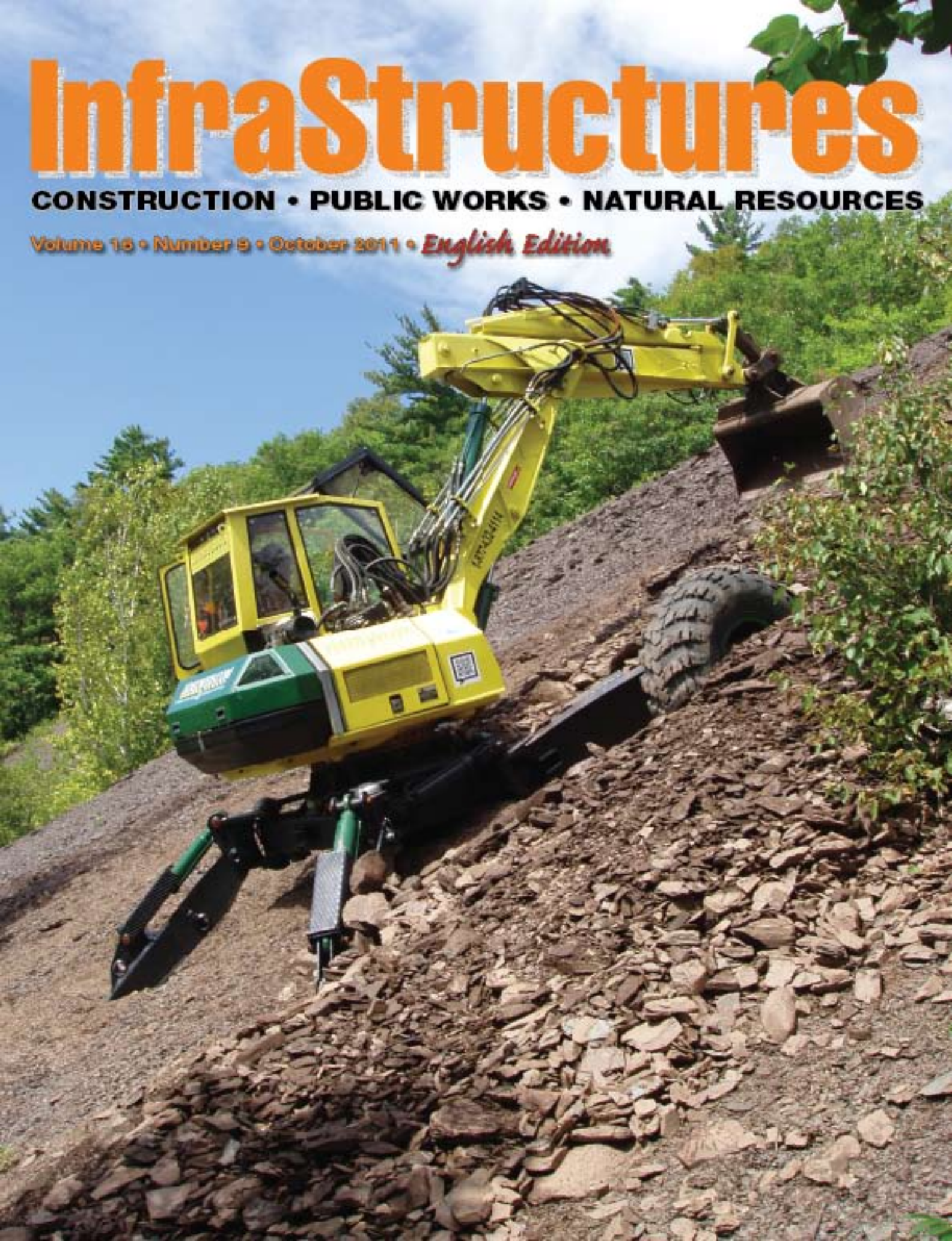


InfraStructures

CONSTRUCTION • PUBLIC WORKS • NATURAL RESOURCES

Volume 16 • Number 9 • October 2011 • *English Edition*



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A Brief Word...

Well, a big "thank you" to whomever it was that took my advice and prayed for a wee more good weather. Keep up the good work.

For the rest of us it's business as usual now that life has resumed a more typical pace. This is reflected in much of the good and mediocre economic news of recent weeks. U.S. currency remains weak and interest rates have settled in at or near record lows, making procurement still attractive and fuelling more localized economic activity.

Politically, we are also into a period of normalcy and stability with the last in a succession of provincial elections over and done with. Even Ontario promises to be better, with the sitting government being brought up short and forced to take more care with spending and taxation under the watchful eye of a curious opposition dynamic.

All this opens the prospects of opportunity and new or innovative fleet and technology investments. What better source to get the scoop on what may make your operation more profitable and efficient than InfraStructures, Canada's leading industry publication. Once again we've scoured jobsites and trade events near and far to bring you the news of what is happening so you can make decisions that make sense.

Cheers,

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On the cover: a spider excavator owned by Créations et Constructions Edelweis Inc. is digging in loose material on a steep hill near Cap Rouge, Quebec.

The spider excavator is the ideal machine for shoreline rehabilitation, site remediation or excavation in extreme conditions.



WAJAX REBRANDS DIVISIONS

Wajax Corporation has unveiled new brands for its three key divisions, further strengthening the Corporation's national identity.

"The Wajax name has stood for superior products, excellent service and competitive pricing for over a century and a half. With personnel and branches in every province, the Wajax name is synonymous with quality," president and CEO Neil Manning

said, unveiling logos for the newly named Wajax Power Systems, Wajax Industrial Components, and Wajax Equipment.

"By bringing all three divisions under one common brand name, customers, suppliers and vendors will be able to appreciate the Corporation's size, strength, and integrated approach to business."

The newly rebranded divisions include:

- Wajax Power Systems – This division combines Waterous Power Systems,

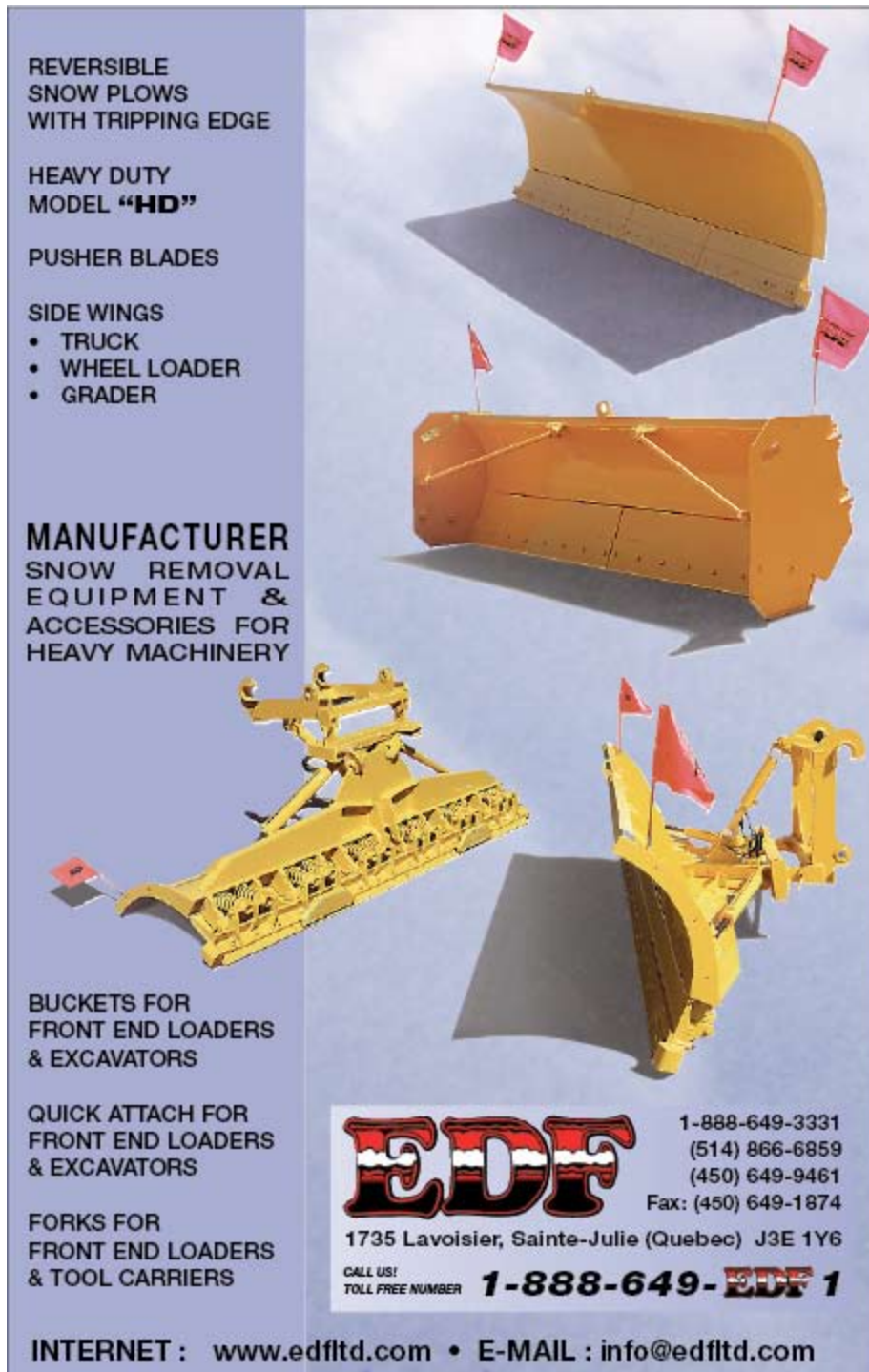
DDACE Power Systems, and the recently acquired Harper Power Products. Its 28 branches distribute engines, transmissions and related products.

- Wajax Industrial Components – Formerly known as Kinecor and its Peacock division, this division's 58 branches distribute, service and repair industrial components including bearings, power transmission parts, hydraulics, process equipment and automation technologies.
- Wajax Equipment – Wajax Industries receives this updated brand name throughout its 31 branches, which reflects the division's role as the nation's largest multi-line distributor of equipment.

"Beginning today, the Wajax name and logo will be an even more prominent part of Canada's most important sectors: industrial/commercial, mining, oil sands, construction, oil and gas, transportation, forestry, government and utilities, and metal processing," said Mr. Manning.

The rebranding initiative will be completed before the end of 2011.

Source: Wajax Corporation



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XCMG SELECTS EATON COMPONENTS FOR ITS FIRST COMPACTORS WITH HYDRAULIC TRANSMISSIONS

Eaton Corporation recently announced that XCMG Group of Jiangsu Province, China, has selected Eaton components for its first vibratory compactors with hydraulic transmissions.

Each hydraulic transmission will be equipped with an Eaton® hydrostatic heavy-duty variable pump and motor rated at peak pressures of 6,960 psi (480 bar). XCMG's satisfaction with Eaton pumps, steering units and valves on other XCMG equipment prompted the OEM to rely on Eaton Hydraulics Greater China, based in Shanghai, for pumps and motors to manage power on its next-generation vibratory compactors.


Eaton won the business based on the power density of its heavy-duty pumps and motors, as well as on Eaton's exacting global alignment with XCMG's parts supply requirements, which included local manufacturing, multiple production sources for key hydraulic components, application expertise and a global service network.

