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CONSTRUCTION • PUBLIC WORKS • NATURAL RESOURCES

Volume 17 • Number 9 • October 2012 • *English Edition*



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A Brief Word...

As it is October, it would be worthwhile to give Thanks for what we have, or in this case have not, received.

We in Canada have been fortunate, more through luck than good management, to have only suffered a prolonged economic slow down which has not been categorized as a recession for technical rather than practical reasons. This has allowed us to maintain level heads and make our businesses more efficient. Watch the pennies and the dollars will look after themselves approach. But what do we do now?

Equipment and materiel prices are stable as are interest rates, exchange rates and the stock markets, but this won't last forever. If the picture isn't bad, why isn't it good?

Government stimulus will only get us so far and, let's be honest, it tends to be of a scale targeting the newsworthy projects and the large players in our industries. How do the majority of contractors, regardless of trade, not only survive but grow? The same way they did when they started up, by identifying opportunity.

Equipment makers do this by shifting emphasis from Sales to After Sales. Contractors can do the same by going back to customers they've served before and looking for new ways to serve them that may not be entirely obvious at first glance.

InfraStructures will help you do that, by bringing you stories of success and innovation. Less "You Are Here" and more "You Could Be There" types of insight to help with your tactical and strategic planning.

Don't be scared of the future, but beware the Bogey Man!

Happy Halloween,

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On the cover: a 3.6 m diameter sewer rehabilitation project on Decarie boulevard in Montreal, Quebec. The 7.3 m deep, 5.5 m wide, slide rail shoring was supplied by United Rentals' Dorval specialized store.

With over 35 experience in shoring, United Rental is the leader of the sector in North America.

HEXAGON ACQUIRES MINORITY STAKE IN NORTH WEST GEOMATICS

Hexagon AB, the leading global provider of design, measurement and visualization technologies, announced recently that it will acquire 10% of the shares in North West Geomatics Ltd.

North West Geomatics Ltd., also known as North West Group, is a leading aerial data acquisition company dedicated to providing high quality aerial mapping and

related spatial data services to engineering and mapping firms, environmental consulting organizations, and government agencies. Besides housing the single largest library of high resolution imagery and LiDAR (Light Detection and Ranging) data in Canada, North West participates in large scale aerial data collection projects throughout the U.S. and across the globe.

"Following a similar investment earlier this year in Blom, a leading European

company in the same markets, this alliance further underscores our commitment to redefine the geospatial eco-system and provide new dimension to the industry overall," said Ola Rollén, president and CEO of Hexagon AB. "Already a longstanding partner of Leica Geosystems and Intergraph, the expanded alliance with North West undoubtedly strengthens the utility and relevance of our current offerings and our continued ability to meet the ever-increasing needs of our geospatial customer base with industry-leading solutions."

"North West looks forward to continuing our long standing relationship with Hexagon Geosystems and assisting them in building their geospatial customer base," said Fred Welter, North West president and CEO.

Source: Hexagon AB

NEW RUBBLE MASTER DEALER IN ONTARIO

RUBBLE MASTER HMH GmbH is pleased to introduce Asphalt Concrete Equipment & Supplies as its new dealer for the province of Ontario.

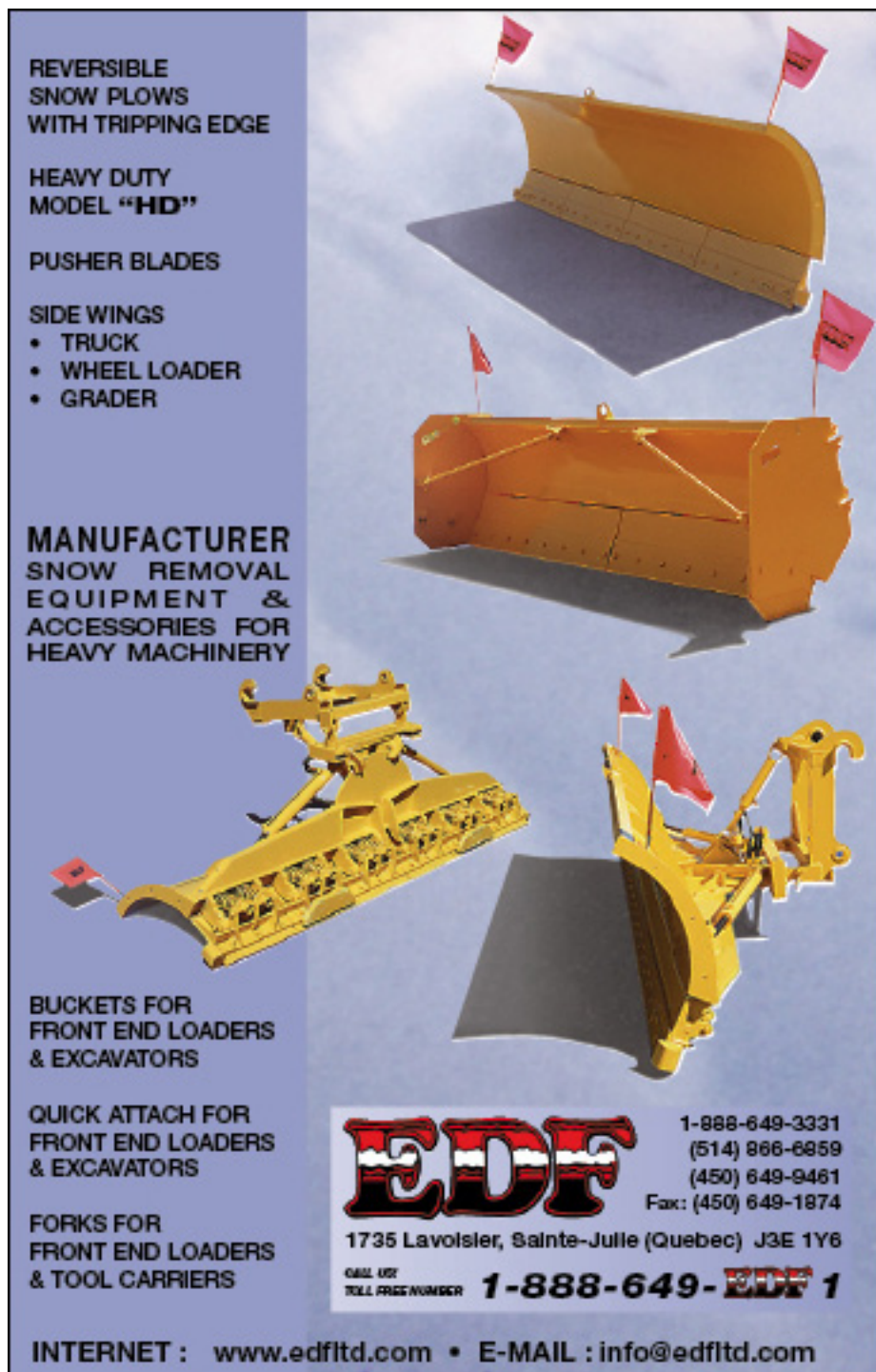
With more than 20 years of international expertise, and more than 10 years of excellent parts, service, and backup support in North America, RUBBLE MASTER has always been a leading supplier to the construction, demolition, quarry and recycling industry worldwide.

Source: RUBBLE MASTER HMH GmbH

S & S SUPPLY NEW TEREX COMPACT EQUIPMENT DISTRIBUTOR IN NEWFOUNDLAND

Terex recently announced that S & S Supply Ltd., based in Mount Pearl, Newfoundland, now distributes the full line of Terex compact construction equipment, which consists of 45 models including Terex skid-steer loaders, compact track loaders, loader backhoes, wheel loaders and excavators. S & S Supply offers full sales, rental, service and after-sales support, including parts and warranty work, to customers in Newfoundland and Labrador.

"We are pleased to welcome S & S Supply as our newest Terex compact equipment distributor in Canada," said Dean Barley, vice president and general manager, Terex Construction Americas and Global Aftermarket. "To keep up with the economic boom in their area, S & S Supply will rely on the Terex line to make sure they have a wide range of equipment available



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for customers, when they need it, to cover all their jobsites needs."

S & S Supply Ltd. was founded nearly two decades ago by Brad Smith, and today, the company serves landscaping and construction customers in the area, from homeowners to municipalities, schools and large offshore projects.

According to Mr. Smith, adding the Terex line will allow the company to fulfill its current customers' equipment requests, and also attract new business, particularly in the landscaping market where skid-steer loaders are quite popular. To accommodate the influx of business, Brad Smith plans to expand his sales and service facilities in the near future. In addition, qualified S & S Supply customers can take advantage of financing options through Terex Financial Services.

Source: Terex Corp.

UNITED RENTALS EXPANDS SPECIALTY OPERATIONS IN THE U.S. & CANADA

United Rentals, Inc. recently announced the expansion of its specialty branch network with the opening of 3 locations in the United States and 2 in Canada.

