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CONSTRUCTION • PUBLIC WORKS • NATURAL RESOURCES

Volume 20 • Number 3 • March 2015 • *English Edition*



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Volume 20 Number 3  
March 2015

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InfraStructures is circulated free of charge to qualified users of heavy machinery and specialized equipment in construction, public works, and natural resources across Canada in both French and English.

The cost of a subscription for either edition for one year is \$50 for Canadian residents and US\$75 or €75 for U.S. and overseas.

The content of InfraStructures is available for consultation on the website [www.infrastructures.com](http://www.infrastructures.com). It may not be reproduced or transmitted in any form, either in part or in full, without the written consent of the copyright owner.

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Publications Mail Agreement #40052183

## A Brief Word...

*Wow! What a February we've all had. Fortunately there is relief in sight.*

*Those of you who do winter maintenance have been busy, if harried. Time to remember the old chestnut: "Make hay while the sun shines".*

*Why? Well as contractors you have had a bit of a bonus receivables-wise. As municipalities, you won't likely be fighting arguments to cut your budget.*

*However, the crunch is pending as the fundamentals of our economy begin to suffer and we must prepare for the worst or face calamity.*

*The real industrial economies are on the up. As finished goods increase in price due to a sagging exchange, then inflation will begin to bite. The time has come to be innovative and survive by being something different from the pack.*

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## CAVALIER INDUSTRIES NAMED EXCLUSIVE REPRESENTATIVE FOR NORTH AMERICA TRAFFIC IN CANADA

North America Traffic Inc., (NAT) has announced that Cavalier Industries Ltd. is now the manufacturer's first factory representative, serving rental businesses, contractors and municipalities throughout Canada.

Cavalier Industries is a leading wholesale marketing company representing many of

the industry's top brands in construction tools, power systems and portable lighting. Based in Edmonton, Alberta, Cavalier also maintains a distribution center in Exeter, Ontario, supporting a nationwide network of dealers. Cavalier will offer NAT's full line of products to all sales channels including rental equipment companies, equipment distributors and distribution houses.

Peter Vieveen, founder and president of North America Traffic, said that the

appointment of Cavalier is a strategic decision to broaden his company's base of sales representation and increase focus on its engineering and manufacturing strengths.

North America Traffic developed the original AFAD (Automated Flagger Assistance Device) in 1994 and now has models in service on construction sites and traffic control zones worldwide. The company also pioneered the emergence of highly efficient Portable Traffic Signals based on solar powered LED technology. NAT engineering has continued to innovate with advanced controls to meet many customized needs for contractors and utilities. North America Traffic systems have also been accepted by DOT/MOT or have approvals pending in virtually every jurisdiction in Canada and the U.S.

Source: North America Traffic Inc.

## JOE JOHNSON EQUIPMENT STRENGTHENS PRESENCE IN U.S. MARKET

Joe Johnson Equipment (JJE) recently announced that it has partnered with Michigan-based Bell Equipment Company (Bell) to further strengthen its presence in the U.S. market. Bell Equipment will become a sales agent for JJE in the Michigan and Ohio region representing JJE's Rental and Used Equipment fleet. Bell will be stocking hydro-excavators, combo sewer cleaners, D.O.T. liquid vacuum trucks and Guzzlers, and providing support with local service and parts for those units.

"I have known Jimmy Bell for years, and he is the most upstanding guy in the industry," states Joe Johnson, JJE president. "He runs a strong, customer-first company. So we are excited to be partnered with Bell Equipment and to have them represent JJE-Rental & Used in Michigan and Ohio. It's a win-win. Bell's long-standing relationships and commitment to customer service coupled with JJE's extensive Rental & Used fleet of ready-to-work vac trucks will provide customers with excellent local support to address their equipment needs."

JJE sells and supports infrastructure-maintenance and inspection equipment to municipalities and contractors across Canada, the U.S., and South America. The Company supplies equipment in the following industries: Sewer Cleaning, Pipeline Inspection, Wet / Dry Industrial Vacuum, Hydro-Excavation, Refuse & Recycling, Snow & Ice Control, Street Cleaning, Mow-



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ing, Mining, and Arena Ice Products.

Bell Equipment Company was founded in 1951 by Dorman Bell as the exclusive dealer for Elgin Sweeper Company in Michigan and Leach Refuse Equipment. Bell represents over 30 different manufacturers of environmental equipment. Elgin Sweeper, Heil Company, Epoke North America, and Envirosight are but a few of the quality manufacturers which are proudly represented. Bell's territories include the Lower and Upper Peninsulas of Michigan and the State of Ohio.

The company also announced that it has further expanded its branch network into the south-east United States by opening up a new, fully-equipped facility in Prairieville, Louisiana.

The new location complements JJE's existing U.S. operations in Texas, New York State, and in Michigan and Ohio, the latter two states being where the company recently announced a partnership with the premier local municipal equipment & refuse house, Bell Equipment.

The new Louisiana branch is located approximately 1 hour north-west of New Orleans and, in conjunction with JJE's Texas facility in Beaumont, will enhance the company's coverage of the Gulf of Mexico region. With a large concentration of crude oil refineries and natural gas processing plants in the area, JJE will be providing equipment support and rentals to the industrial cleaning market with a focus on Hydro Excavators, Industrial Vacs and Sewer Cleaners, as well as, Horizontal Directional Drills and Trenching Equipment.

Leading JJE's Service operations in both Texas and Louisiana will be regional service manager Eric Courville. He brings with him over 25 years of industrial and commercial mechanical experience.

Source: Joe Johnson Equipment Inc.

#### MAGNUM RECEIVES SUPPLIER OF THE YEAR AWARD AT UNITED RENTALS' ANNUAL SUPPLIER SHOW

Generac Power Systems' mobile power products company, Magnum, recently received the 2014 Supplier of the Year award at United Rentals' annual Supplier Show in Minneapolis, Minnesota.

Magnum – a leading manufacturer of high-quality light towers and mobile generators – received the honor based on its excellent performance and efforts in meeting United Rentals' requirements in

service, quality and delivery.

"We believe Magnum is the industry's most reliable and trusted source for light towers, mobile generators and other equipment, and we are particularly proud of this award from United Rentals, in recognition of our performance," said Mark Hanson, Magnum's vice president of sales and marketing. "We look forward to our partnership, and upholding the level of customer service and product quality that

users have come to expect from Magnum."

For the past 10 years, Magnum has supplied light towers and mobile generators to United Rentals.

"We are honored to award Magnum with our 2014 Supplier of the Year award," said TJ Mahoney, director of equipment sourcing for United Rentals. "Suppliers play an integral role in our success and Magnum demonstrated this at the highest levels through quality, service and value. We look

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forward to our continued partnership for years to come."

Recipients of United Rentals' Supplier of the Year awards are determined by qualitative and quantitative survey information acquired by customers. Key areas of focus, including product support, training, warranty, cost management, procurement, logistics, general management and residual value.

Source: Magnum, a Generac Company

## TEREX ACQUIRES DUECO

Terex Corporation is pleased to announce that it has acquired substantially all of the assets of DUECO, Inc. The acquisition brings DUECO's sales and service operations, which have responsibility for Terex® utilities products in 17 states, into the Utilities and Services business units of Terex Corporation.

Terex introduced the hydraulic digger derrick to the electric utility market in 1945, while DUECO Inc. was founded in 1955 – so the transaction combines 130 years of expertise in delivering utility equipment

and services together to form an organization that is aligned with common goals. Both companies have made impressive gains in the marketplace in recent years by focusing on their customers and delivering a complete suite of solutions to utility and services markets. Customers will benefit further from the unified team working with a streamlined sales and service pipeline with a more focused approach and expanded solutions.

"DUECO has been a major part of our business for the past 55 years. We are very happy to have the opportunity to bring their entrepreneurial spirit and customer responsiveness into our organization," says Don Anderson, vice president and general manager of Terex Utilities. "This acquisition shows our commitment to continue to invest in bringing better solutions to our customers in the global utility and services markets. We're eager to move forward and continue to build on our recent growth while helping our customers to succeed."

"We are very glad to be an integral

component of Terex now. DUECO's philosophy has always been to focus on our customers and our team, with a passionate desire to take care of both. Our customers will benefit from the vertical integration and seamless depth of expertise with our combined teams to support customers nationwide and even globally. Our team members, some of whom have been with us for decades, will be able to grow and prosper as Terex grows within the electric utility market," says Judie Taylor, president and CEO of DUECO, Inc. and whose family started the business 60 years ago. "Historically, the Terex and DUECO team members have been working on parallel paths to support the customers in the marketplace. It is a natural synergy, and we are excited that the collaboration of the combined teams, and the breadth and depth of their knowledge-base, will be unsurpassed in the industry! We are ready to build and grow the Terex brand."