"XCMG's business marks Eaton's first significant heavy-duty pump and motor

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win in the China vibratory compactor platform, making it a milestone achievement," said Wei Tian, Eaton China sales manager. "Since XCMG is number one in the China construction machinery market and among the top 10 players in the industry's world market, its use of Eaton pumps and motors will be highly regarded by competitive OEMs both in China and around the world."

Source: Eaton Corporation

VOLKSWAGEN RECEIVES APPROVAL FROM EU COMMISSION TO INCREASE HOLDING IN MAN

The Volkswagen Group has reached a further important milestone on its way towards an integrated commercial vehicles group consisting of MAN, Scania and Volkswagen. Volkswagen AG has received approval from the EU Commission to increase its holding in MAN SE in line with the mandatory offer. This was announced by Europe's largest automaker in Wolfsburg on September 26.

The Volkswagen Group assumes that the remaining outstanding completion condi-

tions will be fulfilled during the coming weeks.

Following receipt of all the necessary regulatory clearances and subsequent settlement of the mandatory offer Volkswagen will hold a total 55.90% of the voting rights and 53.71% of the share capital of MAN SE. Substantial synergies can be realized through a closer cooperation of MAN, Scania and Volkswagen in the fields of procurement, development and production.

Source: Volkswagen Group

ATLAS COPCO OPENS NEW FACILITY IN NEWFOUNDLAND

Atlas Copco Mining and Rock Excavation Technique Canada recently announced the opening of its newest facility, a warehouse and rock drill repair shop, in Pasadena, Newfoundland. Staff on the island includes four service technicians and a dedicated account manager. Nicholas Dillman has been appointed acting manager for the facility, effective immediately, reporting to Blaine Vatcher, Eastern Region manager for Atlas Copco.

"Over two years ago, we moved a service technician to Newfoundland to support a few key customers and to start the process of understanding the unique needs of the region's potential clients," said Mr. Vatcher. "We learned that our customers in Newfoundland prefer to deal directly with their suppliers. That's why we're here today."

When asked about future plans for the facility, Blaine Vatcher answered, "With key customers signing service contracts – as they are doing – we are able to invest in the future by expanding our parts and service support even further."

The new facility will support and stock inventory for exploration drilling, surface drilling rigs, underground drilling, Scoop-trams and trucks, rock drilling tools and ground reinforcement products. Plans are in place to add other strategic OEM partners for parts and service as end-users require them.

Source: Atlas Copco

KPI-JCI AND ASTEC MOBILE SCREENS SPEARHEAD CAMPAIGN TO SPOTLIGHT NEED FOR INFRASTRUCTURE FUNDING, GENERATE LEGISLATIVE CALL-TO-ACTION

At a critical time when American infrastructure has sank from 6th best in the world to 16th in just two years, KPI-JCI and Astec Mobile Screens has announced a trailblazing campaign, "The Road Connection," which will spotlight the need for infrastructure funding and increase pressure on government to fund road construction.

KPI-JCI and Astec Mobile Screens announced the launch of the campaign at its National Dealer Conference, held this year in New Orleans, Louisiana, September 12-14.

"As an industry leader, we feel compelled to do our part to help secure a multi-year, federal highway bill to improve our roads and bridges," said Joe Vig, president of KPI-JCI and Astec Mobile Screens. "It is imperative that we invest in our transportation system, not only to improve our quality of life and infrastructure, but also to put more Americans back to work."

Two Winners in RFID

In terms of frequency, there has been one major winner in RFID but now there are two. Traditionally, over half of the rapidly growing, multi-billion dollar expenditure on RFID has concerned 13.56 MHz systems. They are used for tickets, cards, library book labels and the like, spanning finance, transport, secure access, asset tracking and so on. Participants in this business have prospered while the enthusiasts for the volume alternative - UHF - have conquered the standards for airline baggage and pallet and case tagging for instance but had only heavy losses to show for it as sales failed to take off and serious technical shortcomings had to be tackled. No more.

We now see billions of UHF labels used every year, including for item level tagging, particularly 100% of the booming business of apparel tagging in the retail sector and throughout its supply chains. Wal-Mart now tags more apparel than pioneer Marks and Spencer in the United Kingdom.

Suppliers of UHF RFID are at last bringing a smile to their investors faces with a steady stream of profits. These and other changes in RFID will be fully analyzed in the IDTechEx event RFID Europe 2011. There are more end users than ever presenting at this event and the latest best-in-class speakers to join the speaker line up are Avery Dennison, Motorola and Megasoftware updating on those retailing applications, Siemens on temperature sensing RFID, the RFID Institute SA on mining applications now taking off, Aton + EuroClone on cloud computing for RFID, the UK ESP Knowledge Transfer Network on the changing Internet of Things, IDTechEx on Wireless Sensor Networks WSN (third generation active RFID) worldwide and VTT of Finland on Real Time Location Systems (second generation active RFID) - vibrant RFID markets that are thriving in parallel.

The IDTechEx RFID Europe event, held September 27-28 in Cambridge, United Kingdom, fielded new best-in-class presentations, Masterclasses, visits and exhibits, moving the subject onwards.

Source: IDTechEx



"The Road Connection" is a year-long campaign driven by KPI-JCI and Astec Mobile Screens and supported by industry organizations. The campaign is designed to demonstrate the need for infrastructure funding and generate a legislative call-to-action.

Throughout 2011-2012, KPI-JCI and Astec Mobile Screens will travel the highways and interstates to all corners of the nation and host and attend dealer stops, demo days, open houses and industry tradeshows.

"Our goal is to partner with others to speak as one voice," Mr. Vig said. "We know that better roads and better bridges mean better business, not just for our industry, but for every industry. We hope 'The Road Connection' brings about real, positive change that will help improve the day-to-day lives of our fellow Americans."

Source: KPI-JCI & Astec Mobile Screens

2011 A RECORD YEAR FOR NEW WIND ENERGY INSTALLATIONS IN CANADA

Wind energy in Canada is now on track to enjoy a record year in 2011 with approximately 1,338 MW of new installed wind energy capacity projected to come on line – compared to 690 MW installed in 2010, according to new projections from the Canadian Wind Energy Association (CanWEA). These new installations represent almost \$3.5 billion in investment and have created more than 13,500 person years of employment in addition to providing emissions-free electricity for families and businesses.

2011 is also a record year for new wind energy installations in Ontario with more than 500 MW projected to be installed by the end of year. While Ontario is Canada's leader for new wind energy installations, it is not alone in pursuing the economic and environmental benefits of wind energy development. New wind farms are being commissioned in seven other Canadian provinces in 2011, including British Columbia, Alberta, Saskatchewan, Manitoba, Quebec, New Brunswick and Nova Scotia.

Wind energy's growth in Canada has been driven by a desire to meet rising energy demand, reduce environmental impacts of electricity generation and stimulate rural and industrial economic development.

Source: CanWEA

NEXT MAJOR ORDER FOR PALFINGER WIND

Following the recent order for 48 cranes by REpower Systems SE, PALFINGER WIND is again in the headlines winning a tender for 111 offshore wind platform cranes to be delivered to DONG Energy, Denmark's leading energy company.

Deliveries will already start in January next year for the Anholt Offshore Wind Farm, Denmark's largest offshore wind farm. With a capacity of 400 MW it will be

part of a large-scale Danish commitment to the development of eco-friendly and renewable energy.

The cranes supplied by PALFINGER WIND will provide for safe and fast unloading of supply vessels and flexible material handling on the platform. One of the winning factors for this project was the simple, robust and trustworthy design of the PALFINGER crane.

Source: PALFINGER AG



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— Dave Wright,
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Acquiring Software: Determining Requirements

*Pat Delgesso, Maestro Technologies
Special Collaboration*

This white paper explains the rationale and importance of determining requirements before acquiring new software.

THE DESIRE FOR CHANGE

After years of avoiding the issue, you realize that you will have to change the computer system that manages your company. Which system should you choose? This is an important question because if you find yourself in the same position as most companies, you are currently using more than one system. This does not even include everything that is done manually, or everything that you should be doing, but have never had a chance to set up.

OBJECTIVES

First of all, you must determine your corporate objectives in relation to the changes you want to make. There is a difference between objectives and requirements. Objectives are more general in nature. They may include reducing administration personnel, increasing collaboration or integration between departments, being able to determine the profitability of each department, teams and so on. These must all be in line with the corporate vision and requirements for a management and

information system. Requirements are much more targeted. They can include bank reconciliations, preparing financial statements, managing procurement, etc. All of these tasks result from objectives.

Some objectives may also be legislated. Having a system that respects the U.S. Sarbanes-Oxley (SOX) law could be an objective or a requirement if the company is listed on the stock exchange. This does not necessarily make it a functional requirement.

Next you will need to make a decision about the selection approach. You have a choice between replacing what is currently done with your existing systems or finding corporate management systems specific to your field that usually include the best practices of the industry.

The first approach allows you to replace what you are currently doing, but with more advanced functions in the context of more up-to-date technology. This allows you to reduce the level of risk by quickly replacing the current system while planning the gradual implementation of new computer functions. The second option involves more risk, but it can substantially improve your operations. As a general rule, software that is dedicated to vertical markets evolves based on requests from their customers, which includes companies like yours. Thus, they often include the best practices of the industry and allow you to quickly implement new methods that will optimize your operations. This said, the disadvantage with this approach is often that personnel will resist substantial changes to their daily work.

PLANNING FOR THE REPLACEMENT OF THE CURRENT SYSTEM REQUIREMENTS GRID

The first step consists of listing the software used and the requirements they meet. For example, it is not enough to specify an accounting software program. You also need to specify the functions used in the system.

Your list should also include everything that is managed using internal databases, Excel spreadsheets and others. You should also include any information that is entered manually into notebooks. Special attention is necessary for Excel spreadsheets. In fact, for many companies, the core of financial management information for operations is usually maintained in such spreadsheets. To fill the gaps of their existing accounting system, many companies use spreadsheets to enter information in the appropriate format, conduct analyses, print reports and so on. While this does help to fill a short-term requirement, over the long term, this method involves many risks and disadvantages. This can include multiple entries of the same information, discrepancies with official financial data and errors resulting from a lack of validation. Furthermore, this information is often not secure due to a lack of access rights.

Once this list is complete, check the relevance of each function. Too often, we see situations where tasks have been done for so long that nobody remembers the reasons for doing them in the first place. When we ask employees about actual requirements, we realize that this is no longer essential and that, although it was identified as a requirement at the outset, it is no longer a requirement.

We also need to identify computer functions that are unacceptable or that need to be improved. For example, you may have an invoicing system that lets you issue invoices to customers and monitor customer accounts. We can therefore conclude that this requirement has been met. However, difficulty with or limitations of the application can result in many errors or substantial time may be required to obtain the desired result.

The solution is to clearly identify what we like about a specific function. We often take it for granted that the function in question is available in all systems. This is not always the case. You therefore need to determine what works well to be sure

that the new system has an identical or equivalent function.

To conclude, include all forms, reports and interfaces required by the various levels of government. Corporate integrated systems often allow you to generate these documents automatically. This can save a great deal of time.

