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**EDITOR / PUBLISHER**  
**Jean-François Villard**  
[editor@infrastructures.com](mailto:editor@infrastructures.com)

**CONTRIBUTING EDITOR**  
**Rob Holden**

**ADVERTISING SALES**  
**MONTREAL**  
**(514) 233-1295**  
[montreal@infrastructures.com](mailto:montreal@infrastructures.com)

**QUEBEC CITY**  
**Gilbert Marquis**  
**(418) 651-1176**  
[quebec@infrastructures.com](mailto:quebec@infrastructures.com)

**TORONTO**  
**Jean-Philippe Charron**  
**Julie Turcotte**  
**(416) 795-1295**  
[toronto@infrastructures.com](mailto:toronto@infrastructures.com)

**TELEPHONE**  
**(514) 233-1295**  
**(613) 862-1295**  
**FAX: (514) 528-9932**

**MAILING ADDRESS**  
**4330 Saint-Hubert Street**  
**Montreal (Quebec) H2J 2W7**

**E-Mail**  
[editor@infrastructures.com](mailto:editor@infrastructures.com)

**INTERNET**  
[www.infrastructures.com](http://www.infrastructures.com)

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## A Word From the Publisher

*As the days grow shorter, they are certainly no less active! Contractors working to complete projects, municipalities collecting leaves and finalizing winter maintenance plans, and everyone looking for a better way to do things next season.*

*To this end, manufacturers, and dealers invite clients to view new technologies and facilities. Professional associations work to develop education and fellowship within the various industries with a view to assisting members in becoming more efficient and profitable.*

*All this activity makes it virtually impossible to be everywhere, but don't worry, that is what you rely on InfraStructures for. Between the last issue and the next we will have attended shows, forums and open houses from Texas to Ontario and Quebec to Kentucky! So far and wide so you can get the most informative views and information available on current and emergent trends and technologies.*

*That isn't all either, with our friends and associates throughout the world, we continue to be the leading source of editorials and articles related to construction, municipal, quarrying and other equipment using sectors of industry. High quality news and current events make us the benchmark publication in the country!*

*Read, review, enjoy and comment, visit our website, send us an e-mail or brief note with your thoughts and suggestions. When we know what you want to be informed about, we can ensure you won't be disappointed. If you know someone who would like their own copy we can arrange that too.*

*Happy Thanksgiving and know, InfraStructures is no turkey!*



Editor/Publisher



On the cover: a Rolba 1500 snowblower working in the Swiss Alps.

## GEMEC APPOINTED EXCLUSIVE DISTRIBUTOR FOR JOE JOHNSON EQUIPMENT

Joe Johnson Equipment Inc. (JJE) is pleased to announce that they have appointed Group Gemec as their exclusive distributor in Quebec.

JJE sells, leases, rents and services the best-in-class mobile environmental equipment across Canada. In Quebec, Gemec will represent JJE's lines of Vactor sewer cleaners, Vactor hydro-excavators, Elgin street

sweepers, Guzzler industrial vacuum units, Envirosight pipeline camera & inspection systems, ENZ sewer nozzles, Tiger mowers NewWay garbage packers, and Cargill AccuBrine automated brine-makers.

The Gemec facility in Varennes features service bays, a machine shop and wash bay, plus an extensive inventory of replacements parts. The company also offers its customers maintenance and repair support through its mobile service vehicles. Gemec boasts

a wide array of front/rear-load garbage packers, hydro-excavation, sewer cleaning, industrial vacuum and street sweeping units available for rent or immediate delivery.

Gemec also has a deep inventory of used mobile environmental equipment.

Joe Johnson, president, Joe Johnson Equipment Inc., says "It was a combination of their service capabilities and exceptional industry reputation that led us to decide to partner with Gemec. Group Gemec will be an excellent addition to JJE's team."

Source: Joe Johnson Equipment Inc.

## SNC-LAVALIN ACQUIRES SPAN CONSULTANTS IN INDIA

SNC-Lavalin is pleased to announce that it has acquired Span Consultants Pvt. Ltd, an engineering firm headquartered in New Delhi, India with local offices in Bangalore, Mumbai and Kolkata.

The 30-year old Company has almost 700 employees and is recognized for its expertise in infrastructure and environment. Span is currently working on many projects throughout India, including several major road projects.

"The acquisition of Span Consultants places SNC-Lavalin in an even stronger position to benefit from India's dynamic infrastructure market," said Jean Claude Pingat, executive vice-president, SNC-Lavalin Group Inc. "This acquisition is in line with our strategy to further develop our operations in India from permanent bases throughout the country," said Mr. Pingat.

Source: SNC-Lavalin Group Inc.

## AECON AWARDED CONTRACT TO BUILD TEDCO'S CORUS ENTERTAINMENT OFFICE BUILDING

Aecon Group Inc. announced recently that its Buildings Division has secured a contract with an estimated value of \$100 million from the Toronto Economic Development Corporation (TEDCO) to build TEDCO's Corus Entertainment office building and broadcast center located on Toronto's waterfront.

The contract involves the construction of an approximately 46 500 m<sup>2</sup> office building, including 6500 m<sup>2</sup> of underground garage parking.

Once completed, the TEDCO building will serve as Corus Entertainment's Toronto headquarters and will be a landmark building on Toronto's waterfront. This project is the first commercial development along the East Bay Front area and is the first step in the

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city's efforts to bring new development and employment to Toronto's central waterfront.

The building will achieve gold-certification for Leadership in Energy and Environmental Design (LEED), marking the ninth LEED project for Aecon. Work on the project is scheduled to begin this month and is expected to be completed in August of 2009.

"Given the significance of this building for the development of Toronto's waterfront, we are especially pleased to be a part of it," said Robert McDonald, president, Aecon Buildings. "We look forward to working with the Toronto Economic Development Corporation on this landmark project."

The Toronto Economic Development Corporation is the principal redevelopment corporation for the City of Toronto and major landowner across the city. TEDCO is focused on commercial, industrial and mixed-use projects working together with both public and private sector partners.

Source: Aecon Group Inc.

#### **AECON BUILDINGS AWARDED CONTRACT FOR REDEVELOPMENT OF THE ROUGE VALLEY HEALTH SYSTEM**

Aecon Group Inc. announced recently that its Buildings Division has been selected by the Rouge Valley Health System and Infrastructure Ontario as the preferred bidder, and has completed commercial close, for the Phase 1 redevelopment of the Rouge Valley Health System in Ajax.

Under the Ontario government's alternate financing and procurement program, Aecon and their financial advisor Stonebridge Financial Corporation have secured financing from financial partners The Manufacturers Life Assurance Company, The Canada Life Assurance Company, and Industrial Alliance Insurance & Financial Services Inc.

The hospital's expansion and redevelopment plan will include: an upgraded and expanded emergency department; expanded laboratory, mental health and ambulatory care facilities; a new Complex Continuing Care Unit with capacity for 30 beds; the development of diagnostic imaging and cardiac diagnostic areas.

Work on the project will include the redevelopment of 15 800 m<sup>2</sup> of the Ajax/Pickering site with 7000 m<sup>2</sup> slated for new construction and 6000 m<sup>2</sup> square-feet of renovations. Aecon will also perform extensive site development including expanded parking lots, new sidewalks, curbs, and landscaping.

Financial close is expected in the coming

weeks. Construction will begin following financial close and is projected to be completed in August 2010.

"Health care infrastructure is a growing market in Canada, and is a key strategic priority for Aecon Buildings," said Robert G. McDonald, president Aecon Buildings. "The Rouge Valley project is an exciting opportunity, and we look forward to working with the hospital and Infrastructure Ontario to meet the growing demand for health care facilities."

Infrastructure Ontario is a Crown corporation dedicated to managing some of the province's larger and more complex infrastructure renewal projects – ensuring they are built on time and on budget.

Source: Aecon Group Inc.

#### **ALUMA SYSTEMS AND BRAND ENERGY & INFRASTRUCTURE SERVICES ACQUIRES DOUG CHALMERS CONSTRUCTION LTD**

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& Infrastructure Services announces the acquisition of Doug Chalmers Construction Ltd effective August 1, 2007.