"By bringing Terex and DUECO together, Terex Services now has a national footprint with over 700 technicians and 56 service center locations," adds Scott Hensel, vice president and general manager of Terex Services. "This brings even more value to our customers and allows us to expand our Equipment Services solutions within the Utilities and Aerial markets by developing a stronger presence in the Midwest and Northeast regions."

Source: Terex Corporation

## DEUTZ CONSOLIDATES OPERATIONS IN CHINA

DEUTZ AG announced recently that it has agreed with its partner AB Volvo not to proceed with their proposed DEUTZ Engine (China) Co., Ltd. (DEC) joint venture. When it reported its most recent quarterly financial results back in November 2014, DEUTZ announced that both companies would be conducting a strategic reassessment of this joint venture. Having completed a thorough and comprehensive review, they have now agreed that this production company should be wound up given the weak prevailing market situation in China. The joint venture has not yet made any substantial investments.

Nonetheless, DEUTZ is still convinced of the Chinese market's long-term potential. "It remains our stated objective to use Chinese production facilities in order to meet local demand from AB Volvo and other

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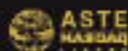
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target customers and, to this end, we will be focusing on our DEUTZ Dalian Engine Co., Ltd. (DDE) joint venture," explained Dr Helmut Leube, chairman of the board of management of DEUTZ AG.

Since 2007, DEUTZ and the First Automotive Works (FAW) Group, one of China's leading vehicle manufacturers, have been running the DEUTZ (Dalian) Engine Co., Ltd. joint venture in Dalian, China, where 3 to 8 l diesel engines are manufactured – primarily for the Chinese market.

Source: DEUTZ AG  5b L 016

#### 2014 TOP FIVE DEALERS FOR LINK-BELT

Skeeter Collins, Link-Belt's manager of North American Sales, has announced the top five dealers for 2014. These dealers were selected on the basis of overall performance in sales and marketing of Link-Belt cranes. Their ability to sell cranes is not only a reflection of a superior prod-

uct but also their outstanding customer service, long-term financial stability and solid reputation in the industry.

Link-Belt's top five dealers for 2014: Equipment Sales & Service (West), Edmonton, Alberta; HOLT Crane & Equipment, Houston, Texas; Nixon-Egli Equipment Company, Ontario, California; Pinnacle Cranes, Charlotte, North Carolina; Wood's CRW Corporation, Williston, Vermont.

According to Mr. Collins, "Link-Belt owes a great deal of its 2014 successes to its strong distributor network. To rise to the top, a distributor has to be truly extraordinary in both sales and, especially, service. These dealers have set the tone for a strong 2015."

Source: Link-Belt

#### AMERICAN CONCRETE INSTITUTE LAUNCHES ACI UNIVERSITY AND NEW CERTIFICATE PROGRAM

The American Concrete Institute (ACI), announces the launch of ACI University – a global, online learning resource, providing on-demand access to a wide range of topics on concrete materials, design, and construction, appealing to everyone from testing technicians to practicing engineers.

Unveiled in February at World of Concrete in Las Vegas, Nevada, ACI University combines all of ACI's online educational offerings in one location and makes them more convenient to access, even on mobile devices. With this immediate access to courses covering ACI's technical documents, preparation for ACI certifications, webinars on a variety of concrete-related topics, and study programs on concrete design requirements, concrete professionals can obtain education from an internationally recognized leader in a more easily accessible manner than ever before.

"ACI has a long history of providing world class learning," said Frances Griffith, Chair, ACI Educational Activities Committee. "Continuing in that tradition and leveraging the latest in today's educational technology, the ACI University is a global, completely online, one-stop shop portal to all of ACI's online courses – conveniently accessible through desktop and mobile devices."

Courses cover ACI technical documents, preparation for ACI Certification, webinars on a variety of concrete-related topics, and study programs on concrete design requirements. Subjects include Concrete Fundamentals, Adhesive Anchor Installation, Concrete Strength Testing Technician Certification Training, Webinars on Guide to Decorative Concrete, Tolerance Compatibility in Concrete Construction, and many more.

In conjunction, ACI is also launching a new Certificate Program. This comprehensive and in-depth program will be available for an individual to review, study, and be tested on a variety of topics, resulting in a certificate noting the individual's completion of a variety of single-topic-focused courses from the ACI University. Certificate programs on "Concrete Fundamentals" and "Anchorage to Concrete" are currently available, and additional topics will be added.

To increase the ease of use, ACI has

## New Lincoln Model 1550 Fuel Transfer Pump at NHES 2015

FLO Components Ltd. is now offering the new Lincoln model 1550 fuel transfer pump for construction, mobile equipment, agricultural and fleet applications. The model 1550 fuel transfer pump quickly delivers diesel, kerosene or mineral spirits from both mobile and stationary tanks.

The durable cast-iron housing, long-life low-friction vanes, special seal design, UL-listed motor and stainless steel outlet adapter provide reliability in even the harshest environments.

The pump's unique, 3-piece, telescoping pick-up tube is suitable for a wide range of tank depths and designs, and its 360°, locking bung enables the operator to properly position the pump. The model 1550 delivers fuel at a rate of 57 l/min and comes with a 4 m, commercial-grade, anti-static hose that is kink-resistant for uninterrupted flow. In addition, the pump is pre-wired with a heavy-gauge 5.4 m cable for operator convenience.

FLO featured the model 1550 fuel transfer pump at the National Heavy Equipment Show on March 5-6, 2015, along with the Lincoln brand automatic greasing systems for heavy equipment, SKF MonoFlex brand of fluid grease automatic lube systems for trucks, and garage bulk fluid handling & inventory control systems, with several different working demos and system experts on hand to answer questions.

FLO Components Ltd. is a leading supplier of Total Lube Solutions to major construction, road building, aggregate, mining companies and manufacturers in Ontario. FLO has been a Lincoln Industrial Master Distributor for over 35 years and is the largest Lincoln Systems House in Canada. In 2012, FLO became the first official SKF Lubrication Business Unit System House in Canada able to offer the entire spectrum of Lincoln and SKF Lube Solutions, for all applications including on-road trucks and vehicles and off-road mobile and stationary equipment.

Source: FLO Components Ltd.





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developed the ACI University App, which can be downloaded from the App Store.

Source: American Concrete Institute

### THE ACCELERATING SPEED OF CONSTRUCTION PROMPTS KRYTON TO LAUNCH NEW PRODUCTS!

Construction projects are being built at an ever increasing rate. To keep up, contractors are demanding ever increasing jobsite productivity and efficiency in the products and systems they employ. Contractors know that time is money and construction schedules have to be short and tight.

Kryton International has been a game-changer when it comes to shortening construction schedules.

As the inventor and pioneer of the world's first crystalline waterproofing admixture, Kryton has changed the way concrete structures are built today in every corner of the globe. Smart builders no longer spend time to install externally applied membrane waterproofing. These days they have the waterproofing delivered mixed right into the concrete at the batching plant.

Kryton offers a complete line of supporting products and recently announced

2 additions: Krytonite Swelling Waterstop for joints and Krystol Repair Grout for cracks.

"While Krytonite is for new construction and Krystol Repair Grout is for existing structures, both new products form part of systems that are faster and more efficient than ever before," explains Kevin Yuers, Kryton's vice president of Product Development.

Source: Kryton International Inc.

### INDOOGOO INVITES YOU TO CONNECT AT INTERMAT

Indoogoo is the first industry website to combine online auctions, rentals and sales listings with a social network framework – a structure that is set to disrupt the norm and completely reinvent traditional methods of trading heavy equipment.

www.indoogoo.com, which launched in mid-2014, will be appearing at a major trade show for the first time when it attends Intermat 2015, taking place in Paris, from April 20-25. The exhibition will give Indoogoo the opportunity to talk directly with industry professionals and demonstrate how the social network can help buyers and sellers of equipment to grow their networks, improve their knowledge base, and streamline their buying and selling activities.

Mark Turner, CEO and founder of Indoogoo, and Hanoof Nass, the site's CIO, will be attending the show and leading demonstrations of the website on the company's stand.

Indoogoo will offer visitors the chance to get to know the website, create a profile and explore the many features the site has to offer.