ITEM CLASSIFICATION

Once you have completed these evaluations, you need to classify each of these items into one of the following three groups:

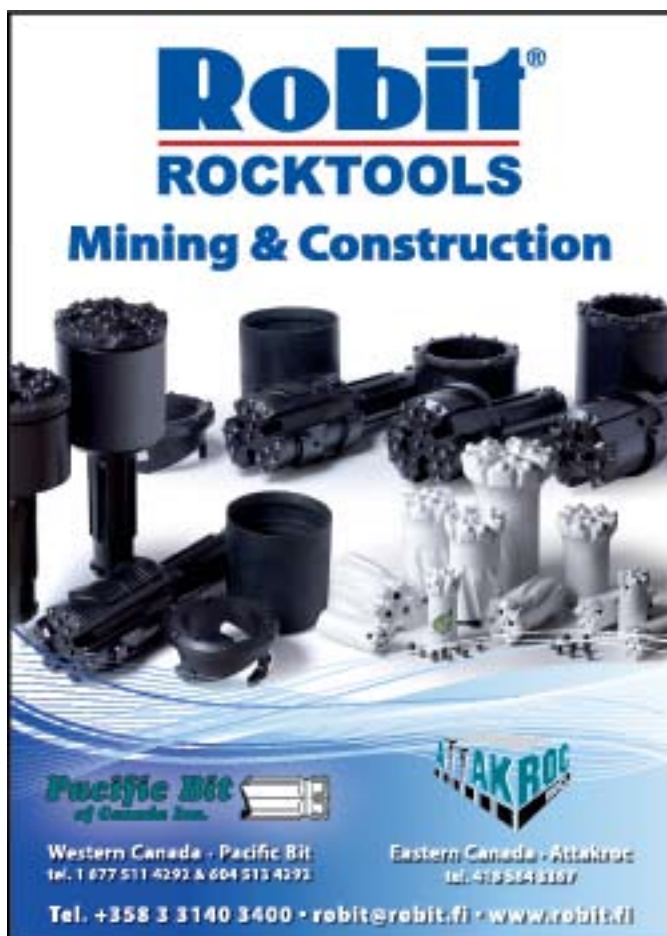
- Financial: Functions that strictly relate to accounting and financial information (accounts receivable, financial statements, bank reconciliation, etc.).
- Financial operations: Administrative functions for managing the company, but that have an impact on the financial aspect. For example, inventory management is associated with good operational management, while having a significant impact on accounting.
- Operational: Administrative functions with no direct impact on the financial

aspect. For example, estimates, quotations and documents can be managed very well without a link to the company's accounting information.



Once you have completed the requirements grid, each item must be qualified according to the company's actual requirements (High or Low requirements and Desired). There are some functions that

can be easily met by other functions, while others would be interesting but not essential for management. However, it is very important to identify indispensable functions. For example, some companies may use an outside payroll service, but could not do without an invoicing system designed for their industrial sector. Your grid should resemble the following:

Functions	Important Function	Importance	Weighting
Financial			
Financial statement	Ability to determine financial ratios	Essential	15
Bank reconciliation	Basic function	Essential	15
	Search by cheque number	Desired	2
	Sort by amount	Essential	7
Management of receivables		Essential	5
Financial operations			
Procurement	Basic functions	Essential	15
	Outsourcing contract	Essential	5
	Order for materials with unit conversions	Essential	15
Inventory management	Multi-site management	Essential	15
Operational			
Document management		Desired	3
Management of job site events		Important	3
Tender calls		Essential	10
			100



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Weighting is an exercise that can provide some helpful information for your final choice in a system. You should not lose sight of the essential functions that are indispensable for managing the company. A system with a good time keeping system may lack other important functions. This evaluation should be used as a guide rather than as selection criteria.

STRATEGIC CHOICE

Once this exercise is completed, you must determine to what extent you want or must have an information system combining two or three of the preceding sections. In fact, you will find software that not only matches each of the classes listed, but also one or two of the possible combinations.

This decision must not be taken lightly. A software program that only matches one class will be much easier to implement because the functions will be much more targeted. Also, if not integrated with other departments, you will have fewer constraints in using it and less people involved in implementing it. But dealing with multiple vendors also has its share of problems. If two products must share information, it may be more complex than anticipated. The technologies between the products may be significantly different, making communication difficult. New versions of either product may also make an existing interface non-operational or even obsolete.

Integrating various financial and operational functions would provide increase administrative performance, but could also be more complex to implement in the company. It is therefore very important to think carefully about this issue and choose the correct route.

CONSULTANT

Consultants can sometimes provide predefined requirement grids. These grids often contain too much detail and include a set of functions that exceed your requirements. The preconceived notion is that two companies working in the same field would have the same requirements. Nothing could be further from the truth. Each company has its own culture, vision and administrative options that have been established based on employee requirements, location and the economic activities that define the company. It is therefore appropriate to validate our exercise by

comparing it with a list from another company to make sure that nothing has been forgotten. However we do recommend against using such grids without adaptation. This could lead you to choose an information system that does not meet your requirements, and instead meets the requirements of the company for which the grid was prepared. It is therefore important to go through the exercise to determine the requirements that are specific to your company.

ENTERPRISE RESOURCE PLANNING (ERP)

There are information systems on the market that cover at least two aspects, if not three, for each industry. These software programs usually include the best practices of the industry and should cover most of your requirements. It might be helpful to attend a presentation given by a representative. You might be surprised at the richness of functions and advanced integration of information. These types of applications usually include the various interfaces, reports and forms required by government. It is nevertheless preferable to first prepare your list of requirements so the vendor can check that nothing is missing from the presentation.

NUMBER OF USERS

An important piece of information that usually has a significant impact on the cost is the number of users. Most software is provided in two formats in terms of the number of users. This would be per user or per concurrent user. The second format is interesting because it allows you to acquire a limited number of licenses that can be accessed by several people. However, the disadvantage is that one license cannot be used by two people at the same time. This is definitely an interesting option if you have multiple occasional users.

COMMUNICATION

In this age of mobility, integration and communication, companies increasingly want to keep their employees connected to the corporate system in order to share information. In fact, with integrated operations, primary information (time sheets, work orders, change orders, etc.) is entered in the field rather than at the head office. The closer to the source information is entered, the more reliable it is. This also prevents the entry of duplicates, mak-

ing more efficient use of time. This also prevents errors.

Technological solutions are becoming more common. Whether you need an Internet line installed on the job site or mobile Internet for laptops using Windows CE cellular phones or computers, it is becoming easier to stay connected at all times and the prices for doing so are coming down. Nevertheless, there is a cost for these emerging technologies and they can be complex. This makes it important to be sure that the requirement is real and that the investment will generate an interesting return.

On the other hand, some software developers provide on-line solutions. Think about Outlook. You can manage your e-mail off-line and synchronize with Exchange when an Internet connection is available. You might want to check for the availability of this type of technology with your supplier.

OTHER FACTORS IN MAKING YOUR DECISION BUDGET

In addition to the preceding issues, you must think about your budget. The generally accepted rule is 2% of the annual sales figure. Some industries will invest more while others will invest less. But this proportion is a realistic amount in relation to the cost of integrated management systems currently on the market. Obviously, the 2% also includes costs related to the software, such as user adaptation, consultation, training, support and others. Implementation costs can represent 25 to 200% of the cost of the software acquisition. This is not a small price and you must pay careful attention during the acquisition.

In this sense, there is a huge difference between information systems for horizontal markets (Sage-Accpac, MS-dynamics, SAP) and corporate software for targeted vertical markets (maestro*). Targeted software programs usually include all of the functions required by the target industry, thus limiting any custom programming required given that they already support most of your requirements from the outset.

TERM OF THE INVESTMENT

You must also consider the evolution of the company and its current situation. The company may be growing, or it may

be planning to diversify its commercial activities. It is therefore important to take these factors into account when evaluating your requirements. Software programs are not designed to adapt to companies of every size, or for an unlimited number of users. While some software programs are very powerful for two or three users, some are designed to support dozens or even hundreds of users. You must therefore take growth into account and determine future requirements.

CUSTOM PROGRAMMING

Another approach involves taking a financial system designed for a horizontal market and having the portion that involves more specific requirements of the company developed. This approach results in an application that is designed specifically for your company. However, there is a risk that development will never end. The costs for this approach are often higher than planned because in most cases, the development will be done based on a cost plus contract, with little control over the total investment.

Also, this results in a company investing and developing expertise in a field other than its own. This can distract some administrative personnel from their primary responsibilities in favor of "managing" a computer project.

Furthermore, the company can find itself at the mercy of a small group of programmers. This is an unfortunate situation that many companies are facing.

Once development is completed, further investment will be required to update the software. You must therefore add significant maintenance costs to the initial development costs.

CHOICE OF SUPPLIER

Currently, software is sold by two types of suppliers—consultants who sell and support applications developed by third parties and software developers who sell and support their products directly.

Consultants are often recommended as resellers of value-added products (value-added resellers). Their objective is to sell their consulting services in addition to the application. In some cases, they can

modify the application supplied.

Software developers, who have direct control over the application supplied, will be able to update the software to meet your specific requirements, while offering the same services as a consultant.

CONCLUSION

A successful implementation of enterprise resource planning software starts with good preparation and careful thought about the objectives and requirements of the company. Most importantly, the relevance of the investment will be obvious if the enterprise resource planning software supports the vision and objectives of the company. This is why it is important to determine where you are going before you determine what you need.

All that remains is to find the best vendor to support you in implementing the system that will allow your company to move ahead.

Cet article est également publié en français sur www.infrastructures.com



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Kinetic Mesh Networking Can Link a Variety of Fixed and Moving Assets in Remote Locations

Rajant Corporation, the pioneer of Kinetic Mesh Networks and provider of pervasive, multi-frequency wireless solutions, showcased its innovative GULF-MESH™ broadband network solution at the 2011 Offshore Technology Conference, held in May 2011, in Houston, Texas.

GULFMESH™ is a proposed broadband wireless network in the Gulf of Mexico that would cover the area from Brownsville, Texas to the Florida panhandle. Oil platforms, commercial and private ships, Coast Guard and military boats as well as helicopters would connect to the mesh network enabling Wi-Fi access, ship-to-shore communications and the ability to remotely view, monitor and control a full range of IP devices.

The powerful flexibility of Rajant's Kinetic Mesh Networking can be applied to virtually any remote critical infrastructure where a broadband data and communications capability is required. For example,

a cluster of BreadCrumb nodes situated on a group of wells, pipelines or drilling platforms, could be readily connected via satellite transponder to satisfy a full range of communications needs.

Rajant also showcased its powerful RAPTR solution, which combines three BreadCrumb network nodes with three levels of directional antennae to provide portable readily-established broadband connectivity over long distances. With throughput rates of 25 Mbps at 10 km and 5 Mbps at 16 km, RAPTR offers true broadband connectivity for remote, unserved locations at distances up to 50 km.

The highlighted solutions are based on the proven Rajant BreadCrumb® wireless, portable mesh networking nodes and InstaMesh software, which enable continuous and instantaneous routing of wireless and wired connections. This dynamic frequency-hopping capability allows for total network mobility – Kinetic Meshing

– as well as robust fault tolerance, high throughput and low latency.



Founded in 1969, the Offshore Technology Conference (OTC) is the world's foremost event for the development of offshore resources in the fields of drilling, exploration, production and environmental protection. OTC is held annually at Reliant Center in Houston, and attracts more than 65,000 attendees and 2,000 exhibiting companies representing more than 110 countries.

