins celebrates 100 years of innovation, we continue to look for opportunities to build global relationships with companies that share our values and our focus on innovation," said Tom Linebarger,

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chairman and CEO, Cummins Inc. "This partnership is a terrific opportunity for both companies to leverage our respective strengths and create new opportunities to grow and broaden the product portfolio we bring to customers."

"Isuzu and Cummins recognize the advanced diesel engine is, and will continue to be, an important power choice for global customers in commercial vehicle and industrial applications. This is especially

true in developed countries where power sources are used for high-intensity operations, as well as in emerging countries where social infrastructure conditions are severe," said Masanori Katayama, president and representative director, Isuzu Motors Limited.

Cummins and Isuzu have been leaders in technological innovation in complementary regions of the world. Together the companies believe there may be opportunities to

benefit from each other's unique strengths to drive global growth.

Both companies continue to innovate and advance the diesel engine in terms of power, quality, emissions and fuel efficiency and expect diesel to remain a primary power solution in many markets.

Source: Cummins Inc.

#### **LEADING OEMS SHOWCASE NEW MODEL YEAR CHASSIS AT NTEA'S 2019 TRUCK PRODUCT CONFERENCE**

Major chassis manufacturers gather at NTEA's Truck Product Conference to feature the latest commercial vehicle updates. This event will be hosted September 17-18, 2019 in Novi, Michigan.

Conference attendees can preview new model year work trucks and discuss upfitter integration implications with OEM engineers. Industry professionals can learn about important product changes and review necessary chassis modifications. Interacting directly with OEMs allows participants to get the support they need to accommodate a variety of vehicle conversions.

"Stakeholders in the commercial vehicle industry come to Truck Product Conference to engage OEM representatives on upfitting-related issues," said Steve Carey, NTEA president & CEO. "They've come to rely on this collaboration for awareness of innovation on the horizon and guidance in building quality products that bring value to the end user."

This year's event features a streamlined, 2-day program, with a series of concurrent OEM presentations.

Source: NTEA - The Association for the Work Truck Industry

#### **ASV HOLDINGS SIGNS DEFINITIVE MERGER AGREEMENT WITH YANMAR HOLDINGS**

ASV Holdings, Inc., a provider of rubber-tracked compact track and wheeled skid steer loaders, recently announced that it has entered into a definitive merger agreement with an affiliate of Yanmar Holdings.

The combination of ASV's compact track loaders and skid steer loaders with the compact equipment portfolio of Yanmar, would create a comprehensive and global provider of compact equipment with virtually no overlap in distribution networks. The ASV employee base, its manufacturing and distribution facility, international distribution network and supply chain creates a



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strong platform for North American expansion and will be a key part of Yanmar's long-term international growth plans.

The transaction is subject to approval by ASV stockholders and other customary closing conditions and is expected to close in the third quarter of 2019. In conjunction with the merger agreement, a subsidiary of Terex Corporation, which owns 34% of the outstanding shares of ASV, has entered into a stockholder voting agreement in

support of the merger.

With beginnings in Osaka, Japan, in 1912, Yanmar was the first to succeed in making a compact diesel engine of a practical size in 1933. Then, with industrial diesel engines as the cornerstone of its enterprise, Yanmar has continued to expand its product range, services, and expertise to deliver total solutions as an industrial equipment manufacturer. As a provider of small and large engines, agricultural machinery and facilities, construction equipment, energy systems, marine equipment, machine tools, and components, Yanmar's global business operations span 7 domains.

Source: ASV Holdings, Inc.

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## CONEXPO-CON/AGG Again Wins Best Construction Podcast

Beginning in August 2019, construction business owner and social media influencer Missy Scherber will take the mic as the host of CONEXPO-CON/AGG Radio in a new series called "Contractor Conversations". This announcement comes on the heels of CONEXPO-CON/AGG Radio being named Best Construction Podcast by Construction Junkie for the second year in a row.

"Contractor Conversations" will feature in-depth, boots-on-the-ground perspectives about the challenges and opportunities in the construction industry. Ms. Scherber will lead discussions with construction company owners and operators and share their success stories, tips to make your business more profitable and whatever else is on their minds.

Owner of T. Scherber Demolition and Excavating, social media influencer and construction professional, Missy Scherber is a passionate advocate for the construction industry. She is an active member of several construction associations and community organizations in the greater-Minneapolis area.

CONEXPO-CON-AGG Radio has claimed the top spot in Construction Junkie's Best Construction Podcast Competition. The contest broke the all-time record for most votes, signaling the increasing popularity of podcasts.

Since its launch in 2016, CONEXPO-CON/AGG Radio has welcomed guests from original equipment manufacturers (OEMs), tech companies, academia and leading industry organizations, introducing thousands of listeners to unique perspectives on construction technology and innovations that will change the industry in the next 20 years.

CONEXPO-CON/AGG Radio currently airs once a month. Listeners can choose episodes via the CONEXPO-CON/AGG website or through their mobile devices (apps include iTunes, iHeartRadio, Stitcher, Spotify and Google Play).

Source: Association of Equipment Manufacturers (AEM)



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## VMAC EARNS GREAT PLACE TO WORK® CERTIFICATION

VMAC has earned the Great Place To Work® Canada Certification, based on the confidential responses from VMAC's coworkers in a Trust Index® Survey.

The Great Place To Work® Certification is held by organizations in over 50 countries, and is recognized as the global standard of what it takes to be a great workplace. At the core of every great place to work is a high level of trust that coworkers have in each other and their organization's leaders.