Doug Chalmers Construction Ltd is a well respected, value-added supplier of industrial and civil construction services to the petrochemical industry in Sarnia, Ontario, Canada. For over 30 years, it has earned a reputation for delivering quality industrial and civil construction services. The company enjoys a strong legacy of exceptional customer service

and technical expertise. The acquisition of Doug Chalmers Construction Ltd enables the Brand family to leverage synergies and offer clients a more comprehensive portfolio of service solutions from a leading network of professionals. Brand Energy & Infrastructure Services is committed to continuing to build upon its heritage of providing world-class quality, safety, and productive solutions with the addition of the Doug Chalmers Construction Ltd resources to the fleet.

Brand Energy and Infrastructure Services is a diversified provider of specialty services to North America's energy markets. Its extensive portfolio of service offerings include scaffolding, industrial coatings, insulation, refractory, forming & shoring solutions and other related soft crafts. Aluma and Brand operates in four key energy sectors: refinery, petrochemical, power generation and offshore oil & gas.

Source: Brand Energy & Infrastructure Serv.

#### **MONDIAL ENERGY INSTALLS ONTARIO'S LARGEST ROOF-TOP SOLAR HEATING SYSTEM**

Mondial Energy Inc. has installed Ontario's largest, most powerful solar thermal heating system at one of WoodGreen's affordable housing sites on Toronto's Queen St. East. The installation is a partnership between WoodGreen Community Services and Mondial Energy, which builds and owns solar sites on commercial, residential and municipal buildings.

"By providing the capital for the installation, Mondial breaks the up-front cost barrier and by assuming the ongoing maintenance responsibility, we also break the technology risk barrier," said Alex Winch, president, Mondial Energy. "For 100% clean energy, this is both an attractive and an affordable alternative, especially for non-profit organizations that are committed to the environment."

Consisting of 108 glazed flat plate solar collectors, the installation will generate 34% of the total annual hot water requirements at the 170-unit building. WoodGreen Community Services will only pay for the solar thermal energy delivered to the building at a fixed 10-year rate. The custom-designed solar thermal energy system will be paid for, owned and operated by Mondial Energy.

"Like many other organizations looking for ways to go green and reduce their impact on the environment, we felt it was important to lead the way in our sector," said Brian Smith, president and CEO, WoodGreen Community Services. "With no upfront capital cost for changing to solar, this installation allows us to use our limited capital resources for other critical services for our clients."

Taylor Munro Energy Systems of Vancouver designed and installed the solar array.

Source: Mondial Energy Inc.

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# **RITCHIE BROS. CONDUCTS RECORD-BREAKING \$21 MILLION UNRESERVED MONTREAL AUCTION**

Thousands of interested buyers from around the world registered to bid at the record-breaking unreserved Ritchie Bros. auction in Montreal this week. The public auction on September 24 & 25 generated record gross auction proceeds of \$21 million, beating the Company's previous site record of \$17 million, set in May 2007. Almost 2800 lots from close to 470 consignors (including Hydro-Quebec) were sold to over 1100 buyers, setting new site records for numbers of lots and buyers. More than 3600 people from 23 countries, including 28 U.S. states and all 13 Canadian provinces and territories, registered to bid in the auction. Over 400 of them participated online, live and in real time, using the Ritchie Bros. internet bidding service, rbauctionBid-Live. Online bidders purchased more than \$2 million of equipment in the auction.

"We had a tremendous number of consignors, both from within and outside Quebec, and our yard was completely full of equipment," said Jean-Marie Boucher, Ritchie Bros. regional manager. "The success of this auction shows that there is a very strong market for high quality equipment. We had a lot of local participation, but also attracted bidders from across North America and around the world. We even had an onsite bidder from Malaysia."

Hydro-Quebec sells about \$3 million of equipment each year exclusively through Ritchie Bros. auctions in Quebec. The corporation sold almost 60 items in this auction, including boom trucks, digger derrick trucks, utility trucks, bucket trucks, even a wheel loader.

"The auction was outstanding," said Jeff Alcala, manager of investment recovery for Hydro-Quebec's surplus assets. "There were a lot of people there, and we had very good results. We're not nervous about selling unreserved because when you have thousands of people at the auction, from all over the world, you know that the price you get is the best price in the market. The more people you invite, the better the prices. That's why we sell with Ritchie Bros."

Source: Ritchie Bros. Auctioneers

There is even more content on InfraStructures' website  
**[www.infrastructures.com](http://www.infrastructures.com)**

# **STOLEN SKID STEER RECOVERED IN ONE HOUR**

Longview Advantage's Alarm and Recovery Centre went into action when a VFence violation occurred on a New Holland LS180 skid steer, prompting an initial check on the location of the asset. The search indicated the asset was moving, at which time a call was placed to Nissan Sirjoosingh, manager of Big Al's Tool Rental, who confirmed the skid steer had been removed without authority.

The alarm center conducted a GPS co-ordinate search, informing Sirjoosingh and the Brooklyn Police Department that a theft was in progress and provided them with the exact coordinates to respond to the call. Upon arriving at the scene, the police immediately located the skid steer, total recovery time, one hour.

Source: Longview Advantage Limited

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# 10 Ways to Cut Your Fuel Costs

*Nelson Hudes, Hudes Communications  
on behalf of 4Refuel Canada,  
Special Collaboration*

long-haul rigs, mandate the use of engine idling alternatives such as shore power, generators, and inverters.

Start off slower – the first one off the line pays more for fuel – a lot more. Countless studies by universities, highway authorities and engine manufacturers prove it. Jackrabbit starts save less than 3 minutes over 60 minutes of driving but end up using 40% more fuel and increase toxic emissions by 400%!

Slow down – it is not just dangerous, speeding wastes fuel. Highway speeds over 100 km/h drastically impact fuel efficiency – cars travelling at 120 km/h instead of 100 km/h use 20% more fuel to cover the same distance. Trucks travelling at 120 km/h instead of 100 km/h use 50% more fuel – and that really adds up on the fuel bill. But they also emit 100% more carbon monoxide, 50% more hydrocarbons and 31% more nitrogen oxides – so if drivers are not endangered enough by speeding, there are all the toxic emissions, too.

Lose weight – Carrying excess weight places unnecessary strain on your vehicle's engine and greatly affects its fuel efficiency. Removing as little as 100 pounds from your vehicle can significantly improve your gas mileage.

Use a Fuel Management system – fuel management systems are the most powerful way to lower fuel costs and increase fleet productivity. Systems range from basic onsite refuelling (which saves up to 20 minutes per day, per vehicle) to automated fuel tracking (which details every litre pumped into every vehicle by date, time, quantity and fuel type) to telematics which measures overall fuel efficiency, vehicle performance, tracks fuel waste due to idling, speeding etc., and identifies critical areas to improve efficiency and reduce fuel costs and emissions. The technology exists. Look into it.

Upgrade your fleet – Whenever possible, invest in modern fuel-efficient vehicles. Today's modern diesel engines are far more fuel efficient and perform better with current diesel fuels such as ultra low sulphur diesel

and biodiesel. While the capital cost of new vehicles would seem only to raise overall costs, fleets which have upgraded to new diesel vehicles reported savings of thousands of dollars in maintenance, fuel and productivity per vehicle.

Tune-up vehicles regularly – Be sure to provide your vehicles with frequent tune-ups.



A well-maintained vehicle performs better on the road, decreases maintenance costs and improves fuel efficiency.

Pump it up – Proper tire inflation not only improves gas mileage (save as much as two weeks worth of fuel per year) but also yields several other benefits including improved vehicle and braking performance and increased tire life.

Implement advanced mobile asset management technology – Advanced mobile asset management technology can help you 'get your arms around' your fleet vehicles and extract valuable information on their performance including: total miles traveled, average speed and engine efficiency. This advanced technology can also help drivers and operators optimize routes with route planning and mapping software that can help eliminate thousands of unnecessary miles per week. Less time on the road ultimately translates into less wear-and-tear on vehicles, reduced fuel consumption, decreased expenditures and increased productivity.

