

PROFESSIONAL DEMOLITION AMERICA'S

Your Gateway to North, Central and South America

volume 1 • issue 2 • 2013

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 Riverbends Publishing, LLC, PdA Magazine,
 P.O. Box 552, Nokesville, VA 20182, USA

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E-mail Editorial Office:
 editorial@pdamericas.com

Web Site:
 www.pdamericas.com

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EDITORIAL STAFF

Senior Editor: Jim Parsons
 jim.parsons@pdamericas.com

Editor-in-Chief: Jan Hermansson
 jan.hermansson@pdamericas.com

Assisting Editor-in-Chief
 Anita do Rocio Hermansson
 anita.hermansson@pdamericas.com

Editor North America: Jim Parsons
 jim.parsons@pdamericas.com

Editor South America: Luiz Carlos Beraldo
 luizcarlosberaldo@gmail.com

CORRESPONDENTS

Andrei Bushmarin
 andrei.bushmarin@pdamericas.com

Mikael Karlsson
 mikael.karlsson@pdworld.com

Heikki Harri
 heikki.harri@pp1.inet.fi

Barbara Grace
 barbara@cmma.org.au

Kevin Mayhew
 kevinm@addixion.co.za

SALES

Sales Director North & South America
 Darren Dunay
 Riverbends Publishing, LLC, PdA Magazine
 P.O. Box 119, Westwood, NJ 07675, USA
 Phone: +1 201 781 6133,
 Fax: +1 201 664 1829
 darren.dunay@pdamericas.com

Sales Representative South America
 Antonio Carlos Gogola

Sales Europe and rest of the world
 Phone: +46 8 585 700 46
 sales@pdamericas.com

Publisher
 Jan Hermansson

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Cover photo: Road grinding with remotely controlled equipment from HTC Inc.



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Seeing the Industry's Future in 3D

Dear Readers!

One of the great things about the wintertime construction trade shows is that they offer a snapshot of the industry's health. Amid the new products, demonstrations, and rekindling of acquaintances, you get a sense of how contractors and vendors alike feel about prospects for the coming year. Are they confident and looking to buy? Are they hesitant, yet hopeful and collecting information so they can act quickly "just in case?" Or, are they simply wandering the aisles by enjoying a few days' respite from their meager backlogs back home?

To be sure, most indicators show continued steady improvement for the North American construction market as a whole. But as television commercials once cautioned, "your results may vary." A segment may be robust in corner of the continent, yet stagnant in another. A newly minted concrete surface preparation business may be off to a roaring start while competition may be smothering another, equally qualified start-up.

Gauging the industry's mood this coming trade show season may prove to be a bit trickier, as all roads seem to lead to Las Vegas.

Over the course of about eight weeks, World of Concrete and Conexpo-Con/Agg will occupy the vast expanses of the Las Vegas Convention Center, with the National Demolition Association's annual convention sandwiched in the calendar at the Mirage Hotel.

Now, there are some people who can't get enough of Las Vegas, and will have no qualms about making repeated hops to southern Nevada to soak up everything the shows and the city have to offer.

For others, however, this cavalcade of construction and demolition exhibits in

the Nevada desert will require some decision-making as to which show(s) offer the best bang for their travel expenses. Vendors will also have to decide how much people and equipment to deploy, and which venue offers the greatest exposure for presenting a particular new product to a particular audience.

As a result, that aforementioned "industry snapshot" may be like the old saying that the whole is greater than the sum of its parts. That is, the attendance figures and demographics, events, product news, and general "mood" of each will have to be evaluated together before we get a clearer picture on how 2014 will unfold. (That's assuming no unexpected events steer segments, locations, or the entire industry one way or another.)

But really, that's not unlike of any other kind of research whether it's shopping for new equipment or pursuing new markets. One can and should take in as much information as needed from multiple sources, rather than rely on a single barometer, and evaluate it in the context of industry-specific and external influences alike.

So yes, the 2014 trade show schedule should provide some good insights into the state of the construction market. It just may require a little more observation, a little more analysis, and a little more effort on the part of contractors and manufacturers before we know what to expect, and what to hope for over the next 12 months.

And finally, all of us at PDa wish you a happy holiday season, and a very successful new year.

Jim Parsons, Senior Editor

Event Calendar

World of Concrete 2014
21-24 January, 2014
Las Vegas Convention Center,
Las Vegas, Nevada, USA
www.worldofconcrete.com

Concrete Polishing Luncheon 2014
World of Concrete, 21-24 January, 2014, Check website for date
Las Vegas Convention Center, Las Vegas, Nevada, USA
www.icps360.com

US Demolition Association Convention and trade show
22-25 February, 2014
Mirage Hotel, Las Vegas
Las Vegas, Nevada, USA
demolitionassociation.com

CONEXPO-CON/AGG 2014
4-8 March, 2014
Las Vegas Convention Center,
Las Vegas, Nevada, USA
www.conexpoconagg.com

CSDA Convention and Tech Fair
13-15 March, 2014
The Westin La Paloma Resort & Spa
Tucson, Arizona, USA
www.csd.org

SAMOTER 2014
8-11 May, 2014
Verona Exhibition Center
Verona, Italy
www.samoter.com

Concrete Show Mexico
21-23 May, 2014
Centro Banamex
Ciudad de México
Mexico City, Mexico
concreteshowmexico.mx

Concrete Show South America
27-29 August, 2014
Imigrantes Exhibition Center,
São Paulo, Brazil
www.concreteshow.com.br

DEMCON - International Demolition Show
4-5 September, 2014
InfraCity Exhibition Center
Stockholm, Sweden
www.demcon.com

Bauma China
25-28 November, 2014
Shanghai New Exhibition Center
Shanghai, China
www.bauma-china.com

Ashine Granted 27 EU Patents

On Sept. 25, 2013, Ashine was granted 27 patents of community design from the European Union's Trade Marks and Designs Registration Office. The patents include diamond tools for surface preparation, grinding, polishing, and floor maintenance.

Ashine President and CEO Richard Shine says the patent grants demonstrate Ashine's leading R&D capability, and the company's determination to be a grinding and polishing expert to serve the highest needs of the industry worldwide.

"We have been dedicated to grinding and polishing technologies for the past 20 years and are committed to be the leading manufacturer of grinding and polishing diamond tools," Shine says. "With the continuous effort of its R&D team and cooperation with three universities, Ashine has achieved great success in providing a full range of high quality diamond tools for the industry."

A recognized expert in diamond technology, Shine adds that it's important for Ashine to focus on grinding and polishing technologies. "This allows us to continually provide better solutions to meet challenges faced by our clients around the world," he says. "We continually invest in R&D to develop better tools to propel the industry forward."

Bates Becomes New Major Wire Dealer

Montreal-based Major Wire Industries Ltd. has designated Bates Sales Company as its new aggregate and mining screen media Authorized Dealer. Covering eastern Missouri, northwest Arkansas, and southern Illinois, the dealership offers all of Major Wire's screen media solutions, including the advanced technology Flex-Mat® 3 Self-Cleaning Screen Media in tensioned and modular versions, and OptimumWire® Woven Wire.

Bates' 14 locations and 16 salespeople specializing in the aggregate and mining markets can quickly address customer needs on-site, and provide experience-backed advice on how to address challenges properly the first time. As a full-service dealer for more than 80 years to the aggregate and mining markets, Bates provides quick turnaround machining, fabrication, on-site service, and specialized training programs for customers.

Chicago Pneumatic Launches Smartphone/ Tablet-Compatible Website

Chicago Pneumatic has launched a new smartphone- and tablet-compatible version



of its website, www.cp.com/en, providing customers with easier access to the company's latest news and product information.

With the latest research predicting that by 2016 two-thirds of the world's mobile workforce will own a smartphone, Chicago Pneumatics' re-developed website enables customers from the construction industry to quickly and easily research, compare, and specify an expensive portfolio of tools, generators, light towers and portable compressors.

The smartphone and tablet versions of the site complement the existing Chicago Pneumatic desktop website, and have been designed to provide users with an optimal and efficient viewing experience. Created using web-responsive design, the Chicago Pneumatic websites recognize the type of device the visitor is using and adapt the website format to suit the screen size of this device. This enables Chicago Pneumatic to meet visitors' needs and make reading and navigation easier.

Genesis Attachments Expands Texas Dealer Network with Bane Machinery

Genesis Attachments of Superior, Wisc. has announced that Bane Machinery is its exclusive dealer in northeast Texas. With locations in Dallas, Ft. Worth, and Tyler, Bane Machinery is a multi-generation dealership representing leading manufacturers including Kobelco, New Holland Construction, Link-Belt, Kawasaki, and Sennebogen. Bane Machinery will offer the full line of Genesis products and provide service, rental and product support.

"We look forward to providing our customers top-quality Genesis solutions for their attachment needs coupled with the after-sale support they have come to expect from our family's business," says Scott Bane, Bane Machinery President.

Joshua Stubblefield, Genesis South Central Regional Manager, adds that Bane Machinery's focus on and experience in the demolition and recycling industries make them well-suited to represent Genesis Attachments.

"Their dedicated staff of knowledgeable professionals has been working in these industries for multiple decades, and they understand customer needs and expectations," Stubblefield says.

Genesis Attachments Promotes Blaine Archibald

Genesis Attachments has announced the promotion of Blaine Archibald to National Account Manager. Previously the company's Southwest Regional Manager, Archibald will use the newly formed position to develop, manage, and maintain a National Account Program focusing on the scrap industry.

"The creation of this new role within Genesis emphasizes our focus on serving scrap customers who have nationwide locations and attachment needs," says Shane Kuhlmeier, Genesis Director of North American



sales. "Blaine's professionalism, industry knowledge, and experience in developing and maintaining strong relationships will be visible in all facets of this new program he'll be leading."

Archibald will also continue in his regional manager role until a successor is named. Based in Superior, Wisc., Genesis Attachments is a global leader in the design and manufacture of high-quality shears, grapples, concrete processors, and specialty attachments for the scrap processing, demolition, material handling, and offshore decommissioning industries.

Jet Edge's Jaimie Larson Named Chamber's Ambassador of the Year

The I-94 West Chamber of Commerce recently honored Jet Edge Sales & Marketing Assistant Jaimie Larson as its 2013 Chamber Ambassador of the Year. Larson, who performs a wide range of sales and marketing duties for the St. Michael, Minn.-based waterjet systems manufacturer, was recognized for her commitment to the local Chamber and its Ambassador Program.

This is the second time in two years Jet Edge has been recognized by the Chamber. In 2012, the company received the Chamber's Manufacturing Excellence Award.

"We're very proud of Jaimie," said Jet Edge President Jude Lague. "The Chamber's Ambassador program is one of the many ways Jet Edge connects with our local business community to help grow our regional economic vitality. Jaimie has done a fantastic job representing Jet Edge as a Chamber Ambassador."



Challenge at Port of Miami

On a scale of one to 10 for massiveness, the Port of Miami Tunnel project is a 15. Connecting Dodge Island to Watson Island with twin 4,200-ft (1,280m) long traffic tunnels beneath Biscayne Bay is the job of a colossal Herrenknecht tunnel-boring machine.

But to excavate five cross-passages that will provide escape routes and maintenance access, design-build contractor Bouygues Civil Works Florida is thinking smaller—much smaller. The tool of choice here is the Brokk 400 remote control demolition robot.

At only 14 feet (4.3m) long, 5 feet (1.5m) wide, and less than 6 feet (1.8m) tall, the Brokk maneuvers freely inside the relatively cramped space of the passages, which range in height and width from 10 to 14 feet (3 to 4.3m).

"The most challenging aspect is definitely the confined space," said Eric Deltour, the Bouygues cross-passages superintendent. "This is different than traditional mining, where the miners have room to excavate. With the Brokk, our crews are able to get right in there and easily get the excavated material out."

Inside those passages, the Brokk 400 delivers tremendous force with a hydraulic breaker to excavate hard soil, some of which is being artificially reinforced with grout or through a freezing process to add stability. Crews then use a bucket attachment to remove excavated material from each passage.

The next step is to place support ribs at 3.5-ft (1m) intervals. The machine grasps the top section of a steel rib with a beam



manipulator retooled specifically for the job, carries it to the installation point, lifts, and positions it, then holds it in place while miners attach the lower sections.

The Brokk is also being used for qualitative excavation, where the precision and sensitivity of its remote control allow the operator to approach theoretical limits without over-excavating.

Throughout the process, the Brokk enhances safety by keeping the operator away from potential cave-ins. The electric-drive protects crewmembers from dangerous emissions.

The Brokk 400 came to Miami courtesy of Alain Mazzia, the Bouygues plant and equipment manager responsible for sourcing equipment, who first saw the machine in action at a nuclear power plant project.

"Considering the cramped space, challenges in safe excavation and the need to stabilize the ground around the passages, the Brokk's power, precision, size and versatility made it the right tool for the job," Mazzia says. "This is the perfect machine for this part of the project."

US road Construction Market to Increase by 3.5 Percent Through 2013

During the five years to 2013, the U.S. road construction industry grew at an average annual rate of 2.8 percent to \$49.7 billion. In 2013, revenue is expected to increase by 3.5 percent—a figure that can be attributed to increases in government funding for highway projects. The American Recovery and Reinvestment Act of 2009 sponsored many transportation ventures, resuscitating many stalled projects, and funding others that would never have gotten off the ground otherwise. But while revenue has grown, U.S. highway contractors were not immune to the recession's negative effects. Falling demand from the private sector, and decreased state and local government funding, have drastically increased competition for federally funded projects.

Now, as competition intensifies, operators are increasingly competing for projects on price. Consequently, profit margins are suffering. In the short term, there will be a small market improvement due to certainty in funding because of the MAP-21 highway bill, passed in July 2012. This program funds surface transportation programs at more than \$105.0 billion per

year for the 2013 and 2014 fiscal years. The legislation means that states are more likely to start and fund medium-scale (less than five years) projects with funding levels assured for another 12 months.

However, long-term market prospects remain difficult, as the federal government and many states refuse to increase their respective gas taxes or implement other use-based funding schemes. Without expanded user-based fees, states will have to use more and more of existing funding to maintain existing infrastructure, and make more use of alternative financing schemes such as public-private partnerships (P3s), state infrastructure banks, and tolling to finance new construction. This will limit growth through the decade for all segments of the road construction market.

companiesandmarkets.com



The new ArtHouse in Portland, Oregon, opened in September. The ground floor level has floors with the Hiperfloor solution.

Making the World Greener with Hiperfloor

When a new student community was being built in Portland, Oregon, US, all eyes were on sustainability and green materials. For Husqvarna, which delivers polished concrete floors using the Hiperfloor method, it is the first time being part of a leadership in energy and environmental design gold certified project from the US Green Building Council. "This shows that Husqvarna is not only heading in a green direction, but that we have already arrived," said Husqvarna Construction Products Architectural Specifications Manager Christopher Bennett.

In a city dominated by architecture from the turn of the 20th century, a new, eye-catching seven-story building in a metal-clad design now rises in downtown Portland. It is called ArtHouse, and is collaboration between the Pacific Northwest College of Art and the local Powell family

Thomas Robinson from Lever Architecture, the firm developing the new student community, said that they wanted to emphasize sustainability and green construction right from the start. On the ground floor level, ArtHouse consists of small commercial retail spaces. Lever Architecture turned to Husqvarna for the floors. "I have been involved with a number of projects with exposed aggregate in ground concrete floors, and Husqvarna's product and equipment is superior in terms of the ability to expose aggregate and also create a flat finished surface," says Robinson.

Christopher Bennett said that Husqvarna's Hiperfloor solution is the perfect fit for this kind of project. "It is a very clean and long-lasting floor, and it's also beautiful, which is important in retail spaces. But the most important aspect is that every time we make a Hiperfloor we are making the world just a little bit cleaner. A Hiperfloor uses less chemicals and materials and it keeps the energy bills down, because the warm, very natural reflectiveness of the floor reduces the

need for overhead lighting," says Bennett.

Getting a Leed gold certificate from the US Green Building Council is very hard, and it will take a year after completion before it is decided what level of Leed certification ArtHouse would achieve. "First the USGBC will study everything from project conception to completion; what pipes you use, what the roof tiles are made of, air conditioning systems, if you are recycling waste on site and how you dispose of materials. And when the building is operational they check your power and water bills and investigate if your facility is actually reducing energy consumption," says Bennett.

Lever Architecture is pleased with Husqvarna's work, and plans to use the Hiperfloor solution again. "It is suitable for use in high-wear locations requiring a long-lasting, durable, and aesthetically pleasing appearance. In contrast to products such as terrazzo or tile, its finish is not an application, but a product of how it is made. It feels more genuine," says Robinson.

The ArtHouse opened in September.

"Yes, I am proud that Husqvarna has been a part of this. A lot of people claim that their products are sustainable, but the Hiperfloor actually is," says Bennett.

www.husqvarnacp.com



The PG 820 gets close to the edge.



Celebrated Sale of 3,000th Screen

Johnson Crushers International, Inc. (KPI-JCI), Eugene, Ore., recently celebrated the shipment of its 3,000th screen, marking nearly \$200 million in revenue for the company from screen sales and providing 47 high-quality, U.S.-based jobs to its skilled workforce. Triple-shaft horizontal screens were originally invented in Eugene by Louis Johnson, who founded ElJay. The horizontal screens were designed primarily to fill a need to perform in the more challenging environmental conditions typical of the Pacific Northwest, where material is wet and sticky, which tended to blind and plug the commonly-used incline screen technology of that era. JCI succeeded ElJay, and was later acquired by Astec Industries, and is now part of KPI-JCI and Astec Mobile Screens.

Today, JCI is the global technological and service provider of the foremost horizontal screening equipment on the market. The company's screen offerings includes both single- and dual-shaft incline screens, as well as its patented Combo Screen, which combines the best of both a horizontal screen and an incline screen. JCI also specializes in roller-bearing cone crushers and portable, stationary, and track-mounted plants.

www.kpijci.com



KPI-JCI and Astec Mobile Screens Donates \$4K In Honor of Dealers

KPI-JCI and Astec Mobile Screens has announced a donation of more than \$4,000 to local and national charities selected by its dealer organization. In lieu of the traditional awards typically given to dealers who exemplify excellence at the company's annual National Dealer Conference, KPI-JCI and Astec Mobile Screens decided to allow each award winner to select a charity to which to donate.

"We wanted to continue to recognize our outstanding dealers for their commitment to the KPI-JCI and Astec Mobile Screens brand, but we also wanted to recognize that our success means we have the opportunity to help others in need," says Marketing Manager Melinda Schweitzer.

Nine dealers were recognized for excellence with 21 awards at the company's National Dealer Conference, held Sept. 16-19 in Eugene, Ore. Award winners included Road Machinery & Supplies, Savage, Minn.; General Equipment and Supplies, Fargo, N.D.; Goodfellow Corporation, Boulder City, Nev.; G. W. Van Keppel Company, Kansas City, Kan.; Lonetrack Equipment/Chieftain Recycling Equipment, Edmonton,



From left to right: KPI-JCI and Astec Mobile Screens Sales Director Ron Earl and Regional Sales Manager Greg Graham with Dave Johnson of Road Machinery and Supplies (RMS).