New branches in Denver, Colorado, Nashville, Tennessee, and Edmonton, Alberta, specialize in providing temporary power and climate control equipment and services. A new Watford City, North Dakota, branch and a second Edmonton location provide trench safety protective systems for underground construction. The openings are the latest strategic expansion of the company's trench safety, power and HVAC division.

Paul McDonnell, senior vice president - operations, trench safety, power and HVAC, said, "Our engineered solutions complement our company's general fleet for customers operating in the construction, industrial, disaster recovery, plant maintenance and government markets. As we grow our resources, including our expert team, we are furthering United Rentals' position as the single-source provider in North America."

The United Rentals branch network integrates construction and industrial equipment rentals with trench safety, power and HVAC services in the industry's largest customer service organization.

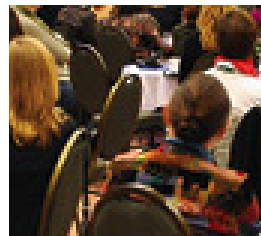
Source: United Rentals

LIUGONG AND ZF ESTABLISH A NEW JOINT VENTURE AXLE COMPANY IN LIUZHOU

ZF and the construction equipment manufacturer LiuGong intensify their co-operation by building a new joint venture named ZF Liuzhou Axle Co. Ltd.

Since 1995, ZF and LiuGong have been operating a joint venture company in Liuzhou, one of most important industrial cities in the south of China. The new company will be launched in the same location.

"Our cooperation with LiuGong strongly shows the 'Design to Market' strategy which has been consistently followed by ZF, especially in the field of Off-Highway Systems," said Wilhelm Rehm, member of the Board of ZF. He is also responsible for the Industrial Technology Division which includes the Business Unit of Off-Highway Systems. "Together with our partner LiuGong, we have developed a product which exactly matches the requirements of




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the Chinese market," he concluded.

The joint venture will strengthen ZF's activities in China. "During the past years, the country has experienced a rapid development of construction machinery," explained Dr. Stefan Sommer, CEO of ZF. "More than half of the worldwide wheel loaders are produced in China. A considerable amount of machines are also being exported abroad from there. The impressive export rate, in particular, represents a big challenge since it frequently leads to market fluctuations. With the new joint venture company, ZF will continue its growth in China," he added.

"A team of engineers from ZF Headquarters, LiuGong and ZF China have been working together to upgrade the existing axle models for LiuGong wheel loaders since October 2011," reported Hermann Beck, head of the ZF Business Unit Off-Highway Systems. "These joint efforts

brought about a modular axle concept which, besides the standard version with dry disk brake (Basic Line), offers the possibility to supply a new, even more sophisticated technical solution with wet multi-disk brake (High Line) using a large portion of common parts," he concluded.

This modular concept will greatly reduce production costs. 3,300 newly designed axles are scheduled to leave the Liuzhou production plant in 2014. The annual volume will increase to more than 30,000 by 2018. Approximately 190 employees will be working in the newly founded company by that time.

Source: ZF Friedrichshafen AG

LAUNCH OF TOPNET LIVE GNSS NETWORK SERVICES

Topcon has reorganized its GNSS network business and global GNSS services, offering new and informative web

resources for users.

TopNET live is the new brand name for the restructuring of our GNSS network business, which brings together our strategy for global GNSS services. The service offers subscription based, real-time GNSS network RTK and DGNSS subscriptions, with high quality GPS and GLONASS correction data, as well as all future GNSS signals, for many different applications; including surveying, construction, GIS mapping, machine control, and precision agriculture.

Managed by the Topcon Network team and its distributors, TopNET live reference networks deliver high quality, accurate, real-time GNSS data, through a variety of real-time data products and formats to all makes of capable network rovers.

A new web site at www.topnetlive.com is available for users in both the European and North America markets, with common information on how it works, mobile data, equipment guides, videos, news, FAQ's and much more.

Users can register and subscribe to the networks of their choice by following the country links, which will offer even further detailed pages and many more value added services for each individual network.

Source: Topcon Europe Positioning B.V.

"eZcycle" Launch Earns Award for Marketing Effectiveness

Marketing Strategies & Solutions has been awarded industry honors for its campaign to launch the eZcycle electronic waste recycling program, introduced in May 2012 by John Zubick Ltd. of London, Ontario.

The communication firm, headed by Robert Adeland, won its award in the Green Marketing category for the 2012 Summit Marketing Effectiveness Awards (MEA). The Summit International Awards Association grants MEA honors through a jury process which scores entries on their effectiveness in reaching stated goals to "...change, influence or reinforce a target audience's knowledge, attitudes or beliefs." The MEA program is a global competition which, this year, attracted more than 700 entries from North America, Europe and Asia.

eZcycle is a new service created by Zubick's, a long time family-owned recycling business in London, to simplify the disposal and recycling of electronic waste for consumers and small businesses. The launch program developed by Marketing Strategies & Solutions included the program name and branding, site graphics, website and advertising campaign, including plans for an opening day event and contest.

"We have to credit Matt Zubick for his commitment to eZcycle," said Mr. Adeland. "He and his family recognized that their goal of diverting hazardous waste from landfills could only be achieved by making eZcycle a highly visible presence during its launch phase."

On its opening day alone, the eZcycle depot on Clarke Road was able to collect 6,300 kg of e-waste from the hundreds of visitors attending and ready to support the initiative. Since then, Zubick's staff has had to empty its special collection bins at least daily to keep pace with drop-offs of cell phones, computer devices and other electronics.

Source: Marketing Strategies & Solutions



PRODUCTION OF CEI ENTERPRISES ASPHALT PLANTS TRANSFERS TO ASTEC

ASTEC, Inc., a wholly-owned subsidiary of Astec Industries, announces that it will assume total responsibility for all asphalt plant production within the Astec Industries family of companies. CEI Enterprises Inc.'s (also a wholly-owned subsidiary of Astec Industries) line-up of the Nomad and Rap King series of hot mix asphalt plants will transfer production to the Dillman, (a division of Astec, Inc.) facility in Prairie Du Chien, Wisconsin.

"With the decision to consolidate all manufacturing of the corporation's hot mix asphalt plants to the Astec Inc. subsidiary, Astec Inc. is now in a position to offer a broad range of plants producing between 72 to 450 t/h," commented Ben Brock, Astec Industries group vice president for Asphalt. "To differentiate the complete line of technology designs we now offer our customers, we will utilize both the Astec and Dillman brand names," continued Mr. Brock.

CEI, based in Albuquerque, New Mexico,



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manufactured the Nomad™ and Rap King series of portable plants. With production capacities of 72.5, 118 or 159 t/h, the highly portable Nomad series is designed to be set-up and operational with minimal effort and time. The plant's high-quality PLC-based controls provide reliable and fully automated mixing and can be operated fully manually if needed.

The Rap King offers production capacities of 135 to 162 t/h both in portable configurations. A highly efficient counter flow plant, its ability to produce mix with up to 50% RAP is one of its key selling points.

In addition, with the consolidation, Astec, Inc. will be designing and engineering additional product line offerings in the 27 to 162 t/h asphalt plant market. In addition, Astec's industry leading global service and parts network will now assume the total responsibility of supporting the after-sales service needs of all customers.

Source: Astec, Inc.

ALL-NEW GEHL COMPACT EXCAVATORS

Gehl, a leader in compact equipment for agriculture and construction markets, is pleased to introduce an all-new line of compact excavators to the North American market.

The new Gehl Excavator range consists of 5 all-new models; the Z17, Z27, Z35, Z45 and Z80. Each model is built around a powerful and reliable Yanmar engine; Tier 4 on the Z17 and Interim Tier 4 on the Z27, Z35, Z45 and Z80. The hydraulic system is designed to enhance engine performance, resulting in a more efficient system. These models are true zero-tail-swing machines, eliminating cab overhang beyond the tracks in all directions. This allows the machine to operate directly against a wall or other obstruction without causing damage to the structure or machine.

The hydraulic system incorporates 2 variable pumps and 2 gear pumps. The oil flows are efficiently combined, redirected to where the flow is needed. This allows for simultaneous operation without loss of hydraulic power. The Z80 excavator adds the ECO mode feature. This mode reduces engine rpm by 10% without sacrificing

power when activated, saving fuel when full speed is not necessary. The mode is easily activated and deactivated with a simple toggle switch.

Source: Gehl Company

CIBC TO ACQUIRE U.S. ENERGY ADVISORY FIRM GRIFFIS & SMALL, LLC

CIBC announced recently that it has reached an agreement to acquire Griffis & Small, LLC, a Houston-based energy advisory firm specializing in acquisitions and divestitures (A&D) in the exploration and production (E&P) sector. Terms were not disclosed.