Making your fleet operations more efficient saves fuel – and that means you save money. With the cost of fuel only headed upward, it is time to take a hard look at these ten tips for cutting your fuel costs.

Fuel represents the highest business cost behind labor for organizations involved in transport, logistics, construction and other fuel-dependant services. Understandably, as fuel prices continue to rise, everyone wants to reduce their exposure to rising costs.

In order to help businesses put a leash on fuel costs, we have compiled the top ten ways to reduce fuel consumption and therefore fuel costs.

Train and educate drivers – with proper training, your drivers can be your best way to improve your fleet fuel efficiency. Eco-driving and fuel-saving strategies make a huge difference to efficiency, economy and emissions. Hard acceleration, speeding and idling are the biggest causes of fuel waste. Initiate a training course for drivers, reward participation, reward efficiency and encourage seasoned drivers to participate in regular refresher courses.

Decrease idling – letting an engine idle more than 3 minutes causes expensive damage which harms efficiency, shortens engine life and increases maintenance costs. But it also quickly consumes fuel allocated to servicing a delivery route. Excessive idling can add 50% to fuel costs and shorten the life of engine oil by 75%. Initiate a campaign to reduce idling and reward participants. For



# New Mobil® Delvac Synthetic ATF for Severe-Duty Allison Automatic Applications

Allison Transmission, Inc. has teamed with ExxonMobil to release new Mobil® Delvac Synthetic ATF, a fully synthetic TES 295 certified automatic transmission fluid that is formulated to enhance the performance of Allison automatics operating in the most severe conditions. New Mobil® Delvac Synthetic ATF will be available worldwide through the extensive distribution and sales networks of both Allison and ExxonMobil. It replaces the current severe-application ATF sold under the same name and will be sold in drums, pails and gallon containers.

The TES 295 certification is one of the industry's most stringent specifications for automatic transmission fluids. New Mobil® Delvac Synthetic ATF meets or exceeds these specifications and is ideal for use in trucks, buses, utility vehicles, haulers and delivery vans.

"Allison designs fully automatic transmissions for the most severe on-and off-highway conditions, so any fluid that is TES 295 certi-

fied has to deliver first-rate performance under extreme applications," according to Lou Gilbert, Allison Transmission North American marketing manager. "ExxonMobil manufactures industry-proven products, so we were happy to work with them to develop new Mobil® Delvac Synthetic ATF. This collaboration not only benefits our customers worldwide by offering them a new TES 295 certified fluid, it is a good complement to the Allison Transmission total value equation."

New Mobil® Delvac Synthetic ATF was certified by Allison as a TES 295 fluid based on the exceptional results of a number of different tests, including the fluid's resistance to oxidation, viscosity stability, anti-foaming capabilities, extreme temperature performance and anti-wear properties. Its performance was tested in the laboratory as well as extended field test conditions.



"The launch of Mobil® Delvac Synthetic ATF is another example of how we at ExxonMobil have been working with leading equipment manufacturers since 1914 to engineer unmatched, application-specific lubricant solutions that promote optimized performance and reliability," said

Yeong Kwon, Commercial Vehicle Lubricants' product offer adviser, ExxonMobil Lubricants & Specialties.

"We worked in close cooperation with Allison's engineers to test and evaluate new Mobil® Delvac Synthetic ATF so that it delivers the exceptional performance required for extended drain intervals as well as extended product coverage."

Source: Allison Transmission, Inc.



**EVERY ALLISON AUTOMATIC BUILT (ALMOST 5-MILLION) HAS A TORQUE CONVERTER. IT'S WHAT MAKES ALLISON AUTOMATICS FULLY AUTOMATIC, ALLOWING SMOOTH, SEAMLESS UNINTERRUPTED POWER SHIFTS.**

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# Allison Transmission Plans for Business Growth Under New Ownership

The world's most trusted producer of commercial duty fully automatic transmissions, Allison Transmission, is planning new product development and global business growth as it moves forward under new owners, The Carlyle Group and Onex Corporation.

Allison's transfer of ownership from General Motors (GM) to The Carlyle Group and Onex Corporation has been completed successfully, with a smooth transition for Allison's customers and other stakeholders. "Under our new owners, Allison remains committed to the fulfillment of its brand promise of providing an unrivalled combination of quality, reliability, durability, vocational value and customer service," says Larry Dewey, CEO, Allison Transmission, Inc.

Having experienced a record year for global transmission sales in 2006, generating annual revenue in excess of \$2,3 billion, Allison is successfully expanding into new territories and vocations, notably global buses, distribution and construction. Under

the new owners, this growth is expected to accelerate.

"Developing new and innovative products to meet the needs of our customers and to grow our business around the world will be tremendously enhanced by the support of our new owners and their commitment to the continued success of Allison," says Mr. Dewey. "We're excited about our future with The Carlyle Group and Onex Corporation, which includes plans for new products, market expansion and further global growth across the breadth of our business sectors."

The enthusiasm for the future of Allison is shared throughout the company as its existing management team remains in place. "This



offers all Allison employees the responsibility and opportunity to influence the direction of the company and to work together to help build upon Allison's history of successful growth," concludes Larry Dewey. Allison Transmission is the premier global provider of commercial duty automatic transmissions and hybrid propulsion systems.

Allison products are specified by over 250 of the world's leading vehicle manufacturers and are used in many market sectors including bus, refuse, fire, construction, distribution, military and specialty applications. Founded in 1915, the Allison business is headquartered in Indianapolis, Indiana. With a global presence in 80 countries, Allison has over 1500 distributor and dealer locations.

Source: Allison Transmission, Inc.

## Viking Pump Releases New High-Speed RTP20 Series

Viking Pump recently released a new addition to its proven high-speed rotary transport pumps, the RTP20. Offering configuration flexibility and ease of maintenance, the RTP20 (1,0 l/rev) is built with all the features of the proven RTP30 (1,28 l/rev) design as well as provides an additional size with exceptional performance, advanced durability, application flexibility, and ease of installation to help users achieve enhanced productivity for a lower total cost of ownership.

"We are very pleased to be introducing the RTP20 series to work alongside the highly successful RTP30 series," said John Stillman, director - Global OEM Sales of Viking Pump. "When it comes to providing topnotch fluid handling systems for our customers, Viking® has the engineering expertise to provide the best possible solutions with the most cutting-edge technology available."

The series' tri-lobe design, customizable per customer specifications, is compact and

light-weight and features removable feet and multiple mountings for easy vertical or horizontal adaptation. Flexible for a variety of operational needs, the RTP20 series is also available with ACME threaded or tri-clamp ports as well as many other port connection types.

Both the RTP20 and RTP30 series efficiently fill rotor voids, allowing for faster and quieter operation on viscous liquids. In addition, with a longer sealing land at rotor tips, the series provides enhanced efficiency when working with lower viscosity products. The RTP20 offers a capacity to 1000 l/min, pressure to 145 PSI (10 Bar), viscosity to 250 000 SSU

(55 000 cSt), and operates in temperatures to +110°C. The RTP30 offers a capacity to 1283

l/min, pressure to 175 PSI (12 Bar), viscosity to 250 000 SSU (55 000 cSt), and operates in temperatures to +150°C.

Viking Pump, a unit of IDEX Corporation, designs and manufactures rotary positive displacement pumps for use in every major market, in thousands of applications. Drawing on more than 96 years experience and

an extensive worldwide distributor network, Viking® offers its customers comprehensive service and application expertise unmatched in the fluid handling industry.

Source: Viking Pump Inc.



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# Major Investment by Precast Concrete Structures Specialist

Civil engineering precast concrete structures specialist, ABM Design & Build, located at Tuxford in the East Midlands, UK, has completed the first phase of a major expansion program. Investment in new high-capacity cranes and additional moulds has boosted capacity and provided greater production flexibility.

As licensees for the innovative Matière modular concrete buried box and arch systems, ABM has had considerable success in Ireland. The company has identified further major opportunities for these robust soil stabilized structures in UK highway, railway and other infrastructure projects where speed of construction, minimization of possession time and low long term maintenance are priorities.