In particular, the company will be demonstrating its new Indoogoo Auctions feature. This service combines the social network structure with online auctions and, for the first time in the industry, allows all users to become auctioneers – ensuring they have the power to control and design their own auction at the touch of a button.

Source: Indoogoo

### INTER AIRPORT SOUTH EAST ASIA ATTRACTS 3016 AIRPORT PROFESSIONALS

A total of 2,293 visitors joined leading airport suppliers in Singapore for the 4<sup>th</sup> edition of *inter airport* South East Asia. The event held over 3 days from January 21-23 saw visitors from 49 different coun-

## Sullair Unveils New and Improved Formulation SULLUBE®

Sullair recently announced the launch of the newly enhanced Sullube® air compressor lubricant, produced by The Dow Chemical Company.

Used in more than 50,000 compressors around the world, Sullube is a high-performance Polyglycol-based lubricant that prevents the formation of varnish – a leading cause of air end failure – and helps keep compressors running clean and cool. Originally introduced nearly 30 years ago by Sullair and Dow after more than 8 years of research, development and testing, today's Sullube has been enhanced to meet the demanding needs of modern rotary screw air compressors. Beyond its ability to protect and clean compressor air ends, Sullube's new formulation now improves lubricant life up to 10,000 hours.

"Sullair has a strong reputation for the durability of its air compressors," states Tim Kruto, senior product manager, Aftermarket Products, Sullair. "And Sullube has played a major role in helping keep our air compressors running optimally. This new formulation combines the benefits Sullube has historically provided, and adds additional value with the extended fluid life all backed by the expertise of Dow."

According to Flavio Kliger, market portfolio director for Performance Lubricants, Dow Chemical Company, "Dow and Sullair share an uncompromising commitment to quality that creates the perfect foundation for our partnership in producing Sullube. We look forward to continuing our work together enabling Sullair to provide the rotary screw air compressor market with high performance lubricants, as we have for over three decades."

The Sullair/Dow relationship is more than just a supplier/customer relationship. The Dow Chemical Company has relied on Sullube to help keep its own compressors running optimally.

"We have counted on Sullair for its best-in-class efficiency and reliability for more than 30 years and look forward to continuing that strong relationship with them for years to come," says Keith Kenebrew, associate commercial director for Dow Hydrocarbons & Resources LLC.

To launch the improved formulation of Sullube, Sullair and Dow have been conducting training sessions and webinars with Sullair distributors throughout the world. Additionally, a website has been launched – Sullube.com – to provide additional information and resources about Sullube and other Sullair compressor lubricants.

Source: Sullair



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tries attend the exhibition. The feedback of buyers and suppliers from the show floor reflects the widely acknowledged success of the show.

A total of 175 suppliers of airport equipment and technology were exhibiting at the event representing 27 different countries. National Pavilions were a key feature of the event with significant national space taken by Germany, UK, France, China and Finland.

The show attracted a highly international audience with 42% of the visitors coming from overseas. 97% of visitors were from the Asia Pacific and Oceania region. Buyers

of airport equipment from across South East Asia attended the event. Every country from the ASEAN region were represented at inter airport, by their national airport authorities. Airports, ground handlers and airport operators from 39 countries were also part of the exhibition visitor profile.

*inter airport* also featured a large number of buyers from airlines. Representatives of 40 different airlines attended the event with the intention of buying or sourcing solutions to meet their requirements.

On site feedback was excellent, with more than two thirds of exhibitors requesting exhibit space, many on larger stands,

for the 5<sup>th</sup> edition of *inter airport* South East Asia from 15-17 Feb 2017 in Singapore.

The response demonstrates the success of the show and the importance the industry has placed on *inter airport* South East Asia.

Co-located with *inter airport* was SMART Airports South East Asia, the high-level conference for airports in the region. The conference has proven to be extremely popular and was also well received by the industry. Themes at the conference covered Terminal Design and Development, Security and Airport IT and Automation. SMART Airports South East Asia conference will once again be co-located with *inter airport* in 2017

Source: Mack Brooks Exhibitions Asia Ltd

## Redhead Equipment Enhances Earthmoving Product Line



Redhead Equipment is pleased to announce they have partnered with K-Tec Earthmovers Inc. to become an authorized dealer of K-Tec Scrapers in Saskatchewan. This alliance will provide Redhead Equipment customers across the province with first hand exposure to K-Tec's Direct Mount, Train and ADT scrapers, designed to fit any construction or agricultural project.

"Redhead Equipment has a rich history of providing quality, heavy-duty equipment in the Saskatchewan market and K-Tec is excited to be represented as a piece of earthmoving equipment in their product offering," said Russ Goossen, CEO of K-Tec Earthmovers Inc. "Redhead Equipment's ability to identify and present innovative products to their customers is what makes them a dynamic company and a strong match for our dealership agreement."

K-Tec scrapers have the capacity to load and transport 19 to 55 m<sup>3</sup> with a single construction power unit. The scrapers can be pulled by power units such as Case IH tractors or Volvo articulated dump trucks in various job environments. K-Tec Earthmovers currently has units working in a wide range of conditions including; road building, site development, oil fields, farm field leveling, ditching, and civil engineering projects. K-Tec's durable scrapers come with a market leading 3-year structural warranty.

The inclusion of K-Tec Scrapers now gives Redhead Equipment customers access to 23 ancillary lines on the Construction side of the business alone. That is in addition to their flagship brands of Case and Volvo, as well as many other supplementary products offered in their Trucks, Trailers, Agricultural and Forestry Equipment divisions.

"The addition of these high quality scrapers to our equipment line once again demonstrates our commitment to providing customers with a one-stop solution for all their heavy-duty equipment needs," said Craig Slobodian, Corporate Construction sales manager with Redhead Equipment. "With K-Tec already an authorized partner with Volvo Construction Equipment, this is a natural fit that will enable us to continue to offer leading edge earthmoving equipment in this province."

With 7 locations throughout Saskatchewan, this agreement will enable Redhead Equipment to better serve current K-Tec customers with parts, service, and rental units and will create opportunities for new sales for both companies, province-wide.

Source: Redhead Equipment, K-Tec Earthmovers Inc.

## SIEMENS PRODUCES 1,000TH BLADE AT TILLSONBURG MANUFACTURING FACILITY

Siemens' blade manufacturing facility in Tillsonburg, Ontario recently achieved a major milestone in its operations – the completion of the 1,000<sup>th</sup> blade produced at the factory. The production of 1,000 blades generates enough electricity to power more than 23,000 Ontario homes per year. The Wind Power division of Siemens Canada employs more than 500 across Canada, the majority of whom work at the 23,500 m<sup>2</sup> Tillsonburg facility which has been manufacturing wind turbine blades since 2010.

All Siemens wind turbine blades in Canada are manufactured at the company's blade facility in Tillsonburg, Ontario. Situated on 16 ha of land, the facility manufactures 49 m blades for the SWT-2.3-101 geared-drive platform and 55 m blades for the SWT-3.2-113 direct-drive platform. Blades produced in Tillsonburg are installed in Canadian wind farms and abroad.

In addition to manufacturing, Siemens has also established its first Canadian wind turbine Service and Maintenance Distribution Centre in Chatham, Ontario in order to enhance its proximity to customer wind farms. The 1,100 m<sup>2</sup> warehouse stores commonly used wind turbine parts and serves as a training center to develop and advance the technical and safety skills of the firm's wind technicians.

Globally, Siemens has 5 blade manufacturing facilities located in Canada, China, Iowa and Denmark.

Source: Siemens Canada Limited

# CASE Launches Industry's First Tier 4 Final Compact Loaders

CASE Construction Equipment became the first manufacturer to offer compact skid steer and tracked loaders with selective catalytic reduction (SCR) technology with the introduction of the SR270 radial-lift, and SV300 vertical-lift skid steers, as well as TR340 radial-lift, and TV380 vertical-lift track loaders.

The SCR engine technology found in both machines is a result of years of emissions reduction expertise by Fiat Powertrain Technologies (FPT), a CNH Industrial company. Having proven itself in on-road trucking applications, and expanding into heavy earthmoving and agricultural applications, the technology has evolved to prove beneficial in even smaller engine ranges, such as skid steers.