Alberta; McAllister Equipment, Alsip, Ill.; Texas Bearing Company, Amarillo, Texas; Thompson Rolec Equipment, Lewiston, Maine; and American State Equipment, Little Chute, Wisc. Charities included the American Red Cross, BC Children's Hospital, Alberta Children's Hospital, Eveline Rivers Christmas Project, Operation Breakthrough, Dempsey Challenge, and St. Jude Children's Research Hospital. Funds were also donated to dealer employees who had suffered an injury or illness.

New SDLG Factory in Brazil

Production of excavators from Shandong Lingong Construction Machinery Co., Ltd (Lingong) has begun in Brazil. The SDLG-branded machines will be built in a \$10 million purpose-built assembly hall within the Volvo Group facility in Pederneiras, in the state of São Paulo. Production begins with four SDLG crawler excavator models—the LG6150E, LG6210E, LG6225E, and LG6250E—covering weight classes from 13.8 tons to 24.3 tons. The machines will be sold to companies working in a variety of industries, but particularly the construction, forestry, agricultural, mining and extraction sectors. The SDLG excavators will be manufactured in line with brand's core values, with a focus on robust and reliable design in a cost effective package. While the factory will be the first SDLG production facility outside China, it will mirror the manufacturing processes in place at its main facility in Linyi, China. Timing for the launch of Brazil-built SDLG excavators is good, as there is strong demand that provide cost effective solutions. SDLG machines have been sold in Brazil for just over four years. In that time, the company has established itself as one of the leading suppliers of construction equipment at the value end of the market. Its focus on robust and reliable equipment with purpose-driven on-board technology has proved a winning formula.

"Localized production will help SDLG be more flexible and responsive to its customers and dealers in the region," says Pat Olney, President and CEO of Volvo Construction Equipment. "We're taking advantage of the Volvo Group's long history in Brazil to introduce an exciting new initiative with these locally built SDLG excavators."

The production of SDLG excavators in Brazil will further increase the brand's competitiveness by speeding up delivery times and opening up more favorable

financing options for customers. SDLG will continue to operate in Brazil through its own branded organization with its dedicated distribution network and sales force with customer support.

The Volvo Group holds a 70-percent shareholding interest of Shandong Lingong Construction Machinery Co., Ltd., manufacturer of the SDLG machines and one of the world's three largest wheel loader manufacturers. The Volvo Group facility at Pederneiras is also home to a Volvo Construction Equipment factory that manufactures wheel loaders, excavators, motor graders, articulated haulers and compactors.

Wieland Named NDA's Director of Member Services

The National Demolition Association has appointed Kim Wieland as Director of Member Services. Wieland will lead the development and implementation of the organization's new Education Initiative, designed to provide management and safety training to the demolition industry while improving professional competency. She will also be working on expanding the NDA's other member services, advancing the recruitment and retention of Association members, enhancing the NDA's social media and branding programs, and working on Association public relations efforts.

Wieland previously worked on association educational programs for the American Lung Association and the National Rural Electric Cooperative Association. She holds a bachelor's degree from Washington Adventist University and a Master's degree in global public health from George Washington University.



Genesis Attachments Names Matt Hughes South Central Regional Manager

Genesis Attachments has named Matt Hughes as its South Central Regional Manager. Hughes will further develop dealer and customer relationships in Arkansas, Louisiana, Oklahoma, and Texas, and increase Genesis business in the territory.

"Working as a Genesis contract employee, Matt gained product, customer and dealer experience that will enable him to quickly start serving the region," says Shane Kuhlmeier, Genesis director of North American

sales. "We look forward to his continued contributions."



Weissburg Named President of Volvo CE

Martin Weissburg, 51, has been appointed new President of Volvo Construction Equipment, Volvo CE. Currently President of the Volvo Group's customer finance company, Volvo Financial Services, Weissburg succeeds Pat Olney and will assume his new position on January 1, 2014. Prior to becoming president of VFS in 2010, Weissburg served as President of Volvo Financial Services Americas from 2005 to 2010. He has worked in close relationship with Volvo CE dealers for many years and has extensive and in-depth knowledge of the Volvo CE business.

"I am extremely satisfied to see Martin as President of Volvo CE", says Volvo Group President and CEO Olof Persson. "During his time with VFS, Martin has proven to be a strong and dynamic leader who has taken VFS to higher levels. He is a proven operational expert who drives efficiencies and profitable growth, as well as develops talent and internal culture. I am certain that he will continue to deliver very well as in his new role."

In addition to his service with Volvo Group, Weissburg has many years of global leadership experience tied to distribution and sales of heavy equipment. His career includes stints as President of Great Dane Financial, and as President of the manufacturing company Woodard LLC. Weissburg began his professional career when he joined Caterpillar out of university as a marketing management trainee. He holds Bachelor of Science from Purdue University and an MBA in international business from George Washington University.



US Demolition Association's Online Videos Promote Professional Competency

Carrying on its mission to develop a body of knowledge for the demolition industry, the National Demolition Association (NDA) has posted online videos of the major educational presentations made at its 2013 convention. Available in the "Our Industry" section of www.demolitionassociation.com, the videos include:

Christchurch: The Disaster and Clean-Up

Presentations by John Weber, past NDA president and former California demolition contractor; Peter Ward with Ward Demolition, Auckland, New Zealand; and Mark Loizeaux, president of Controlled Demolition Inc.

It's Your Ship: Achieving Breakthrough Performance

Keynote speech by retired U.S. Navy Commander Mike Abrashoff.

What to Expect from OSHA in 2013 and Beyond—Civil and Criminal Liability

Presented by Mark A. Lies, Esq., one of the nation's leading occupational safety and health attorneys.

Maximizing Profits with Your Scrap Vendor

Presentation on the scrap market, curbing downstream liability, and other issues by Andrew DeBaise of Rocky Mountain Recycling.

PCBs in Caulk

Disposing of caulk containing PCBs addressed by Molly Finn, environmental engineer with the U.S. Environmental Protection Agency, and Chris Godek of New England Yankee Construction and NDA Environmental Committee Chairperson.

San Diego's Construction & Demolition Debris Ordinance: What's It All About?

Ken Prue with the city of San Diego discusses local and statewide waste diversion goals.

Presentation of Grant to Fire Chief of Mantoloking, N.J.

Presented by the Fireman's Fund Insurance Company and Apollo General Insurance to the Fire Department of one of the towns hardest hit by Superstorm Sandy.

demolitionassociation.com

The World Congratulates WEKA

When WEKA Electric Tools celebrated its anniversary earlier this year, Neubulach, Germany, became a meeting place of nations. Though the manufacturer of high-quality electric tools is only 25 years old, the lifework of founder Wilhelm Wurster is so successful that the evening of superlative celebration in Germany's Northern Black Forest drew customers and sales partners from Austria and Switzerland, as well as British, Belgian, Dutch, Italians, Spanish, Poles, Finns and Swedes. Even business partners from Russia, Estonia, and the U.S. were on hand to congratulate the company's founder and his family personally in the festive decorated tent.

The celebration began with factory tours and demon-



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strations by WEKA workers of how powerful the company's drilling machines and hand saws are. Wilhelm Wurster introduced WEKA's ecological philosophy during the factory tour, noting that the enterprise produces half of its energy supply using photovoltaic panels, and heats its facilities using geothermal energy.

The WEKA Success Story

In 25 years Wilhelm Wurster has extended WEKA to an internationally demanded brand for electric tools. The initials of the enterprise stand for Wurster, Electric Tools, Core Drills (Kernbohrmaschinen in German), and Altbulach, which WEKA has developed long ago.

Today WEKA is considered worldwide as manufacturer of high quality electric tools, where mainly diamond core drills, electric saws, core drill rigs, and special electric tools for professional users all over the world are developed and manufactured. The core competence is the production of motors as well as the development and production of electric controls.

WEKA supplies products in 34 countries, with Germany

representing 27 percent of the company's business. The rest of Europe accounts for 43 percent, while customers in Australia, China, USA, South America, Asia, and Africa make up the remaining 30 percent. In 25 years, WEKA has sold 170,000 machines worldwide, acquired several patents, and expanded its production facilities three times. WEKA offers a secured job for 44 employees.



WEKA's founder Wilhelm Wurster (right).



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The Power of Costa Rica

Government-owned power company Costa Rican Electricity Institute (ICE) is building the largest hydropower development in Central America. Located southeast of Siquirres in the province of Limon, the plant will produce 305.5 Megawatts of electricity—enough to supply more than half a million homes in the region—when it becomes operational in 2016. The plant will also support the Costa Rican government’s announced plans to become the world’s first carbon-neutral country by 2021. The dam is being built across a spectacular 90 miles (145km) of the Reventazón River, which flows from the heart of the Talamanca mountain range through tropical forests to the Caribbean Sea. The dam will be 1762 feet (537m) wide and 427 feet (130m) tall, with a one mile (1.68km) water tunnel linking it to the four-turbine powerhouse. A network of roads and supporting infrastructure is also being built.

There are about 250 construction machines currently working on the project, around a third of which are Volvos, including some large excavators owned by sub-contractors.

With the help of 40 Volvo Construction Equipment (Volvo CE) A40F articulated haulers, 706 million cu ft (20 million m3) of soil will be moved during construction. Small wonder that Maquinaria Agricola de Costa Rica (Macori)—Volvo CE’s regional dealership—has established a temporary branch on site, consisting of a service workshop and parts inventory to support the fleet of Volvos working on the project. An earlier tender put out by ICE for 18 backhoe loaders was won by Volvo CE Macori, with its BL70 backhoe, but more was to come.

“The purchase of 40 Volvo A40F articulated haulers is the biggest single purchase order for construction equipment ever seen in Costa Rica, and a huge success for Volvo CE’s Central American sales area,” says Alisson Brandes, Volvo CE’s director for Mexico, Central America, and the Caribbean. “There won’t be anything to match it for at least 10 years.”



Linden Comansa at the “Route of the Sun”

Six tower cranes from the Linden Comansa are working on the construction of a major road in Colombia. To promote the competitiveness of Colombia and improve the country’s infrastructure, the Colombian government has declared of strategic importance up to 11 roads, including the famed 665-mile (1,071km) “Route of the Sun.” The \$2,500 million project will reduce the car journey between the capital of Bogota and the Caribbean port city of Barranquilla from the current 18 hours to just 10.

Helios Consortium, formed by CAS, IECSA, ConConcreto, and CSS Constructores, has been chosen to manage and build the project’s first sector. At 48 miles (78km), this is the shortest of the three stretches that make up the highway, but also the most complex as it crosses the Andes Mountains. As such, it will require nearly 1.8 miles (3km) of tunnels and up to 3.7 miles (6 km) of bridges and viaducts.

For the construction of the bridges, the Consortium has six Linden Comansa tower cranes, operated by Gigacon, official distributor of the Spanish manufacturer in Colombia. These tower cranes include an 18-ton 21LC400, two 18-ton 21LC210s, a 5-ton LC5211, and two 8-ton 10LC140s. Due to the demanding work schedule, some of these cranes work in a double shift, always responding very efficiently.



Pullman Ermator AB acquires Pullman-Holt HEPA Business

Pullman Ermator, one of the leading manufacturers of dust collectors, air cleaners and wet vacuums, has now acquired all models of dust/wet vacs, and all HEPA vacuums, from Pullman-Holt in the U.S. In addition, Pullman Ermator has acquired the rights to the trademark name Pullman-Holt and PHC.com.

“The acquisition will help us to expand our presence in the market, especially because the product range from Pullman-Holt is well known and popular in the industry,” says Fredrik Åkermark sales director for Ermator U.S.

Founded 85 years ago, Pullman-Holt is now one of the leading U.S. manufacturers of dust and vacuum cleaners with HEPA filters. The company is located in Tampa, Fla., and operates from a 215,000-sq ft (20,000m²) facility now shared with Ermator U.S.

For the last nine years, Pullman-Holt has been owned and controlled by Ron Underwood, who also owns the Canadian companies Michaels Equipment, Ltd., and Advantage Maintenance Products Ltd.

According to Torbjörn Bengtsson, owner of Pullman Ermator, “We will invest in the brand Pullman-Holt with continued research and development, and will also add several new products to the range. Ermator will also work with Pullman-Holt’s brand to increase visibility through the efforts of our sales reps to inform and educate retailers and end users.”

www.ermatorusa.com



NDA Director Testifies at Hearing on Philadelphia Building Collapse

In testimony on July 9 before the Pennsylvania House Committee on Urban Affairs concerning legislation meant to change safety requirements for city demolition projects, National Demolition Association (NDA) Executive Director Michael R. Taylor, CAE supported many elements of the law but took issue with requirements on project oversight.

Specifically, the bill would require all demolition plans for commercial structures in Pennsylvania’s largest cities to be reviewed by a licensed architect or professional engineer.

“While in no way impugning the value of these professions, they simply lack the training and education in the demolition process to oversee the work being performed by a competent demolition contractor,” Taylor said.

While NDA strongly recommends the use of a professional engineer when an association member is confronted with a challenging structural issue on a project site, few, if any, architects or professional engineers, unless they have worked in the demolition industry, have the training or expertise to knowledgeably comment on

the work plans of a demolition project,” Taylor added.

The hearing followed a June 5 demolition accident in Philadelphia that killed six people. Taylor pointed out that according to statistics compiled by the U.S. Bureau of Labor Statistics and OSHA, what may appear to be a dangerous industry is in fact overwhelmingly safe, with only one workplace fatality occurring every one million hours worked.

“It seems a wise idea to the Association to include a system of review of construction codes, administrators, and third party agencies charged with enforcement and administration of laws,” Taylor said. He noted that under OSHA standard 29 CFR 1926.850, a written engineering survey is prepared by a competent person to determine a structure’s condition and the possibility of unplanned collapse of any portion of the structure.

In the testimony, Taylor also addressed a proposed requirement for at least \$1 million in liability insurance, which could have an economic impact on certain smaller demolition projects. “For companies new to the demolition industry, these additional costs could have an impact on getting started,” Taylor said.



Michael Taylor. Photo: ©European Demolition Association.

NDA Convention Returns to Las Vegas in 2014

The National Demolition Association’s 41st Annual Convention, the largest exposition of demolition products and services in the world, will be held at The Mirage in Las Vegas, February 22-25, 2014.

Each year, the National Demolition Association convention brings together a wide cross-section of professionals involved in the demolition process, including those in demolition contracting, general contracting, civil engineering, recycling, scrap, salvage, and other industries. The convention includes educational programs, entertainment, and networking opportunities for both Association members and other attendees.

Exhibitors or sponsors interested in more information about NDA’s 41st Annual Convention should call 800/541-2412.

Quality Products and Start for Scanmaskin

First year for manufacturer Scanmaskin's US subsidiary has been successful and hectic. The company's US manager Josh Headings is very satisfied and tells that business has grown very fast in particular during the last six months. PDA's Jim Parsons reports.

DECEMBER MARKS THE FIRST ANNIVERSARY of Swedish floor grinding, surface preparation, and polishing equipment manufacturer Scanmaskin's U.S. subsidiary. But its manager Josh Headings may not have much time to celebrate. Capitalizing on a new distributorship agreement with longtime floor-care equipment dealer JonDon, Scanmaskin is making inroads into the rapidly expanding U.S. concrete flooring market at a pace that shows no sign of slowing.

Fast growth

"Over the past six months we've been growing very quickly," said Headings. "I believe that Scanmaskin has a great opportunity to offer a high level of customer service, and becoming an industry leader within North America."

Headquartered near Gothenburg, Sweden, Scanmaskin has enjoyed great success with its Scan Combiflex line of grinders and other products around the world. But in North America, arguably the world's largest market for such equipment, the company was little known beyond a few small companies. So when the opportunity to head Scanmaskin's new U.S. subsidiary presented itself last year, Headings couldn't say no.

"I'd always been impressed with the quality and workmanship of Scanmaskin products, which really sets itself apart from the

competition," Headings says, who, in addition to having worked for a Seattle-area equipment distributor, also has a user's perspective as the former owner of a small grinding and polishing business. "Compare their 100-percent steel construction with the plastic and fiberglass many manufacturers use. It's clear that Scanmaskin equipment is engineered to work, not to be worked on."

The timing was also right for Scanmaskin to become a part of the North American market, where equipment quality and technology has been playing catch-up with rapidly growing demand among facility owners for attractive, low-maintenance floors.

"Scanmaskin was already in Europe, Asia, Australia, and Africa," Headings says. "North America just seemed like a logical next step."

A perfect partnership

After establishing Scanmaskin's U.S. office in nearby Bellevue, Wash., Headings began making the rounds of trade shows, including World of Concrete in Las Vegas. It was there that he met with representatives of JonDon, which was seeking a flagship brand for its new concrete division. Several months of correspondence and discussion yielded to a strategic partnership whereby JonDon has exclusive rights to distribute Scanmaskin products within most of the U.S.

"The relationship with JonDon is crucial, not only for the success of Scanmaskin in the U.S. market, but also for the expansion of JonDon within the industry," Headings says. "Virtually overnight, we gained eleven physical locations across the country, all owned and operated by a quality, customer-centric company and has a great reputation among customers and vendors alike."

Another advantage to the JonDon agreement is customer service, which Headings says is critical to success in an already crowded grinding and polishing equipment market.

"There are a lot of quality products out there right now, and of course every piece of equipment will fail and break down at some point," he says. "What's important is the level of support one has when this does happen, and how fast the equipment can be functional again."

That's why raising the bar for support and service is a key element of Scanmaskin's U.S. strategy, and a valuable benefit of the JonDon relationship.

"Each of the JonDon locations are fully certified Scanmaskin service centers, and our Southern California distributor, Quest Building Products, has certified facilities in Anaheim and San Diego," Headings says. "Who else in the industry can boast that kind of a service and support network, plus our corporate office here in Bellevue where we can also service equipment?"

Getting it done in Detroit

One company that readily embraced Scanmaskin products is Thai Summit, a Detroit, Mich.-area manufacturer of automotive parts for companies such as GM and Ford. For years, says Operations Manager James Hogan, the company had used sealers for the floors of its massive 976,000 sq ft (90,673m²) facility.

"With the high volume traffic we have, those coatings wear out and can look horrendous," Hogan explains. "In a competitive industry like ours, facility attractiveness is important not only for our employees, but also current and potential customers. We got to the point where we needed a better way of doing it."

Josh Headings, manager at Scanmaskin USA.



Partners Spur a Fast 's U.S. Subsidiary

Hogan's research found that polished concrete would be the best approach from many standpoints. Plus, it allowed the company manage the changeover to concrete and subsequent upkeep of its floors in-house, rather than rely on contractors.

"Even at \$10 per square foot, that'd be a million dollars coming out of our pockets, which wasn't enticing during a down economy," Hogan says. "Plus, we could reassign employees rather to floor maintenance rather than laying them off. All we needed was the equipment."

Tests with several products led Thai Summit to purchase Scanmaskin SC1000, SC800, SC650, and SC330 floor grinders. Hogan's initial first impression with the products' durability was cemented by the depth of the company's support.

"When we've had glitches, they offered to fly someone in from Sweden to help if needed," he says. "That's not been necessary, but it says something about the lengths they'll go to help customers."