The transaction, expected to close in the fourth quarter, supports CIBC's strategy of targeted growth in businesses and geographies where it has strong existing client relationships and capabilities. The acquisition will also create opportunities to serve new and existing Wholesale Banking clients in the U.S., and complements its energy-focused teams in Calgary, the UK and Asia. At the same time, it will provide Griffis & Small's clients with access to the same outstanding team they work with today, backed by a broader range of investment banking, corporate lending and capital markets services from CIBC.

The business will operate under the name CIBC Griffis & Small and will be led by the founding partners of Griffis & Small, LLC, Richard Griffis and Joe Small, who have joined CIBC as part of the transaction.

Griffis & Small has advised sellers and purchasers on over US\$15 billion in transactions since its founding in 2002. The firm's team, including engineers and geologists, provide comprehensive technical advice and represent E&P companies and private equity firms in the sale of undeveloped and producing assets in the U.S.

Source: CIBC

CONERGY CELEBRATES 10TH ANNIVERSARY OF ITS CANADIAN BUSINESS

2012 marks the 10th anniversary for Conergy's Canadian operation. Conergy AG, headquartered in Hamburg, Germany, entered the Canadian market through its acquisition of ETI Solar whose operations

in Canada date back to 2002. The team at Conergy Canada has been privileged to support the continued growth of the Canadian photovoltaic industry over these last 10 years, helping it grow from a boutique off-grid market to the diverse solar market place it is today.

Beyond Conergy's ongoing focus and commitment to customer service, the company has pioneered some important project and manufacturing milestones in Canada. Conergy provided equipment and engineering support to the very first project connected under the FIT program and was one of the first companies to offer its products to meet the domestic content requirements of the Ontario FIT program.

The company released Ontario-made versions of its SunTop and SolarGiant mounting systems in November of 2009. It then brought the Conergy ON solar modules to market in May 2011 and in July, Conergy introduced its new industry-leading low ballast mounting system, SolarFamulus Air. This new product will also be produced in Ontario. Conergy continues to show its industry leadership in the Canadian market.

"We are proud of the work that we have completed together with our customers and partners over the last ten years and we look forward to continuing to support the growth of this market over the decades to come" said Jared Donald, Conergy Canada's president. "The solar market in Canada is one that is ever changing and companies like ours are successful here because we continue to innovate to ensure that we can provide solutions that help our partners' businesses."

Today, a decade later, Conergy's unique industry experience as a system supplier, operating in all parts of the solar industry value chain, is passed on to its clients in Canada and all around the world. From planning, engineering, financing and installation to maintenance and technical management, Conergy brings together the complete knowledge and strategies from all the "solar worlds" and is proud to call itself a true solar systems supplier.

Source: Conergy

GREENSTONE CONFIRMED AS GATEWAY TO THE RING OF FIRE

"More and more it is becoming clear that the Municipality of Greenstone is emerging as the gateway to the Ring of Fire." These

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www.infrastructures.com

words were used by Greenstone Mayor, Renald Beaulieu, while briefing Councillors on recent developments concerning the Municipality.

The first development is the Noront Resources (NR) announcement that their "base case" is predicated on transporting Ring of Fire ore using the proposed North-South Corridor (with a southern terminus in Greenstone's Nakina ward. The second is that the Ontario Power Authority (OPA) is now considering an East of Lake Nipigon transmission corridor.

When commenting on NR's decision to transport ore on the planned north-south road, the Mayor said, "For decades, Nakina was viewed as the end of the road, but increasingly it seems that Nakina, a proud part of Greenstone, will soon be seen as the start of the road."

Adding greatly to the Mayor's enthusiasm was the low key, yet pivotal, news that the Northwest Ontario First Nations Transmission Planning Committee (NOFNTPC) has been informed by the OPA that the OPA is now studying an East side of Lake Nipigon transmission line.

The proposed transmission line would supply the Ring of Fire and bring grid-connected electricity to First Nations such as Marten Falls. "Transmission lines are like ribbons of prosperity," Mayor Beaulieu observed.

The East of Lake Nipigon route was a key feature of Greenstone's "Kick Start for the Northwest" released in 2011. The Kick Start plan outlined how an expanded and reinforced electricity grid benefits the entire North West.

Mayor Beaulieu noted, "A shared road and transmission corridor north from the Nakina area would align with the Provincial policy statement that requires consideration of multi-use transportation/utility corridors."

"Even more importantly, a stable electrical supply for First Nation communities currently dependent on diesel generators can address a lot of social and economic disadvantages," Mayor Beaulieu stated. He concluded by saying, "We are committed to continue working with Matawa First Nations and the Nipigon Chiefs and communities as all our interests related to transmission are very well aligned."

Source: Municipality of Greenstone

Business Development is a Two-Way Street for Electromega and North America Traffic

The search for a new supplier of components for its line of solar-powered flashing beacons led North America Traffic Inc. to the signing of its exclusive Canadian distributor for the product, Electromega Ltd., of Candiac, Quebec.

Pascal Lamoureux, president of Electromega, says the two-way relationship between his company and North America Traffic Inc. reflects the strategic values of the firm, founded in 1974. "We are both a customer and a supplier to each other and this strengthens the bonds for our long term relationship."

Electromega will now represent the North America Traffic flashing beacons, used to add visibility to safety signs and warning signs in school and hospital zones, crosswalks, busy intersections and hazardous sections of roadways. The solar-powered beacons are specially designed for reliable unattended operation in the harshest climates, including remote areas of Northern Canada. Highly efficient solar arrays and battery packs allow continuous operation with no auxiliary power or servicing required. The beacons' NEMA 4 polycarbonate housing ensures long-life protection from the elements in hot or cold climates.

Construction of the beacons includes LED modules supplied by Electromega. "North America Traffic Inc. approached us when they were looking for a new source for one particular component. In our discussions, we learned that they were very open to working with us to modify their standard products to meet the special needs of our customers. Their willingness to work with us puts them right in line with the types of solutions we provide to cities and transport ministries and other public agencies across Canada," adds Mr. Lamoureux.

Peter Vieveen, the founder and president of North America Traffic, also sees more opportunity to grow with Electromega. "Working with Electromega, we are already looking at other applications for our beacons including a combination of grid and solar power for emergency service facilities. Electromega is such a highly respected name in traffic control. We look forward to more innovations in our product line based on their insight into customer needs."

Both companies see further opportunities to expand their relationship with additional products from North America Traffic such as Portable Traffic Signals and the original RCF 2.4 Automated Flagger system. North America Traffic provides customized portable traffic solutions for a host of applications throughout North America, from public works projects to special events to military checkpoints.

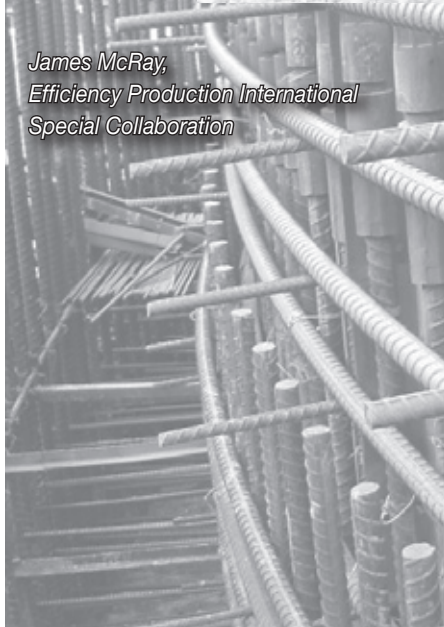
Electromega provides customer service across Canada, with facilities in Surrey, British Columbia, Calgary, Alberta, and Oakville, Ontario, supporting its head office near Montreal, Quebec. "As a traffic specialist, we remain a relatively small company that takes pride in reacting quickly to unique customer specifications," says Pascal Lamoureux. "North America Traffic will only add to our flexibility. It's a good mix."

Source: North America Traffic Inc.



Contractor Builds New Retaining Wall with Help from Slide Rail Shoring System Rented from Hewitt Rentals

*James McRay,
Efficiency Production International
Special Collaboration*



Brycon Construction, headquartered in Dartmouth, Nova Scotia, recently completed building a 30.5 m (100') long cast-in-place retaining wall for a new parking garage, 7.3 m (24') below ground. The new parking garage is part of a larger apartment development project in Dartmouth, Nova Scotia.

With any excavation project, challenges always impact the process, even in good conditions. This can be especially true in trying to fit the correct shoring system to site conditions and project parameters. For the initial installation of the retaining wall, Brycon was using H-pile with timber lagging to shore the excavation. But as the excavation trench moved closer to a nearby apartment complex, the ability to maintain the stability of the building's foundation became a concern.

"When we got up to that building, I thought we might have a problem continuing with piling," said Brycon's owner and operator, Bryan Naugle. "I began thinking that maybe I needed to switch shoring system mid-stream. So then I thought, How can I make this happen now and still be usable and a cost effective solution?," he explained.

To that end, Brycon needed to consider a

different trench safety shoring system that would both protect workers, and meet the new project parameters.