"We're thrilled to be Great Place To Work Certified™," says Christina Larsen, VMAC's HR & Special Projects manager. "This award and certification mean a lot to VMAC, as it was decided by our coworkers who collectively voted that VMAC is a great place to work."

To become Great Place To Work Certified™, a Trust Index® Survey is deployed to the organization's list of employees. This survey asks questions focusing on 5 key dimensions: credibility, respect, fairness, pride, and camaraderie, and includes open-ended comments about working in the organization as well. To become certified, 7 out of 10 employees must give positive ratings and there must be enough respondents to ensure a 90% confidence rating. Respondents are guaranteed anonymity by Great Place To Work® to ensure an honest and accurate collection of responses.

Source: VMAC

## VALME ACQUIRES PAMEC

Valme, an international player in the design and manufacture of concrete distribution pipes and accessories, has acquired 100% of Pamec S.r.l.'s share capital. Pamec is an Italian company specializing in the design and manufacture of components and equipment for concrete pumping lines.

With this transaction, Valme expands its offering in the design and production of components and equipment for concrete pumping lines. Moreover, Valme will carry on with the creation of an international group specializing in the manufacture of components and equipment for pumping lines for concrete and other highly-abrasive materials.

In relation to Pamec's acquisition, Valme has also purchased the Acme brand, of which it is now the sole owner. The aim is to relaunch this brand within its product offering.

"We are proud of this acquisition," stated Davide Cipolla, Valme's sole director. "Now, our clients can rely on even more specialized expertise and a wider range of products and services that can meet all the market requirements thanks to

2 production plants of over 15,000 m<sup>2</sup> of covered surface, which ensure high quality standards and reduced delivery times."

Source: Valme S.r.l.

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## Don't Miss ICUEE 2019's New and Expanded Education Lineup

ICUEE-The Demo Expo 2019 education programs offer attendees a variety of formats and topics to maximize their time onsite. Sessions include new disaster-readiness simulation labs, an expanded roster of show-floor field classrooms and new eat-and-learn workshops.

"ICUEE education sessions are a great way to conveniently ramp up the knowledge of your team," said ICUEE show director John Rozum. "We've developed relevant programs and gathered leading experts to help you and your team stay informed and up to speed on the latest industry developments."

ICUEE comes once every 2 years and is known as The Demo Expo for its equipment test drives and interactive product demonstrations. It is the largest and leading event for utilities and utility and construction contractors seeking comprehensive insights into the latest industry technologies, innovations and trends, owned and produced by Association of Equipment Manufacturers (AEM).

ICUEE will take place October 1-3, 2019 in Louisville, Kentucky.

Source: Association of Equipment Manufacturers (AEM)

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## JCB Announces North American Dealers of Excellence

JCB North America recently announced the winners of its Dealers of Excellence awards. The annual awards recognize the highest performing JCB dealerships in the U.S. and Canada in the categories of customer service, product support and business development.

"Our dealers are the essential connection between JCB and the customers that own and operate JCB machines throughout North America; they are vital partners in their customers' success," said Ben Coleman, vice president of Dealer Development for JCB North America. "We work together to implement new programs to grow their dealerships and deliver more JCB machines to their customers, and we track their success against 14 criteria. It's very gratifying to see such strong performance right across our dealer network, especially for our Dealer of Excellence recipients."

The winners from Canada are:

- Advance JCB, Waterloo, Ontario, serving parts of Ontario;
- Moore JCB, Montreal, Quebec, serving parts of Quebec and Ontario; and
- Westcon Equipment JCB, Regina, Saskatchewan, serving Saskatchewan and Manitoba.

The JCB dealer network in North America includes 124 dealership enterprises and 310 dealer locations throughout the U.S. and Canada.

Source: JCB North America





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# Demag® AC 500-8 All Terrain Crane Lifts Chimney Liner at Munich Cogeneration Plant

On behalf of Munich City Utilities, AKM Autokranvermietung lifted a chimney liner weighing 19 t into the existing chimney of a cogeneration plant in the Freimann district of Munich, Germany. With a required lifting height of 119 m, crane operator Klaus Kellner fully exploited the allowable capacity of his Demag® AC 500-8 crane.

"Of all the 8-axle cranes available, the Demag AC 500-8 is the only crane that can safely handle the required loads of up to 19 t at this height – otherwise we would have had to use a larger and thus more expensive 700 t or even 750 t crane," explained Sven Bauer, general manager of technology at AKM.

But there was also another argument in favor of the AC 500-8: Due to its compact design – not only compared to a next-larger crane with 9 axles, but also to other 8-axle cranes – it could cope much better with the cramped conditions on the construction site.

## EVERY CENTIMETER COUNTS

For the task at hand, the AKM team had equipped the Demag



crane with a 47 m main boom and a 72 m luffing jib in the SSL 60° configuration with 180 t of counterweight. This configuration was calculated from the factors lifting height and weight.

"It was clear to us that we didn't have much room for maneuver with the lifts. That's why we also placed bog mats under the outriggers of the AC 500-8 in order to raise the level of the crane and thus gain a little more height," reported Mr. Kellner.

It was also important not to give away a single centimeter when it came to the lifting tackle. For this reason, AKM had a customized spreader made of highly tempered steel built espe-

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cially for this application, in which the holes to accommodate the load slings were precisely matched to the liner segments, ensuring that they could really go to the maximum allowable hook height.