With the U.S. auto market on the rebound, Thai Summit has added a new 125,000 sq ft (11,612 m²) that is being outfitted with a new concrete floor.

"We're really thrilled with the Scanmaskin products," Hogan says. "We're getting everything we hoped for them, and more."

Spreading the word

Scanmaskin's Headings expects there'll be similar success stories as more contractors and facility owners learn about the company's products. JonDon has launched a marketing campaign to promote Scanmaskin products across the U.S., while Headings is racking up frequent-flyer miles with visits to trade shows and distributors for equipment demonstrations and customer meetings.

"Being able to get a customer behind a machine and get some real-life, hands-on experience has worked pretty well to increase product awareness," he says. "We're hopeful that our

relationship with JonDon will help us double our U.S. sales by this time next year."

South America is also on Scanmaskin's radar. "We believe there is a great potential in South America for our products and we are actively looking for distributors," Headings adds.

To be sure, most concrete grinding and polishing equipment manufacturers have the same goals and are striving to offer quality products. Headings believes that the service and commitment behind those products will ultimately work in Scanmaskin's favor.

"At the end of the day, it's really not about the physical equipment, it's about the people who are behind the name, and their commitment to excellence," he says. "People do business with people."



From upper right, the Thai Summit factory floor transitions from rough and scuffed to state-of-the-art polished concrete.

Another Smart Solution From Pentrunder

Swedish concrete cutting equipment specialist Pentrunder has a new attachment that makes it possible to use the Pentrunder MDU drill motor and modular drive unit for the Pentrunder MD1 drill system. Instead of a hydraulic motor or a high-frequency motor, the MDU itself can be used as drive together with Pentrunder's four-gear gearbox and a spindle unit.

The speed sphere will be extremely wide, and there is enough effect and torque for small, deep, and big holes. Pentrunder has also a back support, which makes the whole system very stable for very big drill bits.

A number of Pentrunder customers in Europe are already using the system with (39- and 35-in (1m and 900mm) diameter drill bits. A Norwegian contractor is using a 2.75-in (70mm) column, while in Germany the system is in use with the rail.

Pentrunder also has a new co-operation in Sweden with the sales and service company SDC, which will maintain, service and repair Pentrunder equipment in Stockholm and the Malardalen area.

www.pentrunder.com



National Dealer Conference Revealed a Lot

KPI-JCI and Astec Mobile Screens hosted more than 60 authorized North American dealers at its annual National Dealer Conference (NDC), held Sept. 16-19 in Eugene, Ore., USA

Each year, KPI-JCI and Astec Mobile Screens launches new products and sales tools for its dealers during the National Dealer Conference. This year, KPI-JCI and Astec Mobile Screens launched several new pieces of equipment, detailed below, and unveiled a new dealer-only app called "IronCaddy," which enables authorized dealers to access information about its five product lines, as well as media offerings. Each dealership received a new Samsung Galaxy Tab 3 to use for sales support and education.

New valuable tools

Melinda Schweitzer, marketing manager for KPI-JCI and Astec Mobile Screens, said this valuable new digital tool will allow dealers to have the latest information at their fingertips, while helping them maximize application and product videos and animations. During the 2013 National Dealer Conference, KPI-JCI and Astec Mobile Screens announced significant improvements to its website, kpijci.com. The website is multi-lingual in English, Spanish, Portuguese and French Canadian, and is automatically translated based on computer language preferences.



New Generation Vanguard Jaw Crusher

The Vanguard Jaw Crusher features replaceable wear parts to protect producers' investment in their equipment. Without proper protection, high-wear areas of a machine can significantly reduce its lifespan. The Vanguard Jaw Crusher's replaceable jaw die seats and replaceable barrel protector plate are two enhancements that decrease producers' exposure to costs inflicted by everyday wear and tear of normal use. The new generation Vanguard Jaw Crusher provides simpler maintenance with its jaw die wedges. In the new design, jaw die retention wedges hold the jaw die in place, providing easy access to the jaw die and efficient removal and replacement.

Another significant change is the elimination of the manual shim adjustment method to change the crusher's closed side setting. Unlike competitors the Vanguard Jaw Crusher utilizes hydraulic cylinders. The new design components – including increased stroke, toggle angle and flywheel inertia – also enable producers to achieve increased performance. The five largest Vanguard Jaw Crushers crush with a 1.5-in (38mm) stroke, which opens up wider and compresses material more, allowing aggregate to get crushed and through the jaw faster. The Vanguard Jaw FT3055 and FT3144 are the only jaw crushers in their class with a 1.5-in (38mm) stroke.

Additionally, the Vanguard Jaw Crusher's aggressive toggle plate angle gives more movement to the bottom of the pitman, resulting in more crushing per stroke. Its flywheel inertia allows the crusher to function while reducing energy input. By using large, dynamically-balanced flywheels, peak horsepower requirements are reduced, yielding greater efficiencies and fewer fuel costs.

Kodiak Plus K500+ Cone Crusher

The new 500-hp, remote-adjust K500+ cone crusher is the latest addition to the Kodiak Plus Cone Crusher family, filling a demand for larger secondary and tertiary cone



crushers used by high production aggregate producers and mining companies

New Series 9000 Dewatering Screen

The new S9000 Dewatering Screen is designed to reduce moisture content of washed sand to as low as 8-15 percent. It is available in multiple sizes, ranging from 2x7 ft (600mm to 2m) to 8x16 ft (2.4x4.8 m). The screen's 25-in (6.35mm) stroke operates at 1200 RPM, providing high "G" force action to separate water from the material. It is equipped with urethane media, has an adjustable incline from 0-5 degrees, and can be packaged in portable, semi-portable and stationary systems.

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The Florida Department of Transportation (FDOT) selected Pepper Contracting of Tampa to rehabilitate Dale Mabry Highway, a major artery into the city's downtown. Garrard Building Contractors, Winter Haven, Fla., was subcontracted to remove 230,000 linear feet (70,104m) of existing silicone joint material, then clean the joints and reseal them per the agency's specification. Due to scheduling constraints, FDOT could disrupt traffic only between 10:00pm and 5:00am. Garrard knew it needed to use equipment that would not only yield high production rates, but also keep workers safe. The company elected to use Husqvarna's RS 8500 D ride-on concrete saw, along with JW40 joint widening blades. The saw uses an up-cutting rotation that assists in propel-

ling the existing joint material to the surface for easier removal. This feature provided a major advantage by easing the manual labor needed to extract the material, saving time and money," says Garrard Project Manager Doug Stern. "It's very important when the working hours are limited to nighttime and short-hour shifts."



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Brazil's Huge Pot

The Brazilian professional demolition market is young and its size is unknown. But the prospects are promising in the country that can end 2013 as the world's sixth largest economy, according to the International Monetary Fund.

BY LUIZ CARLOS BERALDO

As in other parts of the world, the Brazilian demolition market can be divided into two main segments: general heavy-duty demolition or "destruction" (which includes implosion), and concrete sawing and drilling. The latter segment also includes controlled demolition work.

The first segment is more traditional, with companies serving the industry since the 1950s. Concrete cutting and drilling and controlled demolition emerged in the late 1980s, giving it a shorter history, but with more significant development.

In both cases, however, no statistics on volume or growth rates has been registered, due to the absence of trade associations that typically collect this kind of information. An initiative in this direction was taken by the Brazilian Association of Rental Construction Equipment (ALEC) in the mid-2000s, but without any positive results.

To get an idea of the demolition market in South America's largest economy, PDA magazine met with several key companies working in this sector.

An urban-centric industry

Unlike traditionally developed economies, Brazil is now relying increasingly on professional heavy-duty demolition contractors to build on the same site, or make partial demolitions to "reimagine" or expand existing

properties. Despite Brazil's vast physical size, trends point to cities having the greatest demand for demolition. In São Paulo, for example, two properties go to the ground every day to make way for new buildings according to unofficial estimates.

Concrete sawing and drilling and controlled demolition activity is focused on the industrial and commercial sectors in both urban areas—e.g., malls, industrial buildings, and stadiums—and in more remote regions where new roads, industries and other buildings are needed.

"Until recently, much of the demolitions in the country were made by the builders themselves, without much planning," says Alberto Libanio, owner and President of Furacon, which has provided in concrete cutting and drilling and controlled demolition services across Latin America since 1993. "More recently, with industrial growth and urban density, specialization has become mandatory."

Hilti, Tyrolit, and Husqvarna are the main global equipment suppliers operating in Brazil. Unlike other countries, where rental equipment companies have a large stake in this sector, the market's characteristics have required them to take a more specialized approach, often contributing skilled manpower to operate the more complex machines.

"Here in Brazil it is very common to see rental equipment companies also doing the actual work," says André Menezes, CEO of Husqvarna do Brazil's construction equipment line. "Both equipment and qualified manpower is rented." Still, he believes the market for equipment leasing has great future in this segment.

Menezes estimates that the country has about 200 small and mid-size contractors acting specifically in concrete cutting and drilling, and controlled demolition. They include approximately a dozen large, full-service operations, and as many as 200 contractors work that



provide mainly with heavy-duty demolition services.

In the 1970s, Menezes adds, companies used to buy the equipment. Today, however it is difficult to work as a distributor or agent of equipment because the margins are very small. "Currently, the contractor companies rent or buy the equipment directly from the manufacturer," he says.

Despite the economic downturn in developed countries, the deceleration of the so-called BRICS (Brazil, Russia, India, China, and South Africa) and the uncertainties surrounding the sustainability of Brazil's economy, Menezes remains optimistic about the future of professional demolition market.

"In spite of the PAC [Brazil's Growth Acceleration Plan] in infrastructure and housing, and the work to prepare for big events like the 2014 FIFA World Cup and the 2016 Olympics, Brazil has so far fallen short of the predicted economic benefits," he says. "Still, there is much work available. And even with the downturn, the country has much to grow in this segment."

Brazil is a new demolition market for Husqvarna. "We went from a holding zero five years ago," Menezes says, "and we are growing at a rate of 40 percent in recent years." Though he prefers not to share Husqvarna's current market share in Brazil, Menezes does note that, "we have about 30 percent of new customers, but we realized that traditional customer orders are not increasing at the level we had hoped for." Still, Menezes finds no reason for complains. "And the future is bright," he adds, calling himself "an eternal optimist."

What contractors are saying

Gilberto Giasseti, Technical Director of Porto Seguro Cortes e Furos in Jundiaí (São Paulo) doesn't share Menezes' optimism. Indeed, he is disappointed and concerned



Husqvarna Construction Products do Brazil's Executive Director, André Menezes.



essential



about defaults, that will account for as much of 5 percent of his company's billing in 2013, the highest in its 20-year history.

"In percentage, it may seem small," Giasseti says, "but considering that I work for major companies in sectors in oil, steel, pulp, and paper industries, is quite a lot of money."

Giasseti explains that customers really are going through a severe crisis, mainly due to slowing industrial growth. Even so, an outlook of zero growth for 2014 is actually considered reasonable. "If we have this 'false positive' or zero growth, but no decrease, I consider it a great victory," he says.

As Director of ALEC's Concrete Sawing and Drilling sector, Giasseti tried to carry out a statistical survey of this market in the mid-2000s. He subsequently became the organization's president.

"Unfortunately my work was not continued, and came back to square one," he says. Despite the lack of accurate information, it is possible to get some picture of the sector's size.



Technical Director Gilberto Giasseti of the contractor Porto Seguro Cortes e Furos.

"In my time, ALEC had a total of 80 members, with about 20 that worked with concrete cutting, including renting the equipment, and carrying out the work," Giasseti says. "Today the organization has more than 200 members working with



different types of demolition, and there should be another 200 companies operating in concrete cutting and drilling around the country."

However, "the vast majority of the companies in this area are formed in contractors' backyards," Giasseti adds. "They are amateurs or, if you prefer a more elegant way of saying it, start-up companies."

Giasseti also believes some equipment suppliers are destroying the industry by selling equipment with extremely affordable prices and financing, allowing any adventurous person to buy a machine of a demolition robot without having the slightest idea how to operate it. As a result, these companies offer prices far below what qualified contractors must charge to carry out their work.

"In brief, there was a very large quantitative growth in recent years, says Giasseti, "but qualitatively we are far away from the ideal situation."

These reasons also justify his lack of short-term confidence in the rental market. He does not believe in the rental market,

Unlike Husqvarna's Menezes, Giasseti believes the shortage of skilled labour severely constrains the future of the rental market, at least for now.

"The machines and equipment are very expensive, and require trained operators with knowledge and experience that cannot be obtained from one day to another," he explains. "Contractors thus prefer companies that have the equipment and do the service, rather than having to hire and train their own personnel, or risking endangering the work."

What's ahead for Brazil

When he started his business, Giasseti recalls an engineer from Tyrolit claiming that the city of Zurich had 120 companies specializing in concrete cutting and controlled demolition. "That was double what we had throughout



Brazil at the time," he says. "Today, there are about 200. Despite the questionable quality of some companies, there remains a huge potential for growth."

And despite his "eternal" optimism, Husqvarna's Menezes does not expect many improvements in 2014, due in part to uncertainties about the elections scheduled for later in the year.

"No matter who wins the election, what will happen after taking command of the country," he asks. "The growth may resume, or it may not." Still, Menezes adds, "the medium- and long-term prospects are good, because there is a huge possibilities for growth in this country. There is no doubt of that."

Giasseti too sees a brighter future beyond what may be a difficult year or two.

"After all, Brazil is one of the world's ten largest economies," he says, "and we are still far below the minimum necessary for this sector, in comparative terms. Giasseti expects the next government to do the necessary for the country to return its growth to acceptable level, with political reforms and fiscal taxes being priorities."

"Today, four months' worth of our company's activities are consumed by taxes," he says, "which is horrendous."



CLEARING

When it comes to understanding how to control silica dust, the manufacturer Ermator is the right kind of reliable source.

FOR DECADES, DUST WAS SOMETHING many concrete cutting and drilling contractors typically brushed off—literally and figuratively—as merely “part of the job.” But as the dangers of silicosis and other dust-related diseases have become better known, new regulations have emerged to safeguard the health of not only employees working in close proximity of dust sources, but anyone else who may be exposed to the hazard. This is particularly important for newcomers to the demolition and surface preparation business, attracted by the rapidly growing demand for polished concrete floors.

As contractors have gotten up to speed on silica dust, they’ve also had to quickly familiarize themselves with the various types of dust-control systems on the market. What they usually find is that not all vacuums, separators, and extractors are alike, nor does one model work for every application. Likewise, making decisions solely on price may save some money today, but fall short of providing long-term value in both performance and safety.

These are the issues that Fredrik Akermark, executive vice president for Pullman Ermator Corporation USA, wants contractors to ask about, rather than have to learn by trial and potentially costly error.

“You go to a specialist for quality grinding, polishing, and cutting equipment,” Akermark explains, “so why not do the same thing when you need help with vacuums?”

Spreading the word

Akermark and his team have gone to great lengths to make sure that when a dust-related question arises in the Americas, an Ermator answer is not far away. The company is a fixture at trade shows such as World of Concrete, ICPSC, and Brazil’s Concrete Show, and regularly participates in training sessions sponsored by distributors such as Runyon Surface Prep Rental and Supply (see issue no. 1 of PDA for the full story).

Along with helping familiarize contractors with dust control issues, the sessions also stress how selection of a dust control system depends on a variety of factors, such as the type of drilling or sawing machine being, power requirements, volume of work, and so forth.

“It seems we have one of these sessions every other week,” Akermark says with a laugh, “but we feel they are an important way to help contractors understand what our products are, and why they’re important to quality jobs and quality worksites.”

Ermator has also invested in developing its product line, led by the top-selling twin-filter T8600 three-phase vacuum, with a reliable 353 cfm airflow and adaptability with multiple grinders. Indeed, the T8600 has proven so successful that a propane version was introduced earlier this year (see page 22). Three new three-phase models—T400, T1000, and T18000—are set to make their U.S. debut at World of Concrete 2014.

Not bad for a company that few people knew very much about in 2008, when Sweden’s Ermator AB, a long-time leader in HEPA vacuums, dust extractors, and air scrubbers, began distributing products from a corner of a Tampa, Fla., as part of

newly forged a partnership with floor-care equipment manufacturer Pullman-Holt Corporation.

“Not many people cared about Ermator features when we got started,” Akermark admits. “Gradually that has increased both due to the emergence of dust control regulations, and the quality of our products.”

That quality is backed up by a rigorous testing regimen, including studies by the Institute for Occupational Safety and Health of the German Social Accident Insurance on right-sizing HEPA filter design for air flow and country-specific standards. A follow-up University of Alabama study that monitored dust levels generated by multiple operators using a floor grinder connected to a T8600 HEPA dust extractor verified dust and silica levels below OSHA’s recommended rates.

So when matched with an appropriately sized Pullman Ermator Pre-Separator, 90 percent of the material can be captured before reaching the vacuum’s pre-filter and HEPA filter units. And with the unique Longopac feature, waste can be quickly transferred to individually sealed disposal bags without having to shut down the vacuum.

“These features help maximize airflow and avoid interruptions for filter cleaning,” says Akermark, who acknowledges that a replacement HEPA filter can cost almost as much as some low-end vacuums.

“That vacuum may last only three months, after which you have to spend the same amount again for yet another unit,” he says. “Our vacuums don’t break down on job site, so there’s no lost time or compromised performance.”

A head-start on a new market

Having already staked out a substantial segment of the North American construction and concrete floor market, Pullman Ermator is poised to apply its technological know-how to the restoration and abatement market. This summer, the company acquired Pullman-Holt’s trademarked name in the U.S., and its popular HEPA vacuum and dust/wet vacuum product lines.

Akermark says the move provides instant credibility for Ermator-developed products, which will be marketed under the Pullman-Holt name.

“With such a well-respected name as Pullman-Holt, we’ll be able to reach new customers in new markets,” he says. “We have several new products in development that will soon be added to the existing Pullman-Holt range.”

The deal also gives Pullman Ermator more elbow room, as the company has relocated to a 200,000 sq ft (3,716m²) warehouse and production area in the Pullman-Holt building complex, not far from the original shared location. From there, Ermator specialists on both sides of the Atlantic will work with the existing U.S. sales team and distributor network to increase the visibility of the Pullman-Holt brand among retailers and end-users.

“Pullman-Holt now has the advantage of four Ermator sales representatives to support their efforts to serve clients—so-



GET THE AIR

...ething they didn't have for many years," Akermark says. "But our representatives have always been our biggest advantage. They meet with dozens of contractors a week to see what they do, what they need, and how our products can help them. We also use their input to modify our machine designs."

Preparing for a new regulatory landscape

Akermark expects that education will remain an important part of the company's efforts in the coming months as contractors prepare with the changing regulatory environment. The U.S. Occupational Safety and Health Administration (OSHA) recently issued its proposed rule for crystalline silica in construction setting, updating exposure limits for the first time in more than 40 years.

If adopted as published, contractors will be required to use dust controls and other measures to limit workers exposure to no more than 50 µg/m³ (micrograms of silica per cubic meter of air), averaged over an 8-hour day.