Mike Sanderson, business development manager, commented, "The investment reflects the considerable further potential in the UK for the Matière bridge and underpass system. There are hundreds of these systems

in Ireland and thousands throughout the world. The structures are a highly competitive alternative to conventional construction that allow projects to go forward more rapidly."

Two new semi-Goliath cranes, each operating at 30 t safe working load and fitted with 5 t auxiliary hoists, used in tandem routinely handle concrete structural elements of up to 60 t. Using mobile cranes, the company has a capacity to manufacture and transport precast concrete elements of up to 100 t.

Serving a new casting floor of 2400 m<sup>2</sup>, the cranes are used for mould positioning, casting, de-moulding and handling precast units. The yard's own concrete batching plant formulates the optimum concrete mix design for each application. Using only CARES approved bar; the on site bar-bending and cage making facilities provide appropriate reinforcement with end-to-end quality assurance systems on all production processes.

ABM provides a complete service including project evaluation, design, casting, transport



and on-site structure erection. The company has a design team of 9 people, in addition to the 30 strong workforce on site. All installation teams are directly employed so that QA standards are followed right to the end of the process.

In addition to producing Matière units ABM produce bridge beams, parapets, tunnels, car park components, earth-retaining systems, tanks, buried structures and other precast concrete elements.

Source: ABM Design & Build

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# Winnipeg Seals Its Success!

**Rob Holden**



The gateway to the west, like any other Canadian city faces the challenges of maintaining its infrastructure through any and all that Mother Nature may throw at it. Well known for freezing temperatures, Winnipeg also has to cope with stifling heat and overflowing river waters. Each would stress roadways immensely; together they represent potential meltdown for a municipality, which is key to the transportation of goods and services across Canada.

So what can be done to avert critical infrastructure deterioration and premature failure in such conditions? Well, good planning and preventative maintenance are the answer, and Winnipeg is one of the best examples to be found in Canada, and crack sealing is one of their secrets.

Many years ago planners and engineers realized the benefits of crack sealing to roadway longevity and have been busy ever since. What they needed was a reliable and cost effective method of ensuring they got the full-engineered lifecycle, and then some, out of their driving surfaces. At 1/6th the cost of conventional pavement rehabilitation methods and with better long-term benefits than thin overlays, micro paving, or slurry seals, crack sealing became a cornerstone to Winnipeg's Roads Maintenance Plan.

With a history of success behind it, Winnipeg's commitment to crack sealing was secured. Experienced crews, an established plan and the right equipment have all contributed to the accomplishment of ensuring that Winnipeg's ratepayers receive value for money from their roadway dollar. In order to perpetuate this success, recently the city sought to replace some of their aging melter fleet with more state-of-the-art machines.

An eye for value, and a realization that quality and durability would be important to a lengthy service life, Winnipeg chose the Cimline 230 Magma Series hot rubberized asphalt melter/applicator. The value being represented by many of the innovative and well engineered features of the Magma Series machine, such as the heavy duty tubular steel frame and heavy gauge, insulated oil jacket.

Durability was not the only benefit this machine offers, with a 290 000 BTU diesel fired burner, ceramic combustion chamber and 95% heating efficiency result in rapid heat-up times. This, combined with IMR (Internal Material Re-circulation), obround high performance agitator, and heavy duty material pump means crews have faster turn around times and higher production capabilities than they ever had before.

Safety and serviceability also needed to meet the demands of seasoned crews, engineers and maintainers, and Cimline Magma does not disappoint. An industry leading loading height of 1219 mm (48"), low center of gravity, and excellent overall visibility

to operate than conventional machines. Gull-wing, fully insulated engine cowlings and a spacious heat cabinet to protect the pump, hose and other tools make service



and repair convenient and straightforward. Fully digital temperature controls, and engine monitoring system (LOFA) add to the ability to operate and diagnose the performance of the machine. With on-site factory training, local



parts and service support and an Extended Warranty Plan, the Cimline 230 Magma represents the best value in crack sealing technology the city could buy.

Congratulations to the City of Winnipeg for choosing to set an example to all municipalities on the importance of infrastructure maintenance, and to set a new standard for what piece of equipment to see that the job gets done!



## In A Word... APOM

Years of traveling and constantly being bombarded with events, shows and associations can leave one a bit skeptical and thick-skinned. There is always a "You *MUST* be at..." or "You *SHOULD* join..." lurking around every corner. This is particularly difficult when you are representing a factory because often your dealer would rather spend your money, but I digress.

A couple of years ago whilst on business in Quebec, I was invited to attend an APOM (Association des professionnels à l'outillage municipal) show and meeting near Quebec City. Having an affection for Quebec hospitality, I gladly agreed and made the notation in my diary. I have been a member ever since!

For a modest membership fee, municipalities, suppliers and affiliated organizations and individuals are invited to attend two show sessions and an annual conference getaway. This is not your typical event; each municipality takes it in turn to host the display day at their garage, arena or other venue. The atmosphere is quite relaxed and there is a



then things seem to progressively become less personal. That is not intended as a slight of any particular association but is a reflection of our modern society. APOM has managed to grow and keep this personable feel to it, possible due to the influence of Quebec culture, certainly due to the efforts of its members and organizers in particular Madame Joli who personifies the warmth and energy of the organization.

Having read this you, as an OEM field representative, sales executive or other member of the equipment community who has an interest or involvement in what hap-

task, mine are somewhat questionable too. Members of APOM want to be informed and enlightened by new products and technolo-



luncheon and dinner included in the activities for participants. They also, whenever possible, have a demonstration or factory tour planned locally that is topical and of general interest to members.

Recently the second of the annual technical days was hosted by the City of Sherbrooke in the Eastern Townships east of Montreal. I have long intended to spread the word of this organization to the "Outside World" and this latest gathering provided me with the definitive word to describe what makes APOM so different from comparative associations found in the equipment industry.

In a word... Fellowship! According to the OED, fellowship is defined as... "Companionship, friendliness, participation, sharing, a community of interest..." I could not have defined it better myself. Most of these types of organizations have such beginnings, but



pens in Canada should consider membership and participation in APOM. Fear not that your linguistic abilities may not be up to the

gies, and a smile translates very well into any language. (R.H.)

Contact: APOM, 1-866-337-5136



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# A Capital Idea!

**Rob Holden**



accordance with the material manufacturers' requirements. This has often led to disputes between municipalities, contractors and material suppliers. Pavetech and others knew that in order for the Ontario marketplace to weed out the less reliable contractors and to begin to reflect crack sealing practices

with a recommendation as to how to best prepare a fair and equitable tender in order to fulfil their requirements within a reasonable budgetary figure. The city, after discussions with other contractors and internal deliberations released a tender specification requiring the use of a pumper style melter applicator.



Recently when the City of Ottawa wanted to tender their road maintenance contracts, they realized that technology had in the interim years proven itself in the availability of equipment for almost any task. Not least of which was the engineering efforts put into crack sealing and preparation.

What the city had come to acknowledge was that as material technology had developed, better and more reliable ways of applying that material had to be mandated. Contractors had proven themselves unwilling to invest in new or established methodologies. This left the municipality with a dilemma on how to get the most out of their road maintenance dollar. Fortunately for them Pavetech Maintenance, Heat Design Equipment and Cimline Incorporated had the solution.

Pavetech, a well-established and popular contractor located in Ottawa, discussed the various processes and equipment available to perform the work that the city was interested in. Crack sealing was the primary item of interest and is a speciality of Pavetech. Although the city realized the cost effectiveness of crack sealing, they had concerns about traffic flow, production and reliability of the material. Essentially, traditional methods used by contractors could not reliably maintain material temperatures in



of other provinces and jurisdictions, a big change would need to be mandated by the contracting authority. The chance factor had to be eliminated if municipalities were to reap the benefits of crack sealing in achieving the design longevity of their roadways.