In spite of all these measures and the meticulous preparation, lifting the chimney liner segments remained a difficult custom job that demanded the utmost precision from the crane operator and his equipment.

"I was already aware that it would be very tight," explained Klaus Kellner. "We hooked up the spreader, raised the liner to the required height of 119 m and then slewed it over the chimney."

While lowering the liner segments, he was instructed by a colleague standing on the chimney because of lack of visibility. The challenge: The bulky liner segments had to be lifted over the railing at the top of the chimney without bumping into it – with just 20 cm clearance between load and railing.

AKM Autokranvermietung, headquartered in Oberschleißheim near Munich, offers its customers a comprehensive range of services. These include crane rentals, heavy haulage and special transportation, and industrial relocation and machine assembly, to name just a few. AKM has an extensive fleet with state-of-the-art machinery that is available to customers in Germany and neighboring countries.

Source: Terex Corporation



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# Hyundai Finds Traction in Snow-Removal Market

Hyundai Construction Equipment Americas showed its focus on equipment solutions for the snow-management market at the SIMA Snow and Ice Symposium, held in Grand Rapids, Michigan, last June.

Hyundai exhibited a HL955 TM wheel loader model outfitted with a Maxxpro hydraulically-operated snowplow from Metal Pless, along with several other features appropriate for snow and ice management, such as special tires, a hydraulic quick-coupler for attachments, and an all-LED exterior lighting package for enhanced safety and visibility during snow-removal operations.

"Hyundai dealers throughout the 'snow belt' states and Canada report increased demand for our HL900 series wheel loaders as snow-removal machines," said Chad Parker, senior product specialist/sales trainer, Hyundai Construction Equipment Americas. "Contractors whose primary business may be landscaping or construction look to commercial snow

removal service as a way to keep productive throughout the year, regardless of the season. And they're finding the HL900 series wheel loaders well suited to the rigorous demands of even the snowiest winter climates."

Mr. Parker said the HL900 series wheel loaders provide machine operators a range of cab features that keep them comfortable, safe and focused throughout long work shifts during and after snowstorms. Cabs on the Hyundai HL900 series machines feature efficient climate control through electronically optimized air flow; a console-mounted joystick controller that moves with the seat adjustment for more comfortable operation; available joystick steering on all models; standard rearview camera for improved safety; Bluetooth radio with MP3 and hands-free functions; and an advanced 7" touchscreen display and control screen that can be adjusted up to 30° vertically

and 15° side-to-side for easier viewing.

"Our 5 largest HL900 series wheel loader models all include as standard equipment electro-hydraulic (EH) precision control," he explained. "The EH controls not only



offer greater precision, but are more comfortable for the operator, compared to traditional pilot controls." In addition, all HL900 series models include as standard equipment an integrated 3<sup>rd</sup> spool for controlling attachments. Combined with standard thumb-control proportional Roller

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



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



Switch Control, this enables the operator to set the angle of the snowplow blade precisely in the operator's desired position.

Hyundai recently introduced a wheel loader version of its exclusive AAVM (All-Around View Monitoring) system. It is available as optional equipment on all Hyundai HL900 series wheel loaders. AAVM provides a 360° virtual operating view of the jobsite. The system uses 4 cameras. AAVM is an important innovation that enhances safety by giving the operator a unique view of the full area surrounding the wheel loader.

Another feature that makes the HL900 series machines well suited for snow-removal duty is a locking front differential to assist in continued positive tractive effort – or rim pull power – without breaking traction.

"The Hyundai loaders have a good power-to-weight ratio. There's no problem getting up a hill with a full blade of snow, even with the largest plow attachments,"



said Dale White, owner and president of Leighton A. White, Inc., of Milford, New Hampshire. "One of the features I like on the newer wheel loaders is the ability to accept and use a large variety of attachments. The standard auxiliary hydraulic system, combined with the quick coupler, makes it easy not only to use a variety of hydraulic attachments, but to switch from one to another."

"We were among the first around here to use wheel loaders for snowplowing.

I've seen so many improvements in the successive generations of wheel loaders," said Steve Desmarais, owner of Steven Desmarais Construction, also from Milford, New Hampshire. "With the current HL900 series machines – including our newest machine, a HL955 TM tool-master model – plowing with a Hyundai wheel loader is as comfortable and intuitively easy to operate as driving a pickup truck. It's just bigger."

Source: Hyundai Construction Equipment Americas



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# High Level Woodyard Is Moving Up with SENNEBOGEN 840 R-HD Log-Handlers

Most woodyards face periodic challenges in having enough space for their inventory. But in the northern reaches of Alberta, the Tolko sawmill in High Level is challenged by both space and time!

According to Gary Ross, the plant manager in High Level, his woodyard has about 3 months to receive and stack 6 months' worth of log supply for the mill. The rest of the time, the roads into High Level and the grounds in the yard are in no condition to receive trucks.

Now, there is a new wrinkle to consider.

Mr. Ross, who just recently joined the High Level team, has to implement a significant expansion of the mill's physical plants, as planned by his predecessor, Dave Gillespie. With new projects under construction, the woodyard is not only under a time constraint, it is also losing space to the mill's larger footprint.

To increase the yard's capacity, Tolko recently upgraded its equipment fleet with

4 new SENNEBOGEN 840 R-HD log-loaders. At 59,000 kg, these tracked-mounted models are appreciably larger than the SENNEBOGEN models usually seen in log-handling applications.