OSHA's proposed rule follows U.S. Environmental Protection Agency's April 2010 Renovation, Repair, and Painting (RRP) rule



for work performed in housing and child-occupied facilities built before 1978.

Akermark believes Pullman Ermator is well positioned to address whatever requirements are ultimately adopted, not only because of the performance of its HEPA filter vacuum systems, but also the relative youth of the U.S. concrete cutting and polishing business.

"They're more accepting of the health impacts of dust, and new technology such as HEPA filters," he says, "so they should be very interested in our products."

But regardless of a contractor's age, the number-one priority for today and the long term will be having a vacuum that performs eight hours a days—and more.

"Our vacuums may not be the most beautiful or the cheapest," Akermark says, "but they always work. Our customers can count on that."



Strength

A Challenge of Dangerous Pro

Soft, gentle, and safe demolition was the melody when three silos in the Port of Tampa was knocked down recently.

"A one-ton wrecking ball crashes into the concrete walls of an aged silo, sending jagged chunks of concrete, dust, and debris to the ground. Explosives detonate, reducing once-solid structures to rubble". When most people think of demolition, these are the scenes that come to mind. But on one Port of Tampa project, they were exactly what two demolition companies had to avoid.

Safety was paramount

The Port of Tampa Authority hired Kimmins Contracting to demolish three 150-foot (46m) silos and a 180-foot (55m) grain elevator that sat just five feet away from the nearest of several tanks that store thousands of gallons

of highly combustible fuel. Any damage to the nearby tanks could release dangerous fumes or fuel and create serious health and environmental hazards.

Kimmins needed to get the job done cleanly, precisely and safely. To do it, the company turned to True-Line Coring and Cutting and its small yet powerful Brokk machines.

No Margin for Error

The Port of Tampa sits near the west coast of Florida just 25 miles (40km) from the open waters of the Gulf of Mexico. The port, which handles a vast array of cargo, is one of the top eight cruise ports in the nation, and the largest port in the state. The four structures slated for demolition were located along the east side of the port and had been empty for years. In addition to being a nuisance, they also were hindering access to the neighboring fuel tanks. They had to come down.

Kimmins, one of the largest civil engineering and demolition contractors on Florida's west coast, knew safety was paramount, and meticulous, precise demolition in limited space was the key. Explosives were clearly not an option, and using a wrecking ball could send debris onto the tanks, damage other structures, and potentially release dangerous fumes. It also could allow fuel to escape and leach into the ocean, which would

harm fragile ocean life.

Kimmins decided demolishing the buildings with large concrete shears was the safest option. Typically, this process begins by crushing the walls, but this wasn't a typical job. Demolishing the walls first would cause the concrete above to topple toward the tanks. Instead, the company developed a plan to demolish the ceilings first, allowing the debris to be pushed safely inside the structures.

Kimmins knew what needed to be done, but its equipment wasn't capable of such a precision project; it was an unusual challenge that required an unusual solution. The company called in True-Line out of Tampa.

A Top-Down Strategy

Kimmins hired True-Line specifically because of its capabilities and experience with compact, remote-controlled Brokk machines. "We often work with Kimmins on concrete cutting projects," said Matt Alexander, President of True-Line's Tampa office, "but this job was a little different."

True-Line started by using its saws to cut openings in the sides of the structures. This allowed debris to fall safely inside of each structure as demolition progressed rather than toppling toward the fuel tanks. With parts of the lower walls removed, crews would be able to access the interior and remove debris. The company's Brokk 180 remote-controlled demolition machine handled the rest of the delicate operation.



The Brokk 180 was hoisted by a crane to the top of the silo to begin demolition of the roof.



The three silos and one grain elevator sat within five feet (1.5m) away of several combustible fuel tanks.



The remote-controlled Brokk allowed the operator to remain a safe distance from the work, while maintaining a clear view of the demolition.



of 20 Men

Proximities Meets A Little Giant

"The Brokk was powerful enough to break up the tough concrete, yet light and compact enough to rest on each surface and perform the demolition in tight quarters," Alexander said. "It was the ideal solution."

True-Line equipped the Brokk 180 with a breaker and hoisted it to the top of the first silo with a crane. It sat on top of the structure during much of the roof demolition, but remained harnessed to the crane. Once the roof began to drop, the crane suspended the Brokk over the building to complete the demolition of the ceilings below.

The Brokk made the job safe by removing all workers from the demolition site, with only one operator needed to control the machine from a safe distance away. Without it, crews with jackhammers would have been hoisted to the roof, where there was significant risk of falling. And, because of Florida's extreme September temperatures, heat exhaustion or heat stroke were real possibilities.

Once True-Line knocked down the ceilings of all four structures, Kimmins was able to crush what remained of the sides of the structures, again pushing the debris safely into the interior where it could then be removed from the site. The entire project took approximately two months to complete.

True-Line Meets Brokk

True-Line Coring and Cutting has been using Brokks on a weekly basis for the past 11 years for a variety of projects, from knocking out warehouse walls to allow for additions to removing interior stairwells to demolishing entire build-



The compact Brokk 180 was light enough to sit on the roof of the structures yet powerful enough to break up the tough concrete.



dings from the inside out. But Alexander was a latecomer.

Ron Dailey, who runs the True-Line Coring and Cutting office in Nashville, was the first within the company to buy a Brokk. "Ron was calling me constantly, telling me about the Brokk machines, saying that I needed to get one," Alexander said. He was skeptical, but flew from Tampa to Nashville to watch the Brokk in action. He was impressed, but still hesitant. Then an ad headline caught his eye.

"Brokk Does The Work of 20 Men With No Workers' Comp Claims"

"What really appealed to me were the capabilities of the machines without the risk of injuries," Alexander said. He purchased a Brokk 180, and the machine opened avenues of business that True-Line wasn't able to safely pursue before.

Brokks are ideal for work in confined spaces. They're small enough

to fit into tight spots and, as they're electric-powered, there is no potentially harmful exhaust. In addition, operators can run the machines from a distance, away from potentially dangerous situations.

Since he made that first purchase, Brokks have boosted jobsite safety and efficiency and diversified the company's workload. Alexander has since added a Brokk 90 and a second Brokk 180 to his fleet, and he says the company often gets work specifically because of their capabilities.

"We would do some demolition work prior to getting the Brokk machine, but that was all done by handheld tools such as jackhammers," he said. "It wasn't efficient, and because it put operators in the line of the work, it left the door open for injuries."

In the majority of its projects, True-Line uses its Brokks in conjunction with its concrete cutting operations.



Concrete Polishing Stage at 2013 IC

Though the International Concrete Polishing and Staining Conference (ICPSC) celebrated its sixth birthday in September 2013, four might well be a better number to describe the event. There were 40 exhibitors and nearly 400 attendees from across the U.S. at the Gwinnett Convention Center in suburban Atlanta, Ga., to enjoy four days of seminars, demonstrations, and networking in what is one of the concrete industry's fastest growing segments. PDA's Jim Parsons reports.

STARTED IN 2008, ICPSC HAS GROWN in step with the popularity of concrete polishing and surface preparation, providing a venue where industry veterans and newcomers alike can learn about techniques, procedures, and the latest industry technology, as well as discuss new issues and ideas. And from all indications, there was plenty to see and talk about.

Plenty of news

"Every contractor that I spoke with seemed to really enjoy the seminars and learning new things," says Joe Quick, CEO of The Concrete Protector, Wapakoneta, Ohio. "They carried an excitement with them as they walked through the display booths." Quick's company brought several of its branded products to ICPSC for the first time, including the CP Elephant, a floor polisher with a 15-20 hp (11-15kW) engine and a 31.5-inch (800mm) work area. The company's smaller model, the CP Eagle, has a 5- to 10-hp (3.7-7.6kW) engine and 20.5-inch (521mm) work area. Also on hand was Blue Star Diamond, of Traverse City, Mich., which showed its American-made Premium 4-segment diamond line designed to cut through the cream of even the newest, hardest concrete. The tools are available in 30/40, 60/80, and 120/140 grits with a variety of mounting options for medium and large planetary and rotary machines.

Diamond tool maker Superabrasive didn't have to travel far from its Hoschton, Ga., to the headquarters to share its products with ICPSC attendees, nor did polishing tools and supplies maker GranQuartz of Tucker, Ga. Other notable exhibitors included Roselle, Ill.-based concrete and polishing equipment distributor Jon-Don, small equipment manufacturer EDCO of Frederick, Md. These companies' primary goal was to reacquaint themselves with current customers and cultivate new contacts, saving any new product debuts for the larger stage of World of Concrete 2014. Though Pullman Ermator of Tampa, Fla., is also waiting for World of Concrete to share its newest product rollouts, the company's T8600 propane HEPA dust extractor nevertheless attracted attendees interested in controlling dust without the need for a generator. Ermator also teamed up with slurry management products maker GelMaxx of Santee, Cal., to present a seminar on The Physics of Vacuum Systems and Proper Waste Disposal, which addressed the proper use of vacuums and the best methods for disposing of various types of concrete waste.

For those who missed this year's ICPSC or are interested in attending for the first time, it's not too early to start making plans. The event's organizers have already booked the Gwinnett Convention Center for 2014 (September 11-14), and 2015 (October 1-4).



ing Takes Center CPSC in Georgia



The ICPC is the Concrete Polishing Industry's Big Tent organization

The ICPC has been established by an independent group of concrete polishing contractors. Together ICPC bring more than 50 years of combined business, construction and polishing experience to the organization. Its sole purpose is to offer industry venues in which to learn techniques and procedures as well as show the latest industry products, equipments, and technology. During these events ICPC also wishes to encourage discussion of issues and ideas.

These annual events will present an unbiased look at all the latest the industry has to offer in technology and knowledge. ICPC is not affiliated with any industry manufacturer's or providers.

It's been the mission for the past five years to build a "Big Tent" where leaders from every corner of the concrete polishing industry can spend time together, learn from each other, and together make polished concrete the flooring of choice around the globe. Each year ICPC gets closer to making its vision a reality. More than 40 countries (some as far away as Africa, the Middle East, Australia, and Asia) are represented, and six of the seven continents come together to perfect their skill. This is a community of contractors, manufacturers, organizations, associations, architects, engineers, and scientists gathering together to share their best information and learn from each other. National and international associations and organizations like the CPAA, US-GBC, CSDA, and IPCI, spend time together with the industry's best to discuss ways to help the industry grow and develop.

www.icpsc360.com

BUILT FOR DEMOLISHED

Oakland Global, Oakland, CA's largest development project in many years and the highlight of the Bay Area's many military base reuse projects is formally underway.

BY: ROBERT SELNA
PHOTOS: DAN NOURSE

UNDER THE \$1.2 BILLION OAKLAND GLOBAL master plan, the 300-acre World War II-era Oakland Army Base located on eastern shore of San Francisco Bay will be replaced with the Oakland Global Trade and Logistics Center, a world-class intermodal hub for transporting goods by seaport, roads, and railways. The development is a public-private partnership between the City and Port of Oakland, and developers California Capital & Investment Group and Prologis, which are based in Oakland and San Francisco respectively.

Delicate deconstruction

In the initial phase, 140 acres owned by the City of Oakland and rendered dormant due to outdated plumbing, roads, and power generation will be rebuilt into a modern cargo transfer facility. The second phase, on Port of Oakland land, contemplates constructing near-dock rail loading tracks, allowing cargo to be moved from ships onto trains, and a new marine terminal, linking bulk commodities and oversized goods from across California to ocean-going vessels destined for Asia.

Alameda County, the City of Oakland, the Oakland Unified School District, AC Transit, and other public agencies will gain approximately \$2.9 million in tax revenue annually when both phases are complete.

In the early stages of construction, nine large buildings will need to be taken down, but the job is not as simple as smashing the structures with a wrecking ball and collecting the splinters. Plans include disconnecting utilities, segregating and disposing lead and asbestos-laden debris, preserving valuable wood for resale, and crushing foundations for reuse on the Oakland Global project.

The main difference between deconstruction and demolition on the project is that the buildings scheduled for deconstruction feature old-growth Douglas fir timber beams, posts, and trusses that are valuable for reuse in new or renovated buildings. Compared with younger wood, old-growth timber has dense growth rings that enhance strength. Sawmills no longer offer old-growth in pieces large enough for structural

use, according to Cliff Kunkel, Senior Project Manager for the Oakland Global construction joint venture. Kunkel says that wood from deconstructed buildings is often ground up into mulch for bio-fuel. But the demand for large, old-growth pieces, means it makes sense to preserve and sell them.

"The cost associated with preserving timber in deconstructed buildings is not usually reflected in what it can be sold for," Kunkel says. "In this case, the wood is much more valuable. We can salvage it and put it back into circulation, cut down fewer trees, and divert from landfill."

Preserving the old-growth wood helps the demolition project comply with city and state rules requiring construction and demolition debris recycling. The City of Oakland now requires 100 percent recycling/reuse for asphalt and concrete, and 65 percent waste reduction for all other materials.

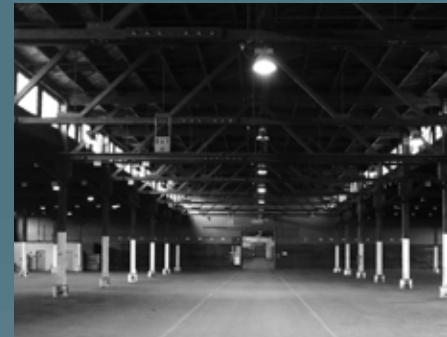
Oakland Global's deconstruction and demolition project is specifically designed to meet those rules. When the deconstruction and demolition work is complete, an estimated 3,150 tons of salvaged materials will be sold and recycled across the western U.S. and Mexico.

A prime location

Oakland Global harks back to World War II and the U.S. Army's need for a West Coast transshipment facility to support the war in the Pacific. With its waterfront rail access and direct route to the Far East, Oakland represented an ideal location. By the time the war was won in 1945, the base had shipped more than 8.5



FOR PEACE



million tons of cargo and Oakland established itself as an important industrial city.

As part of a nationwide base consolidation and closure effort in the late 1990s, the Oakland Army Base was shuttered along with many other Bay Area military installations. And there it sat for nearly a decade as a long list of creative ideas surfaced. Most of the ideas were not grounded in practicality, and few met the criteria for public funding because they were locally focused and did not advance state or national interests.

In 2008 the City of Oakland issued a competitive request for qualifications. Out of thirteen original responses, the Oakland Global plan stood out. It proposed to modernize the outdated base, but to have it serve essentially the same function—move goods and materials through Oakland and Northern California.



The plan recognized Oakland's direct path to Asia and understood state transportation funding priorities of increasing the volume, speed, and reliability of cargo moving through the state's ports; improving roadway safety; and reducing truck emission by moving more goods by rail.

In 2012, following complex planning and negotiations, the city signed an agreement with developers Prologis and California Capital & Investment Group to create a modern trade facility to maximize economic output, reduce environmental impacts, and return solid, working class jobs to Oakland.





Getting started

The project's first phase is expected to cost \$500 million. The funding sources include \$15 million from the Port of Oakland, \$15 million in federal transportation funds, \$54.5 million from the City of Oakland, \$172 million in private investment, and \$242 million in state matching funds. This fall, physical work will begin to rebuild World War II infrastructure using 21st Century standards, methods, and materials. Replacing pipes that leak one million gallons of water monthly, electrical grids and communications lines that don't support modern technology, and roads that fail current safety and esthetic standards are just a few of the tasks at hand. Later, one million square feet of warehousing will be constructed along with a new rail yard and tracks.

The massive first-phase infrastructure work will not be easy

or fast. It is expected to take nearly five years, but it will preserve Oakland's opportunity to take the next big step toward becoming a true intermodal logistics powerhouse and competing with world-class ports.



Recycling the Historic US Navy Annex

Demolition Services Inc. (DSI), of Manassas, Va., and Powerscreen® crushing plants are key players in the demolition and recycling of the historic seven-building, one million square foot Navy Annex, which will provide for expansion of the adjacent Arlington National Cemetery. The Navy Annex was built in 1941 to be a temporary warehouse facility, but was converted to federal office use after Pearl Harbor. It served as Marine Corps headquarters for more than five decades. It also was used extensively during the renovation of the nearby Pentagon prior to and shortly after the September 11, 2001, attacks.

The majority to be recycled

"The Navy Annex is not the biggest or most involved project we've ever done," says DSI Owner and President Ron "Boots" Feather. "But it is indeed a massive job. We have complete responsibility for the total demolition of all the buildings, inside and out, and disposition of all materials. Virtually all annex

materials will be recycled, with little going to landfills." A Powerscreen XR400S primary jaw plant and a Powerscreen XH320SR horizontal impact crusher are the key components of the recycling operation. The crushers are producing 21A road base, also called RC6.

"We work our crushers hard," says DSI General Supervisor Justin "Bulldog" Stanley. Downtime is another major factor, adds Feather. "Over the years I've had minimum downtime with Powerscreen equipment, and practically no major unplanned downtime, which is often the difference between profit and loss," he says.

DSI has 30 pieces of equipment and 40 employees, including two full time mechanics. The mechanics are normally very busy. So equipment operating crews are generally the people performing normal maintenance procedures. "This is one of the areas where our Powerscreen equipment shines," Feather says. "The maintenance is simple; we just strictly follow the manufacturer's recommendations. Our crews love this Powerscreen equipment, and they treat it like they own it. You can imagine how important that is."

Feather also says that the distributor is often as important as the equipment. He has worked with Powerscreen Mid-Atlantic, Inc., headquartered in Kernersville, N.C., for about 12 years, and has found them to be knowledgeable, dependable, and will provide excellent service on a timely basis, especially in a pinch. "Actually we've never had a lot of need for emergency service, because we've not had problems of that type with our Powerscreen crushers," he says. "But Mid-Atlantic



Navy Annex demolition will allow expansion of the historic Arlington National Cemetery (at left) and Pentagon in the background.

is always at the ready. And we can get expert advice on crushers and crushing operations.

The right set up

For the Navy Annex job, DSI uses the XR400S jaw as the primary crusher feeding directly to the XH320SR impactor."

"We've found on this job that using a primary jaw greatly increases our overall crushing efficiency and doubles the life of our impactor blow bars," Feather says. "We're working with a lot of very large pieces of concrete rubble, and much of it is loaded with steel. The jaw crusher breaks down the large rubble to 5-inch (127mm) minus and frees up much of the steel before feeding the impact crusher, which then finishes the process: shattering the rubble to road-base size and leaving the metals clean and ready for sale to metals recyclers." Medium chrome blow bars have also proven helpful. "We've found it to be better for metals and rubble on this job than manganese or ceramic," Stanley adds. "And one of the really great things about the Powerscreen XH320SR impactor is that it is actually a self-contained combination of crusher, screener, return conveyor, and stacker. The return conveyor sends oversize material back to the crusher inlet. This helps

minimize the number of machines we need for our crushing operation."

A prime feature of the XR400S jaw plant is the hydraulic release, which prevents damage to the crusher by uncrushable objects such as metal and unduly large rubble. Other basic features include hydraulic folding feed hopper with boltless fixing system, hydraulic tilting conveyor system, efficient direct drive, high-swing jaw, height-adjustable product conveyor, and hydraulic folding extended hopper. Feather also values Powerscreen's dust control features, safety shut-downs, and Scania engines for prompt response, high performance, and fuel economy.