Heat Design Equipment of Kitchener had developed a reputation for being pavement maintenance specialists. This stemmed from their origins as a local contractor and later as the developer of state-of-the-art infrared pavement heaters. After a chance roadside encounter Pavetech and Heat Design began discussions on what equipment may suit the city's requirements. After reviewing the various brands, capabilities, design, production rates and after sales support, Pavetech chose the Cimline Magma series melter applicator. They then went back to the City of Ottawa

With the tender released and bid submissions received, the city found that only one contractor complied with all of the technical requirements of the specification, including the use of a pumper style machine. That contractor was then awarded a multiyear city maintenance contract – they were Pavetech. No other bidder sought to comply with the city's mandated use of modern crack sealing equipment and as such were rejected for non-compliance.

A contract in hand and the research complete, Pavetech completed the purchase of a Cimline 410 DHRDC with integral Heat Lance. This unit represents the premium production melter/applicator available to contractors today. A true 1550 l capacity with the lowest available loading height (1372 mm) available, improving safety and reducing fatigue. The



under hood Sullivan Pallatek compressor and hose reel make for a compact and powerful package to cold lance dirt and debris. Coupled with the on board propane tank and hose reel, a self-contained Heat Lance can be independently operated without a secondary support vehicle. Also, the high capacity diesel fired burner (400 000 BTU), unique angled design requires 40% less heat transfer oil and reduces recovery times through efficient placement of major components.

Also unique to the Cimline Magma is the Dual Wand capability, the only manufacturer to offer this feature. Two heated hoses can be operated simultaneously increasing the area of application and increasing the production. Further, by utilizing a pivoting shoe tip the additional squeegee applicator is eliminated. Easy to use thermostatically controlled components integrated into a clearview operating station makes training and operations enjoyable and easy. A dual wand, trigger flow, integral heat lance and an estimated 800 kg/h production capability not only improve quality but safety, time and effort.

Ottawa may be known as a place of leadership, but now it is for a very different reason... Capital!

## Stellar Industries Introduces 2000-pound Capacity X-Tra-Lift

Stellar Industries, Inc. has announced the release of the X-Tra-Lift 2000, a 2000-pound (907 kg) capacity version of the Stellar X-Tra-Lift Pro. This new model is the result of market research prompted by multiple customer requests.

"We've had countless requests from interested customers to build a lift that could handle more capacity," says Gary Bomstad, director of New Product Development. "The new X-Tra-lift now has the capabilities to handle a lot more payload, such as two vending machines, which was one of our most frequent requests," adds Mr. Bomstad.

The X-Tra-Lift 2000 is an electrically controlled, hydraulic lifting system that is

designed for one-ton pick-ups and one-ton trucks with utility bodies. The lifting equipment operates parallel to the ground,



keeping the load level at all times. It is stable throughout the entire cycle, making it easy to load from various heights, such as a loading dock.

This innovative system has virtually hundreds of different uses from recreational to commercial. With the increased capacity, a user can easily load, transport and unload various types of small construction equipment and more! Should the operator not need the use of the X-Tra-Lift, the carrier can quickly detach from the lifting unit to allow the operator to use the existing load bed without any restrictions.

"Stellar is anxious to penetrate the various markets where the X-Tra-Lift can add benefit," says Gary Bomstad. "With increased payload, and the benefits of having a safer means of which to transport large, heavy items, it just makes good business sense for a lot of companies to incorporate an X-Tra-Lift into their daily operations," concludes Mr. Bomstad.

Stellar Industries, Inc., in cooperation with Rinspeed Design of Switzerland, designed, patented, and currently manufacture the X-Tra-Lift loading system for full-size pick-up trucks.

Rinspeed Design has been in business since the late-seventies. It is involved in car conversions and manufacturing, and prototypes and limited series. Rinspeed is under the direction of creative mastermind Frank M. Rinderknecht. Rinspeed is the original creator and designer of the X-Tra-Lift concept.

Source: Stellar Industries, Inc.

## Waste Shuttle

Scottish operator Paterson's sticks with Edbro RK ejectors after years of reliable performance. As well as quarries and waste, the company's activities include concrete products, coach-building and engineering services.

The company's landfill site serves Glasgow and the surrounding area, accepting domestic, commercial and industrial waste. Operating for over 40 years at Mount Vernon to the northeast of the city, the landfill operation was started to provide back fill to the quarrying operations.

Incoming waste is tipped to a lower transit area, then loaded on specially built tipping trailers with a 60 m<sup>3</sup> capacity to be taken to the landfill area. Hauled by Caterpillar 735 dump trucks, the trailers were built by Euro Enviro Equipment of South Wales and fitted with Edbro RK double acting tipping rams.

The Edbro RK Series of telescopic ejector cylinders offers substantial benefits in waste handling applications worldwide. With renowned lightweight cylinder technology and the proven "fit and forget" reliability of



the complete Edbro range, the RK Series increases payloads and minimizes operational downtime for the unrivalled durability which has become so important to Paterson's in this demanding application.

Following four years of constant shuttling across the landfill site, the original trailers were due replacement. Sandy Stark, Paterson's Transport manager commented, "The original trailers and tipping gear performed reliably in arduous conditions. From our experience over 4 years, we've only needed to make some minor design changes." The new trailers are in operation and set to provide another 4 years of service.

Source: Edbro

# Habitat for Humanity Toronto completes Canada's first Habitat 'green' home project

On August 19, over 200 Habitat for Humanity Toronto volunteers, donors, and partner families celebrated the completion of phase one of the first-ever Energy Star development in Canada constructed by Habitat for Humanity. The celebration culminated with 10 families receiving the keys to their new, environmentally friendly Habitat homes.

"This represents a very special day, not only for energy efficient home building, but for the families who have been given an opportunity to establish a life and plan for their children's futures in a responsible and cost saving manner," said Corey McBurney, managing director of EnerQuality Corporation, which oversees the Energy Star for New Homes initiative in Ontario.

Annette Verschuren, president of The Home Depot Canada & Asia echoed the sentiments. "As Habitat Toronto's largest supporter and sustainable partner, this project is one of our proudest moments. It's about giving back to our communities and to the environment we all share."

Low income families may spend up to 17% of their total income on energy to operate their homes. Energy Star for New Homes is a label given to homes that meet balanced, whole-house energy-efficiency standards, guaranteeing their owners significant energy savings. New homes that receive the Energy Star label are approximately 30% more energy-efficient than those built to the minimum Ontario Building Code standards. The money that the partner families will save on energy will help them with mortgage payments, food and clothing costs, and other essentials.

"The Habitat homes at 4200 Kingston Road showcase our commitment to energy-efficiency and environmentalism. Our 'green' build will directly translate into savings in operating costs for Habitat families, and create savings for Habitat that can be allocated to the next set of homes slated for construc-



tion," said Habitat for Humanity Toronto CEO Neil Hetherington.

Land donor Ed Clark added, "I admire that Habitat for Humanity Toronto is a lean and sustainable organization. The dollars raised are not relegated to overhead – but to put roofs over people's heads." The land donation represents the largest of its kind by a family in Canadian Habitat history.

The Home Depot Canada, Habitat Toronto's Partner in Sustainability, and the affiliate's largest corporate donor, is mobilizing employees to volunteer every day of the Blitz. Community Builders on the project include Direct Energy and Enbridge, whose employees are also participating in this "finishing touches" build. Home Donors include BILD, CSA Group, GWL Realty Advisors Inc.,



Manulife Financial, Maple Leaf Sports & Entertainment Ltd., Ontario Power Authority, Schneider Electric, and TD Bank Financial Group. All home donors have contributed both financially and through employee volunteer engagement.

EnerQuality Corporation, along with Air Solutions, are proud to support Habitat for Humanity Toronto as leaders in building Energy Efficient Sustainable Housing.

Source: Habitat for Humanity contacts: EnerQuality Corporation

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# McLaren Semi-Pneumatic Tire Technology™ Combines Puncture-Proof Tires and a Cushioned Ride

McLaren Industries NU-AIR TYRE™ Series Semi-Pneumatic Tire Technology™ eliminates unexpected flat tires while providing a cushioned ride even in the harshest working conditions. The unique semi-pneumatic tire technology is engineered to integrate the durability of solid tires with the cushioned ride of pneumatic tires.