"Owners and operators who get in the habit of topping off their diesel exhaust fluid (DEF) tank when they refuel will notice

filter to maintain or replace – and owners will notice a more efficient use of the machine's engine."



that there's no additional attention required – it's that easy," says Warren Anderson, brand marketing manager, CASE Construction Equipment. "There are no daily or intensive maintenance efforts required by the new technology, no diesel particulate

Rated at 90 hp, the machines include a 96 l fuel tank extends runtimes and ensures that the machine can work the entire day without refueling.

Source: CNH Industrial

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# Solar Energy Generates Bright Ideas for Ontario Contractor

Lawrence Knapp has learned all about “making hay while the sun shines.”

With the emergence of solar energy farms as a multi-billion dollar industry, Mr. Knapp saw the light soon after the government of Ontario introduced programs to encourage solar development in 2009. He quickly went to work building a new equipment fleet to provide specialized construction services to solar operators.

Based in Brockville, Ontario, L.A. Knapp Construction has now won numerous contracts in eastern Ontario to convert marginal agricultural land into productive solar farms. In just a few years, Ontario has become a world leader in solar energy production. Investors are attracted to Knapp’s area, where bedrock lying just below the thin soil provides a sound footing for the collector panels.

Under current energy contracts, investors have 20 years to recover their investment. “My customers are in a high risk, high reward business,” says Mr. Knapp. “They have to move quickly to secure their contracts and come on-stream while conditions are favorable.”

To get on board, Lawrence Knapp had to move quickly, too. Instead of going through his typical negotiation process with dealers, he took the unusual step of putting his equipment needs out to tender. In short order, he was signing purchase orders with Top Lift Enterprises of Stoney Creek, Ontario.

“It was an interesting approach. Lawrence put together a complete set of bid documents, just like a municipal buyer would. So we reviewed his requirements and bid our best price,” recalls Top Lift’s Chris Anderssen.

“It was just luck that I found Top Lift,” admits Lawrence Knapp. “I saw their name on the side of some Link-Belt equipment on a jobsite, so I sent them my bid package. Now I’m in my third season working with them.”

## RIGHT TOOLS, BRIGHT PEOPLE

Knapp’s initial orders to Top Lift included five models of Link-Belt excavators ranging in size from 8.4 t to 30 t.

Established in the paving business for over 25 years, L.A. Knapp’s new Link-Belt fleet is the base for a new business division he created to pursue civil projects in the solar industry.

Its crews, numbering up to 100 employees, are equipped to take on every step of solar site development. Once the woodcutters have removed the marketable trees, L.A. Knapp moves in to clear the stumps, then

level the profile to suit the rows of solar arrays. The team then builds access roads for installation crews, and completes the trenching to bury the electrical cable.

For one recent project, more than 5,000 posts were driven into the rock across 48.5 ha. This site will generate 10 MW of electricity for Ontario’s power grid, enough to power more than 2,000 homes. Connecting the arrays to the grid can require 3 km to 5 km of buried cable.

Since the division’s start-up, Knapp has completed 8 utility-scale solar projects. More than 70 large solar farms are already up and running in Ontario, making the province a world leader in solar development. New projects are under way to farm the sunlight on as much as 300 ha. By the end of the construction season next year, Ontario will have installed 2 GW (2,000 MW) of solar-generated electricity.

According to Lawrence Knapp, Top Lift has been a valuable asset to his new busi-

ness and to his customers. “I just needed the right mix of tools to make the projects profitable for the owners,” he explains. “Top Lift has done a good job advising us on the mix of equipment and then supporting it.”

Once the equipment was delivered, Top Lift’s service manager, Steve Cargill,



and technician Shawn Ellis got to work with L.A. Knapp’s crews at the jobsite. Top Lift has completed the configuration of the machines to suit Knapp’s particular requirements, and also provided onsite training for operators and technicians.

“Time is money at every step with these projects,” says Mr. Knapp. “We had to have our guys right up to speed on the new Tier 4 technology. We can’t afford any downtime or delays with these machines.” Along with maintenance training for L.A. Knapp technicians, Top Lift instructed operators on new shutdown procedures to ensure easy start-ups each morning.

“The service team at Top Lift, they’re pretty bright young fellows. One of their

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technicians from the Montreal office even made up some special decals for the cabs, as guides for the operators. Since those have been installed, we haven't had to have a Top Lift technician come out to our jobsites yet," adds Mr. Knapp.

Chris Anderssen sums up Top Lift's service policy this way: "When he calls us, we come. We fix what needs to be fixed. We modify what needs to be modified and he knows that we can take care of him."

The current boom in solar is not expected to last for long, but Lawrence Knapp is prepared for that, too. He has continued to build his fleet with Top Lift, so he now provides year-round maintenance services to the sites he built. He again turned to Top Lift to supply Takeuchi excavators with attachments custom-modified for the job. "We were brought in to do maintenance on the site and, the next day, that solar farm produced more in one day than it had in the previous two months!"

As a long-time equipment sales special-



ist, Chris Anderssen recognizes the unique opportunity that Lawrence Knapp has pioneered. "We're still working on new ideas for his fleet. This relationship has really grown, from a basic tender document to the personal connections we've made with him throughout the company. From our managing director, David Shea, to our people in the field, we use those connections to better understand the needs of our

customers at every level. That's how new opportunities turn into wins for everyone."

Based in Stoney Creek, Ontario, with fully equipped service branches in Quebec and BC, Top Lift is one of Canada's fastest growing construction equipment and heavy industrial dealers.

Source: Top Lift Enterprises, Inc.

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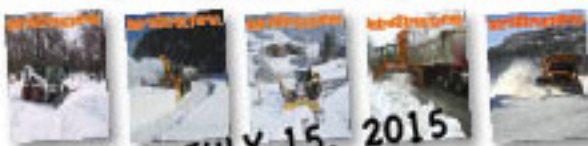
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## A Precise Fit Between the Rail and the Road

Transport companies always face special challenges when rail vehicles leave their tracks and have to make the rest of the way to a destination by road. Assignments like these can only be successfully carried out with exceptional equipment – which is why the company APB Pilzen came to Faymonville.

The experience of the leading Belgian manufacturer in the transport of railway vehicles quickly led to a perfect solution for the Czech client. Two 7-axle flatbed extendable low loaders from the MultiMAX series were developed to meet the specifications. The decisive technical plus was the use of offset axles, whereby Faymonville could reduce the loading height in driving position to 740 mm up to the rail guide on the semi-trailer. This trick allowed the load to easily remain below the required total heights, so that underpasses were no obstacle.

A further technical refinement is the rail guide incorporated into the loading platform, which makes it possible to



choose variable rail widths of 1000, 1450 or 1670 mm. An indispensable requirement, since railway vehicles have different rail gauge depending on the country where they are used.

APB Pilzen ordered both vehicles with an innovative hydraulic liftable and lowerable rear extension for secure loading and unloading and to optimize the load distribution. The integrated rail extensions allow the rapid assembly of a loading ramp

with a maximum incline of 2.5° (without the use of a forklift). The rear extension can also support up to 15 t of payload during the transport. Thereby, the tractor unit can be significantly relieved and the load distribution is further improved.

Along with the telescopic loading platform, APB Pilzen has the possibility of expanding the semi-trailer with mountable extensions. To achieve this, a separation point – a so-called compression joint – was

## Bergkamp's New MA30 Applies Mastic Surface Treatment To Preserve Asphalt Pavement

Bergkamp Inc. offers the MA30 Frictional Mastic Surface Treatment Applicator that allows contractors and government agencies to apply frictional mastic surface treatment over highways, roads, parking lots and airport runways to protect the surface and extend the life of the pavement. It applies a material mix that is made to precise specification, which results in fewer operator calculations and on-the-job adjustments, minimizing operator training time. The full-length ribbon mixer works to maintain the proper material consistency, regardless of the truck engine speed during transport to the jobsite. The frictional mastic surface treatment is then applied over the existing pavement through a variable width, low pressure spray bar that has side-shift capabilities.

Frictional mastic surface treatment is a mixture of asphalt emulsion, increased levels of angular fine aggregates, recycled materials, polymers and catalysts. The purpose of frictional mastic surface treatment is to minimize future maintenance


treatments and get traffic back on the pavement more quickly.

The MA30 features a 11,350 l material steel tank, which contains a hydraulically driven, full-sweep ribbon mixer with counterflow mixing technology that keeps the aggregates in suspension. In-cab controls allow the driver to operate all systems, including the mixer start/stop/reverse and spray bar start/stop, height and width, extension, side-shift and individual nozzle controls. Application is computer controlled with an onboard system that ensures accurate application rates by continuously varying the pump rate, based on the truck speed and spray width.