Mr. Naugle contacted Hewitt Rentals Inc. – a leading distributor of Efficiency Production trench shoring equipment in Quebec and the Maritime Provinces – to discuss options. "Traditional means of trenching such as trench boxes were immediately ruled out; there was no possibility to over-excavate enough to install trench shields, and shoring of the ground would be necessary to protect surrounding buildings"

said Marco Ferro, from Hewitt Rentals Inc. "Driven tight-sheeting is usually the first alternate option to trench shields, but due to the high cost and possible vibration issues to surrounding building foundations sheeting was also unfeasible. Slide Rail is a cost effective way to shore up an area in many traditional applications, and Efficiency slide



Brycon was using H-pile with timber lagging to shore the excavation, but switch to a Slide Rail System rented from Hewitt Cat Rental.

rails have many possible configurations and applications to fit an assortment of job needs," he also explained.

Instead, Mr. Naugle inquired about a

shoring option that he had used in the past that met all safety and excavation requirements: a Slide Rail Shoring System from Efficiency Production Inc.

Efficiency's Universal Slide Rail is a



l. to r.: Larry Jardine, Hewitt Rentals; Bryan Naugle, Brycon Construction; Marco Ferro, Hewitt Rentals; and Jeremy Hynes, Brycon Construction.

component shoring system comprised of steel panels (similar to trench shield side-walls) and vertical steel posts. The highly versatile system can be used in a variety of configurations. Efficiency's Slide Rail System can be configured into small four-sided pits; an obstruction-free ClearSpan™ configuration; or in a Multi-Bay™ configu-



ration to install large tanks and structures, or lengths of pipe over 12.2 m (40').

Slide Rail is considered "positive shoring". It is installed by sliding the panels

into integrated rails on the posts, and then pushing the panels and posts incrementally down to grade as the pit is dug; a process commonly referred to as a “dig and push” shoring system. The advantage of Efficiency’s Slide Rail is that there is absolutely no over-excavation, which means that pressure against the surrounding soil is maintained throughout the entire installation and removal of the system.

Slide Rail is installed simultaneously as the trench or pit is excavated, which means personnel can safely be in the trench or pit at any point in the installation or removal process. The individual panels and posts can be handled with a standard size excavator which means that excavation contractors can usually install the shoring system themselves. Brycon used a CAT 315 and CAT 330 excavator to install the Slide Rail System.

Brycon rented from Hewitt Rentals’ Dartmouth branch office more than 36.6 m (120’) of Slide Rail equipment, enough to configure a Linear Multi-Bay™ system to safely shore the cast-in-place retaining wall. The system included 2.4 m (8’) tall, 4.9 m (16’) and 6 m (20’) wide steel panels that slide down integrated rails on 5.5 m (20’) tall linear posts, creating seven separate 4.9 m (16’) and 6 m (20’) wide “bays”.

A 2.4 m (8’) tall panel is installed first in the outside slotted rail of the post, then another into the inside open-face rail of the post creating a trench depth of 4.9 m (16’). Efficiency Production is the only Slide Rail manufacturer to offer an open-face rail design on their Slide Rail posts which greatly reduces the potential of the panels binding against the soil.

The 3.3 m (11’) tall, 31 cm (1’) wide parallel beams that roll up and down the slotted rail on the inside face of the linear posts have spreader collars – like trench shield sidewalls – which pin 4.3 m (14’) long spreader pipe; creating a 4.9 m (16’) wide interior trench. “A big advantage of the Efficiency Slide Rail was the parallel beams and spreaders that move up and down in the posts. When we were putting in the system we could keep the spreaders real low in the trench, then slide them up high as we built up the 4.9 m (16’) tall retaining wall,” continued Mr. Naugle.

Hewitt Rentals also provided with the Slide Rail equipment, Efficiency’s new exclusive Ground Quick-Release™ Shackle. The innovative device has a spring loaded



pin that when pulled by a connecting rope retracts and frees the shackle from the panels or top of posts, eliminating the potential dangers of climbing a ladder to undo traditional threaded shackles. “I think that (the ground release shackle) is a super idea,” said Mr. Naugle. “I like to see some innovation some times,” he added.

Brycon Construction is one of the Maritimes largest and most respected civil contractors. Incorporated in just 2002,

Brycon is constantly striving to make work more efficient by utilizing the latest software, and embracing new approaches to infrastructure construction.

Hewitt Rentals Inc., a subsidiary of Hewitt Equipment Limited, and Atlantic Tractors & Equipment rent a wide variety of equipment and small tools. Hewitt Rentals Inc. is the exclusive distributor of Efficiency Production, Inc. product for Quebec and the Maritimes.

The Only 700 kg Hydraulic Breaker with a Solid Body

Atlas Copco’s new SB 702, makes light work of a wide range of landscaping, construction and demolition jobs.

The unique aspect of the SB 702 is its solid body, a feature which no other breaker in the 700 kg class has. A one-piece housing construction makes the SB 702 unusually compact and easy to handle. The percussion mechanism and guide system are integrated into a single block of steel, eliminating the need for side bolts. The integrated, maintenance-free accumulator is easily accessible yet well-protected from bangs and knocks.

The SB 702 works with a wide oil flow range and can therefore be installed on a broad variety of carriers. In case of hydraulic overload, it is protected by an integrated valve which prevents damage to the breaker and helps avoid downtime.

The SB 702 is easy to set up and always ready for action. It requires very little maintenance and when it needs attention, it is easy to service. Double tool retainer bars minimize stress and wear on the working tools. Changing the working tools is easy thanks to the patented retainer bar lock system, and the floating lower bushing can be replaced by the operator on-site with standard hand tools.

Thanks to energy recovery, the SB 702 provides much higher percussive performance. While the impact energy remains constant, the breaker increases the blow frequency, which increases percussive performance. This, in turn, increases efficiency, and greater efficiency enables higher productivity with lower fuel consumption.

Energy recovery also helps to absorb recoil, which means less wear and tear on the carrier and a higher level of comfort for the operator.

Source: Atlas Copco



Industry Leaders Join Forces to Deliver a Unique Solution for Mobile Coil-Loading

Collaborating with one of the steel industry's top specialists in material handling devices, Taylor "Big Red" has expanded its range of specialized attachments for steel mills and service yards.

Taylor's popular TS-9972 Reach Stacker can now be equipped with a hydraulically powered 41 t coil grab designed and built by Winkle Industries to load steel coils onto rail cars and trucks.

According to Pete Johnson, account manager at Taylor Machine Works, the new coil-handler was developed when a mill customer requested ideas for a mobile solution to replace its traditional lattice boom crane. "Our customer recognized that mounting a coil grab on a mobile platform would give them much more flexibility than their mill crane could offer," he explains. "A mobile loader allows them to use satellite loading docks instead of limiting their loading capability to one fixture inside the mill. Moving coils around the

yard and loading them onto rail cars can be completed in one step by one piece of equipment. With Taylor's Reach Stacker as the platform, they get a multi-use tool that can switch attachments to perform various tasks in and around the mill. The TS-9972 can go anywhere a truck can go to move or load material," Mr. Johnson continued.

At the same time Pete Johnson was investigating potential solutions for this customer, Winkle's Matt Wroblewski was having similar conversations at the same mill. As regional sales manager for Winkle Industries, Mr. Wroblewski was very familiar with the many material-handling devices used in mill-duty applications. The mill described its plans to expand its facility, which called for removal of the lattice crane. Like Mr. Johnson, Mr. Wroblewski recognized that the Reach Stacker could be the ideal platform for a mobile alternative to the fixed crane. Their common interest quickly brought the two men together.

The engineering departments of both companies collaborated closely to bring their specialized products together into a new solution for the mill. Paul Predagovic, the director of Engineering for Winkle, could draw on vast experience in custom coil-handling equipment. "We have developed many, many electrically driven coil grabs over the years," he says. "The challenge here was to provide a hydraulically powered grab that fit the existing capacities of the Taylor platform. It became relatively simple when we discovered that the TS-9972 was already equipped to provide the load rotation, sideshift movement, height and visibility to allow precise movement and placement of the 40,800 kg coils."

While Taylor's sales engineer, Lamar Hailey, worked closely with the mill to detail the project's requirements, he credits Denny Bucklew, their Design engineer, for achieving a successful solution. The pair

Strength and Reliability by Design

Held bi-annually at the Hannover exhibition centre, the IAA show is the global showcase for the latest technologies and innovations in the Commercial Vehicles and logistics industries. At this year's show, held September 20 - 27, Edbro Plc unveiled the CS22 cylinder, the largest ever produced by the UK company.

Edbro has earned its reputation through a policy of continuous investment in R&D and manufacturing that ensures its products are the strongest and most reliable on the market. These qualities are best highlighted by the company's flagship CS range of cylinders for front-end truck and trailer applications.