"Powerscreen's fast setup is good, too," Feather adds. "For example, the XH320SR impactor came to our Navy Annex site directly from a ship in Baltimore harbor and was set up and running in a half-hour after it arrived."



The Powerscreen XR400S primary jaw plant (right) and Powerscreen XH320SR impactor plant.



DSI Owner/President Ron "Boots" Feather (left) and General Supervisor Justin "Bulldog" Stanley.

New Propane Vacuum Allows Safer Concrete Grinding Without Electricity

Ermator, a well-known manufacturer of HEPA vacuums for the construction industry, has introduced the new T8600 propane vacuum. By combining the performance of the world's best-selling vacuum for concrete grinding, the three-phase T8600 Dust Extractor, with a propane-powered engine, Ermator offers a vacuum that can keep up with every model and brand of propane grinder and saw on the market today.



"We have seen the market growing for propane grinders, but until now there weren't propane vacuums that could keep up with any of these grinders," says Fredrik Akermark, Vice President of Marketing for Ermator. "We see a great potential for this product, not only for use with grinders, but also with saws used for road work".

The T8600 propane vacuum has an 18 hp (13.4kW) Kawasaki motor made by American Onyx, with a direct-driven turbine. The vacuum provides 410 cu ft (11.6m3) per minute and 115 inches (2.9m) of water lift. "By combining this high powered, high quality motor with all the standard features from our electric-powered vacuums, we are bringing an amazing product to the market", Akermark adds. All Ermator dust extractors include standard

features that protect workers from hazardous dust and keep the environment clean:

- Individually tested and certified HEPA filters
 - Coated polyester pre-filter socks
 - Drop-down disposal system
 - Longopac® collection system
 - JetPulse® filter cleaning
- www.ermatorusa.com

Pro Polish System Delivers Excellent Concrete Polish Performance

Designed for use with popular models of single- and dual-head, low-speed surface grinders, General Equipment Company's Pro Polish floor polishing system efficiently produces high-quality polished concrete, marble, and



other types of surfaces without the need for expensive and complex equipment. The Pro Polish system utilizes a series of seven 10-inch (254mm) diameter diamond-polishing pads that are easily secured to the appropriate surface grinder using Velcro. The chemistry of

the diamond pads is specially formulated to operate at the lower rotational speeds commonly found in surface grinding equipment, including General Equipment's SG12 and SG24 Series surface grinders.

Polishing pads range in composition from 50- to 3,000-grit, and are color-coded to simplify the progression from one pad to the next. Users need only to follow the pad color sequence until the desired results are obtained. Hardeners can be combined with pads, usually 400 grit and higher, to help intensify the brilliance of the floor shine. The simplicity of the Pro Polish system makes it ideal for anyone from a seasoned contractor to do-it-yourself homeowner. When properly used to maximize service life, the system will polish up to 15,000 square feet (1,400m2) of concrete.

www.generalequip.com

Daejin Launches ADAS System

Daejin will launch a new premium laser welded diamond blade at World of Concrete 2014. Developed using the innovative Automatic Diamond Arrayed System (ADAS) technology, the blade's diamond arrayed patterns and segments can be reconfigured at the customer's request to meet specific needs. Benefits include extremely fast cutting and long life. Look for Daejin in the Central Hall, booth C3962, at World of Concrete.



Updated Schwamborn DSM 800S Grinder

Maximum grinding performance demands the best possible technology. That's why Schwamborn's DSM 800S floor grinder has been equipped with even greater power, making it more efficient, reliable, and powerful than its predecessor version.

The DSM 800S includes a new IE2-compliant motor technology saves energy and increases efficiency. The power transmission has been optimized as well, increasing the grinding performance in terms of square foot/square meters per hour. This ensures time savings and professional grinding results when removing coatings with special PCD diamond tools under heavy working conditions. Schwamborn's DSM800S also takes another great step forward in efficiently grinding and polishing uneven floors by using the new Diaflex soft diamond carrier.

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TO THE BIG

Selected list of Exhibitors at World of Concrete 2014

3M	031218, 031224
Access Construction Equipm.	N1847
Adjustable Kicker LLC	C4567
Airtec - Marindus	030532
Allen Face & Co	C4972
Allied Construction Products	C3857
Alpha Professional Tools	S12152
Altturnamats, Inc	N717
Amano Pioneer Eclipse	030321
American Concrete Institute	
American Shotcrete Associa.	S10839
Aquajet Systems AB	S12314
AuctionTime.com	C6390
Aztec Products Inc.	030520
Bartell Morrison	030337
Black Lab LLC	S11621
BlastPro	S11339
Blastrac	S10117, S10117a, S10117b
BMH Systems	N619
BN Products	N2737
Bobcat Co	C5479 S10339a
Bosch Power Tools	031658, 031752
Braxton-Bragg Corp.	S12839
BRITESPAN Building Systems	C6249
Brokk Inc	C4327
Buffalo Turbine LLC	C6189
Canam-Hambro Floor Systems	N1558
CASSANI srl	N457
Caterpillar Inc	C5661
Chicago Diamond Supply	030607
Citadel Floor Finishing Systems	S12639
Case Construction Equipment	C5749
Columbia Machine Inc	N812
CON-E-CO	N1019
Concrete Polishing Association of America	S11020, S11020a
Concrete Polishing USA	S12931
Concrete Sawing & Drilling A.	C4435
Concut, Inc.	030601
Coneqtec/ Universal	C5873
Conjet AB	S12139
CONTEC North America	040631
CROWN CONSTRUCTION	030331
Crusader Mfg Inc	S11254, S11254
CS Unitec Inc	030747
Daejin Diamond Co., Ltd.	C3962
Daniel Mfg., Inc.	C6543
David's Dozer V-Loc System Inc	C6373
Dayton Superior Corp.	CES01
Desert Diamond Industries	N2159
Diamond Blade Warehouse/	
Diamond Chain International	S10727
Diamond Pauber SRL	S12949

America's strongest trade show in terms of the sectors that are covered in PDA Magazine is gearing up for its 2014 edition. World of Concrete, which will be held on January 20-24, 2014, at the Las Vegas Convention Center, is also gearing up for its 40th Anniversary.

WITH A 40-YEAR HISTORY of action and innovation under its "tool belt," World of Concrete attributes its legacy to the continued success of exhibitors and attendees. World of Concrete has a reputation as the only annual international event dedicated to the commercial concrete and masonry construction industries.



For readers of PDA Magazine it is the perfect place to watch and test new equipment for concrete sawing and drilling, concrete floor grinding and polishing, handling of dust and slurry, hydrodemolition and traditional demolition, recycling of demolition waste, and handling of hazardous material.

In addition to highlighting its 40th anniversary, WOC 2014 will feature a week packed full of exciting hands-on product demonstrations, spectator events and competitions, more than 100 educational sessions, as well as luncheons and forums on the latest industry topics. Providing abundant opportunities for networking, training and business growth, this well-known industry mega-show will include more than 1,000 leading suppliers and an expected 50,000 registered concrete and masonry professionals.

"WOC 2014 will be an important event for the industry. Attendees can find everything they are looking for in one place—new and innovative products, leading suppliers and, extensive training opportunities



MEET 2014



while networking with their peers and enjoying all that Las Vegas has to offer," said Jackie James, Director, World of Concrete.

World of Concrete will continue to bring international buyers together with U.S. exhibitors to expand business domestically and overseas. For the 9th consecutive year, the U.S. Department of Commerce has selected the World of Concrete for the International Buyer Program (IBP) for both the 2014 and 2015 shows. WOC draws significant attendance each year working with the Department of Commerce. As part of the program, delegations from all over the globe will attend World of Concrete to connect with U.S. exhibitors interested in exporting goods and services. The International Business Center will be their headquarters for these activities.

Education and Learning

The World of Concrete Education Program features targeted 90-minute and 3-hour sessions within targeted tracks such as Leadership and Management, Decorative Concrete, Safety and Risk Management, Finance and Money Matters, and the new Engineering track, among others. With more than 50% brand new sessions, WOC 2014 will offer more than 100 expert-led sessions, including interactive workshops such as Train-the-Trainer, Boot Camps for Field Leaders, and OSHA 10-Hour Safety plus Hands-On-Training opportunities for laying concrete masonry block, placing and finishing floors, surveying, stamped concrete and concrete repairs. Targeting both civil and structural engineers, the new Engineering Day, scheduled for Thursday, January 23, features a new education track with six seminars as well as scheduled demos and other events.



Outdoor Demonstration Areas

Unique to WOC is the outdoor exhibits and demonstration area where attendees can see equipment and technology in action. This high-energy, high-impact area lets attendees test products under real jobsite conditions—giving them the knowledge they need to make educated purchasing decisions. Popular returning events include the John Deere Operator Challenge, Western Star Serious Trucks Challenge, the SPEC MIX BRICKLAYER 500@ competition, SAIA's Safety Boot Camp, Pervious Concrete LIVE!, Masonry Veneer Live and the 2014 CIM Auction, just to name a few. This is the place also where you can spot numerous concrete floor grinding and polishing machines, concrete sawing an drilling equipment and demolition equipment being demonstrated.

Also within this Pavilion, the Let's Build with Concrete for Habitat event will be showcased once again. For the past few years, attendees have participated in a hands-on tool demo activity constructing concrete tabletops. After the event, these items were donated to Habitat for Humanity Las Vegas ReStore. This year, the goal will be to create a number of concrete items for donation with the help of instructors and students involved in Skills USA, to work on the items during show hours. Attendees will get to see the setup, demonstrations of the decorative concrete items being made, and a viewing of the completed items before they are shipped to ReStore.

A Big Variety of Events

During the week WOC offers Editorial Luncheons and Tours, where attendees can do everything from enjoy a meal while listening to industry leaders on the hottest topics today to networking with peers at the new daily Breakfast with the Experts sessions, the CIM White Paper Presentation, or the Hoover Dam and Lake Mead Intake Project Tour and Hoover Dam and Bypass Bridge Tour. The 2014 luncheon offerings include the new Self-Consolidating Concrete Presentation & Forum, Concrete

Diamond Productions Canada	S12053
Diamond Products	C4877, O30003
Diamond Speed Products, Inc.	S12250
Diamond Vantage	C4653
Diamondtec International Inc.	S12308
Disco Abrasive America	C3867
DIT Co., Ltd.	S12408
DITEQ Corporation	C4641, O30201
Dixie Diamond	C4341
Doosan	C5487
Drumcutters	C6448
Dry Air Technology	S12554
Dur-A-Flex, Inc	S12127
Dustless Blasting	C6280
Dustless Technologies	S13056
E-Z Drill Inc	C4241
EASI-POUR	C5921
EDCO	O31035
Engrave-A-Crete Inc	O41035
Ermator LLC	S10715
Fascut Industries Inc	N3229
Fengtai Diamond Tools USA,	S12350
Gang Yan Diamond Products	S11807
GDM / TERRA DIAMOND	S11015
Gehl Co	C5451
General Equipment Co.	S10815
Genesis Attachments	C4221
Gensco Equipment	N3016
Geoplast SPA	C6639
Gilson Co Inc	N3037
Global Sealer Technologies	O40743
Goff, Inc.	S11120
GOMACO Corp	C5146
Haugen Attachments	C5991
Hilti, Inc.	O31158
Honda Engines	N1727
HTC, Inc.	O30933, S10639
Husqvarna Construction Prod.	C4305,
	O31700, O31700a,
	O31700b, O31700c,
	O31700d, O31700e,
	O31700f, O31700g
Hybrid Coating Technologies	S12851
IBIX North America	S12800
ICS - Blount, Inc.	O30504
IHI/Compact Excavator Sales	O30761
Innovatech Products & Equip.	S10515
International Concrete Polishing and Staining Conference (ICPSC)	S12651
International Concrete Repair	S10539
IPC Eagle	S12547
IQ Power Tools	O30968
Irving Equipment LLC	C5445
Jetstream of Houston LLP	S12319
John Deere	C5461
Klindex SRL	

Kosteel Co., Ltd.	N1927
Kubota Tractor Corp.	C5683
Kut-Rite Mfg.	O30921
Lackmond Products Inc	C4557
Lee Yeong Industrial Co., Ltd	C3964
Levetec Surface Preparation	S11027
Liebherr	C6261
Lignomat USA	S12354
Manitou America's, Inc.	C5451
MAPEI Corporation	S10927
MB America, Inc.	C3650
Multiquip Inc	C4804, O30220, O30231
Mustang Mfg Co Inc	C5451
National Flooring Equipment	S11139
Natural Stone Solutions/ZL	O30737
NLB Corp	S11413
Novatek Corporation	S10355
Ocean Diamond Inc.	S12926, S12926 O31101
Paladin Attachments	C4319
Pearl Abrasive Co.	S11839
Pentrunder Inc.	O30311
PDi Magazine, PDa Magazine	C4256
Phoenix Curb Machines	O31429
PreView Radar	C6642
PROSOCO, Inc.	S10614
Quanzhou Zhongzhi Diamond	C6507
Ready Jet	N2355
Reliable Diamond Tool, Inc.	C3651
Ritchie Bros Auctioneers	C4113
RNP Industries Inc.	S11953
Runyon Surface Prep	O40535
Saint-Gobain Abrasives, Inc.	C4830
SASE Company Inc.	S10215, S10215, N2236
Save-Sorb	C6675
Saw Seal, Inc.	C6144
Scanmaskin USA Inc.	O30812, S10939
SPE North America Ltd.	O30237
Specialty Products Inc	S12506
SSI	C4273
Stihl Inc	C4633
Superabrasive, Inc.	O30842, S12027
Superior Surface Solutions, Inc	O40735
Surface Shields, Inc.	S12619
Terex	C6427
Terrco, Inc.	O30771
Tru-Cut Inc.	S11947
US Saws	S11907
US Shotblast Parts & Service	S10146
Wacker Neuson Corporation	O30145
Warrior Diamond, Inc.	C4872
World Diamond Source Inc	S11307
Xiaoyu Abrasives	O30513



Repair, Concrete Polishing, Quality in Concrete Slabs, the new Insulating Concrete Forms Luncheon & the new Missouri River Bridge Project Luncheon.

The 11th Annual "Most Innovative Products" Contest showcases the best new products of 2014. Attendees can browse product entries at participating exhibitor booths and cast votes at the show or online to determine the most "innovative products of the year."

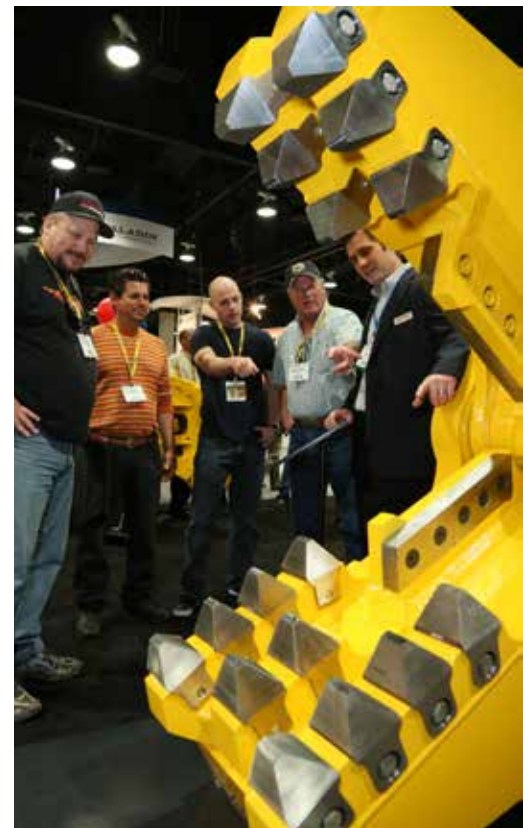
To honor hardworking crews in the construction industry, World of Concrete is proud to showcase CREWS THAT ROCK, sponsored by BASF. Crews submitted stories and photos of their inspiring projects from the past year for a chance to win a trip to the show, including hotel nights, seminars, and other exciting prizes. Winners will be honored at a reception on Wednesday, January 22, 2014, from 3:00 to 4:00 p.m. at WOC 2014, hosted by TV hosts Dean & Derek, along with management from CTR's exclusive sponsor, BASF, and WOC Show Management, as well

as members of the industry press. More details are available at www.crewsthatrock.com.

The World of Concrete 2014 free Mobile App, which will be available for download this fall, allows attendees to quickly find exhibitors, seminars and events, speaker information, and more from iPhones, iPads, Androids, and Blackberry devices.

You are also welcome to visit PDa Magazine's booth in the central hall with booth number C4256. In the same booth you also find the latest copy of the international sister magazine PDi Magazine. See you at WOC!

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**Aqua Cutter Robot Eliminates
Cost of 50 Jackhammers**



Austrian tunneling contractor Alpine Bau has saved the cost of up to 50 jackhammer operators by using an Aquajet Aqua Cutter 710V hydrodemolition robot system on three underground stations of Singapore's new Downtown MRT Line.

Alpine Bau was awarded a \$436 million contract to build two sections of the new transit system for Singapore's Land Transport Authority. The two sections involve the construction of three new stations and 3.5 miles (5.72km) of single-track tunnels using tunnel boring machines, and an additional 1,460 feet (445m) by cut-and-cover. Included in the sections are construction of three stations, one of which was designated as a civil defense shelter. That facility required extra-deep piling and station walls formed from an inner and outer skin.

"There are large surfaces where the concrete has to be removed and the reinforcement rods bent to connect the two walls," says Christopher Parkhill, Regional Sales Manager for Asia Waterjet Equipment (AWE), Aquajet's distributor in the region. "The other two stations, which are more conventional in structure, also require the concrete walls to be smoothed and rebar to be freed and bent back."

With about 150,000 sq ft (14,000m²) of concrete to remove, the contractor would have typically have used jackhammer operators.

"To achieve this level of productivity, the contractor would have had to use somewhere between 30 and 50 jackhammer operators. Given the area and schedule requirements, that approach would have required a large force of contract workers. A more attractive solution was the Aqua Cutter 710 robot's hydrodemolition technique, which can remove as much as 1,614 sq ft (150m²) each day," Parkhill says.

The recently introduced 710V robot is a versatile hydrodemolition machine suitable for horizontal, vertical, and overhead applications. The robot works typically at a water pressure of 14,500 psi (1,000bar) and flow rate of 66 gallons (250 litres) per minute. It handles removal depths to approximately 40 inches (1,000 mm) if required, with extended free-standing, vertical reach up to 23 feet (7m). The latest model

also offers a 13-ft (4m) extended working width as an option, and standard track widths up to 5.4 feet (1.64m).

Aquajet's engineers, in association with AWE personnel, trained the Robot's operators, and the machine was soon working to optimum levels. "The learning curve was fast, and we were also able to show the Aqua Cutter in action to other companies considering investing in this equipment," says Parkhill.

On average, the Aqua Cutter 710V removed between 2.3-in and 3.3-in thick (60mm and 85mm) concrete, with some areas requiring as much as 4.7 inches (120mm) to be removed. The 3-D positioning of the front power head gave the operator full freedom to reach all areas.