The MA30 offers a technologically advanced low-pressure system that operates at less than 2.75 bar (40 psi). It offers



single or dual pump operation, with over 100 GPM delivered through the spray bar in single pump mode and over 380 l/min delivered in dual pump mode. In dual pump operation, the product loads in less than 15 minutes. All systems are powered by PTO-driven hydraulic pumps. The hydraulically adjustable spray bar provides double overlap spray widths from 183 to 595 cm, in 46 cm increments.

Source: Bergkamp Inc.  1801

built in between the gooseneck and the loading platform. Here too, Faymonville made sure a single person can handle all operations, without further assistance. For instance, all functions are executed hydraulically and the extension elements can be mounted or disassembled effortlessly by means of roller supports and wheels.



Last but not least, thanks to the precambering of extension support itself, the heaviest railway vehicles with several wheeled chassis can be transported without any deflection of the loading platform. In sum, Faymonville was able to cope with even the most complex

specifications of the project of APB Pilzen and came up with an optimal technical and

economic solution. So it is not surprising that the cooperation is soon to be expanded.

Source: Faymonville Distribution

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# Dressta to Outline Customer-Driven Machine Design at Intermat

Dressta will be in attendance at Intermat, with the company demonstrating its customer-focused approach to manufacturing construction equipment.

For Dressta, the event is a chance to further establish itself as a heavy equipment specialist with expert knowledge in all aspects of machine application. This includes optimal equipment configuration, adapting to different operating environments, machine maintenance for optimal productivity and longevity, and how products can be tailored to meet customers' specific needs.

Howard Dale, vice president for Global Sales at Dressta, welcomes this year's Intermat, saying: "The machines on display are examples of Dressta's knowledge of specialist applications which allow us to incorporate customers' special feature requests that enhance the productivity and durability in applications such as landfill

and mining in extreme conditions. Customers depend on us to help them achieve greater results in tough applications and we draw on our unrivalled application engineering expertise to help ensure our solutions deliver the results that customers desire."

In every machine it builds, Dressta combines its engineering quality with a commitment to providing its customers with bespoke solutions for Special Feature Requests (SFRs) across a range of applications. Furthermore, Dressta's unique offering of Application Packs provide modified ancillary specifications to ensure the machines are aptly equipped for the most challenging scenarios, from deserts and tropical forest

areas, to sub-zero conditions.

One example would be the modification of Dressta construction equipment speci-



fied for use in extreme subarctic temperatures at the ALROSA Corporation Diamond Mines in Yakutia, Siberia. Six Dressta TD-15M Extra crawler dozers were supplied in a specially designed "arctic version" in order to withstand and prevail in difficult climatic conditions – Yakutia experiences temperatures as low as -60°C in winter, and as high as +40°C in summer. These modifications included a sophisticated engine preheating system; a fuel heating system to prevent wax solidification and ice formation; a series of heating systems to protect the hydraulic and engine oil, coolant and battery box; and a specially designed Arctic cab to ensure a comfortable operating experience, which includes double glazed windows and alternative steering levers for use with heavy gloves.

This manufacturing philosophy will again be highlighted at Intermat in the form of Dressta's line of Landfill and Mining models, which incorporate customer driven features based on Dressta's application experience in each sector.

Dressta offers 3 models of landfill crawler dozers: the TD-25M LA Extra, the TD-20M LA Extra and the TD-15M LA Extra, all of which feature excellent waste compaction capability and large blades with a trash rack and single or multi-shank rippers. Each machine is equipped with a Cummins engine and are carefully designed to meet the challenges of landfill projects. The variety of environments in which landfill equipment is used means that SFRs are common in the specification

## Ultra-Rugged Smartphones That Will Survive on the Jobsite

Safety and communication are two of the most important aspects of daily operations in the harsh and unpredictable construction work environment. Equipment and technology are constantly put to the test and need to be reliable under the most extreme conditions. A field worker can easily burn through several iPhone or Android devices in a year due to accidental drops, extreme weather conditions, etc. And that can greatly impact the bottom line.

Sonim Technologies manufactures ultra-rugged mobile smartphones. They are backed by an industry-leading 3-year comprehensive warranty.

Sonim recently introduced models XP6 and XP7, two new ultra-rugged LTE Android smartphones built for use in the most extreme environments. If a bit bulky and heavy, their design is waterproof, dustproof and meet IP68, IP69 and MIL-STD 810G standards.

Both smartphones work under the Android 4.4 operating system. However, the lack of a QWERTY keyboard limits the userfriendliness of the XP6. Purpose-built dedicated hard buttons enhance worker productivity applications such as the Bell Push-to-talk, TELUS Link and AT&T ePTT services. They can be operated with gloves on.

The Sonim XP7 is available for purchase in Canada at select stores through Bell, TELUS and online. The Sonim XP6 is available through TELUS in Canada and AT&T in the United States.

Source: Sonim Technologies



of these machines. An example would be with the hydraulically driven reversible fan that allows self-cleaning of the cooling module. The reverse cycle of the fan can be programmed manually and automatically, thus eliminating dust and dirt build-up in the cooling system. Similarly, the installation of Trimble Ready® Grade Option technology can be requested to assist the machine operator in achieving maximum project efficiency.

Dressta's line of crawler dozers are ideally equipped for use in mining projects similar to the example from Yakutia. The machines are frequently employed as towing tractors for use in mining exploratory operations. Models such as the TD-15M Extra, TD-20M Extra and TD40E Extra can tow essential geological equipment – such as drills, power generators, fuel tanks, service platforms and portable cabins – across great spaces and in extreme conditions. Once a suitable test spot has been found,



the dozers can then efficiently clear the site of trees, bushes and terrain, before positioning the equipment to the designated work areas.

Alongside these machines, the Dressta range of models include its lines of crawler dozers, pipelayers, wheel loaders, backhoe loaders and motor graders.

Each machine is supplemented with Dressta's unique ability to develop on-board features in accordance with

how its customers use them. If a unique component or device is required, a team of SFR engineers are fast and flexible in accommodating customers' preferences. The combination of engineering expertise, customer collaboration and application experience results in superior heavy equipment, as well as outstanding before and after-sales service and customer support.

Source: LiuGong Dressta Machinery

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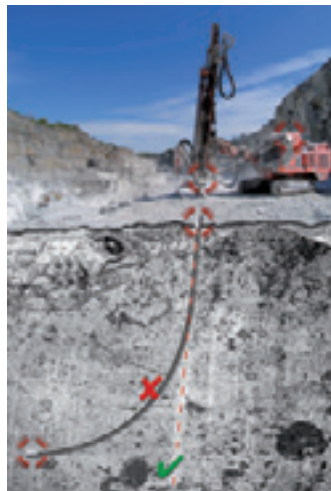
When drilling holes in rock, the holes often turn away from the desired direction, and in long holes the deviation may even be several metres. Hole deviation results in inefficient operations on a site and in the worst case may create hazards. The new

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- Cutting costs for fuel and explosives and reducing downtime;



- Storing all drilling data in a database to develop your drilling process;
  - Raising overall efficiency.
- Since the results are obtained immediately, it is possible to react to any hole

## Space and Robotics Projects Fuel Expansion for ARGO UTV Manufacturer

Following on recent contract awards from the Canadian Space Agency, Ontario Drive & Gear (ODG) has announced plans to expand facilities and staff to accommodate the firm's Space & Robotics Group.

ODG is best known as creator of the renowned ARGO family of 6x6 and 8x8 extreme terrain vehicles. Over the past 6 years, ODG has emerged as the go-to designer of mobility platforms for lunar and planetary rovers, developed with funding from the Canadian Space Agency (CSA).

This work led ODG to further develop robotic rovers for commercial applications, and to create its Space & Robotics Group to concentrate on this growing business sector.

Most recently, the group was awarded the contracts from 2 CSA Requests for Proposal with a total value approaching \$3 million. ODG will lead development of the ExCore small planetary rover platform and of the Lunar rover drive-train prototype (LRPDP) platform.

These announcements coincide with ODG's launch of the ARGO J5 rover, the first of a family of commercial robotic vehicles derived from lunar-specific rover prototypes. According to Peter Visscher, manager of the Space & Robotics Group, the J5 rover will offer a new level of mobility for applications in agricultural, industrial, security, and defense markets, where extreme mobility, personnel safety, security and durability are required in a proven, affordable platform.