Source: Rajant Corporation

Fort Collins Utilities Taps Tropos Networks for Wireless Smart Grid Communications

Tropos® Networks recently announced that the City of Fort Collins Utilities, Colorado, has selected Tropos GridCom™ as the communications infrastructure for its Advanced Meter Project AMI data backhaul and future aggregation of smart grid applications across the utilities' service territory.

"A crucial element in our Advanced Meter Project is a highly reliable broadband communications infrastructure," said Steve Catanach, Light and Power manager for Fort Collins Utilities. "The Tropos GridCom network has the resilience, capacity and security that will enable us to leverage it for a wide range of Smart Grid applications."

Fort Collins Utilities plans to migrate all its customers to AMI over the next two years by installing Elster EnergyAxis® electric and water meters. For communications, Elster's EnergyAxis® Gatekeeper will be used as the metering LAN to connect smart power and water meters. Tropos' GridCom will extend across Fort Collins Utilities' service

territory, providing wireless broadband backhaul from the metering LAN to the utilities' existing fiber network.

In addition to using the Tropos network for AMI, Fort Collins Utilities plans to leverage it in the future for other new power and water utility applications. Example applications may include mobile workforce applications, energy conservation, demand reduction, integration of renewable and conventional distributed generation (DG), and transition from traditional gasoline powered vehicles to Plug-in Hybrid Electric Vehicles (PHEV) and electric vehicles (EV). The ability to monitor loads and reconfigure the system in response to changing demand is critical to enable the integration of growing DG and PHEV use. Water utility applications may include leak detection and outage response. The network will also enable Fort Collins Utilities to provide feedback regarding energy and water use to customers, providing customers an opportunity to take a more active role in conservation. Additionally, the network has

the ability to support communications for mobile workforce applications for other city departments as well as other smart city applications such as traffic signal control.

"Fort Collins Utilities is a great example of how a secure, scalable and reliable wireless communications system can enable many applications and provide tangible benefits to utilities and their customers, making utility operations more cost-effective and improving the service delivered to customers," said Tom Ayers, president and chief executive officer, Tropos Networks. "We're pleased to have been selected to help Fort Collins Utilities build its Advanced Meter Project, and we look forward to working with their team."

Fort Collins is home to Colorado State University and an outstanding public school system. Nestled at the base of the Rocky Mountains, with an average of 300 days of sunshine every year, Fort Collins offers exciting recreational opportunities, unique cultural offerings, and is a regional center for employment and shopping. Fort

Tekla Gives Professional BIM Application for Everyone in Construction

To make an impact on the construction industry, 3D modeling software provider Tekla is launching a new advanced application for building information model-based project communication and cooperation. Tekla BIMsight is ready for everyone in the industry to download and share over the Internet for free. Now contractors, designers, architects, MEP detailers and fabricators can combine their models, check for clashes, and collaborate using new and unique BIM software.

Tekla BIMsight is a new collaboration tool that lets construction industry professionals step into the BIM (Building Information Modeling) process for free. This software application makes it easy to combine and understand 3D models created by different AEC disciplines with different software, to interpret the design intent, check for clashes, and comment and mark changes. Tekla BIMsight presents a centralized way to maintain

Collins offers the convenience of a small town with all the amenities of a larger city. There is always something happening in this community. From music concerts and plays, to food and beer tasting extravaganzas, Fort Collins has it all.

The City of Fort Collins Utilities has been recognized for being an award winning utility in Environmental Excellence, Leadership and Achievements; Performance and Innovation, Vision, Leadership, Outstanding Community Support for Renewable Energy; and Reliable Electric Operations. The City of Fort Collins has also been ranked 6th out of the top 100 best places to live by Money Magazine. We continue to seek new opportunities to reduce our environmental impacts; adopt new technologies for increasing efficiency; explore ways to better engage our staff and community in action for sustainability. We are passionate about creating a vibrant, world-class community, and providing exceptional service for an exceptional community.

Source: Tropos Networks

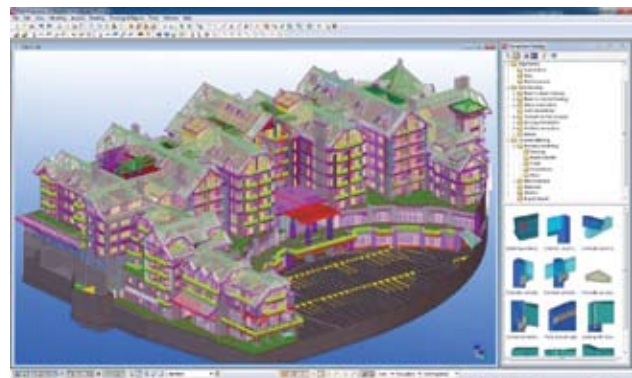


and communicate shared construction information: project participants can see the big picture as well as every important detail in the same, illustrative and easy-to-grasp 3D model. Tekla BIMsight can be used throughout the workflow of construction, from the design phase of the building to its erection and site management.

"Tekla's mission is to drive the evolution to digital information modeling, multiplying our customers' potential to think and achieve big in their projects and businesses," explains Tekla executive vice president Risto Rätty. "Understanding BIM as a centralized process rather than 'just a model' requires cooperation and goodwill between the construction disciplines. This is exactly what we want to achieve with the new Tekla BIMsight software, and our part of the goodwill is to distribute it for free for the whole industry to easily take into use."

Tekla BIMsight has been described as "the missing link" BIM software application because it enables accurate and effective 3D building information model-based project collaboration and management for everyone in the industry. BIM-based way of working supports the modern requirements of sustainability and green building, for example, by optimizing prefabrication and site management and enabling a paperless process. Accurate, model-based communication enables

better constructability through finding, reacting to and correcting possible design errors early before on-site construction. All this motivates people working in engineering and construction to centralize their data and to make requests for information accurately and efficiently through one shared



application that presents the combined model of a whole construction project from every possible angle.

Tekla BIMsight software is ready to download for free. Video tutorials and an online user community make it easy for anyone to get started visualizing and communicating with building information models. At the moment, Tekla BIMsight is only available in English.

Source: Tekla Corporation

Eastern Canada's Construction Leader Doubles Work, Quantity and Benefits with BID2WIN Estimating & Bidding

With over 45 years of experience in construction and project management, Pomerleau Inc. is a leader in Quebec's construction industry, distinguishing itself from competitors in infrastructure and civil works, as well as the commercial, institutional and industrial sectors.

The quality of Pomerleau's construction is well-renowned, thanks to the company's constant innovation in work methods and efficiency in meeting client expectations, budget and schedules. As a

large company—Pomerleau employs close to 1,500 people in five locations throughout Eastern Canada—a key contributor to staying on schedule and under budget is a top of the line estimating and bidding solution from BID2WIN Software.

Francis Beaujault, chief estimator of the Heavy Civil Works Department at Pomerleau, has been with the company since 2002. At that time, Pomerleau was using another software to manage their estimat-

as Mr. Beaujault took lead of the estimating team.

Built from the ground up using Microsoft's most advanced development tools to run on Microsoft's largest, fastest database,



ing and bidding, but the software was not meeting the company requirements and that led Pomerleau to search for a more robust solution that would better meet their needs. Pomerleau made the transition to BID2WIN Estimating & Bidding in 2005,

BID2WIN was designed to look and feel like a familiar Microsoft application. Despite its power and feature-rich functionality, the solution is easy to install and intuitive to learn, so Mr. Beaujault's estimating team was able to get up and running right away.

Take Your Office on the Road with the 2012 Chevy Silverado

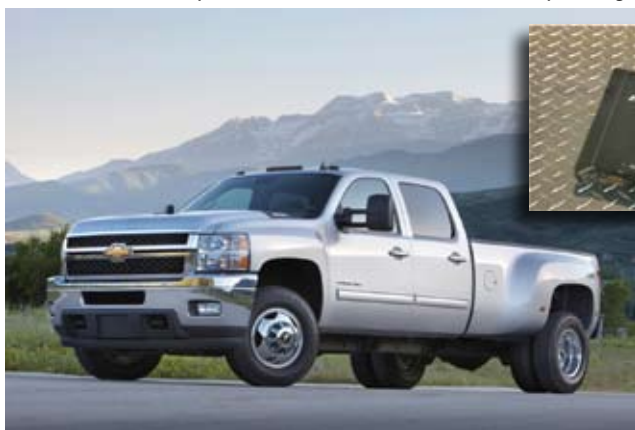
Chevy WiFi powered by Autonet Mobile delivers high-speed Internet service to the 2012 Chevrolet Silverado, transforming it into an on-demand mobile office for small-business owners, contractors and travelers.

Autonet is a dealer-installed system that provides full Internet access for multiple users inside and within a 45 m radius of the truck, using a laptop, smartphone or other WiFi-enabled device. The suggested retail price is \$399.

"We know business doesn't stop when people are out of the office," said Dan Tigges, product manager, full-size trucks and utility vehicles. "Autonet allows them to enhance productivity by seamlessly and conveniently continue doing business at the jobsite."

Chevy WiFi provides workers with the access and ability to immediately connect

with colleagues and customers online. For example, it can be used at a jobsite to access municipal websites for permit and building code information, as well as complete administrative tasks such as printing



invoices from the vehicle. Additionally, by using WiFi on laptop computers, Web layouts and images are larger and more readable than they are on a hand-held device.

Chevy WiFi requires no special hardware, can support several devices at once

and is designed to provide uninterrupted Internet and video streaming. Passengers may use it while the vehicle is in motion and drivers may use it when parked.

Autonet Mobile provides the router, which runs over 3G and 2.5G cellular data networks, as well as the monthly service.

A variety of apps are available for purchase. Find My Car tracks the location of your Silverado so you know where it is at all times. With a Geo Fence, you can define multiple virtual geographical areas to ensure vehicles follow approved routes. If a designated boundary is crossed, a notification with a time, date and location stamp will be sent to you. Content Filtering allows you to block users from accessing objectionable content over the Chevy WiFi powered by Autonet connection. Chevy WiFi can be purchased and installed at Chevrolet dealerships.

Source: GM Fleet and Commercial Operations

"We won the very first bid that we tendered with BID2WIN—it was a good start," says Beaujault. "BID2WIN does exactly what we need, we can easily work with it and it gives us the opportunity to explain to our board what is in each bid with clear figures."

BID2WIN's centralized resources have allowed Pomerleau to work more efficiently, utilizing reusable task and item templates for repetitive work, and standardizing the estimating and bidding process across the enterprise.

"Our company is constantly growing, and our civil department specifically has more than doubled its work quantity and benefits since purchasing BID2WIN," Francis Beaujault explains.

"We recently won a complex overpass above the main Montreal-Quebec railway," he continues. "The job consisted in the construction of the bridge itself, plus the connection to the existing city roads. The main difficulty of this job was the poor soil conditions and the fact that we had to do some soil consolidation before we started. We used the comparison method in BID-

2WIN and were able to understand that this was the key to this part of the job. We decided to do the soil consolidation ourselves, and won the job with this decision."

As a valued partner, Pomerleau enjoys access to BID2WIN Software's renowned 24-7 technical support, although Mr. Beaujault explains that thanks to the software's ease of use, there's not much to report in that area.

"BID2WIN Software's staff is very good—available, friendly and competent. We always get in touch in less than 2 minutes and our problems are always addressed quickly and efficiently."