"We needed a larger machine for its lifting capacity and stacking height. This part of the country is on muskeg, so we needed a tracked model to work in the mud in the spring and fall. Our yard is soft most of the year," explained Peter Fehr, High Level's maintenance manager.

Along with the productivity of the 840s, the management team looks forward to

high reliability and simpler maintenance with the new machines. SENNEBOGEN is known for making extensive use of widely



available, industry-standard components for routine hydraulic and electrical service. Ready access and low costs for every-day parts are especially valued in a remote

## HCSS to Give Away Scholarships for the 2019 Construction Intern Awards

Construction industry software developer, HCSS, is launching its 5<sup>th</sup>-annual Construction Intern Awards scholarship program for college students in construction-related fields. The company will award \$50,000 for 18 scholarships, including a grand prize winner and 3 finalists, as well as 14 individual weekly online contest winners.

"We started the Construction Intern Awards 4 years ago as a way to highlight some of the best and brightest students that will be joining us in the industry, while showcasing the organizations that are giving these interns challenging work assignments and putting them on some incredible projects," says Steve McGough, president & CFO of HCSS. "It's construction that gives us our modern way of life and we want to encourage this next generation of workers as they look toward construction for a rewarding and meaningful career."

This year's judging panel will include executives from the American Road and Transportation Builders Association (ARTBA), Associated General Contractors (AGC), the Association of Equipment Management Professionals (AEMP), Associated Builders and Contractors (ABC), American Contractors Insurance Group (ACIG), the Construction Financial Management Association (CFMA), the National Utility Contractors Association (NUCA), the American Council for Construction Education (ACCE), and HCSS. The final panel will be announced at the contest's opening.

Source: HCSS



*"My name is Andrea Diaz, when I was a little kid I always said I wanted to be an engineer/lawyer/superstar. My father is a civil engineer and I remember seeing his plan sets around the house and being intrigued to learn what it all meant. My brother recently graduated from civil engineering and hearing him speak to my dad about classes further assured me that I wanted to become a civil engineer."*

Andrea Diaz  
Company: Granite Construction Company  
School: University of South Florida  
Major: Civil Engineering  
Internship Dates: 5/14/2018 — 8/3/2018

location like High Level, an 8-hour drive north of Edmonton.

Gary Ross says that his team has been taking its time to adjust to the new equipment.

"We've been very deliberate with the transition period," he said. "Even though the new machine may be better, the change to embrace new technology can be hard."

Two of the facilities technicians attended SENNEBOGEN's Training Center in Stanley, North Carolina, before the first unit arrived in early summer. Strongco, SENNEBOGEN's distributor in Alberta, then provided a week of on-site instruction to the Tolko operators. Deirdre Prill, the mill's Log Yard, and Mobile Shop supervisor notes their goal has been to make the transition from old to new equipment as stress-free as possible.

"The operators are still getting comfortable with the SENNEBOGENs. We still have



our older equipment in service while they get accustomed to the capabilities of the new grapples and longer reach. Then we can gradually move up the targets for our maximum decking height," she said.

The High Level mill is one of the 5 largest lumber producers in Western Canada. The site employs about 320 full-time workers on 3 shifts to produce over 1 mil-

lion m<sup>3</sup> of dimensional lumber from locally sourced spruce, pine, and fir.

The mill is expanding and adding processes, which calls for more capacity in the yard and reduces the space available for wood storage.

"As we continue to increase the footprint and the capacity of the mill, we have to maximize the volume we have in the yard, especially as we get close to the end of the season," said Gary Ross noting the higher decks also mean less travel distance, and less cost, to feed the mill.

The planned expansions for the facility include a new bio-fueled thermal energy plant which will reduce its need to purchase natural gas for its drying operations, a new continuous dry kiln, and a new wood pelleting mill. The energy plant will be fueled by using bark, residuals and other by-products from the mill and will be equipped with an electrostatic precipitator to minimize air emissions.

Source: SENNEBOGEN LLC

## Continental Extends Production Facilities in Portugal

Continental is expanding their production facilities in Lousado, Portugal. The new capacity will be used for the production of radial Earthmoving and Port tires with a diameter larger than 24". In the course of the ramp-up, more than 100 new jobs will be created.

"Thanks to the investments and additional capacity created, we are continuing to pursue the growth strategy of the tire division. Both the port and earthmoving segments are among the key growth areas in the commercial specialty tire market. The new production lines clearly reflect our commitment to these segments and the overall OTR business", said Christian Kötzt, member of the executive board at Continental and head of the Tire division.

The new production hall is created adjacent to the radial agricultural tire production facility opened in 2017. Equipped with state-of-the-art tire building machinery and automated devices, it is designed to deliver cutting-edge radial tires while following the highest of ergonomic standards. Once at full speed, the production lines will deliver 3 earthmoving tire lines and another three port tire lines. Besides the new production facilities, the research and development center in Lousado is being expanded and will be used for continuous performance and quality tests of all agricultural, port and earthmoving tires.

Source: Continental, Commercial Specialty Tires



*In 1922 Scania-Vabis delivered 15 mail buses to Swedish Post Office Board. They could be equipped with track drive and snow runners. (Scania AB)*



# LED Headlamps with EdgeView™ Technology Offer Superior Lighting for Snow Plows

SnowEx® introduces its new STORM SEEKER™ LED Headlamps with EdgeView™ Technology, providing one of the widest, fullest and farthest light patterns of any snowplow lights on the market. Featuring a durable design and best-in-class LED output to simulate daylight, the headlamps produce up to twice the light output of halogen bulbs to increase safety and productivity while plowing.