To meet demand for this type of development work, ODG is preparing to open a new 2,800 m<sup>2</sup> facility close to its head office and manufacturing plant in New Hamburg, Ontario.



Since 2008, ODG has produced more than 20 robotic rover projects designed for the harshest terrain conditions on earth, and in space. The engineering team's experience and focus on extreme mobility has attracted international attention from potential customers and from the engineering community.

The ARGO J5 rover was based on designs to withstand hostile landscapes and to maintain stability as it climbs severe obstacles. Early production models of the J5 are already in service in Canada, Europe, Asia and South America. Like all ARGO vehicles, the J5 is also fully amphibious.

Source: Ontario Drive & Gear, ARGO Amphibious UTV



of Top Hammer Rock Drilling Tools and DTH Ground Drilling Tools. With firm roots in the deep, hard Scandinavian granite and the Finnish mining industry, Robit possess indepth knowledge of drilling in the most challenging rock types. Robit has become a global company headquartered in Finland, with a presence today in more than 110 countries. Successful partner network collaboration has played a large part in this growth. At present, Robit's high quality products are manufactured on 2 continents, in Finland and

deviation when positioning and directing the following holes. The system functions in all types of rock formations - even in magnetic ore.

Robit's very specialized offerings consist

South Korea. Robit has sales offices in the U.S., South Africa, Peru, China and Russia.

Source: Robit Rocktools Ltd

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Source: Intermat

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# G&Z Unveils New MP550 at World of Concrete 2015

Guntert & Zimmerman (G&Z) unveiled its new MP550 material placer at World of Concrete 2015. The MP550 is designed for versatility, high production, ease of maintenance and has the lowest operating cost of any machine in its class.

The MP550 is the most versatile material placer on the market. It is capable of handling a wide variety of concrete slumps as well as dry materials. The MP550 features 4 wheels with high flotation tires. It is 4-wheel drive with acumen, dual axle steering with only a 3.66 m inside turning radius. This offers greater ease of movement in and around the jobsite. Its concrete hopper design has been carefully crafted to reduce dump box height. The MP550 hopper's front lip is only 584 mm off the ground allowing it to receive the widest range of trucks. The MP550's 10.7 m long Swing Conveyor, which can pivot 170°, is designed with a hinge point near the tail

pulley for ease of clearing barrier walls and other jobsite obstructions while minimizing the material discharge height.

The MP550 is capable of the highest concrete spreading production on the market. Its industry leading hopper size can hold approximately 4.2 m<sup>3</sup>. The hopper's unique front "flop gate" is designed with a hydraulically adjustable rubber seal to virtually eliminate concrete losses while dumping. The hopper is also available with hydraulically adjustable front pusher rollers. The high capacity transfer and swing conveyors are capable of handling the largest loads without stall or slippage.



The conveyors are equipped with rugged motors that offer ample torque for high production placing.

The MP550 is designed to be the easiest placer on the market to clean and maintain. G&Z put heavy emphasis on making the conveyors and their components readily accessible and easy to clean and maintain. The hopper has been designed with a quick-release mechanism to allow the carrier to safely walk away for ease of access, cleaning or switching to other attachments. The carrier side panels safely guard the transfer conveyor during operation and provide access during daily cleaning. The tail end of the transfer conveyor can quickly be lowered (or even disconnected) for cleaning and maintenance. Each conveyor has also been meticulously designed for ease of continuous belt replacement in the event of a failure.

The MP550 is outfitted with a Tier 4 interim (T4i) engine with a simple design solution for upgrade to Tier 4 final. The T4i engine features low fuel consumption and does not have a particulate trap like other Tier 4 engines. It also features extended service intervals. The "Eco-Mode" feature on the MP550 reduces fuel consumption by up to 35%. The tire-over-track design choice dramatically reduces maintenance and up keep costs. Because the conveyors are accessible and easy to clean high, the operating costs associated with concrete belts is dramatically reduced. The MP550 is also designed to be quick and easy to transport saving contractors transportation cost.

Source: Guntert & Zimmerman

## 2015 Trowel Challenge® Competition Winner Crowned at World of Concrete

Perfect weather conditions and large crowds made for an exciting finish at Wacker Neuson's 7<sup>th</sup> annual Trowel Challenge® competition at the 2015 World of Concrete. Each year, Wacker Neuson's high speed trowel challenge draws fans to watch finishers from around the world race for the grand prize, a custom 48" CRT 48-35V ride-on trowel powered by a special Vanguard™ BIG BLOCK™ V-twin engine. The top 3 finishers receive a custom laser cut ride-on trowel trophy.



Preliminary competitions were held the first 3 days of the annual concrete trade show. The contestants with the top 10 fastest times from the preliminaries advanced to the finals. They each had one run through the course and that time was added to their preliminary time. It is always a close race and once again, less than one second separated the 1<sup>st</sup> place and 3<sup>rd</sup> place finisher.

Greg Geiger, owner of On Demand Concrete Solutions from Warburg, Alberta, won with a combined time of 53.494 s. He was the 2<sup>nd</sup> place finisher in the 2014 competition.

Timo Herrala, of SSTH-Lattiat, from Tampere, Finland finished came in 2<sup>nd</sup> place with a time of 54.040 s.

Another Canadian, Kent Goossen, of HD Concrete, from Rosenort, Manitoba, came 3<sup>rd</sup> with a time of 54.367 s. He is familiar with the Wacker Neuson trowel challenging having captured 3<sup>rd</sup> place in 2013.

Source: Wacker Neuson • visit [www.infrastructures.com](http://www.infrastructures.com) for an extended version of the release

# Manitowoc Partners with Sennebogen, Introduces Grove GHC Telescoping Crawler Crane Series

New from Manitowoc is a trio of compact telescoping crawler cranes that are designed to handle the most unforgiving terrain. The new line of Grove Hydraulic Crawler (GHC) cranes is the result of a landmark partnership with Germany's SENNEBOGEN Maschinenfabrik, which will produce the cranes in Straubing, Germany.

The GHC55, GHC75, and GHC130 telescoping crawler cranes comprise the new GHC series, and all 3 are now available in North America. The cranes offer the benefits of small crawler cranes with the versatility of telescoping booms.

Due to their compact dimensions and transportability, Grove GHC cranes will save time and money for contractors and end users before the job even begins. Once these innovative cranes reach the jobsite, no assist crane is needed for on-site assembly.

The GHC series cranes' compact footprint provides excellent maneuverability on the jobsite and can handle all types of job

site conditions. Mountainous or swampy terrain, for example, is easily navigable, and the cranes work well in congested spaces.

"The GHC series is ideal for companies that need a simple-to-operate, compact telescopic crawler crane to navigate terrain that won't accommodate other types of equipment," said Mike Herbert, global product director for rough-terrain cranes at Manitowoc.

"The GHC series is for customers that need a compact, maneuverable crane that can face the rigors of merciless terrain," he added. "With minimal transport requirements, 100% pick-and-carry ability and a telescoping boom, these cranes will prove very nimble in both getting to and navigating jobsites."

Offered for sale exclusively in the North and Latin American markets as part of a



long-term strategic partnership between Manitowoc and Sennebogen, the Grove GHC Series cranes are fully supported by Manitowoc Crane Care's service network.

All 3 cranes in the GHC series offer the ability to pick-and-carry at 100% of their load chart and can swing loads a full 360°. This makes them ideal for applications such as utility projects, where the cranes can carry loads across the jobsite, adjusting boom length as necessary.

A variety of attachments are available for GHC cranes, including an auger attachment and pole claw. Companies working on power line projects, for example, will be able to drill holes with the auger and lift poles with the claw, using only one crane where before they may have needed several. The requirement of only one operator and one rigger saves additional time and money.

The Grove GHC55 has a 50 t capacity and 30.4 m main boom length. The total crane length with boom retracted is just 10.7 m long and crane retracted width is 3.5 m – its overall height is 3.2 m.

The Grove GHC75 has a 70 t capacity and 36 m main boom length. The total crane length with boom retracted measures just 13 m long and crane retracted width is 3.2 m wide – its overall height is 3.2 m.

The Grove GHC130 has a 120 t capacity and 40.2 m main boom length. The total crane length with boom retracted measures just 15.3 m long and crane retracted width is 3.9 m wide – its overall height is 4 m. All 3 cranes feature Tier 4 final compliant Cummins engines.

"The GHC series has very clear benefits for users," Mike Herbert said. "We know that these cranes will become a valuable and versatile lifting tool in a lot of companies' fleets."

Source: The Manitowoc Company, Inc.