Recent investments in Edbro's manufacturing facilities have allowed the company to introduce the new CS22 cylinder which is now the largest cylinder within the CS range. A new laser welding machine, believed to be the most powerful ever built for tubular welding, allows Edbro to weld larger diameters and thicker wall sections which gives the cylinder the strength it needs to tip up to 90 t.



The CS22 is specifically designed with precision heavy duty engineering to ensure maximum operational reliability in the toughest operating environments. The robust design is specially adapted for markets where overload conditions are commonplace, with thicker tube walls providing high buckling loads to improve safety in operation.

Other features shared with the rest of the CS range include double lip wiper

seals which ensure efficient lubrication and prevent cylinder contamination; wear rings which are made from non-metallic, acetal material to reduce friction and extend service life and brass sliders which reduce the risk of scoring and damage from side loads. As with all Edbro's cylinders, the CS22 has been designed to be bio-oil compatible helping operators reduce their environmental impact.

Source: Edbro Plc

already had experience in customizing the Reach Stacker for heavy lifts. A previous project, in which the TS-9972 was used to assist with the assembly and installation of towers for wind farms, had led to a versatile lifting beam that nicely fit the needs of the coil grab.

Using Taylor's lifting beam as a starting point, the Winkle team built on to it, making a coupler for the grab. It would supply the hydraulic routing and rotation capability. Limit switches were designed into both the engagement and disengagement circuits of the grab, adding an extra element of safety as well as reduced stress on the hydraulic components.

To ensure accurate placement of the steel coils onto rail car bunks and trucks, the cab provides operators with a 3 m high vantage point to see the target area directly. The cab can slide up to 2.4 m along the length of the chassis, allowing the operator to sit back from the load when traveling or move up close to the rail car or truck when positioning the coil. The 3-point lifting beam provides up to 90° rotation to align coils as needed, either on the



I-Horizontal or I-Vertical position to fit the orientation of rail car or truck saddles.

The lifting beam, attached to the Reach Stacker, uses a coupler to attach the coil grab. The lifting beam and the coil grab are easily interchangeable with other Taylor attachments such as its container handlers, C-hooks and probes.

With the addition of an onboard generator system, the TS-9972 and its lifting beam can also be adapted to attach

one or multiple lifting magnets – another of Winkle's material handling specialties.

The Winkle coil grab is now offered by Taylor as a standard production item for the TS-9972. Within two weeks of the first unit going into service, Taylor was receiving orders for more of the mobile coil-loading systems, and several are already in operation.

Source: Winkle Industries

SENNEBOGEN Adds MagGrapples to Product Line

Based on the popularity of the SENNEBOGEN 4 and 5 tine grapples, Constantino Lannes, president of SENNEBOGEN LLC is pleased to announce the newest addition to their product line, the SENNEBOGEN MagGrapples.

The combination grapples and magnets have been designed and built to SENNEBOGEN engineering specifications. Due to the number of different product scenarios, SENNEBOGEN is offering 11 models from 0.57 m³ to 1.15 m³ and depending upon the application and the range of product being picked up for processing or shipping, the corresponding magnets are available in 76 cm, 91 cm, 101 cm and 112 cm diameters.

The MagGrapple features SENNEBOGEN's renowned robust construction continues to make them the scrap and recycler

material handler market leaders. Each unit features 360° rotation and is designed to accept both high radial and axial loads, which make it ideal to withstand the rigors of both pushing and pulling in recycling operations. Spiral steel hose guards help prevent hose damage and the cylinders are protected with removable guards for ease of service. For ongoing productivity the tines are protected against impacts on the outside of the jaw with a pressure release when the grapple is open.

SENNEBOGEN has been a leading name in the global material handling industry for over 60 years. Based in Stanley, North Carolina, SENNEBOGEN LLC offers a complete range of purpose-built machines to suit virtually any material handling application. Established in America in the year 2000, SENNEBOGEN LLC has quickly become a leading provider of specialized equipment solutions for recycling and scrap metal yards, barge and port operations, log-handling, transfer stations and waste facilities from coast to coast.

Source: SENNEBOGEN LLC



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Even More Power for Mining Applications

NICOLAS Industrie SAS, the French heavy-load and special vehicle manufacturer, has produced a new type of world's biggest tractor for use in a coal mine in

mining facilities in the Australian state of Queensland.

One look is enough to see that the NICOLAS super truck is no ordinary

pure special vehicle construction.

LCR undertakes large-scale projects such as transportation and lifting technology especially in the mining industry. In



l. to r.: Fulvio Foti, area manager sales for TII Sales, Dr. Axel Müller, managing director of the TII Group, Sébastien François, project manager of NICOLAS.



The "Tractomas" has even managed to enter the Guinness Book of World Records as the world's largest tractor.

Australia. The 1,000-hp Tractomas has twice the pulling strength than previous tractors on the market and has been purchased by the LCR company for moving convoys of lignite side dump trailers at its

tractor. Just the dimensions alone – more than 10 m long, 3.5 m wide and 4.6 m high – speak for themselves. Except for the driver's cab which comes from a standard mass-produced truck, everything else is

this particular case, the tractor pulls long convoys of oversized side dump trailers with an overall towing weight of 535 t. Transport distances range between 10 and 40 km and gradients of up to 5% have to be

RPA Grapple Offers Reliability and Versatility



Rotobec Power Attachment grapples can accomplish demanding jobs in C&D, recycling, landscaping and general contracting. There are a number configurations available and they can be equipped with either a dangling or positioned rotator.

Configurations include rake, bucket, trash, pulp and demolition.

The RPA features high-pressure cylinders, integrated valve-on-swivel option and an interlocking design for increased strength and durability.

Source: Rotobec

Ground-breaking Ceremony at the Sylvenstein Dam Upgrade Project

The Sylvenstein Dam in Bavaria, Germany, will in the future provide reliable protection against flooding based on state-of-the-art technology. The benefit of what is the largest single flood protection measure ever undertaken in Bavaria was underlined by the state's Environment minister Dr. Marcel Huber when, together with BAUER AG chairman Prof. Thomas Bauer, he turned the first sod earlier this summer to mark the start of construction work. In the current construction phase BAUER Spezialtiefbau GmbH is installing a diaphragm wall in the dam down to a depth of 70 m.



Bavarian Environment minister Dr. Marcel Huber (pictured right) and Prof. Thomas Bauer (center) marked the start of work to upgrade the Sylvenstein Dam with a symbolic ground-breaking ceremony.

The Sylvenstein Reservoir is the most important of its kind in Bavaria. It was constructed between 1954 and 1959 as the first large state reservoir in Bavaria. After 50 years in operation, it is now being updated to the latest state-of-the art. The state of Bavaria is investing €25 million (\$32 million) in the upgrade of the Sylvenstein Dam through to the year 2015.

Source: BAUER Spezialtiefbau GmbH



mastered. Each trailer carries up to 80 t of coal. On straight routes without any gradients, a speed of up to 65 km/h (unloaded) and 50 km/h (loaded) can be achieved. On longer inclines, the speed drops down to 10 km/h. This is made possible through the 27-l capacity engine.

However, this can be increased still further using the "PowerBooster" auxiliary drive system. The PowerBooster can help the Tractomas maintain speed when negotiating inclines. As soon as the speed of the tractor on gradients gets down to a preset minimum, the PowerBooster cuts

in automatically to provide extra driving force. An additional advantage is the improved cooling performance through the PowerBooster. Thus, transports can be carried out without any problems even under extreme climatic conditions, such as 50°C heat in the desert.

These features make the NICOLAS Tractomas the fastest and strongest heavy-load tractor currently available on the market and, as a result, ensure more economic efficiency in logistical operations in the mines. Following the delivery of the first vehicle in July, to LCR, orders for

additional vehicles have been placed with NICOLAS.

Founded in 1855, NICOLAS combines tradition and innovation. Together with SCHEUERLE Fahrzeugfabrik GmbH and KAMAG Transporttechnik, it belongs to the TII – Transporter Industry International group, the world market leader in the development and manufacture of heavy-duty transport and special vehicles.

Source: Transporter Industry International



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Launch of 5th Generation CA Rollers Continues with Versatile Mid-Size Models

Dynapac's introduction of its revolutionary 5th generation of single drum vibratory rollers was enthusiastically received. Having begun with the larger CA5000, CA6000 and CA6500 models, the company now presents its mid-size range, CA2500 and CA3500, and their variants. With the same innovative thinking and unique features as the larger models, these versatile machines represent a minor revolution in terms of serviceability due to their cross-mounted engines. Other time and money saving features are optimized amplitude for superior compaction performance and Active Bouncing Control that prevents damage to the machine and over-compaction.

The advantages do not end there. Add even higher operator comfort and drastically reduced noise levels and fuel consumption, and the result is a line of state-of-the-art single drum soil compac-

tors that will make a major contribution to cutting costs and raising productivity for customers worldwide.