The STORM SEEKER LEDs offer exclusive EdgeView Technology, which features a dedicated lens and LED bulb that directs light through the outer edge of each headlamp. The design provides a full 180° of light visibility from plow edge to plow edge for the best all-around view of the plow's operating environment. Even without EdgeView active, the LEDs offer a superior light pattern that illuminates wider and farther than other headlamps.

To combat snow and ice build-up, the LED headlamps boast an intuitive heating



system that senses temperature on the lens and only heats when necessary. To help prevent ice bridging, the headlamp structure is designed with a forward sloped lens and has no bezel, a common point for ice to begin forming on other lamps.

Built with durability in mind and compliant with FMVSS 108, the headlamps offer a compact design that is less prone to shock and vibration while plowing. Featuring a completely sealed, weatherproof housing to stand up to harsh weather conditions,

the headlamps have undergone thorough testing including hot and cold thermal shocking, cold water submersion, corrosion tests, and impact simulations.

The new STORM SEEKER LED headlamps will be offered as an option for SnowEx truck plows. To verify vehicle compatibility, be sure to check the Power Match program SnowEx's website for the most up to date vehicle applications.

Source: Douglas Dynamics



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## Larson Releases Cart-Mounted Kerosene/Diesel Forced Air Heater

Larson Electronics, a Texas-based company with over 40 years of experience spearheading the industrial lighting and equipment sectors, announced the release of a 120 V, cart-mounted forced air heater, providing 17.8 m<sup>3</sup>/min of airflow and 200,000 kJ. This unit features a 49 l fuel tank and runs on kerosene/diesel fuel.

The GAU-KFA-PH-190K-TST 120V cart-mounted forced air heater can be used indoors and outdoors. It is capable of heating spaces of up to 440 m<sup>2</sup> and operates on 120 V 60 Hz AC. This compact heater gives operators access to the fuel tank and air pressure with fuel and thermostat gauges for real-time monitoring. The heater consumes kerosene/diesel (CSA certified to run on #1 and #2 diesel fuel, JP8/Jet A fuel and #1 and #2 fuel oil) at a rate of 5.38 l/h, with a max runtime of 9 hours on a full tank.

Larson Electronics' cart-mounted forced air heater offers safety features that include high temperature shut off, flame out fuel cut and thermocouple. It comes with a 90 cm power cord for completing electrical connections and an extension cord wrap. This unit is mounted on a cart with 2 wheels, with front and rear handles for easy portability. The heater is suitable for use at construction sites, warehouses, commercial spaces, industrial facilities and more.

Source: Larson Electronics LLC



## Four Men in the Snow and Their Unimog



Every year at the end of January, the famous Hahnenkamm ski race takes place in the ski resort at Kitzbühel, Austria. This year the preparations were a battle against the snow. For the men from Kitzbühel's works depot, too. Daimler and Kahlbacher helped out with a Unimog and a snow blower. The snow was cleared just in time for the event.

Source: Daimler

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## Snoplog – Snow Clearing at Another Level

When the roads need to be kept clear of snow and ice during Sweden's winter, the only option is to call in the heavy machinery. It should therefore come as no surprise then that Jonas Vykander uses an Arocs 3258 8x4. From October to May, he is always on stand-by to keep open the roads north-west of Åre in central Sweden. Pow-



ered by an OM 473 with 425 kW (570 hp) of output, the Arocs with front-mounted snowplow drives approximately 91 km in the direction of Norway before returning in the opposite direction. The truck is also equipped with a separate laterally-mount-



ed snowplow measuring around 1.8 m in height. Plus, a 3<sup>rd</sup> snowplow is located under the vehicle. The truck always drives just a few centimeters from the edge of the road. Additional support comes from the spiked tires on the first 3 axles. If required, Mr. Vykander can also fit snow chains.

To complete his route, Jonas Vykander needs around 4 hours and he can be called out at any time of the day or night. On a regular basis, he even has to ensure 24-hour operation – Mr. Vykander covers these with 2 other drivers. All together,

the team can sometimes clock up as many as 1000 km in a day. With that in mind, reliability is an absolute must – especially in view of the fact that the drivers are often left to their own devices: for around 40% of the journey, there is neither phone nor 2-way radio reception.

"Thanks to its reliability, the Arocs allows for problem-free working," says Jonas Vykander. "Plus, compared with the previous vehicle, the consumption has sunk drastically."

Source: Daimler

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## Eastern Farm Machinery Offers Socomec Hydraulic Hammers

Eastern Farm Machinery Limited recently added Socomec hydraulic hammers to its range products. Eastern Farm Machinery handles range of agricultural and light industrial, commercial landscape and outdoor power equipment.

Socomec S.p.A. is an Italian manufacturer of hydraulic hammers and demolition attachments. Established in 1973, the company is now one of the market leaders by number of hammers sold annually. Its DMS Range of breakers is manufactured in one sole

monoblock structure made of Hardox steel. This makes them more secure and reliable than traditional cast iron breakers, moreover, in case of break-down they are simple and economical to service. Two vulcanized polyurethane shells isolate the monoblock from the metal case reducing noise level and vibrations.

Eastern Farm Machinery Limited has been in the wholesale equipment distribution business since 1952. From its 3,250 m<sup>2</sup> facilities in Puslinch, near Guelph, Ontario, the company currently markets product lines through 450 dealers across North America.