## New Partnership for Gilbert and ECA

Gilbert Products Inc and Equipment Corporation of America are pleased to announce the signature of an exclusive dealer agreement for the distribution of the Grizzly MultiGrip™ vibratory pile drivers.

Equipment Corporation of America becomes the exclusive Gilbert dealer in Eastern US and the province of Ontario, providing strong coverage with its 8 branches strategically located across the territory. "We are very proud of this partnership and privileged to count on a solid and well established company like ECA", declared Alex Gravel, director of sales & marketing at Gilbert.

For more than 90 years, Equipment Corporation of America has been a prominent distributor of specialized foundation construction machinery for heavy commercial, civil, mining and marine construction projects with the ability to provide a wide variety of customers with the highest quality equipment and the best possible service.

Gilbert is a leader in the design, manufacturing and marketing of forestry, sawmilling and construction equipment as well as track systems and snow groomers since 1986. The company is located in Roberval, Quebec, and employs more than 100 employees.

Source: Gilbert Products Inc.



From l. to r.: Michel Audet, Roy Kern, Alex Gravel and Benjamin Dutton

## New Paver Utility Vehicles from Europe

Belgian company Gebr. Geens NV manufactures articulated mini-loaders designed in a particular and unique way to make them ideal for paving applications. Weighing from 800 kg to 2.7 t, made of steel and using components of major brands like Kubota, Bosch Rexroth, and Poclair, they are wide and very compact which gives them an extraordinary stability.

The lifting arm is positioned very low, so it remains very short. The machines offer unprecedented lifting capacity. They are designed to work close to the ground,



Thanks to the position of the seat, visibility on accessories is perfect for the operator.

With a multiple variety of accessories, a Knikmops is one of the most versatile machines on the market. It

can be used with a bucket, a pavers clamp for manual paving, an automated pavers

clamp, cleaning brush, etc.

Where other small loaders are oriented towards agriculture, Knikmops started 26 years ago building small machines for paving companies. The Knikmops range is an addition to this.

The Rollmops 4x4 and Knikmops 70 will be sold in the U.S. and Canada as "Paver Utility Vehicle", imported by Pave Tech, Inc. of Prior Lake, Minnesota.

Source: Gebroeders Geens NV

**INTER-41** 5a J 153



and reach only modest heights, except for telescopic or H versions.

## Volvo Penta Expands Partnership with Terberg

With a four-decade relationship under their belts, Volvo Penta and Terberg are extending their partnership with a deal for the engine supplier to provide Tier 4 final engines for Terberg's yard and roto tractors.

Volvo Penta has announced the continuation of its long-term relationship with Dutch manufacturer Terberg. Beginning in early 2015, Volvo will provide the company with 8 l diesel engines ranging from 214 to 315 hp. The engines will power Terberg's YT222 yard tractors and its RT223, RT283 and RT323 roto tractors.

Not only does Terberg use Volvo engines but Volvo Penta also distributes Volvo Trucks parts and axles to the company. Terberg's relationship with the Volvo Group goes even deeper: in addition to working with Volvo Penta, it also modifies standard Volvo trucks by adding driven and non-driven axles to the drivelines.

"For Terberg, Volvo Penta isn't just an engine supplier – we supply them with full systems," says Johan Carlström, business development manager at Volvo Penta. "It's

a way for us to differentiate ourselves from the competition and create and maintain strong relationships with our customers, particularly long-time partners like Terberg."

Volvo Penta has been extensively testing its engines in material handling applications at ports in Felixstowe, UK, and Gothenburg, Sweden, where feedback from operators has been positive regarding noise levels, drivability and fuel consumption. Terberg took this information into account in choosing Volvo Penta for its engines.

"Terberg is convinced of the quality of the new engine generation from Volvo Penta," says George Terberg, director of



the company. "The long-lasting relationship with Volvo goes back to the early 70s and it is built on trust, quality and support. We expect that with this new deal our relationship will strengthen."

Terberg is a producer of material handling equipment used in ports, logistics, railroads, construction and airports; subsidiaries of the company also manufacture a number of other products including waste handling equipment, fire engines and fire trucks, forklifts, and control and solutions.

Source: Volvo Penta

**INTER-41** 6 C 045

# Volvo Penta and Konecranes Lift the RTG into a New Era

With the help of Volvo Penta, Konecranes has revolutionized the traditional rubber-tired gantry crane (RTG), heralding a new age for the container handling industry.

In April 2014, at Singapore's TOC Asia, the Finnish company Konecranes introduced the Boxhunter RTG to the market. The product is revolutionary for the container handling industry, as it places the operator cabin down next to the truck lane. Konecranes reinvented the RTG operating concept, offering customers a combined balance of performance and price. The Boxhunter will be particularly beneficial for a new RTG customer segment – businesses that will not use the crane continuously and where quick access to the cabin for the operator is needed. Businesses with inland logistics operations will be interested.

Volvo Penta and Konecranes maintain a strong industry partnership that stretches back more than three decades. In 2005, Volvo Penta supported Konecranes's de-

velopment of a variable speed genset for RTG applications. The result was improved functionality and new levels of eco-efficiency for RTG operations.

Boxhunter runs on a Volvo Penta TAD1341GE power pack, a 13 l powergen diesel engine delivering 342 kVA on prime power and 377 kVA on standby power, at 60 Hz/1,800 rpm.

The ground-breaking design of the Boxhunter RTG ensures it is both affordable and innovative. Now, for the first time in RTG history, the operator can sit and work in an ergonomic heads-up position down in the truck lane, with direct line of sight to all the truck loading and unloading action. In addition, the new concept employs video cameras and lasers to provide the

operator with complete visibility over every container move.

The repositioned cabin also keeps costs down – a key driver in the design process. The hoisting machinery was also brought down along with the cabin. By reimagining the design of an RTG, the overall structure of the crane was simplified. The concept is very standard, with no optional features, which also lowers costs.

Source: Volvo Penta  6 C 045



# Konecranes Protected Areas Technology Safeguards People and Infrastructure

Overhead cranes that allow management to clearly define no-go areas in advance are delivering important safety and productivity advantages in the automotive industry.

For more than 60 years, global crane manufacturer Konecranes has led the way in developing overhead crane systems that improve safety, productivity and reliability. Konecranes Protected Areas uses laser telemetry to define and enforce no-go zones to prevent collisions between the load on the hook and valuable production machinery or busy working areas.

Up to 16 rectangular protected areas can be defined in advance, which the crane operator is not able to override or adjust. When the operator moves the hook towards a protected area, the crane will reduce its driving speed in a slowdown zone and finally stop at the protected area limit. Once a limit has been reached, the operator interface display shows the protected area icon. At this point the operator must manually guide the load to circum-

navigate the protected area. Konecranes sway control technology, another signature load control feature, allows management to tightly define its protected areas to optimize factory workspace.

"Konecranes Protected Areas technology is a way for managers to increase the safety of both people and infrastructure located close to an operating overhead crane," says Doug Maclam, vice president, sales and marketing, Konecranes Region Americas. "Protected Areas maximize the effective operating area of the crane and protect valuable loads as well as expensive machinery and facilities," he continued.

Mr. Maclam says a compelling demonstration of Protected Areas from Kone-

cranes in action can be seen at Renault Car Corporation in Sandouville, France, an automotive stamping plant where managers wanted to prevent their crane from passing over certain zones for the safety of its personnel and machines.

Protected Areas from Konecranes is one of a suite of smart features that are available individually or in packages sold with Konecranes advanced lifting equipment. In some cases, it can also be available as a retrofit for older cranes.

Source: Konecranes, Inc.



# NCCCO Teams Up With SC&RA for Careers Promotion Event

The Specialized Carriers & Rigging Association (SC&RA), KHL Group and the National Commission for the Certification of Crane Operators (NCCCO) are jointly organizing a new event to promote careers in the U.S. crane, rigging and specialized transportation industries.

Lift & Move USA, to be held in Chicago, Illinois, June 16-17, 2015, will provide high school students and young people studying at community and technical colleges with expert advice on careers and job opportunities working with crane rental companies, specialized transportation businesses and equipment manufacturers.

As the first event of its kind in the U.S. for this industry, Lift & Move USA will comprise a two-day program, with sessions on the types of jobs available, expected salaries, career progression, and opportunities for certification, as well as case studies showing the types of activities in which employers are engaged.