"When obstacles were encountered the machine simply went around them," said Parkhill. "A jackhammer operator would have been slowed down."

Parkhill believes hydrodemolition technology has great potential in Singapore, "especially now that the Singapore government is offering grants and incentives for contractors to modernize, and reduce the reliance on contract workers from overseas."

www.aquajet.se



Servitécnica Takes the Heat to Tackle Complicated Paper Mill Cutting Job



Brazilian concrete cutting contractor Servitécnica has carried out a demanding job at the Fibria Celulose paper production plant in Aracruz, one of the biggest paper mills in the world.

Since the plant was constructed in 1978, production has been periodically halted in order to clear solid material resulting from the manufacturing processes from four massive effluent mixing tanks. The maintenance is performed at three levels in each tank, with a 23-sq in (600mm²) opening in heavily reinforced concrete covers providing the only access for workers. As a result, cleaning operations are extremely slow and cut into the plant's productivity.

To address this longstanding problem, Fibria Celulose asked Servitécnica to remove the twelve concrete slabs, each of which measures 11ft x 8.5ft (3.4m x 2.6m), and

weighs 4.4 tons. Removing the effluent mixing tank covers will allow the removal of solid residues from the interior of the tanks to be mechanised, resulting in shorter factory shutdowns and improved productivity.

The challenge for Servitécnica was that the tanks had to remain in operation during the removal process. What's more, the cutting process could not result in any solid material falling into the tanks.

Fortunately, Servitécnica's more than 20 years of experience in concrete sawing and drilling provided a wealth of expertise to tackle this difficult assignment. Due to the irregularities in the slab/s and the impossibility of gaining access to their undersides, Servitécnica decided to cut them using wall saws equipped with 31-in (800mm) diameter blades. Two wall saws and two electro-hydraulic 27-hp (20kW) Tyrolit units were used simultaneously to cut and remove the slabs in daily shifts of 12 hours.

The meticulous cutting work was very hot due to the high temperature of the very smelly liquid in the mixing tanks. Yet, the crews persevered. As cutting on each concrete slab was completed, it was hoisted at four points and removed using a crane.

The job was finished right on schedule in four days, without any accident or safety incident. On completion the factory staff congratulated Servitécnica for the quality and speed of their work.

Based in Belo Horizonte in the state of Minas Gerais, Servitécnica is one of Brazil's largest concrete cutting companies, and operates a subsidiary for remotely controlled demolition called Demoloção Remota.

www.servitecnica.com.br

Facts about Fibria Celulose

Fibria Celulose is considered to be the world's leader in the production of eucalyptus pulp. Fibria has an annual production capacity of 5.3Mt, from mills in Três Lagoas, Aracruz, Jacareí and Eunápolis. Together with Cenibra it operates Portocel in Aracruz, the only Brazilian port specialising in pulp shipments.

With its operations based entirely on renewable forest plantations, Fibria has a total forest base covering 970,000 hectares, of



which 343,000 hectares is native forest that have been set aside for environmental conservation. In October 2012, the company entered into an alliance with the American company Ensyn to invest in renewable fuels derived from wood and biomass.

The Norwegian ship owner Erling Lorentzen established a paper production company in Aracruz in 1968 called Aracruz Celulose. In co-operation with the Swedish paper production company Billerud, Aracruz Celulose built a paper production plant in 1978, with eucalyptus as the raw material. The production plant in Aracruz was at that time considered the biggest in the world.

Smooth Cutting Expedites Major Highway Replacement Project near Petersburg, VA, USA

All highways need repairs, especially older, heavily-traveled thoroughfares. This was the case with Interstate 85 near Petersburg, Va.

I-85 is a very old, reinforced concrete highway, and 25,000 square yards (20,903m²) needed to be replaced over a 2.5-mile (4km) section in early 2013. To do so, the project's general contractor, Interstate Improvement of Faribault, Minn., called upon Dan-Kel Concrete Cutting of Myrtle Beach, S.C. to cut the concrete and all the tie-back areas.

To increase efficiency Dan-Kel cut full-depth panels to a size that would fit a dump truck for easy removal. The team

used five Husqvarna FS 6600 D flat saws and Husqvarna F920 blades to cut approximately 100,000 linear feet (30,480m) of 8-in (203mm) thick panels.

"The Husqvarna saws are tough, user-friendly and mechanic-friendly machines," says D.J. Conlon, Vice President and Estimator for Dan-Kel.

Conlon adds that the combination of four experienced saw operators and Husqvarna equipment and diamond blades enabled the job to be done quickly and smoothly, without any major issues.

"The F920C blades cut very fast and provided very good life," he says.



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RENT OR OWN?

DUST SUPPRESSION EQUIPMENT:

BY EDWIN PETERSON, CEO
DUST CONTROL TECHNOLOGY

Demolition contractors across the globe are constantly faced with the question: when is it more cost-effective to rent equipment, rather than buy? The answer is a moving target, calculated according to the needs and finances of each individual company.

IN EUROPE, CONTRACTORS USE RENTAL EQUIPMENT HEAVILY, more than 70 percent of the time by some estimates. Their theory is to get the job, rent the specific equipment needed to get it done efficiently, and then return the equipment when finished. No maintenance, no repairs. As a result, the contractors know the exact costs for equipment utilization for each project, and for similar projects in the future.

It's estimated that U.S. contractors rent equipment for about 40 percent of their projects, a figure has been trending steadily upward. This is especially true in times when jobs are harder to come by and tend to be smaller in scope, and when equipment needs can be more specialized. Capital equipment budgets are often strained during these periods, and financing can be difficult to obtain. For most contractors, there just isn't enough steady work to justify ownership unless the utilization rate is somewhere around 65 percent or higher. Otherwise, that equipment is costing money.

Any contractor not currently using a plan to track daily equipment activity should start doing so immediately. While it's beneficial to project those costs for the coming months, the more valuable data would be to chart the utilization over the past 12 months. If a contractor charges projects for the costs of owning and operating equipment—and consistently recovers them—ownership can make financial sense. But if the expenses of owning, operating, and maintaining those units approach the level of income derived, then it may be time to rethink strategy.

Benefits of Renting

For years, the only way a contractor could obtain dust suppression equipment was to buy it. That requires either paying finance charges, or tying up capital that might otherwise go toward core business activities.

As equipment costs and finance charges rise, renting can be a more attractive alternative for maintaining cash



Renting can help contractors quickly gear up for large projects, without the lead times that often accompany a new equipment purchase.

reserves, controlling budgets, containing costs, and adding flexibility. Renting also allows contractors to test equipment under actual job site conditions before investing in a specific brand or model. Renting can help contractors quickly gear up for those jobs, without the lead times that often accompany a new equipment purchase. Further, rental payments are fixed and predictable.

What contractors really purchase when they rent is uptime, performance, and reliability. Most equipment is of recent vintage, and rented equipment tends to have low hours of use. When combined with the OEM's maintenance schedules and trained technicians, rentals can help contractors avoid breakdowns that require transportation, shop time, and/or downtime. The result is stable, managed cost, and improved ability to keep projects on track.

The most apparent operating costs of owned equipment include energy, routine maintenance, repairs, parts, depreciation, insurance, and administrative expenses. With a rental unit, those obligations are borne by the renting company. Any breakdowns that do occur can typically be addressed with repair parts or a replacement machine. Many suppliers will also provide instruction on making small repairs.

In addition, equipment rental eliminates almost all of the contractor's storage responsibility, passing along just a fraction of those costs to the renter as part of the rental rate. Because the costs are shared by a number of renters, they are more affordable for all.

The Right Model for Every Job

Equipment owners can also suffer from a lack of versatility. Small projects may require just one or two modest-sized dust suppression units, for example, while larger jobs may call for multiple units of the largest size available. Renting delivers the flexibility to obtain the most appropriate equipment for every project, regardless of its scope. This can take a load off contractors when their equipment needs change, or when it's difficult to predict exactly which equipment will be needed before a project gets underway. Renting allows contractors to adjust their equipment mix as needs evolve.

Some dust suppression units will provide thousands of hours of trouble-free service, while others may require frequent attention. In either case, even well-maintained equipment will depreciate over time. Renting eliminates depreciation schedules, since lease payments are generally line items on a company's profit-and-loss statement. By not having equipment debt on the balance sheet, a company can be a more attractive customer to lending institutions for other financial needs.

There's also an obsolescence factor. Equipment owners may find that over time, significant advancements are made that can improve the utility or efficiency of newer machines. With rental equipment, there's little chance that units will become obsolete before they wear out. In recent years, new advancements in dust suppression technology have brought previously unavailable performance to contractors, including greater oscillation ranges, expanded coverage and other innovations. Renters have the ability to take advantage of these by renting the most current models, without having to retrofit their own existing equipment.

Compliance and safety can be another issue. Equipment owners bear the responsibility of keeping their machines in good working order, with all safety components in place



Renting delivers the flexibility to obtain the most appropriate equipment for every project, regardless of its scope.

and operating. In most situations, when contractors rent, the expenses of inspections and safety upgrades are handled by the rental company. In the case of "self-contained" dust suppression equipment, that can include maintenance and repair of diesel engines, generators, water tanks, and other components.

Trends and conclusions

In the current business climate, national rental companies are seeing double-digit growth, even without similar growth in the end-markets they serve. Contractors are becoming more aware of rental options, and are using them more than in previous economic cycles. This is one of the strongest periods of rental sampling ever, in part because more companies are challenged with buying.

Unless a company has secure, fixed-term contracts, future equipment utilization is at best an educated guess. By some estimates, equipment used more than 60 to 65 percent of the time is probably more economical to own than rent. Less than 60-percent utilization can be a financial risk, unless there is sufficient volume and profit margins to cover all costs and maintenance. Anything less than 40-percent utilization and it's almost always more cost-effective to rent.

Many companies are now balancing their core fleet with rental equipment that might be needed for specialized projects or for a short duration. Companies with a growing number of projects may use rental equipment to capture new business, while protecting available working capital.

Predicted usage, the measurement that ultimately justifies equipment acquisitions, is usually based on an analysis of current projects and jobs in the pipeline. But funding cuts and delays resulting from the recession are keeping those pipeline flows weak, and what funding is available is often directed to shorter-duration and less expensive projects.

This transition to projects of shorter duration aggravates the situation for contractors. Instead of planning lengthy projects, contractors are trying to schedule a larger number of shorter jobs, with the inherent risk of downtime in between. Renting allows contractors to add equipment on an as-needed, piece-by-piece basis for each project.

According to a 2012 Rental Watch from Rental Product News, revenue at the top 100 rental firms in North America grew an average of 17 percent in 2011. The two most often stated reasons for renting are meeting peak demand and obtaining equipment that's only used periodically.



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Conjet breaks the s

Conjet, the well-known Swedish developer of hydrodemolition equipment, has revealed a completely new innovation in the Robot 557, and updated its whole product range with new functions.

THE RECENT YEARS HAVE BEEN A ROLLER COASTER ride for Conjet. An unstable global economy has reduced sales and affected product development. But after more than 20 years in business, Conjet has learned to ride out similar crises.

"Humbleness towards clients, the market and competitors is a keyword for us in order to deliver the best possible technical solutions and services to our clients," says Conjet Sales and Marketing manager Lars-Göran Nilsson. "Dedication is another—dedication to our technology and the industry is what drives us."

Developing the product range

Conjet's comprehensive range of hydrodemolition jetframes, robots, and pumps are sold worldwide, and used on advanced concrete repair projects, such as parking decks, hydropower plants, nuclear plants, bridges, tunnels, quays, and other concrete structures.

"Although we have not launched any radically new products for a while, we have introduced smaller updates on our machines over the past five years," says Nilsson. "We have also introduced our compact Jetframe Nalta, which has been very well received by the industry."

At Bauma in April, Conjet introduced a new

range to offer."

Robot 557, a true innovation

Conjet is now taking a big step forward and releasing the completely new Robot 557, which will be officially launched at World of Concrete 2014. The well-known Conjet MPA system, redesigned for smoother boom movement, gives the Robot 557 a reach of 16 feet (5m). A tower attachment will also be available. The Robot 557 is built for a variety of heavy-duty hydrodemolition jobs with high-volume processing, as well sensitive operations where reach and positioning, as well as selective removal are more important.

The robot weighs almost 3 tons, and is equipped with rubber tracks that have an adjustable width



hydraulic and digital control system, now incorporated on all models. The new system brings many benefits, such as easier maneuvering, increased performance and efficiency, and a more efficient use of power. Sales the new models with the new systems have also increased.

"We have sold a number of new Jetframes, Robot 327, Robot 367, and Robot 437," says Nilsson.

"The range of pumps has also been extended with two new smaller units of 160-hp and 227-hp (120kW and 170 kW), suitable for the Nalta, and now have a completely new product

"Our new Robot 557 will be quite an innovation for the hydrodemolition industry," believes Conjet part founder, owner and sales and marketing manager Lars-Göran Nilsson.



silence!

from 4 to 6 feet (1.2m to 1.9m), making the tower very stable. The design of the body and hood makes it easier and safer for the operator. The control panel has also been remodeled and enlarged to provide easy viewing and access.

Hydrodemolition robots of this size are normally mated to a 670-hp (500kW) pump, but the 557 has been developed to work with pumps with a power range up to 1,072-hp (800kW).

Conjet's Robot 557 is equipped with the new Conjet ONE control system, which allows all configurations to be done by remote control and simultaneously transferred to the machine's control panel. Using a wireless robot and pump communication, the operator can now shut down everything from the radio remote control, including robot and pump. The robot is also equipped with a device that enables machine tracking and logging. Reports can be sent directly to the supervisor so the operation can be monitored in real time.

In order to increase machine stability, the entire chassis can be adjusted hydraulically, balancing the unit at its center. A more stable and reliable robot also shortens the setup time of the robot.

The Robot 557 design has eliminated cables and hydraulic hoses hanging between the machine body and arm. Only four hoses are visible and all hydraulic valves are hidden and protected. Another big advantage of Robot 557 is its user friendliness. The hood side hatches can be opened and lifted like gull wings, or the whole hood can be folded backwards to give complete access to all the inner parts of the machine.

While the first version of Robot 557 will be diesel-powered, an electrical version is on the way. All new features and technical solutions on the 557 will be incorporated on the existing Conjet robots by spring 2014.

New faces

Two key people involved in the development of the new 557 are engineering students Ingrid Israelsson and Manfred Holgersson. The user-friendly hood was designed as part of their Master's thesis in technical design at the Royal Institute of Technology

The new Conjet Robot 557 is very versatile and is built for a large variety of applications.



Lars-Göran Nilsson sees the future with confidence with a new updated product range and the new Robot 557 to be launched in 2014.



Conny Tånging explains how the new control system sends alerts through its built in device directly to the service technician or a supervisor.



The Conjet team at their premises in Haninge south of Stockholm. From the left Miguel Paquez, Lars-Göran Nilsson, Sören Janzon, Sven Gustafsson, Johan Fahlström, Robert Lundgren, Conny Tångring, Carl Ström-dahl, Carina Ahlberg, Mats Johansson, Kjell Nilsson, Niclas Hindsjö, and Ingrid Israelsson. Not pictured: Manfred Holgersson.



Conjet ONE makes controlling the robot much easier.



Above, the smallest hydrodemolition system on the market, Jetframe 101 Nalta, launched about three years ago.



New assembly hall (pict above and right) and storage room was recently built at the Conjet premises in Haninge.

in Stockholm. Both are staying on at Conjet to follow the project through to its launch at WOC.

"Being directly involved in the design process as a part of the development team at Conjet has been challenging and educating. It is rewarding and fun to see one's ideas and methods being implemented," says Israelsson.

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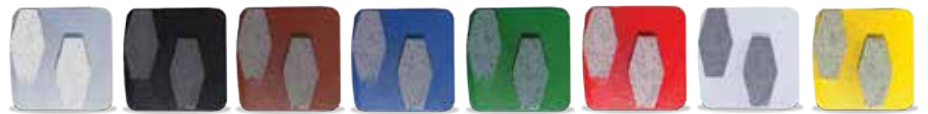


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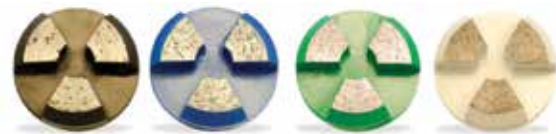
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Raudoittajantie 3 A
FIN-06450 Porvoo / Borgå
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Transp

THE KERN DEUDIAM WAY

German concrete cutting equipment and diamond tools manufacturer Kern Deudiam is ready to introduce its products to the North and South American markets.

DIAMOND TOOLS FOR PROFESSIONALS in the construction industry is a bigger sector than most people realize, including those who work in this industry. While each nation has a number of domestic producers of diamond tools, the competition is stiff and continues to get more difficult. Prices are constantly dropping, and so too is the quality.

“For user it is important to pick the right supplier that has a serious attitude towards development and sales,” says Kern Deudiam Managing Director Marko Waymann. “As a producer, you need to stick out, have the right formula, and offer something more than your competitors. A company with a long and documented tradition of producing diamond tools is also a safe guarantee for the client.”

A company with the right formula

Kern Deudiam is a good example of such a trustful manufacturer with a proven formula. Located in the heart of Germany with nearly 50 employees, Deudiam was founded in 1977 by Hartwig and Josef Liemke, who had been operating another manufacturing company.

John Russell, one of the founders of the U.K.’s Nimbus Diamond Tools introduced the Liemkes to the diamond tool business. Initially, Kern Deudiam tapped the experience from ELHA Maschinenbau Liemke KG to build hydraulic power packs, wall saws, floor saws, drill rigs, and other concrete cutting equipment, while Nimbus produced the diamond tools.

In 1981, Kern Deudiam began producing its own diamond tools. While the company has remained a family-owned business, Waymann is very satisfied with the company’s development over the years.

“We at Kern Deudiam try to keep a completely open

attitude towards our clients and also competitors,” he says. “We are not looking always for the biggest quantities. Our customers should only buy what they need. We produce our products with the latest manufacturing equipment, such as one of the first Dr. Fritsch BSM 300 machines to laser-weld core bits.”

Waymann adds that customers are always welcome to see the company’s production facilities. “Transparency and openness is the only way to succeed in the long run,” he says.

Kern Deudiam has also proven to be a popular place to work, with turnover among employees very low. Two staff members have been with the company from the outset, and most everyone else has been with the company for 10 years or longer. “That’s a lot of experience, skills, and know-how that goes into our products,” Waymann notes.

Wide production of machines and tools

Kern Deudiam produces a wide range of diamond tools for the construction business, including diamond saw blades, grinding and polishing tools, single-diamond segments for core bits, and complete core bits. The company also makes single segments for core bits, diamond blades for the precast industry to cut hollow core slabs, tools for wall saws, hand-held power, diamond blades for flat saws up to 100 hp (74kW), angle grinder, masonry saws, wall chasers, and other special machines.



Kern Deudiam fully automatic laser engraving machine.



The Dr. Fritsch BSM 300 for laser welding core bits from from 3.5 inches to 12 inches (8 mm to 305 mm).