Source: Eastern Farm Machinery Limited



## LUBE-A-BOOM Introduces LOOSE-N-IT

LUBE-A-BOOM® is proud to introduce its newest product, LOOSE-N-IT. After speaking with several industry leaders, a lubrication niche not being adequately satisfied by competing brands was identified; a product that allows technicians and parts managers to quickly remove old, stripped, and/or rusty bolts from equipment.

LOOSE-N-IT is a 4-in-1 industrial lubricant and penetrant containing PTFE. With safety a top priority, parts managers will tell you that inspecting bolts and screws on equipment is important, and it is equally important to keep these bolts and screws lubricated and replaced when they become worn. LOOSE-N-IT is the perfect product to satisfy those needs.

LOOSE-N-IT penetrates old bolts and screws, lubricates, displaces moisture, and resists corrosion. It inhibits rust and corrosion by adding a protective layer that creates a barrier to protect against water and oxygen infiltration, while at the same time, displaces water from electrical contact points and machinery parts.

LOOSE-N-IT provides important safety

properties for crane and equipment users. It is critical to inspect the bolts holding pieces of equipment together, such as the bolts holding together tower crane joints. These pieces generally consist of a bolt, nut, and washer which need to be protected from the elements and replaced if worn and corroded. LOOSE-N-IT will provide inspectors the ability to extend the life of these critical pieces by keeping them rust free and helps inspectors remove these pieces when they inevitably become worn and need to be replaced. Safety is critical, and LOOSE-N-IT is another tool your arsenal to help keep equipment running longer and safer.

LOOSE-N-IT can be used on a wide variety of equipment and can serve a variety of industries. LOOSE-N-IT is made in the U.S. and conforms to Military Specifications MIL-C-23411 for corrosion prevention.

LOOSE-N-IT will be the first product in the LUBE-A-BOOM Toolbox Series. The Toolbox Series features specially packaged products in 148 ml cans rather than larger cans for smaller jobs or for contractors on



the go. Look for more updates as the company continues to improve its packaging to fit every customer's needs.

Source: LUBE-A-BOOM



# Modern Crane Commissions Canada's First Demag® AC 300-6 All Terrain Crane

Milton, Ontario-based Modern Crane received Canada's first Demag® AC 300-6 all terrain crane. The company purchased the new crane from Terex Cranes distributor, Cropac Equipment, and plans to use it to assemble tower cranes. Modern Crane is a division of the Pumpcrete Corporation, which is highly active in the heavy lifting, concrete pumping sectors, heavy haul and transportation.

According to Aaron Hanna, Modern Crane vice president of sales, the Demag AC 300-6 all terrain crane's long main boom was a crucial feature in the company's decision.

"The crane has the reach we need, and it is easy to set up on jobsites where there are potentially impeding obstacles," he said.

Mark Williams, Modern Crane's owner, went on to say that the new Demag all terrain crane will give the company a significant advantage in the market place.



"It features the latest in crane technology that will help our team work more efficiently, and we consider Demag to be the pinnacle of heavy lifting cranes on the market," he explained.

Some of the features Mr. Williams is referring to include the Demag single-engine concept with an intelligent motor management system to help reduce maintenance

expenses, and IC-1 Plus control system with asymmetric outrigger positioning that allows the AC 300-6 to perform jobs usually reserved for larger machines.

The 6-axle Demag AC 300-6 all terrain crane has a 300 t capacity classification, features an 80 m main boom and is the smallest crane in the Demag All Terrain range equipped with a luffing jib. The unit's

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## JCB Sets a Speed Record for Tractors

main boom is designed to perform jobs at heights up to 78 m or 74 m radius without rigging a jib. With a 15 t lifting capacity when the main boom is fully extended, the Demag AC 300-6 is an excellent unit for erecting tower cranes.

Cropac president, Bill Finkle, said that North America has more tower cranes than anywhere else in the world, and the Demag AC 300-6 crane has a much larger capacity compared to other units in the field.

Founded in 1977, Cropac Equipment Inc. is a leader in crane sales and support in North America and worldwide. Headquartered in Oakville, Ontario, the company's knowledgeable and experienced staff, and devotion to customer service are what make this family business an international leader in the crane industry.

Source: Terex Corporation

JCB has set a new British speed record for tractors with its Fastrac tractor. It notched up 103.6 mph (166.72 km/h) at Elvington Airfield, near York, with TV presenter and engineering guru Guy Martin behind the wheel.

"It had been a great day with the JCB at Elvington, proper job with some right proper engineers. She felt rock steady on the runway, job's a peach," he said.

A team of JCB engineers has been working on the secret project to develop the tractor over the past few months and JCB chairman Lord Bamford praised their "amazing achievement." It was Lord Bamford's idea to develop a tractor which had a high road speed capable of field work and the speed record came exactly 28 years to the day since the first production model rolled off the line.

JCB is no stranger to land speed records. In 2006, its DieselMax streamliner set a new diesel land speed record when it reached 350.092 mph (563.42 km/h) on Bonneville Salt Flats using 2 JCB DieselMax engines. That record still stands to this day.

Based on the Fastrac farm tractor, the record-breaking tractor is powered by JCB's 7.2 l DieselMax I6 engine. Capable of delivering 1,000 hp, the Fastrac had been put on a diet and had its aerodynamics enhanced with the help of Williams Advanced Engineering.