Graham Brent, CEO of NCCCO, noted the importance of certification in addressing the industry's skills shortage. "Professionally-developed certification can play a key role in encouraging aspiring entrants to the workforce to view crane and rigging as a career," he said. "NCCCO is delighted to help promote all the many benefits that employment in this industry can offer."

"Our industry creates thousands of rewarding jobs every year – jobs that offer the potential for long-term careers," said Joel Dandrea, executive vice president of SC&RA. "Lift & Move USA will promote these opportunities to the next generation of employees, highlighting all sorts of jobs, from crane operators, truck drivers and CAD design engineers to mechanics, welders and sales staff."

James King, managing director of KHL Group, echoed Mr. Dandrea's comments: "KHL is delighted to be involved in Lift & Move USA. Recruitment of young staff is crucial to the long-term success of busi-

nesses, and this event will provide the U.S. crane, rigging and specialized transport industry with a fantastic shop window for potential employees."

Lift & Move USA has the support of long-time SC&RA member and major crane company in the Chicago area, Imperial Crane. An evening reception will be hosted at Imperial Crane, located near the Chicago Marriott Midway.

"With the critical shortage of skilled labor in our industry, we are pleased and proud to be part of such a worthwhile initiative," stated Bill Tierney, general manager of Imperial Crane.

The event also has the official support of SkillsUSA, the national organization that helps students prepare for careers in technical, skilled and service occupations. More than 300,000 students and teachers join SkillsUSA every year.

The National Commission for the Certification of Crane Operators (NCCCO) is an independent, non-profit organization established in 1995 by industry to develop and administer a nationwide program for the certification of crane operators and related personnel.

Source: The National Commission for the Certification of Crane Operators

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## International Forum for Construction Equipment Buyers

A key conference and meeting place for construction equipment fleet owners, the International Construction Equipment Forum (ICEF), will be held in Amsterdam, The Netherlands, on November 2-3, 2015.

Senior speakers from equipment manufacturers and fleet owners are already confirmed, including representatives from Oldcastle Materials (CRH), Caterpillar, Volvo CE, rental company Ramirent and Komatsu.

ICEF, which is organized by KHL Group and its magazines International Construction and Construction Europe, will be a forum to discuss issues including whole life equipment costs, financing, machine control and telematics, outsourcing, and trends in construction equipment technology.

The conference is targeted at construction equipment fleet owners including contractors, rental companies and materials producers.

The event starts on the evening of November 2 with a networking and awards dinner, which is followed by a full-day conference on November 3.

Confirmed speakers include Scott Hazelton, managing director of construction & industry practices at IHS Global Insight; Anna Hyvönen, executive vice president for Finland and Baltics at Ramirent; Carl Lockwood, senior vice president for strategy & business development at Volvo Construction Equipment; Michiel van Ramesdonk, vice president for global fleet customer accounts at DLL (formerly De Lage Landen); Alex Schuessler, founder of SmartEquip; Nicolas Thizy, system application specialist at Caterpillar; and Dirk Legrand, deputy general manager of Komatsu Europe.

ICEF 2015 will build on the successful inaugural event held in Amsterdam in November 2013, when speakers included former Spanish Prime Minister José María Aznar, as well as Simon Purchon, business development director of Babcock Mobile Assets, and Xavier Therin, vice president of Lafarge. ICEF is the new identity of the CEWEF event created by Groeneveld Group, the mobile equipment technology manufacturer. CEWEF was acquired by KHL in 2012. Groeneveld remains a key partner for ICEF.

"Construction equipment fleet management is rapidly becoming a science, with major owners of equipment seeking to maximize the efficiency of their fleets and minimize their overheads," said Murray Pollok, events director at KHL. "ICEF will provide fleet managers and equipment procurement managers with key information on cost control, equipment maintenance, finance trends and fleet management tools to help them in their day to day work."

Source: ICEF 2015 (International Construction Equipment Forum)

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# Appointments

**KPI-JCI and Astec Mobile Screens** has hired **Stephen Whyte** to manage the company's track-mounted product lines in efforts to further develop the innovation behind its mobile equipment.

Stephen Whyte, who previously served as engineering manager for Metso Minerals and product manager and designer for McCloskey International Ltd., brings with him 20 years of experience in the construction equipment industry. For the past 3 years, Mr. Whyte has served as a product management consultant for KPI-JCI and Astec Mobile Screens. He recently relocated from Omagh, Ireland, to Yankton, South Dakota, where one of the company's manufacturing facilities is located.

Source: KPI-JCI & Astec Mobile Screens



**KPI-JCI and Astec Mobile Screens** has promoted **Nick Alden** to product manager at Johnson Crushers International, its Oregon manufacturing facility.

Mr. Alden, who has worked as a design engineer for mobile and portable equipment for the past 7 years, will transition into his new position once his current projects are complete. Prior to working for the company, he served as project manager for JELD-WEN Windows & Doors designing production equipment and managing product line installations. Nick Alden graduated from Oregon State University with a degree in mechanical engineering.

In his new role, Nick Alden will work closely with Nick Hahn, inside sales director, and Ian Pendergrass, product development manager. He will be responsible for determining new product development projects and complete implementation of the entire process from initial concept to final release to the sales department, according to Mr. Pendergrass, who stepped into his new role in December 2014.

Source: KPI-JCI & Astec Mobile Screens



**ITW Commercial Construction**, North America has completed acquisition of Atlanta-based PNA Construction Technologies. **Bob Connell** is the new general manager for PNA, and he reports to Law Burks, vice president and general manager for ITW Commercial Construction, North America.

Structured to be a standalone company among the ITW CCNA family of brands, PNA represents the Commercial Construction Division's entry into the pre-pour, cast-in-place concrete segment in North America. At facilities in Charlotte, North Carolina and Bakersfield, California, PNA manufacturers proven systems to ensure joint stability, joint protection, and continuity of surface profile for concrete floors and industrial paving. This includes the Diamond Dowel® System, PD3 Basket® assembly, and other cost effective systems.

Bob Connell, brings extensive experience to the company's top position. An ITW employee for more than 20 years, Mr. Connell most recently served as general manager of ITW's Asia Pacific Wet Concrete business where he developed and fostered growth in Australia and New Zealand.

Source: ITW Commercial Construction, North America



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# Agenda

**Québexpo (ALQ Rental Show)**  
March 10 - 11, 2015  
Laval, QC Canada

**World of Asphalt / AGG1**  
March 17 - 19, 2015  
Baltimore, MD USA

**2015 North American Snow Conference**  
April 12 - 15, 2015  
Grand Rapids, MI USA

**World Uranium Symposium**  
April 14 - 16, 2015  
Quebec City, QC Canada

**INTERMAT Paris**  
April 20 - 25, 2015  
Paris, France

**ISRI 2015 Convention and Exposition**  
April 21 - 25, 2015  
Vancouver, BC Canada

**The Federation's Solid Waste & Recycling Conference & Trade Show**  
May 3 - 6, 2015  
Bolton Landing, NY USA

**APOM technical day**  
May 8, 2015  
Warwick, QC Canada

**Canadian Institute of Mining, Metallurgy and Petroleum CIM Expo**  
May 10 - 12, 2015  
Montreal, QC Canada

**Waste Expo 2015**  
June 2 - 4, 2015  
Las Vegas, NV USA

**Lift & Move USA**  
June 16 - 17, 2015  
Chicago, IL USA

**AORS Municipal Public Works Trade Show**  
June 3 - 4, 2015  
Exeter, ON Canada

**APOM technical day**  
September 4, 2015  
Saint-Henri-de-Lévis, QC Canada

**IFAT Environmental Technology Forum Africa**  
September 15 - 18, 2015  
Johannesburg, South Africa

**ICUEE - The Demo Expo**  
September 29 - October 1, 2015  
Louisville, KY USA

**WaterSmart Innovations Conference and Exposition**  
October 7 - 9, 2015  
Las Vegas, NV USA

**IMEX America 2015**  
October 13 - 15, 2015  
Las Vegas, NV USA

**ICEF 2015 (International Construction Equipment Forum)**  
November 2 - 3, 2015  
Amsterdam, The Netherlands

**World Crane & Transport Summit 2015**  
November 4 - 5, 2015  
Amsterdam, The Netherlands

**Waste & Recycling Expo Canada**  
November 4 - 5, 2015  
Montreal, QC Canada

**2015 Trenchless Technology Road Show**  
November 17 - 19, 2015  
Richmond/Vancouver, BC Canada

**bauma 2016**  
April 11 - 17, 2016  
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**IFAT**  
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