With static linear loads ranging from 25 – 45 kg/cm, the mid-size CA rollers are ideal for compacting a range of materials, from sand and gravel to rockfill. Amplitude of 1.8 – 2 mm for the CA3500 model allows rockfill to be compacted in 1.25 – 1.5 m layers. The better depth effect results in higher volume capacity and less passes to reach compaction specifications, thus saving fuel and reducing the cost



per compacted cubic meter. Environmental impact is also lower. The Dynapac "Silent Weights" eccentric concept is an option that enhances compaction performance even further.



Dynapac's CostCtrl software on the web and an extended warranty for CA rollers enable customers to gain full control over life-cycle costs and maximize machine availability. The company's international service network offers full support and assistance with all parts and service needs.

Rollers in the CA range can be equipped with a Sustainability Package featuring an rpm management system, biodegradable fill-for-life hydraulic fluid, 50 hours service kit, electrical engine block heater and working lights with LED lamps.

The thick drum shell on Dynapac CA rollers gives long running time before a drum change is required. A scraper blade with an innovative divided design keeps the drum free of material during operation and can be replaced quickly and at low cost if necessary.

The ergonomically designed, air-conditioned cab on the new generation offer a high level of operator comfort and good visibility over the work area and surroundings. A feature unique to Dynapac CA rollers is a spin-around seat, steering module and display cluster, which allows movement of up to 180° without stress to the neck or body and excellent all-round visibility.

The new CA rollers are available in standard models with a long list of different specifications that can be selected and an extensive choice of optional extras, such as a bolt-on pad shell for PD applications and many more. Customers are invited to "build" their own machines or choose from a number of packages.

Source: Dynapac Compaction Equipment AB

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Ammann's New Line of Tandem Rollers

Ammann is introducing a completely redeveloped range of lightweight tandem rollers: the ARX range with 13 models in the weight categories 1.5 – 4.5 t and working widths from 820 – 1,380 mm will replace the AVM-2 model range in the fall of 2012. All the models have been designed to maximize productivity and reduce operating costs.

A new hydraulic concept coupled with the latest diesel engine technology is responsible for a significant increase in efficiency. It allows the diesel engine to run at a much lower speed, effectively reducing fuel consumption and noise emissions.

A spaciouly designed operator station with vibration insulation, a simple and clearly laid out operating panel and

the multi-functional drive lever create an area that any operator will welcome for ergonomic reasons and more.

Source: Ammann Canada

Tandem Roller Offers Maximum Productivity

The AV 120 X asphalt roller is the latest addition to the family of articulated tandem rollers made by Ammann. Equipped with 1,880 mm wide drums, the AV 120 X is ideal for carrying out highly efficient

compaction work on asphalt mixes and binder courses.

Its large installation width and high static linear load produce top surfaces

with exceptional properties.

The machine operator can achieve outstanding results thanks to an unobstructed view of the drum, a slideable and rotatable driver's stand and the simple operation of all control functions. A drive system with two hydraulic pump systems delivers excellent driving and rolling properties.

Source: Ammann Canada





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Stringless Controls Speed Airport Project

*Daniel C. Brown
Guntert & Zimmerman Const. Div., Inc.
Special Collaboration*

project, MCM bought a new four-track S850 Guntert & Zimmerman slipform paver fitted with a stringless control package from Leica Geosystems.

MCM's home office is based in Miami, Florida, with division offices in Irving, Texas, and Panama City, Panama. Established in 1983, MCM ranks as the 6th largest Hispanic-owned construction company in the U.S., and

some amazing results with that," Mr. Munilla continues. "Many of our pavements out here are right on plan grade, or within 0.25 mm; the results are just amazing. The stringless controls really help trucking and

Compared to mainline highway paving, slipforming concrete taxiways, aprons, and runways at an active airport is a challenging business. Production is hampered by the many small, irregularly shaped pieces of pavement that need to be paved one at a time.

That is the situation faced by MCM, a heavy civil and building contractor, at Dallas Love Field Airport where the city of Dallas, Texas, and Southwest Airlines are collaborating to build a \$500 million-plus airport renovation project. A number of gates must remain open during four years of construction, which will wind up in 2015.

MCM has a \$68 million contract to remove concrete, grade the subgrade and base, relocate utilities (including a new aircraft refueling system), and place 249,000 m² of new concrete pavement. Most of that is 43 cm jointed plain concrete with no steel. There are smaller amounts of 38 cm and 20 cm concrete pavement.

"The biggest challenges are the small pieces of pavement and the phasing," says Luis Munilla, Business Operations manager for MCM in Texas. "Our average production days as we get into the largest segments of work are going to be in the area of 917 m³ per day." To take on the paving

48th largest overall Hispanic-owned firm in the nation. With a \$1 billion bonding capacity, MCM utilizes its solid financial resources to guarantee a timely completion. MCM's portfolio of work includes road & bridge, aviation, education, municipal and building construction for both government and private clients.

"When we came to Texas we were committed to hire a local workforce," Mr. Munilla continues, "and we understood that the key to a successful project was a solid team that would offer the best possible value to our client, so we strived to find the best concrete paver on the market. Guntert & Zimmerman is number one and in spite of the inherent complexities of the job, the project is advancing smoothly".

"We also purchased the Leica stringless package with the paver, and we have had

production."

"Typically MCM paves either 7.6 or 9.1 m wide, and saws the pavement into 3.8 m



square panels or 4.6 m panels," explains Joe Roundtree, general superintendent for MCM's Dallas Love Field Airport. "The Guntert & Zimmerman paver helps with placing small pieces because the tracks can turn 90° under the paver at the end of a run".

When asked if the stringless controls help with small pieces. "Absolutely!" says Mark Vanness, the paving estimator for MCM in Texas. "We can set up the machine to do those pieces in the morning and then we just move from one to the other, with

no stringline. The digital model is already programmed into the machine. You don't have to worry about anything being in the way."

With stringless controls, two robotic total stations utilize two prisms on the paver to "tell" the paver its precise location. A computer onboard the paver then computes the difference between the actual location of the paver pan and the design location in the 3D digital model. With that information, the onboard computer can automatically control the paver pan.

MCM actually uses four robotic total stations on the project. "We have additional total stations out there so that we can check our depths and our pavement surface right behind the paver," says Mr. Vanness. "We have a man who stands on the rear catwalk of the paver when we get to the area where we need to check the height of the pavement. He uses a Leica rover and data collector to check the existing slab. That way we can move forward with confidence that we don't have any issues with non-conforming pavement."

"Quality control inspectors on the job



are thrilled," says Mr. Roundtree, with the pavement edges produced by the Guntert & Zimmerman S850. "The edges are sharp and clean, and this is a very big point of contention on airport jobs," he says.

MCM gains about 15 to 18% in production by using the stringless controls, compared to stringline. The stringless system eliminates the cost of line setting and the issues that go along with it.

"One of the biggest advantages to

stringless is that you create a 3D model," says Mr. Munilla. "Many people don't consider this, but that 3D model lets you check for flaws and problems that may not show up in any other way. When we build this model, we can actually look at the surface and check drainages and other things that keep us from running into bottlenecks and problems in the future. So that model is a neat thing about stringless."

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Holder Launches a New Era in North America

In May 2012 Holder of North America Inc. successfully transferred the sales, service, parts, and distribution operation of the most advanced articulated tractors available to Holder Tractors Inc. (HTI). The two new owners of HTI are METEC Metal Technologies, a Canadian strategic Holder partner and supplier, alongside the German manufacturer Max Holder GmbH.

Holder Tractors Inc. intends to aggressively growing off the success of Holder of North America with the dedicated staff continuing in their key roles, an experienced new general manager at the helm, and four new employees who have joined the team in key areas. The new bigger team is fully committed towards enhancing customer service and support at all levels, ensuring Holders long term success in North America is secured.



component of the broader expansion plans now underway. The administration, parts warehouse, and service shop increased from 830 m² to 1,860 m², and the outside compound has expanded by over 0.2 ha.

Vast improvements in the spare parts

tion analysis toward strategic increase of relevant stock items.

The new facility includes a showroom, and training room allowing for on-site tractor demonstrations and training. These enhancements take Holder to the next level of dealer and customer service, and set the scene for a serious commitment for a new era in Holder distribution across Canada and the U.S.

So it's on with business. HTI staff are busy meeting the needs of their clients and dealers for the winter season that is now upon us. Included in this is the Mid-October need to deliver 30 heavy-duty Holder C992 equipped tractors to Canada's capital, the City of Ottawa. The C992 is the most powerful and fuel efficient High-Performance Narrow-Track Vehicle available. These 30 leased and serviced C992 tractors are a major component of Ottawa's existing fleet to over 42 Holder Tractors in total. The City of Ottawa has relied on Holder without interruption since 1996.

Source: Holder Tractors Inc.