The uniquely designed NU-AIR TYRE features strategically placed holes throughout its sidewalls to prevent cuts and snags. The placement and depth of the holes are designed to create the proper cushioning for maximum machine performance and longevity on and off road. Unlike fully pneumatic tires, which provide shock absorption with compressed air, the NU-AIR TYRE does not flatten, eliminating downtime from unexpected punctures.

Manufactured from heavy-duty rubber compounds, the NU-AIR TYRE is designed to withstand the harshest operating conditions and heavy loads. Factoring in normal wear

and tear, the average life expectancy of the NU-AIR TYRE is 1000 hours, which is three to five times the life expectancy of pneumatic tires.

Featuring a variety of tire and custom rim sizes, the NU-AIR TYRE is ideal for skid steers and backhoes. The NU-AIR TYRE also provides one-third more rubber than a standard tire, which allows the tread depth to be twice that of a standard pneumatic tire to maintain traction even in snow, sand or deep mud. Included with the tire, the custom-fit rim offers easy installation.

The NU-AIR TYRE also works well with over-the-tire tracks due to its shock absorption ability. Its flat-proof capability and increased load capacity complement over-the-tire tracks well in harsh work environments.

McLaren Industries is a leading supplier of replacement rubber tracks for mini-excavators, track loaders, agricultural machines and



carrier vehicles, flat-proof tires for skid steers and backhoes, and over-the-tire tracks for skid steers.

Source: McLaren Industries



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# Snowplow Operators Dodge Obstacles in Annual Competition

Toughest obstacle course west of the Mississippi? Check.

Fleet of slick motor graders and loaders? Check.

Hot shot operators from all over the country? Check.

All of this and more greeted spectators at the national "Motor Grader Rodeo" competition for snowplow operators, held September 25 at the Western Snow & Ice Conference in Estes Park, Colorado.



Dale Frey of Summit County Road & Bridge in Colorado went home with first place.

"More than 50 operators got to strut their stuff, maneuvering equipment around the obstacle course," said Kurt Pease, territory sales manager, John Deere Construction & Forestry Company, who partnered with local Deere dealer Honnen Equipment to provide

the machines for the event. "Between his skilled operating and his fantastic effort on the written and diagnostic tests, Dale Frey garnered the highest point total of every operator that competed."

Listing of the first through fourth place winners:

1<sup>st</sup> place – Dale Frey, Summit County Road & Bridge, Colorado

2<sup>nd</sup> place – Vic Schroeder, Summit

County Road & Bridge, Colorado

3<sup>rd</sup> place – John Hoppe Pierce, County Public Works, Washington

4<sup>th</sup> place – Spencer Esch, Town of Breckenridge, Colorado

In addition to providing the equipment used in the Rodeo, John Deere and Honnen Equipment have sponsored the conference for more than 15 years. Other events at the conference include educational seminars and motivational speakers. Each

year, the Snow and Ice Conference generates between 1000 and 1500 attendees, most of which come from the central and western United States.

"This event is the highlight of the year for many snowplow operators – local municipalities often conduct their own obstacle course events throughout the year



and will send the winner to the Snow & Ice Conference Rodeo," Kurt Pease said.

Source: John Deere

## Axiomatic releases its new 16 Analog I/O engine control

Axiomatic Technologies Corporation announces the release of a multi-featured 16 Analog Input/Output engine control, part number AX030200.

The AX030200 features 8 inputs that are user selectable (analog, digital, PWM), with 8 voltage reference outputs and 8 analog outputs. This I/O module with CAN bus communications reduces field wiring costs while establishing an economical, manageable approach for system expansion



and repair. This CAN device is available with standard embedded software or can

be modified for OEM specific applications.

During set-up, using an Axiomatic USB-CAN converter and a PC, the operator can configure the controller via the Axiomatic Electronic Assistant (P/N: AX070500) to suit a wide variety of applications including: Power generation;

Cogeneration; Stationary power; Large engines...

A PC-based Electronic Assistant provides

for user configuration, saving and writing settings to additional controllers during set-up. An USB-CAN converter links the PC to the CAN bus.

Axiomatic operates in Mississauga, Canada as well as Munich, Germany, and Lempäälä, Finland. As an integrated ISO9001:2000 engineering design and manufacturing firm, the company's mission is to provide efficient, innovative, electronic machine controls, power components and systems for mobile, marine, mining, military, utility and industrial equipment OEM's. Axiomatic's rugged components are backed with a guarantee of excellent customer service.

Source: Axiomatic Technologies Corporation



## New pump empties thickeners and clarifiers

Supavac® SV60 pneumatic displacement pump vacuum loads sludge, slurries and waste from thickeners, clarifiers and digesters and can discharge the contents thousands of feet. And because makeup water is often not required, labor and transport costs are minimized.

These fully automatic pumps, with high solids transfer rates from 10 to 60 m³/h and higher, can achieve fluid suction lifts up to 7,6 m dry static, through 61 m horizontal lines and air flow vacuum pneumatic recovery up to 23 m vertical. The ability to discharge up to 900 m horizontal can eliminate the need for vacuum trucks for onsite transfers.

Applications include: abrasive slurries; muck; drilling mud waste and cuttings; hydrocarbon sludge; dry sand and rock; thickener underflow sludge and hazardous waste.

Pumps and systems are available for rental and purchase from authorized dealers.

Source: Supavac Canada Inc.



## Accurately Monitor The Material Flow On Your Conveyor Belt

Superior Industries offers another option for automated telescoping conveyors that need a material flow switch.

The Sonicscout™ Material Sensor emits sound waves and measures the time of the return echo. The built-in electronics in the sensor accurately calculates the distance from any material on the conveyor belt. A switch output sends a signal to the PLC processor, where the automation program goes into pause mode when the belt is empty. When the material returns to the belt, the automation program resumes. The Sonicscout Material Sensor bracket is designed to be mounted on any CEMA rated idler.

The advantages of the Sonicscout Material Sensor are no moving of wear parts, less maintenance, no cleaning required, and dust does not affect the sensor.

The sensor brackets fit 60 cm to 120 cm belt widths and the sensor is mounted over the center roll to eliminate errors caused by belt sag under load. The sensor is designed to fit any new or existing TeleStacker™ Conveyor.

Source: Superior Industries



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# Metso Minerals at Work on Safford Mine Project

## Special Collaboration



*Strong collaboration allows Phelps Dodge Mining Co. to commission Safford Mine ahead of schedule.*

The first copper mine to be commissioned in the United States in nearly 30 years is in its last stages of construction and preparation and Metso Minerals equipment will play a large role in the processing plant on site.

The Safford Mine is located outside of Safford, Arizona, northeast of Tucson. The mine, which will be commissioned later this year, will produce 240 million pounds per year (108 million kg) of copper cathode through a heap leach process. The production plant is designed to process 103 000 t of crushed stone each day from which the copper will be extracted.

All of the crushers, screens and feeders at Safford's primary, secondary and tertiary plants are supplied by Metso Minerals.

## THE EQUIPMENT

In the primary plant, stationary and vibrating grizzlies as well as apron feeders help direct oversized material to the primary crusher, a Nordberg C160 jaw crusher which can process 616-870 t/h. This unit crushes +30 cm material which is then conveyed to the secondary and tertiary crushers.

At the heart of the plant are six MP1000 cone crushers. "Many different iterations of the plant flow were simulated and different scenarios considered in concert with the Phelps Dodge project team until the final flowsheet and plant design was developed and agreed on by all involved", says Ivan Pavlovic, Metso

vice-president of capital projects & global crushing sales.



Dave Ogonowski, senior project manager

## LiftTrax™ Brings Integrated Inspection and Maintenance Solutions to Below-the-Hook Devices

"Safety and reliability are always top-of-mind for the customers we deal with," says Joe Schatz, president of Winkle Industries. "So we were frankly surprised to discover that many plant engineers and maintenance personnel are actually unaware of the proper inspection intervals and the important details involved for keeping their below-the-hook equipment compliant with OSHA regulations. Many are unaware that OSHA standards clearly state that the equipment must be maintained in accordance with published criteria. That's why we developed LiftTrax as a pre-packaged inspection and maintenance management program."