Source: JCB



## JCB EcoMax Industrial Diesel Engines EPA Tier 4 final Compliant



EcoMax engines from 74 to 173 hp comply with EPA Tier 4 final standards with simplified exhaust aftertreatment system: without diesel oxidation catalyst (DOC) and without particulate filters (DPF) – so without the inconveniences and downtimes caused by regeneration.



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# Autocar's New DC-64R Achieves Breakthrough in Body Integration

The new Autocar® DC™-64R severe-duty conventional truck has achieved a new breakthrough in chassis-body integration. Autocar has revealed it is mounting roll-off hoist bodies directly on the Autocar DC truck production line. This is an unprecedented change to the model of refuse truck production, bringing together the 2 main components – the chassis and the body – and treating the truck as one complete tool. Autocar calls this process the Ultimate Power of One™ and says refuse truck operators will experience several significant benefits from this innovation.

Autocar introduced Power of One integration on the ACX™ cabover truck recently and data reported by truck operators for the first 90 days in service shows a substantial improvement in uptime and reliability. The Power of One trucks also demonstrated cost savings not only from avoided repairs but also from the other downtime-related costs such as lost driver

hours and towing that were eliminated.

Autocar will offer Power of One integration with all refuse body manufacturers.

Enhanced safety is another benefit of Autocar's Power of One integration. Since the whole system – chassis plus body – is pre-engineered and then assembled as one complete tool, Autocar's finished trucks comply with all FMVSS and EPA regulations.

This is one more aspect of Autocar's Always Up model that differentiates it from other truck brands which, many times, are modified after they are built, substantially increasing the risk of noncompliance with safety standards and

other government regulations.

Autocar explains the Ultimate Power of One process starts with engineering each



truck based on that specific customer's needs and working closely with the selected body company's engineers. All the body components are then installed during Autocar's production process, with full

## 200,000<sup>th</sup> Medium-Duty Truck Produced at PACCAR Ste-Thérèse Plant

A Kenworth T270 was recognized as the milestone 200,000<sup>th</sup> medium-duty truck produced at the state-of-the-art PACCAR plant in Ste-Thérèse, Quebec.

Long-time Kenworth customer Miller Industries took delivery of the special T270 during a ceremony at the plant. The T270 is equipped with PACCAR PX-7 engine rated at 300 hp and an Allison automatic transmission, and was purchased from MHC Kenworth – Chattanooga, in Tennessee.

During the ceremony, Chakib Toubal-Seghir, PACCAR Ste-Thérèse plant manager, presented the keys to Miller Industries executives Will Miller, president and co-CEO; Kipp Felice, vice president of marketing and business development; and Billy Drane, heavy-duty product manager.

"The production of 200,000 medium-duty trucks at PACCAR Ste-Thérèse is the result of a long history of exceptional performance and strong commitment to quality by our employees here at the plant. We take great pride in producing 'The World's Best' trucks for such excellent customers like Miller Industries," said Mr. Toubal-Seghir.

"We're very grateful to receive this milestone Kenworth T270 from the employees at the PACCAR Ste-Thérèse plant," said Mr. Felice. "Miller Industries has a long history with Kenworth and



MHC Kenworth – Chattanooga, and our end-user customers have always seen the value of Kenworth medium- and heavy-duty trucks in their tow fleets. Quality is what Miller Industries is all about, and this T270 will mean another satisfied customer for us."

Also at the event were Scott Trichel, MHC Kenworth regional vice president, and Jeremy Ervin, MHC Kenworth – Chattanooga sales representative. Representing Kenworth were Hank Johnson, Kenworth general sales manager for vocational and medium duty; Mike Kleespies, Kenworth medium duty sales director; and Erik Johnson, Kenworth Southeast Region sales manager.

"We are proud of the great relationship we have with Miller

Autocar OEM quality. So, all the electrical harnesses are installed together, eliminating the risk of splices, loose connectors, or drilled access holes. Body components are huck-bolted onto the frame rails in the precisely correct locations, not welded, avoiding misplacement and damage to the rails. Autocar will also fully mount tarper systems and lighting kits, so when the truck rolls out of the Autocar factory is "Driver Ready" and can go to work immediately.

Autocar offers the DC-64R with a wide range of Ultimate Power of One



specifications. Roll-off hoists are available with 27,215 kg and 34,019 kg capacities for 6.7 m and 7.3 m long dumpsters. Telescopic, single-forward, and single-rearward-mounted cylinder configurations are also available. The DC-64R can be engineered with a rear-cab guard and with or without pusher axles, as the customer's needs require. All installed on Autocar's production line.

"We've done everything possible to make the DC-64R 'The Refuse Truck' to help our customers be more successful than ever," said Eric Schwartz, managing director of Autocar Trucks. "'The Ultimate Power of One' is a big part of achieving that goal."

Source: Autocar

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Industries," said Mr. Trichel. "As they have grown the business over the years, we've been able to grow with them. It's great to see Miller Industries receive the 200,000<sup>th</sup> medium-duty truck built in Ste-Thérèse. From all of us at MHC Kenworth, we congratulate Miller and all the hard working employees at the plant who made this truck possible."

According to Kenworth's Hank Johnson, presenting a milestone truck to a customer never gets old.

"It's a way for us to step back and recognize the hard work and dedication of our plant employees. Miller Industries has purchased Kenworth trucks for many years due to our product quality, engineering responsiveness, and dealer support through MHC Kenworth. To be able to share this special event with Miller Industries and the entire team in Ste-Thérèse is wonderful. Without everyone working together, our great relationship with Miller Industries wouldn't be possible," said Mr. Johnson.