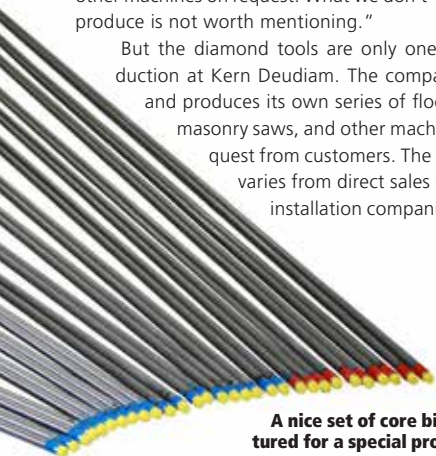
Machine devel

erancency

"We also produce core bits for dry and wet use for hand-held equipment as well as electrical driven and even high-frequency and hydraulic," says Waymann. "We do also produce a lot of grinding tools for hand-driven machines, for 'sit-on' machines, and for big stationary machines. To this you can add special tools for other machines on request. What we don't produce is not worth mentioning."



But the diamond tools are only one part of the production at Kern Deudiam. The company also develops and produces its own series of floor saws, drill rigs, masonry saws, and other machines on special request from customers. The type of customers varies from direct sales to contactors and installation companies, to distributors



A nice set of core bits manufactured for a special project in Haifa, Israel.

and agents.

All told, Kern Deudiam's products are available in more than 50 countries worldwide. It's strongest markets are Europe and the Middle East. But business in North America, Australia, former Soviet union countries, and Africa is also picking up.

"Next to the products we produce ourselves, we are also special partners of drilling motors from WEKA and CARDI," Waymann says. "We also sell different brands of wall chasers, vacuum cleaners, and, of course, the complete accessory range for all product groups. But our



Own produced chamfer wheels (mainly used on air port projects)



Computer-aided design department for drill rigs, floor saws, walk behind saws, bench saws, etc.



The Kern Deudiam premises.



One part of our stock department.



target is, as always, to produce as much as possible in our own production facilities in Germany. We have a sharp system for our quality and production control in-house."

New products

Recently Kern Deudiam launched a new product line of flat saw blades for use on high-power machines (42, 65, and 82 hp/33, 48, and 60 kW) for both asphalt and concrete. In addition, a new wall saw blade range, called ONYX 2nd generation, was introduced. On single segments for wet drilling, Kern Deudiam recently introduced their new MX-series.

"The common thing for all these new products is that they provide an efficient and fast cutting performance which result in that the contractor is making more money," says Waymann firmly.

Kern Deudiam has also acquired the drill rig program from the producer Longdia in Celle, Germany, adding another product line to its portfolio.

"In terms of equipment, we want to develop our drill rig series further by releasing more models," Waymann says. "On the diamond tool side, there is a lot of new stuff to come over the next 12 months. It will mainly be on grinding segments and tools. We work a lot with PCD already and we have laser welding in our production even for PCD tools."

Kern Deudiam has currently two product groups running with laser-welded PCD for dry drilling and on cup wheels. The company is also setting its sights on the fast-growing concrete floor grinding and polishing sector, as well as tools and equipment for core drilling.

Strong development of new products

Kern Deudiam has a very active R&D department constantly chasing new product ideas. Headed by two designers, one for products and one for tools, the department's focus is not only on inventing new products, but also how to improve both the development and production process. On top of this service, spare parts, marketing, and sales are under constant oversight. All products and new tools are tested thoroughly before delivery.



Experimenting in new materials, both for the tools the material they cut in, is also a high priority.



"We also keep a very close relationship with our customers, and the dialogue with them is important," Waymann says. "We get regular requests for new products— in shapes, sizes, for different applications, to create different speed and/or lifetime, and so on. This keeps our R&D department very busy."

In addition to its standard products, Kern Deudiam also handles a significant amount of Private Label orders, and orders on special products. When an order is received on diamond tools, the "prescription" with the correct and ordered bond is created to guide the mixing of powders and diamonds, granulation, cold-pressing of the segments, hot-pressing, cleaning the segments, then laser-welding the segments to the tubes or steel centers or grinding bodies.

The next step is grinding, painting and laser-engraving of the diamond tools, labeling, packaging, and delivery. The entire process is performed using ISO 9001:2008 standards.

Environment is also a big issue for Kern Deudiam, which is committed to minimizing its use of natural

resources in accordance with Germany's strict environmental laws and regulations. And that goes for safety regulation at the plant as well. Kern Deudiam is members of VDS (Verband Deutscher Schleifmittel), the German part of the Federation of European Producers of Abrasives (FEPA) organization.

Focus on Americas

Kern Deudiam is very keen of expanding its sales network and particularly in North and South America by setting up agreements with distributors and agents.

"We want to grow in America and Africa in particular. Those are our key markets now," Waymann says. "Professional diamond saw blades like wall saw and floor saw blades are really picking up along with our laser-welded wet drilling bits. And, as mentioned already, the grinding sector is growing extremely fast and nearly doubles every year."

Older Plant Floor Gets New Shine

A large North American automotive parts manufacturer purchased an existing production facility near Detroit to support the area's reviving automobile industry. The plant, originally built in the 1960s, would be renovated to improve efficiency and provide a brighter work atmosphere. The renovation would continue for several years, even as the plant continued normal operations.

Giant surface upgrade

Along with several other initiatives, the plant's 600,000-square foot (55,741m²) concrete floor was slated for an upgrade. The now-dull floor was showing its age from years of use and patch scars, as well as countless applications of epoxy and other floor coverings.

The new owner mandated the refinishing operation would have to take place without interrupting production or displacing employees. That also meant no excessive noise,

dust, or vapors. At the same time, the refinishing process had to be both cost-effective and time-productive. The company would not literally spend years upgrading the floor.

Less maintenance

And because the owner wanted to minimize maintenance, an epoxy floor that needed to be re-surfaced every few years was out of the question.

The general contractor initially hired one subcontractor to perform the work, but its process proved to be extremely slow and unproductive. The unacceptable results led the contractor to contact concrete flooring specialist Uretex Great Lakes.

Mike Bogues, Uretex's foreman, suggested using the Husqvarna Hiperfloor system with the DC 5500 vacuum.



Husqvarna PG 820 planetary grinder with the DC 5500 vacuum.



Close-up of an industrial floor finish.

floor system and its proven process for concrete floor finishing. Customized specifically for industrial settings where flooring functionality is of primary concern, the low-gloss Hiperfloor finish offers a safe and clean environment.

Bogues contacted Mark Scheuerlein at Ace Cutting Equipment & Supply, a local Husqvarna Construction Products' distributor to demonstrate the Hiperfloor system with a "sample" re-finishing project at the plant.

It was clear that Hiperfloor was just what was needed to overcome the project's four challenges, and Uretex was immediately hired for the project. Both the plant owner and the general contractor are both extremely pleased with the results.

"My customers rave about how good the floor looks - how bright it is," Bogues says. "They like both the finished product and how unobtrusive our work is. Our

Husqvarna machines do the cutting and re-finishing much more quickly than the previous company's equipment, while our low-noise vacuum systems keep the dust and sound to very low levels. This system literally changes the whole plant environment when we are done."

Environmentally friendly

The owner is also very pleased that the Husqvarna Hiperfloor system reduces the plant's environmental impact. Unlike epoxy floors that end up generating a cycle of tearing up and reinstalling, topical coatings are not needed to maintain a desired finish or to prevent the concrete from wearing. The owner expects a sizable reduction in yearly maintenance expenses because the absence of a surface coating reduces costs traditionally associated with flooring installations.

Whitcomb Trusts in Rockster's Patented DUPLEX System

With more than 81 years in the construction industry, Frank W. Whitcomb Construction Corp. (FWWCC) is one of the largest paving and highway construction businesses in New Hampshire and Vermont. The 110-employee company has established a good reputation in all facets of road contracting, including quarry rock crushing, portable crushing, paving/road construction, and excavation.

Because FWWCC competes with multinational companies, the Whitcomb family is always eager to have newest technology and high quality standards. After the 2011Conexpo in Las Vegas 2011, the company decided to expand its range of machinery with a Rockster R1200/R1100 DUPLEX system, becoming the first company in the U.S. to use the biggest available DUPLEX system.

DUPLEX operates as a jaw as well as an impact crusher on one basic machine, increasing the variety of possible applications and efficiency of the machine enormously. FWWCC primarily uses the impact crusher in recycling asphalt or concrete for base course material. The jaw crusher is mainly for

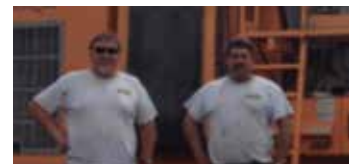
helping out in the quarry when the stationary jaw has a failure, and production needs to keep moving. Moreover it is great for getting the material down to size before putting it through the impactor.

"Our Rockster machine R1200/1100 Duplex has been a wonderful addition to our company," says Frank Tyler Whitcomb. "Last year we removed concrete slabs from a roadway in northern Vermont, and used the Rockster to crush the concrete and blend it into the sub-base gravel—virgin quarry stone that is crushed for sale in our quarry, and used for base on our roadway projects."

This year, FWWCC's busy construction schedule has kept the machine busy, crushing rap, concrete, and sub-base gravel at projects across the region. FWWCC's employees appreciate the machine's craftsmanship and ingenuity of the design. They would recommend this machine to all of their associates in the construction industry, but are also proud of being a step ahead by having such a great machine that not many others have in their fleet.



"The machine has worked fabulously ever since we purchased it," Whitcomb says. "It is in production 10 to 12 hours a day, six days a week for about seven to eight months a year."



Trade Show Reflecting a Booming Brazil

The 7th edition of Concrete Show South America has been hailed as a huge success. Exhibitors and attendees did nothing to hide their satisfaction at the good business done and the high level of networking at the fair. The event also guaranteed them the chance of broadening knowledge on the concrete supply chain thanks to seminars and lectures that took place throughout the three days in São Paulo, Brazil.

CONCRETE SHOW SOUTH AMERICA is held each year in Sao Paulo, Brazil. In 2013 the three-day trade show featured 580 Brazilian and international exhibitors, facilitating contact across a diverse range of segments.

The result greatly satisfied all of those who took part

Carlos de Oliveira, Director of RCO, was one of the most excited exhibitors. He confirmed that his aims of presenting his company to the market and selling its products had been achieved.

"We sold ten of our machines at the fair," de Oliveira says. "We will certainly be back next year, and want to reserve an exhibition space twice as large." The chance to exhibit products to a wide audience was a point underlined by Lino Biselli, from America Road Implements.

"You need to put your brand on display, meet people and events like this one are an amazing chance to do that," he says, adding that the event, "helped a lot" in publicizing the company's silo truck to the concrete sector. "Anyone who has a high transportation demand needs to have their own vehicles," Biselli adds. Even though Concrete Show Brazil 2013 was a successful show, not that many manufacturers from the product sectors that PDA covers were represented at the show. But some of the brand names were represented but not listed on the show's website. But some examples of names that did exhibit were AUSA Brasil, Bosun Tools, Ermator USA, Everdigm, Geosinter (which is a Brazilian diamond tool manufacturer), Hilti, Husqvarna Construction Products, Hyundai, Liebherr, Link-Belt, Machbert, Montabert, Stanley Hydraulics and Volvo to mention a few.

Satisfaction among attendees

The excitement could be felt among the attendees as well. Marcos Rocha, from AB Environmental Solutions, confirmed that even

though the company does not work in the concrete sector, he found what he was looking for at Concrete Show South America.

"I have a recycling plant, and I saw a mobile recycler that adapts perfectly to my needs," he says. "I was pleasantly surprised."

The event was also praised by Renato Laurini from Poliembalagens. "I made all of the contacts I needed and my expectations for business were met," he says.

Seminars and lectures

A series of lectures gave participants a unique opportunity to increase their awareness of the current trends in this prosperous market. The seminar Solutions for Public Spaces, promoted by the Brazilian Portland Cement Association, featured important representatives from engineering and architectural associations who delivered initiatives for the improvement of urban centers by turning them into centers of inter-human integration. The seminar was opened by Valter Frigieri, Marketing Director of Brazil's Cement Association, who recalled how the protests that took place in June show the "importance that the urban issue has assumed" recently.

Erika Mota, National Coordinator of the Solutions For Cities program, highlighted the need to think about "projects that analyze everything that is implicated by a project," from the purchase of materials to workforce training. Also presented at the seminar was the new manual, Public Spaces: Project Diagnostics and Methodology.

www.concreteshow.com.br





Robots Make Some Grande Openings in Brazil

A large trading company located in Belo Horizonte, Brazil, demolished an old building located in the prime area of the city, replacing it with a seven-floor garage building to provide much-needed parking for a huge mining company headquartered nextdoor. The project would require creating three 8x16 ft (2.5x5m) openings in reinforced concrete walls that divided the two buildings underground. The walls had an average thickness of 16 inches (40cm).

The owner asked several demolition companies to bid on completing the three openings in the shortest time possible. Most could not estimate how long it would take to do the job, considering that the low height of the slabs (only 8 feet/2.5m) and limited carrying capacity of the elevators (2,400 pounds/1,100kg) limited the access to the utilities necessary to power their pneumatic hammers.

That's when the building's designer recommended that the owner consult Demolicao Remota (DR).

DR's methodology called for cutting the perimeters using a SK - SD diamond wire saw and a Hydrostress 20 kWA power pack, then punching out the concrete with BROKK model 90 and 100 demolition robots coupled with Atlas Copco SB 152 hydraulic hammers. Because of their low weight and dimensions, the Brokks could be transported using the elevators and operated in the height-constrained conditions. DR estimated that the three openings, each amounting to 141



cubic feet (4m³) of material, would require nine-hour shifts over five days to complete.

Once the Brokks got going, the progress surprised even DR's veteran demolition experts. All three openings were completed in just four days.

www.servitecnica.com.br



Wacker Neuson Cabin Dumpers in Chile: Safe, Efficient, and Comfortable

Two Wacker Neuson 3001 dumpers are in use in the northern Chilean mine of Gabriela Tocopilla at around 7,200 feet (2,200m) above sea level. Both all-wheel dumpers transport material daily for at least eight hours, in particular stone and rubble from the underground mine.

The safety regulations in the mining industry are especially strict. Beyond the obligatory FOPS (Falling Objects Protection Structure) Level I, the cabin dumpers also meet FOPS Level II. In addition to ROPS (Roll Over Protection Structure) and TOPS (Tip Over Protection Structure), the safety belt and an effective braking system are standard equipment. Options such as an audible reverse warning device, rotating beacon, and mirror package significantly increase operator safety. An optional line-of-sight camera for the larger dumper models 6001, 9001, and 10001 also provides improved all-round visibility and minimizes blind spots.

In addition to the high safety standards, the Chilean miners also appreciate the dumpers' unbeatable off-road capability, which is provided with an articulated pendulum joint, high ground clearance and hydrostatic all-wheel drive. The dumpers can also tackle grades of up to 50 percent, which is particularly important as material is transported up from nearly 500 ft (150m) deep. The miners also appreciate the ease of operation, the driving and cabin comfort and the machines' independence from the weather.



Grinder for Small-Scale Surface Preparation Projects

Designed for smaller-scale surface preparation projects, General Equipment Company's SG12/E single-head surface grinder offers high performance, durability, and ease-of-use, making it ideal for anyone from professional contractors to do-it-yourself homeowners. Powered by a totally enclosed, fan-cooled 1.5-hp (1.1kW) electric motor, the SG12/E features a single rotating disc with a 12-in (305mm) working width. Offering a top disc rotation speed of 250 rpm, applications for the SG12/E include grinding concrete surfaces; removing mastics, adhesives, epoxies and urethanes; breaking up deposits of grease and dirt; removing rubber carpet backing and industrial residues; and polishing more delicate terrazzo and marble floor surfaces.

Built for portability, the SG12/E includes a

folding handle that makes it easier to transport in today's smaller vehicles. Additionally, the compact frame design and wheel position allow for simple maneuvering up and down stairwells. The fully adjustable handle height better accommodates the user, providing a more comfortable operating experience.

The SG12/E's unitized, welded-steel plate frame includes an integral bail design for loading and unloading with a forklift. Extra capacity, self-aligning ball bearings, and a heavy-duty V-belt reduction drive system are standard for optimum durability. A removable safety and dust shield surrounding the rotating disc helps contain airborne dust and limits material contamination, while also protecting the machine's internal components from damage. For maximum safety, the SG12/E includes the exclusive Quik-Stop™ deadman motor switch that immediately stops the grinder's motor in the event the operator loses control of the machine. A 37-ft (11.2m) long extension cord is standard, complete with a GFI for added safety. The SG12/E accommodates the same wide variety of attachments currently available with General Equipment's larger, dual-head SG24 Series of surface grinders. This includes grinding stones, scarifiers, wire brushes, the SCRAPE-R-TACH® Coatings Removal System and the DIAM-A-TACH® Diamond Segment Grinding System.



AGP Expands Core Drilling Motors and Stands

AGP will launch its all new premium range of diamond core drilling motors and stands at World of Concrete 2014. The latest motor in the series is the 3-speed rig-mounted 4.7-hp (3.5kW) DM10, which is built for extreme durability and super efficiency. The all-metal construction of the single-phase motors allows for both improved cooling and increased durability. The motor also includes a

special new AVR overload system, allowing the operator to get a feel for the load and to get the absolute most out of the motor without stopping. AGP's new S500 drill stand continues a product line created to provide high-capacity operators with a structure that can remain stable under the most extreme torque loads. Users can drill up to 20 inches (508mm) with spacers, or 14 inches (356mm) without, with a stroke of more than 27 inches (686mm).

Other features include a carriage with built-in spindles in both 3.3:1 and 1:1 ratios. A range of mounting spacers is also available.



Industry First Sets the Standard for Surface Texture

In response to requests by architects and engineers to resolve consistency issues associated with quality levels achieved by polished concrete surfaces, CSDA has released two technical documents—an industry Standard and a Best Practice.

CSDA Standard ST-115 Measuring Concrete Micro Surface Texture is a collaborative effort between the CSDA Polishing and Standards & Specifications Committees. It identifies approved instrumentation for measuring surface texture, and provides a benchmark measurement procedure for contractors and specifiers to follow.

The document covers important steps in the production of a quality floor system, and gives useful guidelines associated with the testing and inspection of a finished concrete surface. In addition, CSDA-ST-115 includes a standard process for documenting surface texture readings, a list of industry terms and definitions and a section on codes, symbols and charts to assist concrete polishers.

"The release of this Standard could not have come at a better time," says Andy Bowman, chair of CSDA's Polishing Committee. "Some see the polishing industry as an unorganized group in need of consistent language, definitions and universal criteria. Now, CSDA has created a document with defining vocabulary that provides a consistent message throughout the industry. The challenge was to take artistic-minded techniques and adapt them to a more scientific approach. I feel we have achieved that."

The accompanying Best Practice, CSDA-BP-015 Green Polishing and Grinding Practices, has been devised to help concrete polishing and grinding contractors create a detailed plan for performing their work in a more environmentally-friendly manner. It provides guidelines and recommendations for companies to employ on the jobsite, in the office, or in the shop. Both documents are available at www.csd.org.

CSDA's New Safety Video is Electric!