According to Mr. Schatz, Winkle's customers routinely subject their overhead cranes and mobile material-handling equipment to planned inspections and maintenance. They are well aware of the need for regulatory inspections, not only to comply with safety

regulations, but to avoid the high costs of unscheduled downtime caused by equipment failure. "But somehow," he continues, "service planning for below-the-hook devices has slipped under their radar. Now, with LiftTrax, they can plan the maintenance of their below-the-hook lifting devices with the same rigor and discipline as their primary equipment."

As a leading supplier of magnetic and mechanical lifting devices for various industrial and material handling markets worldwide, Winkle is very familiar with regulatory needs as well as reliability issues with this type of equipment. "Winkle got its start years ago, refurbishing lifting devices and crane equipment that had already failed. We made our living on device failures, but now our focus is on preventing failures and maximizing uptime for our customers."

Joe Schatz says that as much as 30% of



for Phelps Dodge Mining Co. says these crushers were selected because of a number of factors including robust design, higher installed power and reduction capabilities while operating in open circuit, but ultimately for their ability to meet production demands. Two units will act as secondary crushers and four will be tertiary crushers.

"After various options were explored from an engineering basis, it was decided that the project would include MP1000 crushers," said Mr. Ogonowski, who was responsible for engineering procurement, construction and commissioning at the mine site. "Metso was super in providing technical information and worked with us exceedingly well through the acquisition and construction process."

Metso Minerals also provided the screens for the processing plant. Two 12 x 27 double deck Multi-Flo screens are used in the secondary plant and four 12 x 27 single deck screens are used in the tertiary plant. These screens were chosen mainly for their size, said Ron Kuehl, Metso Minerals' product manager for mining screens. "Phelps Dodge needed a heavy, substantial machine to handle the expected capacity of 3265 t/h," said Mr. Kuehl. With isolation frames and dust enclosures each of the double deck screens

weighs 52 163 kg.

Phelps Dodge has also placed orders for one spare feeder, a double deck screen and a single deck screen as well as the necessary supply of spare parts to maintain top efficiency and equipment utilization at this plant.

#### AHEAD OF SCHEDULE

Key to the success of this equipment installation was Metso's ability to provide early delivery of production machines. While, according to Mr. Ogonowski, the goal was to commission this plant earlier than the expected 2008 launch date, Metso played a key part in allowing that to happen.

"Metso was very flexible in terms of locking in production slots with us and doing it with the minimal amount of commitment on our part," said Phelps-Dodge's Ogonowski.

While improved commission date has not yet been determined, the mine will be producing copper earlier than originally scheduled.

Metso Minerals Equipment at Safford Mine  
 1 - 64" x 24' Vibrating Grizzly Feeder  
 1 - C160 Jaw Crusher  
 3 - 72" x 40' Apron Feeders  
 2 - 72" x 28' Apron Feeders  
 6 - MP1000 Cone Crushers  
 2 - 12' x 27' Double-Deck Multi-Flo Screens  
 4 - 12' x 27' Single-Deck Multi-Flo Screens



the lifecycle cost for lifting devices can be attributed to maintenance and repairs. The consequential costs of unplanned downtime are incalculable. The goal of the LiftTrax program is to move the vast majority of maintenance costs away from emergency service and repairs, and into a proactive schedule where service costs are minimized. "If most needs for below-the-hook service can be coordinated with scheduled maintenance shutdowns, the actual cost of maintaining them becomes negligible. By moving 90% of lifting device maintenance into planned service, customers can look to savings of as much as 25% in overall lifecycle costs."

#### IT'S NOT JUST A GOOD IDEA...

...it's the law! While compliance penalties are not a cost that customers like to dwell on, the risk is real. "OSHA stipulates standards and intervals for safety inspections on lifting devices, just like most other industrial equipment," Mr. Schatz explains. "Your attachments need to be inspected, and the inspections need to be updated on a regular basis. Neglecting these inspections can lead to penalties and shutdowns. And if there's an

accident, of course, the costs can be much higher."

The LiftTrax program incorporates a myriad of inspection protocols that cover hundreds of inspection points for a wide range of below-the-hook lifting devices. Electrical, mechanical and structural service areas are all defined for the LiftTrax checklists. Winkle certified inspectors include trained technicians who perform work in accordance with applicable codes, standards and specifications. Inspectors are certified for weld inspection (CWI) as well as specialized Non-Destructive Testing procedures (ASNT NDT Level III) and hold other affiliated accreditations for complete inspection criteria. Inspectors can be dispatched to report on a single lifting device or for all related equipment in an entire facility. The inspection reports are then entered in the LiftTrax database where future service needs are evaluated and scheduled according to established maintenance

parameters.

If required, Winkle is also able to coordinate the delivery of maintenance services to complete any of the service tasks specified



by the customer's LiftTrax program. Devices with severe service needs may be shipped to the Winkle factory for repair or remanufacturing. Most often, however, service is provided on-site by Winkle's own field technicians or through an authorized Winkle service technician.

Source: Winkle Industries

# Appointments

**Insta-Mix** is proud to announce the nomination of **Gaétan Langlois** as representative of Sales for the Province of Quebec.

Having 15 years experience, both in sales and in the field of paving equipment, he will surely be an asset to our growing company.

We are very confident that Gaétan will be responsive to our clients' needs and along with his knowledge, professionalism and determination will continue to keep us ahead in this field as we engage in expanding our product lines, such as Mauldin, PSI, Kaufman, Anderson, Bomag.

We would like to welcome Gaétan as part of our dynamic team!

Source: Insta-Mix, (514) 863-4649



**Manitowoc Crane Group** has announced the appointment of **Mike Wood** as global product manager for Manitowoc crawler cranes. He takes over from Raman Joshi who has transferred to Singapore taking the position as director of marketing for the Asia-Pacific region.

Mr. Wood reports to Bob Hund, vice-president of worldwide marketing. His duties include overseeing strategy and financial performance for Manitowoc, as well as managing Manitowoc's manufacturing alliances and analyzing market conditions. He will work closely with the brand's locations around the globe to ensure both existing and new products meet local and global customer requirements.

Source: Manitowoc Crane Group



**Doug Sanford** has just been named to lead the new **Hendrickson Truck Systems Group** created by the merger of four truck industry business entities of Hendrickson.

Doug Sanford assumed duties as vice-president and general manager of the newly formed organization that oversees the former Hendrickson Truck Suspension Systems and Hendrickson Spring, reported Gary Gerstenslager, Hendrickson president and COO.

Hendrickson Auxiliary Axle Systems and Hendrickson Bumper and Trim continue to operate under their business unit structures as semi-autonomous organizations in the new truck systems group.

Consolidating former truck and spring divisions expands opportunities for integrated suspension and spring designs for global truck platforms and improves coordination of engineering and marketing functions. The action also improves coordination for human resources,



finance and purchasing.

An eight-year veteran of Hendrickson, Sanford served as vice-president and general manager of the former Hendrickson Spring. He previously held posts of general manager of Hendrickson Bumper and Trim and director of marketing and program management in Hendrickson Truck Suspension System.

Source: Hendrickson, a Boler company

**Phillips Industries** has hired **Michel Du Bois** as territory manager for Quebec and the Atlantic provinces.

Michel Du Bois with close to 30 years in the trucking industry, came to Phillips Industries from Hino Trucks where he served for 18 years as Eastern Canada manager.

Phillips Industries is a leading supplier, innovator and manufacturer of advanced electrical and air brake interface equipment for the commercial vehicle industry. Phillips Industries is ISO 9001:2000 certified and has manufacturing and distribution facilities throughout the U.S. and Canada.

Source: Phillips Industries, (514) 234-9011



**London Machinery**, one of North America's leading manufacturers of concrete mixer trucks and replacement drums, has hired **Alan Milliken** as its sales manager, Concrete Batch Plants.

Mr. Milliken will handle sales and related support services for CON-E-CO® batch plants from Ontario to the Atlantic Coast. He came to London with more than eight years experience in concrete batch plant sales.