Selected among the 50 first best managed Canadian companies, Pomerleau Inc. has been the recipient of awards and prizes for several projects, including the Canadian Institute of Steel Construction's Honourable Steel Design Award.

BID2WIN Software is a leading provider of Windows-based cost estimating, bid-



ding, field tracking and dispatching solutions, which can stand alone, or integrate together seamlessly to give construction professionals real-time control over their job details and overall profitability.

Source: BID2WIN Software

Maxwell Systems Releases ProContractorMX Version 2.7 Construction Business Management Software

Maxwell Systems, Inc. recently released Maxwell Systems™ ProContractorMX™ version 2.7, which offers valuable new capabilities to construction companies of varying size and discipline across the industry.

With the 2.7 version, the award-winning construction management software solution delivers a new safety manager module, and new tools to increase takeoff speed and accuracy, comply with OSHA safety regulations, easily manage equipment maintenance, simplify processes, and eliminate redundancies.

"Job site safety, project profitability, and simplified workflow are among the top concerns of every construction business owner," said Jim Flynn, president & CEO of Maxwell Systems. "We continually improve our solutions to help contractors operate more successfully, efficiently, and in accordance to their changing business needs. The new capabilities of ProContractorMX available in this release further our goal to best satisfy customer demand

and anticipate how the software can be the ultimate all-in-one system for construction management."

The notable features and enhancements delivered in ProContractorMX 2.7 include:

- New OSHA Safety Manager module allows contractors to easily and properly meet specific OSHA requirements, as well as reduce costs and improve competitive edge with a comprehensive set of jobsite safety tools and consulting services.
- New Equipment Maintenance feature allows tracking of work codes and service intervals (miles, hours) transactions to help minimize the costs associated with equipment repairs and to keep equipment active at jobsites.
- New AP Workflow feature simplifies invoice tracking and routing for approvals electronically, ensuring proper cost code and accurate to purchase order or subcontract.
- New Shape Recognition feature allows estimators to further automate quan-

tity counts using Digital Takeoff with technology that searches a set of plans and annotates like symbols and shapes.

- Mobile Connect enhancement allows entry of Daily Field Report data (time, equipment, comments, and attachments) via iPad and automatically transfer to the main ProContractorMX database in the office, and then to Payroll timecards to eliminate duplication of entering timecards each week.

Maxwell Systems ProContractorMX is a comprehensive, all-in-one construction management software solution that includes key capabilities for takeoff; estimating; bids and proposals; management of projects, financials, procurement, inventory, employees, payroll, and equipment; and intelligent dashboards and critical reports for timely analysis of projects or the overall business.

Source: Maxwell Systems, Inc.

Topcon's IS-3 Enhances Long-Range Scanning

Topcon Positioning Systems' new Imaging Station – the IS-3 – takes the industry's longest scanning range and increases it by almost 20% to 1980 m.

In addition to its "dramatic increase in non-prism scanning range," said Denny Welch, senior vice president of the Survey Business Unit, "the new IS-3 increases distance measurement speed, automatic scanning speed and improves accuracy substantially."

The IS-3, through its patented prism tracking scanning interface technology – X-TRAC 8® – has a new onboard feature that provides quicker scanning definition, faster image collection and an onboard preview of scanned data.

Topcon continues to be in the forefront of imaging station technology with two onboard cameras that can be controlled three ways: On-board, by a field controller, or by remote laptop, using ImageMaster control.

Topcon designed the IS-3 to be versatile enough to run multiple ways. It can easily

switch from a one-man robotic setup, to an on-board scanning and long-range reflectorless system, to a very user-comfortable remote laptop interface.

ImageMaster software, which comes standard with the IS-3, now includes a "volume" calculations feature at no extra charge. (Earlier models had an optional module for purchase.) This feature provides a user full live video control through their laptop to measure points, track prisms, and define scan areas.

Additionally, the IS-3 has a new high-space "Grid Scan" feature that obtains 3D data by automatically scanning at a specific pitch within a specified area. Using Topcon's image analyzing ImageMaster software, 3D models are easily and quickly created from the data.

"Using ImageMaster, TIN images can be formed from 3D point cloud texture-mapped 3D data. Additionally, the software provides image and scan control of the IS through a wireless local area network



(WLAN) using an internal modem," added Mr. Welch.

When combined with a data collector and Topcon's RC-4, a compact remote system that integrates an array of advanced technologies, the system is the perfect one-man survey system.

Source: Topcon Positioning Systems, Inc.

Fan Drive Motors Designed for High Pressures and Speeds

New M5 Series Fan Motor solutions from Parker Hannifin Corporation, the global leader in motion and control technologies, are rated for continuous, reliable and efficient performance at up to 4,060 psi (280 bar) in heavy-duty mobile and off-highway applications as well as portable power units.

Parker's new M5AS and M5ASF fan drive motors are engineered for high starting torque to withstand the higher pressures and speeds experienced in today's largest mobile machines. Their independent-speed control capability enables the speed of cooling fans to be matched precisely to the operating load of the vehicle, facilitating greater overall system efficiency and minimized wear on parts.

The M5AS and M5ASF are also designed with an interchangeable rotating group and the same motor and piping location for left or right rotation, while double ball bearings enable high-load capacity for flexible,

direct-mounting capability. A patented 12-vane, double-lip cartridge design further provides a high level of fluid contamination resistance.



In light of recent engineering developments and realized efficiencies, hydraulic motors are now employed in nearly all types of off-highway equipment. Unlike traditional electric-driven motors, hydraulic motors offer more precise control, smooth

operating motion, and added safety benefits in heavy-duty mobile applications.

Rated for continuous operation at speeds between 3,000 and 5,000 rpm, key features of Parker's M5AS/M5ASF motors include:

- Heavy-duty bearings for long-life expectancy
- Tapered shaft for quick, easy fan installation
- Same motor and piping location for left or right rotation
- Integrated anti-cavitation valve
- Proportional pressure relief valve
- Speed sensor that allows pressure/speed monitoring
- Reverse valve to reverse rotation and clean the radiator

Available in 6, 10, 12, 16, 18, 23 and 25 cm³/rev fixed displacements, compact, low-noise Parker M5 Series Fan Drive Motors are ideal for a wide range of construction, material handling, transportation, forestry and agricultural machines, among many others.

Source: Parker Hannifin Corporation

High Load Capacities Where Space Is Restricted

At the 2011 SAIE in Bologna, Italy, the Liebherr Group was again exhibiting on an impressive 1,500 m² stand. Visitors were able to see no fewer than nine exhibits from the current crane range, with many innovative solutions and advanced technologies.

One of the Liebherr exhibits at the 2011 SAIE is the three-axle LTC 1045-3.1, which has a maximum load capacity of 45 t. It has the excellent travel performance of a classic all-terrain crane and, thanks to its compact design, is also ideal for lifting loads where space is at a premium, for instance inside industrial buildings. With the boom luffed to a steeper angle, the LTC 1045-3.1 has a turning-circle radius of no more than 5.9 m. To ensure optimal visibility for road travel, the crane cab is moved to the front on a telescopic arm and fixed in position mechanically. Visibility to the right is also unobstructed, because the lower edge of the telescopic boom remains above the driver's line of sight.

Conceived as an "all-in" crane, the gross weight of 36 t includes the complete working equipment, which means that this new three-axle model is ready to start earning its keep as soon as it arrives on the construction site. The LTC 1045-3.1 is powered by a Mercedes-Benz diesel engine with a rated output of 326 hp and a maximum torque of 958.83 ft lbf (1,300 Nm). The drive train includes ZF automatic transmission with 6 forward and 3 reverse gears. A torque converter permits smooth control of travel movements and very low creep speeds.

High lifting capacities over the entire working range are a feature of the new LTC 1045-3.1. The 8.2-36 m long telescopic boom consists of the pivot section and five telescoping elements; these are extended and pinned into position fully automatically by the "Telematik" control system. A 1.5 m long erecting fly jib that can be moved to an angle of 60° is integrated into the 7.5-13 m long double folding fly



jib. The erecting fly jib and an optional second winch make the LTC 1045-3.1 ideal for erecting work even if available space is extremely limited.

A telescopically elevated crane cabin is available as an optional extra; it raises the operator to an eye level of 7.5 m and thus ensures good visibility during loading work, for instance at the docks.

Source: Liebherr

Bridgestone to Increase Tire Production at its U.S. Plants

Bridgestone Americas Tire Operations (BATO) announced recently it will invest \$36.6 million in its Warren County, Tennessee, plant to increase production capacity by an additional 900 truck and bus tires per day.

The investment is part of a comprehensive expansion in U.S. manufacturing operations announced previously by Bridgestone Americas, Inc. (BSAM), BATO's parent company. To meet the growing global demand for off-road radial tires, the company announced it will build a new off-road radial plant in Aiken County, South Carolina. It also announced a substantial increase in production capacity at its existing passenger and light truck tire plant in Aiken County. All together, these projects combined with the new investments in the Warren County plant represent an investment of more than \$1.2 billion in Bridgestone Americas' U.S. manufacturing operations.

In addition, Bridgestone Metalpha U.S.A., Inc. (BMU), a subsidiary of Bridgestone Corporation and an affiliate

of BATO, announced that its Clarksville, Tennessee, plant will begin producing the off-road radial steel cord needed for the tires to be produced at the new Aiken County plant. The associated \$75 million investment will expand the plant's size by 11,400 m².

Site preparation and construction in Warren County will begin in the second quarter of 2012.

Construction is expected to be completed by the third quarter of 2012, and the manufacturing equipment will begin to be installed in the fourth quarter of the same year. The additional production is expected to commence at the end of the first quarter of 2013, reaching full production in the fourth quarter of that year.

The Warren County facility, which began operations in 1990, earned LEED (Leadership in Energy and Environmental Design) Silver Certification from the U.S. Green



Building Council in 2008, becoming the first tire plant in the world to do so. LEED is awarded internationally to buildings for excellent energy and water efficiency, indoor environmental quality and resource stewardship. It is rarely awarded to existing manufacturing sites. Warren County along with BATO's Aiken County plants are the first two – and so far only – LEED-certified tire plants in the world.

Source: Bridgestone Americas Tire Operations

New Optimax For Commercial Grade Sealcoating

EQUIPT Manufacturing has announced the new Optimax sealcoating machines for professional level contractors who demand commercial grade features for performance and durability. Two tank sizes are offered in 550 and 825-gallon capacities in both Pro-Series and Base models. All EQUIPT machines feature exclusive PolyPro tanks that are proven to provide longer-life and higher performance than steel tanks. The high-density polyethylene used in the construction of the tanks will not rust and weighs less than steel for higher payloads and more profits per day. Another feature is that sealer will not adhere to the tank's bottom and walls for higher utilization and no build-up for less cleaning. The tanks are backed with a limited lifetime warranty when most steel tanks offer no warranty at all.

Standard features have been designed for heavy-duty service in commercial applications including: helix blade agitation for no-stall operation even with heavy sand

loads; gasketed tank lid with sand grate; patented high capacity water tank that also cradles the sealant tank to save space; custom-built power units with heavy-duty air compressors and Honda engines; high-pressure hydraulic pumps to power the agitator; convenient control panels that allow adjustments curbside; large hose reel on swivel mount; generous storage area for tools; and extended trailer tongue to mount optional Heat Wave cracksealing equipment.