HTI's new headquarters is located 20 km east of the previous Greely, Ontario location, in Embrun, Ontario. HTI has more than doubled in size with this move into the completely renovated facility, a key

department with dramatically increased on-hand inventory will result in a rapid and reliable response. The increase in warehouse space and the methodic KANBAN setting allows for continuous consump-



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Federal Signal's Environmental Solutions Group Announces Ecolnfused™ Technology Initiative

Federal Signal Corporation's Environmental Solutions Group recently announced an initiative to develop and deploy environmentally sustainable products that have the potential to increase energy efficiency and enhance air and water quality in communities around the world. Under its Ecolnfused™ Technology initiative, the Environmental Solutions Group will develop green, energy-efficient and low-emissions technology solutions for its Elgin Sweeper street sweepers and Vactor Manufacturing sewer and catch basin cleaners.

"Over the years, the Environmental Solutions Group has led the charge in advancing the use of cleaner, safer, and more efficient technologies for sweeping roads and streets and cleaning sewer lines and catch basins," said Mark Weber, president of Federal Signal Corporation's Environmental Solutions Group. "The technological innovations developed as part

of the Ecolnfused™ Technology initiative will provide the powerful performance, fuel economy and overall value our municipal and contractor customers demand."

Ecolnfused™ Technology represents years of unmatched innovation and success combining the science of alternative fuels, high efficiency dust, debris and particulate removal, advanced filtration systems, improved horsepower management and water conservation technology. This provides Elgin Sweeper and Vactor Manufacturing contractor and municipal customers the ability to do more with less.

Mr. Weber highlighted a new configuration of the Crosswind regenerative air sweeper from Elgin Sweeper featuring a patent pending Shared Power system as an example of the new Ecolnfused™ Technology. This new sweeper configuration allows power to be transferred from the chassis to the auxiliary engine. The power can come from the chassis engine



or from vehicle momentum as regenerative braking. The power normally lost to heat by braking can be directed to the auxiliary engine, resulting in improved performance and reduced fuel consumption.

"For Elgin Sweeper, the Ecolnfused™ Technology combines science and innovation to produce more environmentally efficient sweepers, like the new Crosswind Shared Power configuration," Mr. Weber said.

Source: Federal Signal Corporation



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Safely Lift a Heavy Duty Trailer Independent of the Tractor

When heavy duty vehicle techs need to lift a trailer that is detached from the tractor, the logistics and safety requirements can be anything but routine, even for the most experienced fleet operators.

Enter Stertil-Koni's custom-designed Kingpin Cross Beam, which engages the trailer at the fifth wheel. This product can be essential to safely lifting trailers when independent of the tractor. After all,

the majority of trailers are serviced and inspected outside – detached from the cab. Further, in contrast to the more straightforward requirement of lifting a full rig – which can be accomplished with a range of options including mobile column lifts, axle engaging scissor lifts, platform lifts or in-ground piston lifts – lifting a trailer on its own presents a number of unique structural demands.



AEMP Launches Global Availability of Certified Equipment Manager Exam

The Association of Equipment Management Professionals (AEMP) announces, beginning November 5, 2012, the Certified Equipment Manager (CEM) exam will be available four times a year at testing sites in more than 165 countries around the world and all 50 states in the U.S. This is the first time the exam is being offered nationwide and globally at a site other than one of AEMP's two annual conferences.

"This is going to open up the CEM certification to those professionals who previously felt it wasn't within their reach due to time or travel constraints," said Jim Phillips, AEMP vice president of education.

The CEM exam will be available at secure testing sites offered through Pearson VUE, a leading provider of proctored, computer-based testing solutions. Test sites are listed at pearsonvue.com/vtclocator/. Numerous sites are available and Pearson guarantees a site within 80 km of a potential test-taker in the U.S.

Along with the increase in test locations, AEMP is now offering the exam four times a year, for two full weeks each test quarter. It will also continued to be offered in conjunction with the Professional Development Institute (PDI) at AEMP's two annual events for asset management professionals, the Management Conference and Annual Meeting, held each spring, and the Asset Management Symposium, which takes place in the fall. Those choosing to test at one of the two meetings can better prepare for the exam by taking advantage of peer-to-peer learning at the PDI, while global exam participants may choose to prepare online with the PDI Level 2 courses at AEMP University, aempu.org.

Mr. Phillips also spoke of the significance of the launch, from an internal perspective. "We have spent several years planning this. So many people – our dedicated committee members, partners and the AEMP staff – have put countless hours into the development of this program and we're thrilled to see it come to fruition."

The CEM is the industry's only recognized standard for showing the qualifications of a manager of heavy off-road equipment fleets or municipal/government fleets. It is based on the 17 core competencies identified by AEMP as necessary to being an effective fleet manager: benchmarking; customer service; employee training; environmental requirements as they apply to fleet management; financial management; human resources; life cycle analysis; outsourcing; parts management; preventive maintenance; procurement and acquisition; risk management; safety; shop/facilities management; specifications; technology; and warranty and performance guarantees.

In addition to the CEM program, AEMP offers two other industry-recognized, professional certifications. The Equipment Manager Specialist (EMS) credential is designed as an entry-level certification for those seeking to expand their skills and plan for a career in fleet asset management. New in 2011, the Certified Equipment Support Professional (CESP) is intended to educate equipment suppliers on the challenges equipment managers face when dealing with end-user business associates.

Source: Association of Equipment Management Professionals

According to Technical Sales Support manager for Stertil-Koni, Peter Bowers, "In this instance, the objective is to pick up and support the chassis of the trailer in the same manner as it is normally supported when on the road and supported by the fifth wheel." The challenge is to properly support the trailer frame that is normally hooked to the tractor. The solution, according to Stertil-Koni, is to use 4, heavy duty mobile column lifts – 2 at the wheels and 2 utilizing the company's custom-designed Kingpin Cross Beam that engages the trailer at the fifth wheel.

Safety, of course, is always first and foremost. "Before you begin, always lift on a firm foundation. Lift on level ground; and, be cognizant of wind loads. Next, bring in mobile lifting columns to the rear-most axle and maneuver the cross beam into place – locating it properly under the kingpin. At that point, the service technician can engage mobile lifting columns to the cross beams," noted Mr. Bowers.

Continued Bowers, "Stertil-Koni recommends using battery powered, wireless mobile lifting columns. In this way, an external power source is not required and thus it eliminates the possibility of operator tripping due to messy wires or cables." Lifting experts also point to Stertil-Koni's unique height memory system, which allows lifting of a broad range of trailers while providing the highest safety standards. The company's wireless control system allows operation of up to 8 columns in a set and each control box permits full operation in either group, paired or individual mode. "Our synchronization tolerance starts at $\frac{5}{8}$ ", which is the tightest and safest in the industry," concluded Mr. Bowers.

Source: Stertil-Koni USA, Inc.

Kärcher Introduces Next Generation B 60 Scrubbers

Kärcher, the world leader in cleaning technology is pleased to introduce the all new B 60 series of automatic floor scrubbers. The B 60 is the next model added to the new generation of Kärcher scrubbers. The modular design allows the user to choose between cylindrical brush (R) and disk brush (D) scrub heads and the new S 65 (26") orbital head designed for applications requiring chemical-free floor stripping. Cylindrical and Disk scrub heads can be ordered in 22" or 26" sizes and the B 60 can be equipped with either wet cell or maintenance-free AGM batteries. An onboard battery charger is a standard feature for both battery types. Solution and recovery tanks are both 60 litres.

This new series of scrubbers has been designed with the end user in mind and includes features almost too numerous to list. These include: Kärcher Intelligent Key (KIK) System that provides Operator and Supervisor (only) access to the machines operational settings Ultra quiet operation

as low as 65 dB(A) "Homebase" System that includes hooks and clips to hold the "tools of the trade" such as spray bottles, wipers and mops EASY Operation System with Eco cleaning mode New slim and compact design for cleaning of tight spaces Large clean water drain and integrated clean water filter Tank lid with ventilation function Large clean water filling port "Tank in Tank" design for easy cleaning of the recovery / dirty water tank Simple one touch adjustment of the squeegee assembly Simple brush change – can be made in a matter of seconds Pre sweeping tray with cylindrical® scrub heads Built in shock absorbers to protect the scrub heads Scrub heads can be changed in a few minutes without tools.

Optional accessories for the B 60 include a tank lid with built in cleaning system, quick tank fill, roller shafts and

pads, microfiber rollers and microfiber pads. Kärcher B 60 scrubbers are available



from authorized Kärcher Floor Care Equipment Dealers across Canada.

Source: Kärcher Canada Inc.

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Vermeer BC900XL Brush Chipper Is Ideal for Rental and First-Time Buyers

Vermeer introduced its newest brush chipper, whether purchasing your first chipper, stocking a rental yard or adding to a fleet; the Vermeer BC900XL is an ideal option. With the ability to chip heavily

productivity by reducing the need to trim heavily branched material before feeding it into the chipper. A 83.8 cm disc rotates at 1400 rpm and features two steel chipper



knives with two usable cutting edges each. Two shear bars also have two usable edges to help extend wear life.