Miller Industries is an industry leader in providing towing and recovery equipment and has its headquarters in Chattanooga, Tennessee. The company is outfitting the Kenworth T270 with a Chevron Loadrite 12 Series body. The T270 then will be used as an auto transporter by Kirkland Wrecker Services in Birmingham, Alabama.

Source: Kenworth Truck Company

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# The New Mercedes-Benz GLS: The S-Class of SUVs

The new Mercedes-Benz GLS is the brand's largest and most luxurious SUV and offers more of everything: more space, more comfort, more luxury. The confident presence of its exterior stems from its impressive dimensions, which are even larger than those of its predecessor.

The active suspension on 48 V basis offers outstanding suspension comfort, agile handling and a high degree of off-road capability. Like the GLE, the GLS features the latest generation of Mercedes-Benz driving assistance systems giving cooperative support to the driver. The new 4MATIC ensures great agility on the road and strong performance off the beaten track.

As the S-Class of SUVs, the new GLS indulges its passengers, especially those in the rear with the EASY-ENTRY function, which makes it easy to get into and out of the 3<sup>rd</sup> row seats that can accommodate people up to 1.94 m tall.

"The GLS combines modern luxury with the character of an off-roader," says



Gorden Wagener, chief design officer at Daimler AG. "Powerful highlights of the off-road design idiom combine with an elegance reminiscent of a classic luxury saloon. The interior is a synthesis of modern, luxurious aesthetics, hallmark SUV practicality, and digital high-tech. In our view, the new GLS therefore offers the best of all these worlds."

Powerful 6 and 8-cylinder engines are

matched to the 9G-TRONIC automatic transmission and a transfer case with electronically-controlled multi-plate that varies the torque from 0-100% between the axles.

Source: Mercedes-Benz





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# Appointments

**Brokk** recently appointed **Jeff Keeling** as its first business development manager. Mr. Keeling transitioned from the role of Brokk's midwestern regional sales manager. He works closely with regional sales managers to develop and grow the Brokk brand in key segments across the U.S. and Canada. He is also responsible for educational initiatives aimed at helping customers maximize their Brokk machines' potential.



Mr. Keeling has a lifetime of experience in the concrete cutting and construction industry, including experience with Husqvarna, Volvo Construction Equipment, and Hilti. He served as executive vice president for Magnum Diamond & Machinery, his family-owned concrete saw and diamond blade manufacturing business, where he gained an in-depth understanding of the concrete cutting and demolition industry. After the family manufacturing business was sold to DIMAS, now Husqvarna, Jeff Keeling worked with his

father in their own heavy equipment sales business, Precision Demolition. It was there that he was first exposed to Brokk machines, serving as a distributor of the equipment.

Source: Brokk Inc.

**FORCE America** recently announced the appointment of **Jason Westad** as chief sales officer. Mr. Westad joined FORCE America in 2001 and previously served as senior vice president of sales. With more than 30 years of experience in the mobile hydraulic industry, he has led FORCE America to a position of strong border-to-border and coast-to-coast presence with industry leading products and services; all provided to the customer by FORCE America's dedicated and passionate team.

FORCE America is one of the leading suppliers of motion and control systems in North America. For over 60 years, it has provided systems and components to the on- and off-highway mobile markets.

Source: FORCE America, Inc.

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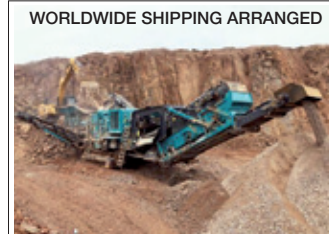
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## Agenda

### MATEXPO 2019

September 11 - 15, 2019  
Courtray, Belgium

### APOM Technical day

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

### ICUEE - International Construction and Utility Equipment Exposition

October 1 - 3, 2019  
Louisville, KY USA

### CONEXPO Latin America 2019

October 2 - 5, 2019  
Santiago, Chile

### inter airport Europe 2019

October 8 - 11, 2019  
Munich, Germany



### waste&recycling expo Canada

October 9 - 10, 2019  
Toronto, ON Canada

### APEX Asia co-located with CeMAT ASIA

October 23 - 26, 2019  
Shanghai, China

### 64<sup>th</sup> Canadian Technical Asphalt Association conference

November 24 - 27, 2019  
Montreal, QC Canada

### INFRA 2019

December 2 - 4, 2019  
Montreal, QC Canada



### Landscape Ontario's Congress

January 7 - 9, 2020  
Toronto, ON Canada

### The ARA Show

February 9 - 12, 2020  
Orlando, FL USA

### bautech 2020

February 18 - 21, 2020  
Berlin, Germany

### The Work Truck Show

March 3 - 6, 2020  
Indianapolis, IN USA

### CONEXPO-CON/AGG 2020

March 10 - 14, 2020  
Las Vegas, NV USA

### SMOPYC

April 1 - 4, 2020  
Zaragoza, Spain

### Hannover Messe

April 20 - 24, 2020  
Hannover, Germany

### Expo Grands Travaux

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

### CIM 2020 Convention

May 3 - 6, 2020  
Vancouver, BC Canada

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

June 9 - 11, 2020  
Maastricht, the Netherlands

### steinexpo

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



### MINExpo 2020

September 28 - 30, 2020  
Las Vegas, NV USA

### bauma CHINA

November 24 - 27, 2020  
Shanghai, China

### inter airport south east asia

February 24 - 26, 2021  
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