The Concrete Sawing & Drilling Association (CSDA) is pleased to announce the release its new Electrical Safety video, which is intended to spark interest in electrical safety amongst the industry, and make employees aware of current safety procedures. Electricity is widely recognized as a serious workplace hazard, and employees can be exposed to electric shocks, burns, fires, and explosions on the jobsite. Like most industries, the concrete demolition and renovation industry is experiencing an increase in electric-powered equipment. More than ever before, it is crucial that employees be trained in hazard recognition and safety procedures related to electricity.

According to the Bureau of Labor Statistics, electrocutions accounted for more than 170 fatal occupational injuries across the U.S. in 2011. In addition, the Occupational Safety & Health Administration (OSHA) issued nearly 3,500 citations for breaches of its electrical

standards between 2011 and 2012. Therefore, it's hardly shocking that CSDA saw the need to produce a video aimed at helping contractors avoid and manage jobsite electrical hazards. The 20-minute video follows on from previous guidance on electrical safety included in the Association's 230-page Safety Manual, its Safety Handbook, and several of its Toolbox Safety Tips publications.

"This is an important video for contractors who operate electric-powered equipment and for employees working on jobsites with electrical hazards, which is almost everyone," says Dan Cowperthwait of Atlantic Concrete Cutting and chairman of CSDA's Safety Committee. "Following the guidance provided in Electrical Safety could be the difference between life and death." The 20-minute Electrical Safety video is available online via www.csdatraining.com or in DVD format for purchase.

Duztech Promotes D1000 Dust Suppression Cannon

Duztech creates a wide range of dust suppression solutions with products that work with pure water. Built in northern Sweden and sold around the world, Duztek products using only minimal power to spread a mist of micro water droplets is spread over a large area.

The company is now promoting its biggest unit—the D1000, which has a fan motor rating of 102 hp (75kW), and a pump motor rating of 7.5 hp (5.5kW). Fully equipped, the unit weighs 2,075 kg. With an inclination range of -20 to +45°, the D1000 can throw water mist up to 100 meters. The standard rotation is 30° to 330°, with the option for limitless 360° rotation.

Other options include filters, pressure gauges, a manual or electric main valve and water drain, dry pump protection, a heater for winter work, and wireless remote control that makes the unit usable from up to 300 yards (100m) away.

Duztech is currently searching for agents and distributors all over the world, particularly to serve the fast-growing in North and South America markets.

www.duztech.com





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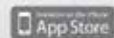
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Grant Furthers Study of HTC's Roadway Grinding Method

Mistra Innovation, a leading Swedish sponsor of innovative research programs, has awarded HTC's Via Futura project a grant worth more than US\$624,000 to assess the environmental and financial effects of the company's grinding technology on Sweden's asphalt roadways. An earlier pilot project found that grinding reduces both the noise and the rolling resistance to a considerable extent.

Noise and increased fuel consumption

Worn and uneven road surfaces not only generate excessive noise both inside and outside vehicles, they also increase the rolling resistance of the wheels, leading to increased



fuel consumption. These surfaces also have higher level of particles that can be inhaled, creating a potential long-term health risk. A pilot project on one of Sweden's most used roads, the E4, revealed that grinding the road surface reduced noise by 2.2 dB(A), and reduced the rolling resistance by 4 to 7 percent, resulting in a 2-percent reduction in fuel consumption. Per Sandström, Business Area Manager at HTC, says the application of the company's tried-and-tested grinding technology to surfaces other than stone and concrete floors offers some very exciting possibilities.

Unique technique by HTC

"HTC has been developing this technology for many years," he says. "We hope this project will confirm what we believe—that our method increases travel comfort as

well as saving both the environment and the taxes spent on repairing our roads."

HTC estimates that the grinding method could lengthen the service life of the road surface by approximately 20 to 50 percent, which would be a major cost saving. Grinding is a relatively fast process that can be performed either across the entire roadway or just along parts of it. Determining which of these is the optimum procedure will also be studied in the Via Futura project.

The project is being directed by HTC Sweden AB together with VTI, the Swedish National Road and Transport Research Institute; Linköping University; the Swedish Transport Administration, and other partners in Stockholm. The project is expected to be completed in December 2015.

New XT Mobile Shears from Genesis Attachments Now Available in Eight Models



Genesis Attachments has doubled the size of its XT Mobile Shear line, introducing four new models

The new GXT 445 and GXT 775 straight and rotator models join the GXT 555 and GXT 665 models introduced in April 2013. Shorter in length and height and lighter in weight, the GXT features a center of gravity that is closer to the excavator, enabling the rotating models to mount on 23- to 39-ton excavators that previously could only carry smaller, less powerful shears.

"Interest in our new GXT mobile shears

is high," says David Palvere, Genesis Director of Business Development. "Scrap processors and demolition contractors appreciate that the GXT fits on smaller carriers, reducing their initial acquisition and hourly energy consumption costs."

The GXT also features an apex—where most cutting is done—that is closer to the back of the jaws, improving material gathering and increasing cutting performance and efficiency while reducing maintenance. Additional GXT models are planned, and the complete line will fit 10- to 125-ton excavators.

www.genesisattachments.com



Genesis Jaw Openings and Power for the Largest Projects

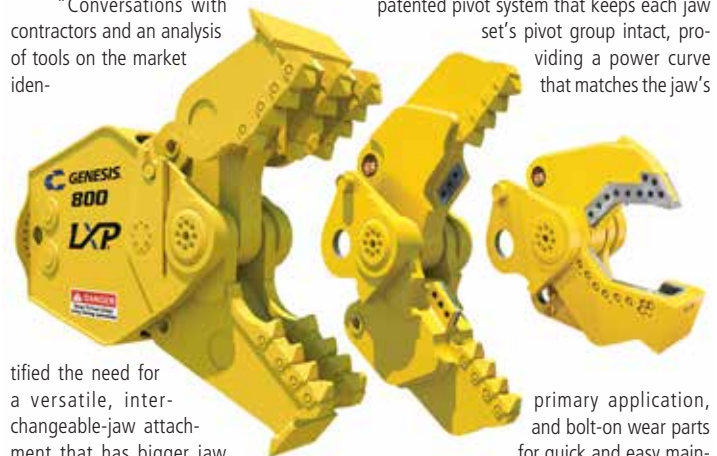
Genesis Attachments announces the expansion of its Logix Processor, (LXP®) product family with the new LXP 800, providing the line's largest jaw openings, jaw depths and capacities. Featuring concrete pulverizer, shear and concrete cracker jaw openings of 61, 40, and 71 inches (1,550, 1,016, and 1,803mm), and jaw depths of 39, 35, and 50 inches (990, 889, and 1,270mm), respectively, the LXP 800 is a powerful demolition tool for large columns, structures and projects, fitting 45- to 75-ton excavators.

"Conversations with contractors and an analysis of tools on the market identified the need for

a versatile, interchangeable-jaw attachment that has bigger jaw openings and depths," says Steve Letko, Genesis Engineering Services

Manager. "The Genesis LXP has always been a powerful concrete processor that enables customers to change-out jaw sets in 15 minutes to meet the needs of their application."

Now, the LXP provides even more power and capacity, opening the door for demolition contractors to use one tool on a job that previously required two, or to bid on jobs on which they previously might have fallen short in meeting the customer's requirements. All LXP jaw sets feature a patented pivot system that keeps each jaw set's pivot group intact, providing a power curve that matches the jaw's



primary application, and bolt-on wear parts for quick and easy maintenance.

www.genesisattachments.com

Rockster's Revolution

Modularity, high mobility, and fully hydraulic units are the key formulas for machinery from Austrian crusher manufacturer Rockster. A range of products that are increasingly shipped to all corners of the world including North and South America.

WOLFGANG KORMANN, FOUNDER OF ROCKSTER, is convinced that there must be a solution for the inherent immobility of most of the high-performance rock crushers. With more than 20 years of experience in the crushing and screening sector, plus a well-educated and experienced team, Kormann developed solutions that are modular, highly mobile, and fully hydraulic—all without sacrificing any drop in performance.

Indeed, all Rockster machines are designed in such a way, that they are able to match or even surpass the efficiency of big crushing plants up to 40 tons in total weight. At the same time, they can be moved easily to different operating sites, most of them even without any special licence. Another advantage: zero set-up time. Immediately after unloading the machine can be taken into operation.

Maximum quality, minimum wear and tear costs

All Rockster machines are based on a fully hydraulic concept. Using components and assemblies only from well-known brands like CAT, Parker, or Sauer Danfoss is another important factor for Rockster's high quality. Moreover, all crushers boast a compact, but very robust design, and can be used in applications ranging from recycling of materials like demolition debris, concrete, and asphalt as well as processing of very hard virgin stone like basalt or granite.

The Rockster product range has been created in order to consider the individual needs of the customers as well as their different requirements. With total weights ranging from 19 tons up to 42 tons, the machines are designed for various application fields.

Rockster-models boast another technical highlight—a hydrostatic drive system that replaces the industry normal clutch, the machine allow for specific non-incremental rotor speed, responding to various operating conditions as well as different final grain demands.

Moreover, with the completely new parallel-hybrid drive technology, fuel can be saved and performance can be topped. Any load peaks are cushioned by condensers—also known as “power caps”—that buffer the energy. The diesel engine operates nearly constant at optimal speed to drive the generator for the electric motor. This reduces both fuel consumption and maintenance costs. With this technology, users can save up to 4,226 gallons (16,000 liters) of diesel annually, and easily boost output performance by 30 percent.

Patented “DUPLEX” exchange system

Rockster's R900/R1100 (impact crusher) and R800/R1200 (jaw crusher) are constructed in a completely identical design in order to realize an innovative and worldwide unique idea—the creation of a crusher exchange system called the Rockster Duplex System. This technology allows flexible recycling, operating with hard stone, asphalt, concrete, or any other C&D material.

The hydrostatic drive system provides the technical base for this highly sophisticated system, allowing a continuous variation of the crusher speed as well as a clockwise/anti-clockwise operation of the crusher. Through this drive system Rockster's customers have the advantage of a great operation convenience. And due to the absence of a conventional clutch, the system is free of wear. Maintenance is simple and high performance across all applications is guaranteed.

Indeed, both crushing units are interchangeable and can



be installed on the same machine. Within only a few hours the impact crusher can be transformed into a jaw crusher - and vice versa. It's hardly surprising, then, that this patented system, has received multiple prizes for innovation.

Crush and screen – with one machine

With its product range Rockster has managed not only to cover crushing needs, but also the screening applications in a smart and efficient way. Adding the optional available screening-box on the crusher discharge belt, which can be completed in just minutes, enables the production of defined final grain in only one step. No additional drive system is needed, as the screening-box is driven by the additional hydraulic unit on the crusher.

As for handling the oversized grain, Rockster has created a unique return system, consisting of the two-belt return or stockpile conveyor. Dismantling for transport is no longer necessary, and users can work with a closed circuit

Revolutionary Solutions



and produce 100-percent definable final grain as well as the use it as stockpile conveyor with a discharge height of up to 13 feet (4m).

With this combination the customer can produce high-quality, final products in one workflow. The optimization of the final material procures a valuable increase of the profit, which is effective through a fast amortisation of the plant. With a utilization of 80-percent of crusher and screening-box, customers can cover the investment within one year.

These and other innovations have been developed at Rockster's headquarters in Ennsdorf, Austria. In addition to a professional quality control and After-Sales service team, the company operates its own R&D Centre, where new technology is developed and tested. Furthermore, a huge storage area guarantees sufficient space for keeping a ready supply of all important machine components, and spare and wear parts.

www.rockster.at



Genesis Attachments Take Down Iconic Wisconsin Ore Dock

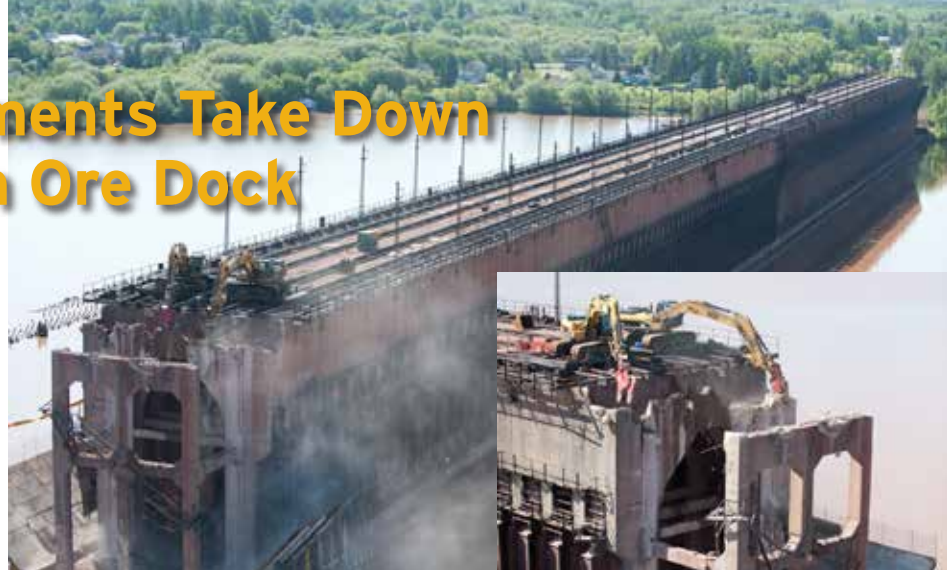
Despite the U.S. steel industry dropdown in the 1960s, Ashland iron ore dock stood proud for another 50 year until it was decided to be demolished. For the end of this year it will be leveled by the help of equipment from manufacturer Genesis.

While nowhere near as famous as the San Francisco Golden Gate Bridge or the Great Wall of China, an 1,800-ft (549m) long concrete and steel iron ore dock in Ashland, Wisc., is a legend in its own right. Built in 1915 to transfer iron ore mined in northeast Wisconsin and Michigan's Upper Peninsula to the steel production plants of the eastern Great Lakes, the dock was Ashland's iconic focal point and a modern marvel for its time. When the industry was booming, trains of ore-filled rail cars rode onto the dock and dumped their cargo, weighing up to 110,000 tons, into the 300 storage silos that ran the dock's length. Ships would then pull alongside the dock to be loaded via chutes that transferred ore from the silos into their cargo-holds.

Decided to be leveled

However, the dock fell victim to the U.S. steel industry's downturn and reduction in iron ore production, and was last used in 1965. It then sat idle until its owners, CN Railway, determined it should be leveled to avoid potential liability issues. The upper portion of the 80-ft (24m) tall dock had steel members to support the railroad deck, but the main superstructure was all concrete. Such construction lead the lead demolition contractor, Veit & Company, Inc., Rogers, Minn., to consider a number of options before hoisting a pair of Cat 336D excavators equipped with Genesis GDR 300 demolition recyclers to the top of the dock to process downward and from the lake to the shore. Demolition began in April 2012.

Veit's choice of the GDR concrete processor was based upon the material it knew would be encounter, as the



dock's concrete support base generally consisted of 18- to 24-in (457mm to 610mm) thick walls reinforced with up to 1.25-inch (32mm) diameter rebar to support the massive train and load weights.

"We needed a demolition attachment with a wide jaw opening that could handle the concrete and process the exposed rebar, and we got that with the GDR," says Ryan Olson, Veit Demolition General Superintendent. "The GDR's 43-in (1,092mm) jaw opening easily handled the columns, and the shear blade cut anything it was fed. Having both functions on one attachment really paid huge dividends."

Railcars and Genesis Equipment pulled it through

To minimize the risks involved with navigating equipment at such a height, Veit designed and fabricated a series of railcars that utilized the existing rails. Each car had its own multiple-locking safety system, and could be moved using either the boom of the machine itself or through the use of a diesel-over-hydraulic dump truck that hooked to the cars.

As the top-down demolition progressed and the upper 25 feet (7m) was removed, Veit began working from within the dock's footprint using hammers on a high-reach boom to break the concrete. Once on the ground, the concrete and steel was processed using the GDRs as well as a pair



of Genesis LXP® 300 Logix processors with pulverizer and shear jaws. The Genesis LXP is a concrete processing tool that features pulverizer, concrete cracker, and shear jaws that change-out in 15 minutes, enabling Veit to use this one tool for many applications.

Because demolition on a waterfront is always an environmental challenge, Veit designed and positioned floating barges with angled deflection panels to catch and direct any material that flew away from the dock back toward the structure, rather than into the water. Roughly 99 percent of all the material from the ore dock demolition will be recycled. The wooden deck has already been sold for reuse, while the tons of concrete and steel will be sent to area aggregate pits and steel recyclers. The demolition is expected to be completed on schedule in late 2013.

Right Solution for Argentina's Roads?

The crusher manufacturer Rockster Recycler provided the right type of solution for a Argentinian engineering and road construction company working on a 31-mile (50 km) road project. Alquimac SRL, a well-established Argentinian engineering and road construction company, had no ready source of fine-grade material available for a new 31-mile (50km) road project. The local material was very dirty, and the next quarry was located more than 18 miles (30km) away.

A perfect solution

Rockster Recycler offered the perfect solution for this requirement—the R1100 mobile impact crusher. The Rockster's ease of maintenance and service, and the optimal dimensions were already good

arguments for purchase. But with the skyrocketing costs of fuel and transport, it make sense for Alquimac to purchase an R1100 equipped with a RS94 screen box and RB85 return belt. Weighing 32 tons, the R1100 offers a robust design and an impressive crushing performance of approximately 350 tons per hour, making it ideal for large-scale jobs where a compact and transport-friendly machine is also needed. Furthermore, the R1100 is equipped with a fully hydraulic system and features a two-step pre-screener. This enhances pre-screening quality, higher throughput, lower wear costs, and a perfect separation of final material. With the additional screen box and return belt, the road constructor is able to produce high-quality grains in one workflow.

Meeting targets

Alquimac also invested in a Rockster RSS515 scalping screen for this project. The available limestone, with more than 80 percent fines, needed to be prepared in the most cost-effective way to high quality material. The RSS515 has two side conveyors that transport two already separated pre-cut materials, and one over-size belt that conveys the clean stone into the Rockster crusher. The R1100/RSS515 combination allows Alquimac to get 100-percent defined final grain.

"Now we can increase drastically the throughput of our Rockster R1100 and meet our production targets," says Alquimac CEO Mauricio Pascussi.





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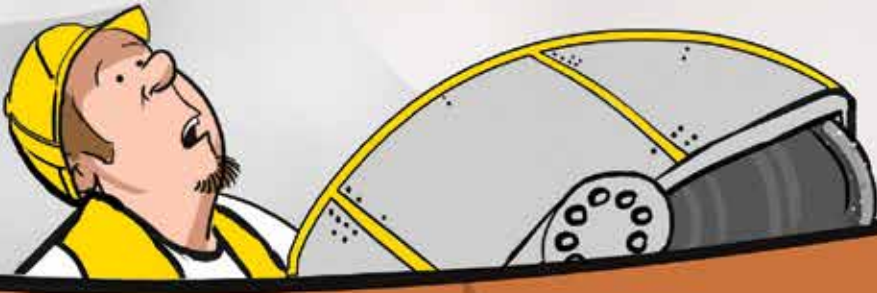


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