Another feature — the patented SmartFeed system — monitors engine rpm and automatically stops and reverses the single horizontal feed roller when

branched material up to 23 cm in diameter, the Vermeer BC900XL is ideal for line clearing and general cleanup needs.

The BC900XL features a large 23 cm x 35.6 cm feed opening to help boost

feeding larger, hardwood material, helping to enhance chipping productivity. A 40 hp Kohler Command CH1000 gas engine provides the power to pull and process difficult branch material. The engine also

offers a no-spill oil-filter-change feature for ease of serviceability.

The Vermeer BC900XL is equipped with safety features such as a long feed table design, bottom feed stop bar and a four-position feed control bar. The bottom feed stop bar is strategically located to make it possible for the operator's leg to strike the bar and shut off the feed, either intentionally or automatically, in an emergency situation.

Source: Vermeer Corporation

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Appointments

Iowa Mold Tooling Co. Inc. (IMT), an Oshkosh Corporation company, is pleased to announce that **Don Daniels** has joined IMT as the company's director of sales. Daniels brings more than 30 years of experience in sales management and competitive sales strategy implementation to IMT.

Mr. Daniels will be responsible for leading the IMT sales team and helping direct business strategy for the company's line of material-handling equipment and commercial vehicles. In addition to driving new sales initiatives, he will work to strengthen the IMT distributor network, customer service and aftermarket support efforts.

Most recently, Mr. Daniels was the director of sales for Alternative Design Manufacturing and Supply, a manufacturer of custom stainless steel products for the poultry and research industries, where he led the sales and customer service teams while serving as a member of the executive management team. He has also held sales and management positions at Auto Crane, Clarklift of Tulsa and The Stanley Works organization where he served in multiple roles for their North American sales operations.

Source: Iowa Mold Tooling Co. Inc.



Ron Huibers has been appointed new president of **Volvo Penta Americas**. He succeeds Clint Moore who earlier announced he has decided to retire.

Mr. Huibers has been with Volvo Group for 20 years. He has held various North America and International executive positions within Volvo Group including Volvo Construction Equipment, Volvo Financial Services, Mack Trucks and Volvo Trucks.

In his previous position as president of Sales & Marketing North America within Volvo Trucks Americas, he was the leader of Volvo Trucks North America commercial sales and marketing operations with more than 25,000 annual unit sales through private distribution networks and national accounts.

Mr. Huibers will in his new role have responsibility for Volvo Penta's sales, marketing and aftermarket operations in North America, Central America and South America in the newly formed organization, Volvo Penta Region Americas.

Source: AB Volvo Penta



Equipment Industry "Difference Makers" Share Strategies for Business Survival and Success

The Association of Equipment Manufacturers (AEM) upcoming annual conference will examine market challenges, economic trends, global pressures and changes in the political scene. The goal: help attendees strengthen their roles as difference makers.

The AEM Annual Conference will be held November 7-9, 2012, at the Terranea Oceanfront Resort in Rancho Palos Verdes, California. Additional networking events are offered on November 10.

The event is the leading education and networking gathering for senior executives in the off-road equipment manufacturing industry. Keynotes, presentations, panel discussions and breakout sessions will focus on the " = difference " conference theme.

LEND IDEAS, TAKE IDEAS: KEEP THE DIFFERENCE ADVANTAGE GOING

Brad Meltzer, New York Times best-selling author, opens the conference. As host of History Channel's "Decoded," he's studied the stories of heroes and will explore how attendees can "attain your vision: tap the power to succeed."

With the just-held presidential election, two White House confidantes with opposing philosophies will discuss results and ramifications: Robert Gibbs, longtime advisor to Barack Obama, and Karl Rove, former deputy chief of staff and senior advisor to George W. Bush.

Sam Allen, chairman and CEO of Deere & Company, will speak on the risks and rewards of serving a growing global population and the challenges manufacturers face in meeting those needs.

Industry economic experts on the "Be Prepared" panel will examine multiple economic trends affecting the off-road equipment industry: Don Johnson, chief economist, Caterpillar Inc.; J.B. Penn, chief economist, Deere & Company; Andy Kaplowitz, vice president, Barclays Capital/Lehman Brothers; and Matt Simon, Portfolio Manager, Global Equities.

Breakout sessions led by AEM member company executives include: Julian Archer of Infor on a holistic approach to manufacturing and aftermarket service, Brian Barlow of BMG on sustainability program developments that affect the construction supply chain and Jake Gaylord of Almon Inc. on proactive management of intellectual property assets.

Peter Zeihan of geo-political intelligence provider STRATFOR will share fresh insights into geo-politics, economic power and the changing world order. And Carl Cannon of the Peoria (Illinois) Park District will share his inspiring story of positive change: he helps at-risk children evolve into productive adults who contribute to reducing industry workforce needs.

During the conference, AEM will conduct its Annual Business Meeting, with election of directors, recognition of longtime member companies and progress reports on AEM's business and advocacy programs and strategic plan initiatives to meet evolving member needs. AEM will also hold its annual AEMPAC fundraising gala and AEM Hall of Fame induction ceremony and celebration.

Source: The Association of Equipment Manufacturers (AEM)

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Agenda

INTERMAT Middle East

October 8 - 10, 2012
 Abu Dhabi, United Arab Emirates

French Aggregates Exhibition & Congress

October 10 - 12, 2012
 Caen, France

Canadian Waste & Recycling Expo

November 14 - 15, 2012
 Toronto, ON Canada

Expo FIHOQ & Expo-Paysages

November 14 - 16, 2012
 Saint-Hyacinthe, QC Canada

32nd Annual Canadian Pool & Spa Conference & Expo

November 26 - 29, 2012
 Exhibits: November 28 - 29, 2012
 Niagara Falls, ON Canada

Bauma China 2012

November 27 - 30, 2012
 Shanghai, China

Ecobuild America

December 3 - 7, 2012
 Washington, DC USA

Landscape Ontario - Congress

January 8 - 10, 2013
 Toronto, ON Canada

World of Concrete 2013

Exhibits: February 5 - 8, 2013 | Seminars: February 4 - 8, 2013
 Las Vegas, Nevada USA

BAUMA CONEXPO SHOW - bC India

February 5 - 8, 2013
 Mumbai, India

NASTT's No-Dig Show

March 3 - 7, 2013
 Sacramento, CA USA

2013 World of Asphalt Show & Conference and AGG1

March 19 - 21, 2013
 San Antonio, TX USA

bauma 2013

April 15 - 21, 2013
 Munich, Germany



National Heavy Equipment Show

April 18 - 19, 2013
 Mississauga, ON Canada

bauma Africa 2013

September 18 - 21, 2013
 Johannesburg, South Africa

International Construction and Utility Equipment Exposition (ICUEE)

October 1 - 3, 2013
 Louisville, KY USA

CONEXPO-CON/AGG and IFPE expositions

March 4 - 8, 2014
 Las Vegas, NV USA

Journée Expo-Bitume

April 3, 2014
 Saint-Hyacinthe, QC Canada

SMOPyC 2014 International Show of Public Works, Construction And Mining Machinery

April 1 - 5, 2014
 Zaragoza, Spain

More news of the industry on
www.infrastructures.com

ICUEE 2013: New Industry Co-Locations

The 2013 ICUEE-The Demo Expo announces new co-located events from AEMP and NASTT which will broaden the scope of industry education available for attendees to enhance their job performance and strengthen their company's bottom line.

AEMP-Association of Equipment Management Professionals is co-locating its popular annual Asset Management Symposium, and NASTT-North American

Society for Trenchless Technology is co-locating its highly-regarded Cured-in-Place Pipe Good Practices course.

Returning to ICUEE is the H₂O-XPO show of the National Rural Water Association (NRWA), with an extensive program of water and wastewater education. The iP Safety Conference and Expo from Incident Prevention magazine returns with an expanded education agenda for safety, training and operations professionals. And

UCT-Underground Construction Technology is again a major contributor to ICUEE education programming.

ICUEE, the International Construction and Utility Equipment Exposition, will be held October 1-3, 2013 at the Kentucky Exposition Center in Louisville, Kentucky.

Source: The Association of Equipment Manufacturers (AEM)

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Stock: 070484 Price: \$10,500
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Phone: 1-800-461-1979



2001 JOHNSTON 610 vacuum sweeper, mounted on Freightliner FC70 cab over chassis.
Stock: H39469 Price: \$52,500
Accessories Machinery Ltd
Phone: 1-800-461-1979



1997 JOHNSTON 605 vacuum sweeper, single sweep right side, mounted on Ford cab over chassis. Stock: A41005 Price: \$24,500
Accessories Machinery Ltd
Phone: 1-800-461-1979



2004 JOHNSTON VT 650 vacuum sweeper, catch basin cleaner, mounted on Freightliner FC80 chassis, 66,986 miles. Stock N10707 Price: \$69,400
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