Contractors can choose the Pro-Series with loading ramp to storage area, high-pressure water pump for clean-up, brush box, material tank gauge and sand loading

shelf or start with the Base model and add options to create a customized machine. All models are available in skid, trailer or



truck mounting. Trailer mounted units use heavy-duty powder coated frames, 16-inch radial tires and dual torsion axles with electric brakes. Low-maintenance LED lights are standard.

Source: EQUIPT



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Talbert 55-Ton Telescopic Trailer



The multi-purpose Talbert 55-Ton Hydraulic Detach Telescopic Trailer (49.4 t capacity) delivers superior adaptability to a variety of loads as its telescopic deck extends from 9.1 m to 15.2 m, giving haulers what they need, when they need it – and offering the advantages of transporting large self-supporting loads such as steel tanks, large generators, and much more. Furthermore its 51 cm loaded deck height is preferred over the 55- to 60 cm loaded deck heights seen on conventional units.

Its versatile spread axle capabilities allow a 2+2; or a 3+1 configuration; and its tandem axle features connections for a third axle that can be flipped or removed. The unit is also equipped with connections for a future 4th axle. Additionally, this Talbert Telescopic Trailer is engineered with a pinned and hinged gooseneck extension that can be flipped. The ability to flip or remove the 3rd axle, and the capability of flipping the gooseneck extension delivers key advantages during empty travel by allowing haulers to retract to an overall trailer length that is less than 16.15 m.

Source: Talbert Manufacturing, Inc.

Canbec Takes Delivery of New Treca 135-PD Snowmelter

Canbec Construction Inc. of Lachine, Quebec, took delivery a new Treca 135-PD Snowmelter at the SWIFT (Summer Winter Integrated Field Technologies) Conference & Expo held last September 11-15 in Montreal. The Treca 135-PD Snowmelter will melt 122,500 kg/h (135 tons/h) or the equivalent of 255 m³ of snow at a snow density of 480 kg/m³.

Canbec's 135-PD Snowmelter is equipped with many new and unique options that represent the most cutting edge technology available in snowmelters. It features a dual side loading option that allows the machine to be loaded from either side or simultaneously by two loaders. It is also equipped with the new Treca Snow Start option that allows the machine to create its own 13,000 l water supply on site anywhere using existing snow. It has a new engine room compartment complete with noise reduction insulation making for very quiet operation and it is also equipped with Treca's new Remote Com-

munications which allows for diagnostic testing, trouble shooting and future software upgrades.

Treca has successfully trialed and tested these options on their machines operating in extreme temperatures in remote areas such as Alaska, Russia and Siberia. Finally the Canbec 135-PD is powered by a 6.8 l John Deere diesel engine and, like all Treca Snowmelters, it was designed and built here in Canada at the Treca factory in Halifax, Nova Scotia. There are over 550 Treca Snowmelters currently in use throughout Canada and the United States.

Canbec Construction is one of the oldest, largest and most successful construction



Matteo Cristofaro

and snow removal companies in Quebec. "We are very excited to have the largest and most unique Snowmelter here in Quebec and we are certain it will be the first of many more to come," stated Rick Andreoli, president of Canbec Construction.

Matteo Cristofaro, Equipment manager for Canbec says "the specific placing of our portable Snowmelter can reclaim strategic areas very quickly. Treca Snowmelters provide a fast, safe, reliable, cost effective and viable alternative to trucking and storing snow and the average lifespan of the equipment is in excess of 25 years."

Source: Treca Snowmelters, Frank Pandolfini, 514-570-8406

Improved Competitiveness with New Lightweight Trailer Bodies + Edbro CX14 Tipping Gear

Wilcox Commercial Vehicles Ltd, one of the UK's premier aluminium commercial vehicle body builders, is growing its business by offering its customers more, in terms of improved payload, faster tipping, reduced weight and increased reliability, thanks to the adoption of Edbro's new CX14 tipping cylinder on the company's current generation of lightweight rigid bodies.

Wilcox manufactures lightweight aluminium tipper bodies for rigid and tipping trailers, with Mono-coque, U shape, Plank and Wilcolite models, in capacities up to 44 t. These trailers are used in tough extraction industries and general haulage: they combine weight sav-



ing with the highest levels of rigidity and torsional stiffness for maximum stability.

"With our new designs of lightweight trailers, we are helping customers to offset the added weight of equipment, such as Adblue tanks, pumps and SCR catalysts," said Chris Bartlett, Wilcox sales and engineering director. "However, the gains that we have achieved in this area could easily be forfeited if we chose the wrong type of tipping gear. By using EDBRO's new CX14 on 8x4 rigid trucks we actually complement the savings achieved from our lightweight designs, giving our customers an industry-leading package that provides that extra bit of capacity. This makes a difference over longer distances, making large jobs more commercially competitive."

The Edbro CX14 cylinder is designed for



rigid vehicles with up to 32 t nominal GVW, the combined ram and tank CX14 delivers weight savings of up to 230 kg against competitor products for the same application, and much faster tipping speeds.

The CX series offers users the benefits of reduced weight, from a one-piece laser-welded tube construction, faster tipping speeds, increased payloads, and fit-and-forget reliability. In addition, the fully-integrated ram and tank design of the CX series offers ease of integration for body builders.

Source: Edbro Plc

SYNDURO SHB 46, Synthetic Multifunctional Fluid from Petro-Canada meets Voith Vorecon Requirements

Petro-Canada Lubricants Inc. is pleased to announce that its SYNDURO SHB 46 fluid has met the physical and performance requirements of Voith, and is therefore suitable for lubrication of Voith Vorecon gearboxes.

"This approval comes as a great step for Petro-Canada as we work to convert the Suncor Oils Sands equipment over to Petro-Canada Lubricants," reports Joanna Ha, category manager SYNDURO, Petro-Canada Lubricants. "SYNDURO SHB 46 exceeds many of the Vorecon requirements and we are very proud to have the approval of Voith moving forward."

Suncor currently operates a number of Voith Vorecon variable speed planetary type RWE11F6 gearboxes that are used in conjunction with boiler feed pumps at the FireBag facility in Alberta, Canada. Based on performance testing and Vorecon specifications, Petro-Canada has recommended SYNDURO SHB 46 for optimal lubrication

of the machines. SYNDURO SHB 46 is a synthetic ISO 46 grade lubricant using PAO baseoils that are blended with selected additives to produce this exceptional synthetic fluid.

To demonstrate compliance with the Vorecon specifications, various physical and performance tests were completed that showed SYNDURO SHB 46 was suitable for use with the Vorecon units. In addition to meeting the Voith requirements, SYNDURO SHB 46 offers a higher level of oxidation stability and EP protection than would normally be required for this application.

The SYNDURO SHB line of synthetic multifunctional fluids is designed for a

wide range of gear, bearing and compressor applications – in the forestry, mining, marine and heavy duty industries where low seasonal start-up temperatures and/or high operating temperatures prevail.

In new equipment, SYNDURO SHB fluids meet or exceed OEM requirements where synthetic lubricants are recommended. In older equipment, SYNDURO SHB provides anti-wear and anti-corrosion protection for high speed gears and bearings operating at maximum capacity. Available in 32, 46, 68, 150, 220, and 460 grades,

SYNDURO SHB fluids allow for a consolidation of lubricants, reduce plant-wide lubrication inventory and can reduce the chances of misapplication.

Source: Petro-Canada Lubricants Inc.



New Volvo Backhoe Loaders Provide End-to-End Performance

The launch of its new BL60B and BL70B sees Volvo Construction Equipment thoroughly redesign its backhoe loader range – offering improved performance, usability and a modern appearance. Employing high quality materials throughout, the machine combines in a single, stable platform the strength and simplicity of a Volvo wheel loader with the power and performance of a Volvo excavator.

With an average operating weight that ranges from 7,950 kg to 8,850 kg, and gross power of 83 hp to 98 hp, the BL60B and BL70B were designed and built with power, strength, long life and cost saving efficiency in mind.

The one piece chassis, and box-welded loader arm and excavator boom are all made from high quality steel and robotically welded, giving precise, constant weld runs for structural integrity.

Compared to previous models, the new BL60B and BL70B feature new controls. The machines are fitted with two floor-mounted ergonomic levers that give

optimum grip for the operator's hand movements when operating the excavator.

The BL60B and BL70B both the latest D5D four cylinder 4.8 l Volvo turbo diesel engines.

Both the loader and excavator benefit from flow sharing hydraulics that enable multi-functioning for efficient and smooth operation. The BL70B features load sensing hydraulics that constantly adapt to the needs of the job at hand.

The Volvo Care Cab is now even roomier. The seat, steering controls and instruments are all designed to lower fatigue and keep operators alert and in control.

Both ends of the machine can be equipped with versatile, easy-to-use attachments and quick couplers. B-Series backhoe loaders can be configured with



general or multi-purpose loader buckets, pallet forks, hydraulic thumb, standard and heavy-duty excavator buckets, hydraulic breaker attachments.

Service and daily maintenance are made easy with the B-Series, with a one piece lifting hood and filters/service points all grouped together at ground level.

Both models have gone through rigorous testing to ensure they measure up to the daily challenges of a variety of jobs, including deep trenching, heavy lifting, loading, craning and roading.

Source: Volvo Construction Equipment

Dana and Bosch Rexroth Finalize Joint Venture

Dana Holding Corporation and Bosch Rexroth AG announced recently that they have completed their 50-50 joint venture to develop and manufacture advanced powersplit drive transmissions for the off-highway market.

Known as Dana Rexroth Transmission Systems, the joint venture engineers, manufactures, and markets hydromechanical variable powersplit transmission systems for global off-highway markets.

The hydromechanical variable transmission (HVT) will play an important role in improving fuel economy, productivity, emissions reductions, and vehicle maneuverability. Dana and Bosch Rexroth are each contributing staff, intellectual property, and capital to the new joint venture company, which is based in Arco, Italy.

"This is a combination of two respected suppliers to the global off-highway equipment market," said Dana chief technical officer, George Constand. "Dana's expertise in drivetrain system engineering and

manufacturing and Bosch Rexroth's deep experience in hydraulics and control systems will enable this enterprise to deliver a unique combination of advanced transmission solutions."

"The intelligent interaction of hydraulics and mechanics will be the driving factor for future innovation in drive transmissions," said Reiner Leipold-Buettner, president of Business Unit Mobile Applications, Bosch Rexroth. "Only those with the best know-how in both fields will master these sophisticated market demands. Dana and Bosch Rexroth ideally combine both fields."

Dana Rexroth Transmission Systems' HVT series are targeted for the construction, material handling, and forestry markets with initial focus on wheel loaders



and graders up to 360 hp. Tests on front-end loaders with the new HVT powersplit systems demonstrate fuel savings in the drivetrain of more than 20% when compared with the same vehicle outfitted with a conventional torque converter transmission.

Dana Rexroth Transmission Systems will exhibit at Intermat 2012, to be held from April 16-20, 2012 in Paris, France.

Source: Dana Holding Corporation
Bosch Rexroth AG



Caterpillar® Expands Its Mini Excavator Range

Caterpillar is extending its range of mini excavators, with the addition of three models that will broaden the appeal of the Cat compact crawler excavator line-up, extending machine choices for customers in a variety of industry sectors.

The 300.9D weighs in at just 935 kg, making it the smallest machine in the Cat range. With an overall width of just 730 mm, this machine is capable of driving through a standard doorway, providing easy access to the most confined job sites.