CON-E-CO engineers and manufacturers North America's leading line of portable and stationary batch plants, including the patented LO-PRO® portable batch plant.

CON-E-CO's products have a well-earned reputation for quality, durability and reliability. The company's plants are operating around the globe.

Source: London Machinery Inc., 1-800-265-1098 ext. 226



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# Panama Canal Expansion Breaks Ground

They came from every province of Panama and from across the globe to witness history: the beginning of the historic expansion of the Panama Canal. The crowd, totaling an estimated 30 000, included world leaders in business and government. They joined employees of the Panamanian government and the



Panama Canal Authority (ACP) on September 3, 2007, in a groundbreaking ceremony to celebrate the beginning of the first-ever expansion of the nearly 100-year-old waterway.

Expansion will build a new lane of traffic along the Panama Canal through the construction of a new set of locks, which will double capacity and allow more traffic and longer, wider ships. Today's event inaugurates the first construction project of expansion: a dry excavation project on Paraiso Hill that begins the construction of the new Pacific Locks access channel. The new Pacific Locks access channel will ultimately connect the Gaillard Cut to the new Pacific Locks.

"It's a historic day. Expansion will have a significant role in world trade and the maritime industry. This project brings a true sense of pride and a real sense of responsibility. We are ready to meet the demands ahead and, truly, the best is yet to come," said ACP Board of directors chairman and minister for Canal Affairs Dani Ariel Kuzniecky. "We are grateful for the tremendous support of this project and we are honored by the presence of government officials from around the world, particularly former U.S. President Jimmy Carter."

In a national referendum October 22, 2006, Panamanians voted to expand the Canal, a momentous step that will ultimately secure their future and that of world trade. Expansion will double Canal capacity to more than 600 million Panama Canal tons, tighten the global supply chain and help get goods to market faster. After scores of analyses, studies and planning, expansion begins today.

"We have researched and planned this project for years; we have the approval of the

Panamanian people. As we stand here today, our vision and perseverance have paid off. Now, it is time to execute. Now it is time to begin the expansion of the Panama Canal," said ACP administrator/CEO Alberto Alemán Zubieta. "It is truly an honor to lead this great organization. We all know about those who risked so much and tried so hard to build the Canal more than 100 years ago. As we dig, as we build, as we expand the Canal, we will be thinking of those pioneers while also looking to the future. A future that is bright for the Canal and world trade. A future that is bright for Panama – a country that is becoming the transportation and logistics hub of the Americas."

The Panama Canal services more than 144 different transportation routes from every corner of the globe, connecting major trading arteries and providing safe, time-saving and

secure passage for all vessels. The expanded Canal will serve as a critical link to world commerce.

The Panama Canal Authority (ACP) is the autonomous agency of the Government of Panama in charge of managing, operating and maintaining the Panama Canal. The operation of the ACP is based on its organic law and the regulations approved by its Board of Directors.

The Authority's responsibility to the Panamanian people is paramount. The Canal belongs to the people and benefits from the Canal should accrue to as many Panamanians as possible. The Authority will plan its future so that it will continually contribute to the economic development and welfare of the citizens of Panama.

Source: Panama Canal Authority

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## Agenda

### Garden Expo

October 16 - 17, 2007  
Toronto, ON Canada

### ICUEE 2007

October 16 - 18, 2007  
Louisville, KY USA



### Solid Waste Association of North America WASTECON 2007

October 16 - 18, 2007  
Reno, NV USA

### Atlantic Logistic Forum 2007

November 15 - 16, 2007  
Biarritz, France

### Con-Build Vietnam 2007

November 20 - 23, 2007  
Giang Vo, Hanoi, Vietnam

### Canadian Waste & Recycling Expo

November 28 - 29, 2007  
Vancouver, BC Canada

### CONEXPO Asia show

December 4 - 7, 2007  
Guangzhou, China



### 28th International Irrigation Show

December 9 - 11, 2007  
San Diego, CA USA

### POWER-GEN International

December 11 - 13, 2007  
New Orleans, LA USA

### CONGRESS 2008

January 8 - 10, 2008  
Toronto, ON Canada

### World of Concrete 2008

Exhibition January 22 - 25, 2008  
Seminars January 21 - 25, 2008  
Las Vegas, NV USA

### NAPA's 53rd Annual Meeting

January 26 - 30, 2008  
Phoenix, AZ USA

### The Rental Show 2008

February 11 - 14, 2008  
Las Vegas, NV USA

### CONEXPO-CON/AGG 2008

March 11 - 15, 2008  
Las Vegas, NV USA



### AORS 2008 TRADE SHOW - June 4 and 5

June 4 - 5, 2008  
Walkerton, ON Canada

### MINExpo® 2008

September 22 - 24, 2008  
Las Vegas, NV USA

### World of Asphalt Show & Conference /World of Aggregates

March 9 - 12, 2009  
Orlando, FL USA

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## Joe Johnson Equipment's Grand Opening

As daylight broke on Thursday, September 27<sup>th</sup>, Joe Johnson Equipment's employees were already getting ready to welcome their guests with fresh pots of coffee and bright smiles. The excitement was contagious throughout the building – It was the Grand Opening of their state-of-the-art location in Innisfil, Ontario, as well as JJE's first annual Educational Day. Many guests arrived earlier than the 9am start time – as they were excited to take part in the live demonstrations and to walk around and see over 70 units on



visit – there was never a shortage of activities to take part in. The afternoon brought big excitement as the Hart Memorial, James Nor-

agree it was well worth it. Many left with their JJE trade show bags brimming with literature and handouts from suppliers. Most asked



display. As suppliers and customers milled about, sharing information and educating themselves, JJE's employees never stopped ensuring that every aspect of the big day went off without a hitch. From the ongoing seminars hosted by industry leaders to the live demonstrations and 25 supplier booths to

ris Memorial and Conn Smythe NHL trophies were on display and the winner of a Harley Davidson raffle draw was announced!

By end of day, over 700 suppliers and customers had made the trek to JJE's new headquarters. It took long and careful planning to get to this one day but all can

to be invited next year and all would agree that it was without a doubt – a successful day for Joe Johnson Equipment. Thank you to everyone who made Joe Johnson Equipment's Grand Opening/Educational Day a rousing success!

Source: Joe Johnson Equipment Inc.

## Peterbilt Medium Duty Hybrids in Full Production in 2008

Peterbilt Medium Duty Hybrid vehicles, developed in conjunction with Eaton Corporation, will launch into full production as early as March of 2008, the company announced during its press conference at the 2007 Great American Trucking Show.

Peterbilt will offer the Model 330 hybrid electric for pick-up and delivery applications and the Model 335 hybrid electric for stationary PTO applications.

The Model 330 is powered by the PACCAR PX-6 engine rated at 240 hp and 560 ft-lbs of torque. With the hybrid system engaged, horsepower increases to 300 and torque to 860 ft-lbs. This configuration is ideal for stop-and-go use and can result in 30% fuel savings.

The Model 335 is also powered by the PACCAR PX-6 engine which regenerates lithium-ion batteries to electrically operate the PTO, ideal for municipal and utility applications. During typical stationary operation of

the PTO, the engine needs to run only about 1/6<sup>th</sup> of the time versus non-hybrid vehicles.

Maintenance requirements are also reduced from less wear on the engine and the brakes, as its workload is supplemented by the electric motor and the charging of the battery retards the motion of the vehicle.

Peterbilt continues development of hybrid Hydraulic Launch Assist (HLA<sup>®</sup>) technology, currently being evaluated on Peterbilt's low-cab-forward Model 320, for vocational and stop-and-go applications such as refuse collection.

The system recycles a truck's kinetic energy to conserve fuel and assist in acceleration. While in fuel economy mode, testing has proven a significant improvement in fuel efficiency and has also shown more



than a 50% reduction in brake wear. The system also reduces engine and transmission wear, potentially extending component life and lowering service costs. It is also more environmentally friendly by decreasing exhaust emissions and noise.

Source: Peterbilt Motors Company



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