This will prove popular with homebuilders, rental companies and demolition contractors.

A foldable overhead protective structure is mounted on the front of the machine, allowing the fitting of an additional guard to protect the operator when the machine is used with a hydraulic breaker. Caterpillar's

work tool division will be introducing a new H25 compact breaker specifically to work with this smaller machine. Auxiliary hydraulic lines with quick disconnect fittings are supplied as standard.

A spacious operator area with easy to use controls ensures the 300.9D will be a



popular choice with operators of all abilities. The folding structure and operating weight well below 1 tonne, makes the 300.9D easy to transport on a trailer behind a van or truck, while a simple single steel engine cover provides easy access to all service and maintenance points.

With an operating weight 1,325-1,515 kg, depending on specification, the Cat 301.4C fits into the line-up below the current 301.8C. The machine is available with a choice of cab or FOPS/TOPS canopy, and with standard or extending width undercarriage.



Tipping the scales at 2,577 kg with a canopy and 2,670 kg with full cab, the 302.7D CR is the lightest Cat compact radius model, making it easy to transport for a rental company or contractor.

Source: Caterpillar

Chevrolet Confirms New Colorado Pickup for Canada

A version of the all-new, next-generation Colorado midsize pickup will be offered for sale in Canada. The first version of the truck is launching this month in Thailand, followed by launches in more than 60 other markets around the world.

"As the new Chevrolet Colorado is launched in markets around the world, it will generate a lot of excitement," said Marc Comeau, vice president, sales, service and marketing for GM Canada. "With its combination of design, capability and fuel efficiency, the new Colorado will be attractive to Canadian customers."

Product details, timing, pricing and the production location will be announced later but it will likely be the Spring Hill, Tennessee, plant where Saturn cars were built.

The all-new global Colorado builds on Chevrolet's strong truck DNA and award-winning heritage, and the show truck versions generated significant attention at global auto shows in Thailand, Argentina, Australia and Germany. Thailand is the world's largest market for midsize pickup trucks.

In Thailand, the model lineup will include 2WD and 4WD regular, extended-cab and crew-cab variants. Gasoline and diesel engines will be available, including new 2.5 l i4 and 2.8 l i5 turbodiesel engines that produce broad torque bands engineered for excellent cargo and towing capability. Engine availability and model configurations for Canadian versions will be announced at a future date.

The new Colorado is part of a new wave of modern pickup trucks that started with the Volkswagen Amarok.

Built in Pacheco, near Buenos Aires, Argentina, since the end of 2009, the Amarok is sold in many markets around the globe, not yet in North America. To this day, over 100,000 units have been produced and production at the Volkswagen Commercial Vehicles plant in Hanover, Germany, should

begin mid-2012.

The arrival of the Amarok shook the industry because of the high level of refinement it brought to this market segment. It is offered

in single and double-cab with two TDI engines including a bi-turbo version of the 2.0 l developing 180 hp.



An Amarok equipped with the eight-speed automatic transmission from the Touareg was shown at the IAA show in Frankfurt. Featuring a stop/start system, the truck would be rated at 7.6 l/100 km. With a torque of 310 ft lbf, the towing capacity would rise to 3.2 t.

Toyota, the maker of the HiLux/Tacoma that has dominated the segment for many years around the world should be worried. New models from Ford and Mazda are also coming.

The re-designed and re-engineered Ford Ranger was conceived from a clean sheet of paper. It will be built in Thailand and exported to more than 180 countries in both right- and left-hand-drive models. Again, no word yet from Ford if the truck is coming to Canada.



The new Ranger is offered in single, super and double cab version, with either a 2.5 l gasoline, a 2.2 l i4 diesel or a 3.2 l i5 diesel engine, with 6-speed manual or automatic transmission.

Working closely with Ford, Mazda has developed its new BT-50 pickup truck to be far more car-like than the Ranger, not unlike a Mazda 6 with a big open trunk.

The company targets males in the 30-49 age group who are more likely to be small business owners and have an "active lifestyle".



The truck's designer, Ryo Yanagisawa, looked to nature for inspiration when it came to shaping the BT-50 – more specifically, a picture of a lion.

As is the case with the Ranger, there are no plans yet to bring the BT-50 to North America.



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The Big Transit is Coming to North America! Eventually.

According to the details of a tentative agreement between the UAW and Ford Motor Co., the Transit commercial van would be produced at the Claycomo plant, near Kansas City, Missouri, after a \$1 billion investment from Ford. The plant now builds the Ford F-150 and the outgoing version of the Ford Escape/Mazda Tribute.

The model in question would probably be the fourth generation of the vehicle, due to arrive in Europe in 2012. We should get it by 2014, when it is due to replace the E-Series.

The Transit commercial van – not to be confused with the Transit Connect compact van – has been the best-selling light commercial vehicle in Europe for 40 years.

Since the Transit was launched in 1965, 6 million units have been produced across three generations. According to *Top Gear*, British police have reported that in the 1970s 95% of all robberies in which the criminals used a vehicle, involved a Ford Transit.



Criminals, like commercial users must have appreciated the Transit's robustness, lively good handling and good power to weight ratio.

Its broad track gave it a huge advantage in carrying capacity over comparable vehicles of the day. Most of the Transit's mechanical components were adapted from Ford's car range. Another key to the Transit's success was the sheer number of different body styles and powertrain

options.

The current version of the Transit is offered in front-wheel, all-wheel drive and rear-wheel versions depending on the GVW rating. It won International Van of the Year for 2007 despite tough competition from several all-new rivals.

The Transit is available in different sizes, the "Jumbo" van has a 4.1 m-long load floor. The Transit is offered with a choice of gasoline, LPG or diesel engines.

New Natural Gas System for F-Series Trucks



Westport Innovations Inc. announced recently that the new natural gas Westport WiNG™ Power System will be available in Ford F-250 and F-350 Super Duty pickup trucks sold and serviced through authorized Ford dealers. The F-250 and F-350 pickup trucks, based on Ford's new 6.2 l hardened engine platform, can also run on ordinary gasoline and offer unparalleled drivability.

The Ford F-250 and F-350 pickups with the bi-fuel Westport WiNG™ Power System have undergone the same rigorous Original Equipment Manufacturer (OEM) testing for safety and durability required for all OEM products. Engineered at the new Westport technical facility in Plymouth Michigan, WiNG™ systems will be installed and the trucks will be ready to roll when they reach authorized Ford dealers. They are designed to meet both EPA 2012 and CARB 2012 standards.

Source: Westport Innovations Inc.

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New Elliott 36127 BoomTruck Features Best-In-Class Boom Length

Elliott Equipment Company is proud to announce the new 36127F BoomTruck for a wide range of customers in the lifting industry. The 36127F is designed to provide a best-in-class 34,500 kg of lifting capacity at a 1.5 m load radius and a maximum vertical reach of 41.75 m. It features Elliott's exclusive Ride-Around Control Console and DynaSmooth thumb throttle to give crane operators the smoothest operation available. The innovative turret design makes it possible to install an enclosed operator cab on both the front-mounted 36127F and the rear-mounted 36127R variant.

The 36127F BoomTruck includes a new aluminum bed for reduced weight, a 10.5 m retracted to 38.7 m extended 5-section boom, an internal anti-two block system, and an load moment indicator (LMI). The two sets of individually controlled out-and-down outriggers offer mid and full span load charts with a 6.45 m

maximum outrigger spread. Operators that need additional reach can select the 9.75 m to 14.9 m two-piece jib with frictionless manual extension that stows alongside the boom.

Elliott Equipment Company offers a long list of optional accessories including an enclosed crane cab on both front and rear-mounted models, a two-person gravity leveled work platform, wireless radio remote controls, and much more.

The decision to develop the 36127F BoomTruck reflects a growing demand from the construction and utility industries for more lifting capacity and longer boom lengths on tandem axle truck chassis. The



36127F can be installed on a 30,000 kg GVWR tandem chassis and fills a void in Elliott's BoomTruck line between the 29 t and 36 t models, providing customers even more options for their businesses.

Source: Elliott Equipment Company



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Vacuworx MC3 Mini Lifter Handles Many Materials

The Vacuworx MC3 Mini Lifter is a versatile material-handling attachment capable of completing a wide range of construction-related applications and is a perfect fit for underground utility contractors and road crews. Built with the revolutionary Vacuworx vacuum-lifting technology of Vacuworx International, the MC3 Mini has a lifting capacity of 3 t and is designed to operate with material-specific vacuum pads designed to fit all diameters of coated and non-coated pipe, as well as concrete slabs, steel plates and steel tanks.

This self-contained machine, which can deliver a vacuum suction force of 28.94 Hg (98 kPa), is also designed to lift and move polished stone, glass, granite, landscape rocks and other materials. Only the pads must be changed to switch to different pipe diameters or other materials. Quick fittings make pad changes quick and easy.

With a dry weight of 408 kg, the gasoline-powered MC3 Mini attaches easily to pipe layers, forklifts, mini excavators,

cranes, track loaders, skid steer loaders, knuckle boom trucks and other carriers. Ideal for in-plant operations and tight working conditions in the field, the MC3 Mini can also be mounted on a large forklift or wheel loader and used to move pipe out of the plant and to the storage yard. If more height is needed to stockpile and load rail cars, the MC3 Mini can be suspended from a mobile crane.

Providing a safe and secure lift, the MC3 Mini includes a closed frequency wireless remote control system that allows contractors to successfully carry out material-handling projects with fewer workers, reducing exposure to injuries, driving down labor costs and increasing productivity. The



vacuum pads are fitted with rubber seals that allow crews to handle coated materials with no damage and no costly repairs.

All Vacuworx lifters, which are designed in accordance with the ANSI/ASME B30.20a-2006 safety standard, support materials for 15 minutes or more after the engines are shut off. Additional "fail-safe" features include visual and audible low-vacuum alarms, as well as a reserve vacuum tank.

Source: Vacuworx International



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IMT Introduces Expanded Compressor Lineup at ICUEE

Iowa Mold Tooling Co. Inc. (IMT), introduced three new air compressors at the International Construction and Utility Equipment Exposition (ICUEE), held last October in Louisville, Kentucky. The CAS45R and CAS60R rotary screw air compressors and the CAS40P reciprocating model are ideal service solutions not only for the construction and utility industries, but also for markets such as tire service, equipment dealers, propane, rental, railroad, mining, public works and waste.

"These three new IMT compressors deliver our customary reliable, durable, powerful performance at a competitive value," said Tim Worman, product manager for commercial vehicles at IMT.

The CAS45R offers a rated capacity of 45 cfm at 150 psi, while the CAS60R provides air delivery of 60 cfm at 150 psi. Both new hydraulically-driven, continuous-duty rotary screw units are single-stage, pressure-lubricated compressors designed for mobile applications.

Unlike their predecessors in the IMT compressor lineup, the CAS45R and CAS60R units feature a hydraulic after-cooler that is integrated into the compressor design. The elimination of the auxiliary hydraulic aftercooler provides multiple benefits, including a compact design that reduces weight and the physical footprint on top of the body sidepack.

IMT rotary screw air compressors provide air on demand, are lightweight and deliver dry, cool air, which extends tool life by allowing them to run cooler and with less moisture interfering with the lubrication. All of the air compressor components are self-contained – protected by a steel canopy to help minimize outside elements, which may affect the productivity of the unit.

The new CAS40P reciprocating compressor is a hydraulically-driven, intermittent-duty model that delivers a rated capacity of 40 cfm at 100 psi. The unit is a two-stage,

four-cylinder compressor designed for mobile applications that do not have high-volume air needs. Ideal for field mechanic use, it can effectively operate most pneumatic



applications that support service work. The CAS40P unit provides increased air flow over its predecessor but will not require additional maintenance costs.

Production of the new models will begin in January 2012. They will be available on the Dominator® mechanics truck and SiteStar® lube truck product offerings.

Source: Iowa Mold Tooling Co., Inc.

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ICUEE 2011, 2nd Largest in Show History

ICUEE 2011 was a tremendous success, attracting nearly 16,600 registered attendees to make it the second largest in show history. More than 800 exhibitors took more than 100,000 m² for product displays and extensive hands-on equipment demonstrations in job-like conditions.

The 2011 International Construction and Utility Equipment Exposition (ICUEE) was held October 4-6, 2011 at the Kentucky Exposition Center in Louisville, Kentucky.

"We're very pleased and gratified by industry support of the show with these strong numbers during a still-recovering economy. Despite some uncertain market conditions, our industry is looking ahead to be ready for future business," stated show director Melissa Magestro.

Registrants came from all 50 states, all 10 Canadian provinces and more than 40 other countries worldwide.

ICUEE 2011 offered a broader scope of education than ever before to extend the value of the show experience, and

expanded industry co-locations increased participants' return on their trade show investment.

Returning to ICUEE were the H₂O-XPO of the National Rural Water Association and the iP Safety Conference and Expo. The Association of Equipment Management Professionals (AEMP) sponsored a new Fleet Management Exhibit Pavilion and also developed a show education track for fleet management professionals.

A Sustainable Energy Pavilion highlighted "green" technology. The importance of jobsite safety was underscored in the iP Safety Arena at ICUEE and a new Safety Zone from the National Commission for the Certification of Crane Operators (NCCCO).

ICUEE's popular online New Products & Technologies Preview returned, with special booth floor mats on the show floor to identify participating companies. Many exhibitors also signed up for the new online Technical Experts Directory, which



alerted attendees to the many industry experts onsite ready to discuss specific job performance needs with them. These programs and the online Show Planner exhibitor listings will remain on the show website for the next several months.

Also known as The Demo Expo, the biennial ICUEE is geared to industry professionals in the electric, phone and cable, sewer and water, gas, general construction, landscaping and public works sectors.

Source: Association of Equipment Manufacturers

Registration for bauma China 2012 Gets Underway

Fully a year before bauma China 2012, preparations are now getting under way for the forthcoming event, to be held in the Shanghai New International Expo Centre (SNIEC) from November 27-30, 2012. As of now, interested companies can register for the 6th International Trade Fair for Construction Machinery, Building Material Machines, Construction Vehicles and Equipment at www.bauma-china.com. Registration closes on February 15, 2012.

Since the first event in 2002, demand

has been extended yet again: Next year will be the first time that the entire SNIEC site totaling 300,000 m² is available. This equates to an increase of fully 30% compared with the previous event. "We are pleased that we are now able to access greater hall capacity



China. "Because of the very high demand

for the pre-events and the growth of the Asian construction machinery market, we are confident of being able to set a new space record for bauma China."

A total of 1,892 exhibitors from 37 countries took part in the last bauma China together with 155,615 visitors from



for bauma China has increased steadily. For this reason, the exhibition area has



for bauma China 2012", said Collin Davis, Exhibition Group director for bauma

171 countries.

Source: Messe München International

New Dates Announced for Next CONEXPO-CON/AGG and IFPE Expositions

Show management announces new dates for the next CONEXPO-CON/AGG and IFPE expositions, to be held March 4-8, 2014 at the Las Vegas Convention Center in Las Vegas, Nevada.

The Las Vegas Convention Center approached CONEXPO-CON/AGG and IFPE inquiring about the possibility of shifting the originally contracted for dates, which is a common practice in the exhibition industry. While CONEXPO-CON/AGG and IFPE bring substantial business to Las Vegas because of their combined size, they are only held every three years. "The Center experiences challenges when booking its annual business; we are good partners with our host city and want success for them as well," explained Megan Tanel, Association of Equipment Manufacturers (AEM) vice president exhibitions and events.

"With the need to secure space and plan ahead, our goal is to have enough time to accommodate the move-in and move-out dates of our exhibitors while taking advantage of improved coordination of housing accommodations for our attendees," she added.

CONEXPO-CON/AGG and IFPE are the global gathering places every three years for the construction, construction materials and fluid power/power transmission/motion control industries.

Source: Association of Equipment Manufacturers

Announcement

Deister Machine Company, Inc., is proud to announce that co-owner & chairman **Irwin F. Deister, Jr.**, has recently celebrated 60 years of service to the family-owned company.

Irwin F. Deister, Jr., chairman, and E. Mark Deister, president, represent the family's third generation at the company's helm. Irwin and Mark act as co-chief executive officers, each owning 50% of the shares, and together forming the board of directors. Their grandfather, Emil Deister, who designed and built one of the first ore separating tables, founded the company in 1912 and began operations in a 510 m² plant in Fort Wayne, Indiana. The original plant is still in use amidst a total operation that today spans more than 32,500 m² within its four factory facilities.

Before starting full time with the company in 1951, Irwin Deister attended the University of Michigan, where after completing two years in the Engineering School, he transferred to the Liberal Arts Department and received his Bachelor's Degree in 1951. He is also a veteran of the U.S. Army.

Source: Deister Machine Company, Inc.



Appointments

Luigi (Lou) Bruno has joined **AECOM** as vice president of its Minerals and Metals practice within the firm's North America mining business. In this capacity, Bruno leads the strategy and development of AECOM's minerals and metals practice and coordinates major pursuits and client relationships across various businesses in the United States and Canada.

Mr. Bruno is an expert with more than 25 years of engineering and management experience in the minerals and metals sector and has held key roles on projects for major mining customers worldwide. He will apply his strong strategic, business development and operations management skills to help build AECOM's project delivery business. As a bulk solids handling specialist, Mr. Bruno supports the firm's strategy of targeting enabling infrastructure for bulk commodities such as iron ore, coal, potash and base metals.

Source: AECOM



One more player for Uniquip's Team! **David Latour**, National sales manager at **Uniquip Canada**, is happy to announce the hiring of a new sales representative aboard his sales team.

Tom Marchewka, who has a varied experience, has been a representative in the automotive industry with El-Met Inc. as well as in the transportation industry. More recently, he has worked in the recreational industry and has since been looking for new challenges, enthusiastically agreeing to join the Uniquip team. He will look after our customers in Ontario.

Source: Uniquip Canada, www.uniquip.ca



Brokk AB announces the appointment of **Peter Bigwood** as vice president, Sales and Marketing at its North American subsidiary, **Brokk Inc.** In his new position, he is responsible for growing the sales of Brokk's world-leading robotic demolition machines in the U.S. and Canada.

Mr. Bigwood brings to Brokk more than 25 years of industry and leadership experience. For 16 years, he served as president of Atlas Copco Construction Tools, LLC, followed by a brief stint as president of Flip Screen USA, where he established a U.S. sales office.

Source: Brokk AB



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Agenda

AEMP - Asset Management Symposium
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NeoCon® East
 November 2 - 3, 2011
 Baltimore, MD USA

Congrès INFRA 2011
 November 7 - 9, 2011
 Quebec City, QC Canada

Canadian Waste & Recycling Expo
 November 9 - 10, 2011
 Montreal, QC Canada

Landscape Ontario CONGRESS 2012
 January 10 - 12, 2012
 Toronto, ON Canada

World of Concrete 2012
 January 24 - 27, 2012 – Seminars: January 23 - 27, 2012
 Las Vegas, Nevada USA

The Rental Show 2012
 February 5 - 8, 2012
 New Orleans, LA USA

YugBuild
 February 29 - March 3, 2012
 Krasnodar, Russia

World of Asphalt Show & Conference + AGG1 Aggregates Forum & Expo
 March 13 - 15, 2012
 Charlotte, NC USA

CANADA BLOOMS 2012
 March 16 - 25, 2012
 Toronto, ON Canada

CEMENTTECH 2012
 March 28 - 30, 2012
 Beijing, China

Atlantic Heavy Equipment Show
 March 29 - 30, 2012
 Moncton, NB Canada

EXPO Grands Travaux 2012
 April 13 - 14, 2012
 Montreal, QC Canada

INTERMAT 2012
 April 16 - 21, 2012
 Paris, France

Panama Canal 2012 International Engineering & Infrastructure Congress
 April 18 - 20, 2012
 Panama City, Panama

The Steel Conference & World Steel Bridge Symposium
 April 18 - 21, 2012
 Dallas, TX USA

AUTOSTRADA-POLSKA
 May 8 - 11, 2012
 Kielce, Poland

CONEXPO Russia at CTT 2012
 May 29 - June 2, 2012
 Moscow, Russia

DEMO International® 2012
 September 20 - 22, 2012
 Saint-Raymond, QC Canada

INTERMAT Middle East
 October 8 - 10, 2012
 Abu Dhabi, United Arab Emirates

Bauma China 2012
 November 27 - 30, 2012
 Shanghai, China

BAUMA CONEXPO SHOW - bC India
 February 5 - 8, 2013
 Mumbai, India

bauma 2013
 April 15 - 21, 2013
 Munich, Germany

CONEXPO-CON/AGG and IFPE expositions
 March 4 - 8, 2014
 Las Vegas, NV USA

ATLANTIC
HEAVY EQUIPMENT SHOW
MONCTON - NEW BRUNSWICK - CANADA

EXPO
GRANDS TRAVAUX
EQUIPEMENT LOURD

INTERMAT
Paris

Exhibit space sales open for CONEXPO Russia at CTT 2012

Exhibit space sales are now open for CONEXPO Russia at CTT 2012, to be held May 29-June 2, 2012 at the Crocus Expo International Exhibition Center in Moscow, Russia. CTT is the largest construction-related trade show in Russia and Eastern Europe.

CONEXPO Russia will be located in a central, highly visible area that provides manufacturers and their exclusive dealers the ability to control their customer branding and marketing messages. Organizer is the Association of Equipment Manufacturers (AEM).

Russia remains one of the fastest growing markets in the world with GDP growth of 4.4%. The Russian construction machinery market increased by 144% in 2010; it is expected to grow an additional 149% by 2013 to meet the need for improved infrastructure and transport systems as well as construction projects related to international events such as the 2014 Olympic Games in Sochi.

The last CTT Expo, in June 2011, was very positive, attracting more than 28,200 industry professionals; it was one of the highest-attended ever as the Russia/CIS region's economy continues to rebound.

CONEXPO Russia 2012 exhibit space applications received by November 18, 2011 will be included in the first round of exhibit space assignments; after that, space is assigned on a first come, first served basis.

AEM is industry-focused and makes it easy and cost-effective for companies to exhibit. Indoor space rates are the same as 2011; AEM members taking outdoor space receive a discount off published rates. CONEXPO Russia indoor exhibitors can take advantage of AEM's full stand construction service. For all exhibitors, AEM acts as a show liaison, assisting with logistics such as travel planning, hotels, visa processing and interpreter support.

Source: Association of Equipment Manufacturers

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