

# PODCAST

PROFESSIONAL  
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AMERICAS

Your Gateway to North, Central and South America

Volume 2 • Issue 4 • 2014

Feature  
**Putting Water  
Power to Work**  
pages 14-16

Feature  
**New Cutters  
Have the Floor**  
pages 18-20

## Reports

**HTC Projects Sales Will  
Double Within 5 to 7 Years**  
pages 37-38

## Reports

**CS Unitec -  
Something For  
Everyone**  
pages 40-41

## News

**Diamond Products  
MAXXimizes Cutting  
Performance**  
page 35



Shows

**It Does Auger  
Well for World of  
Concrete 2015**  
pages 40-42

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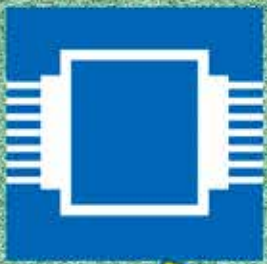
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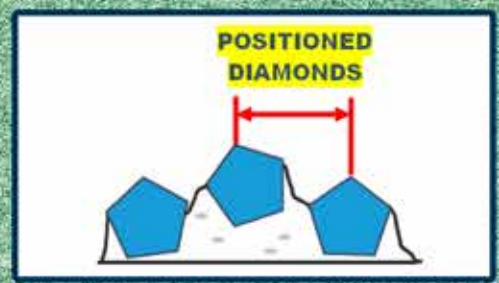
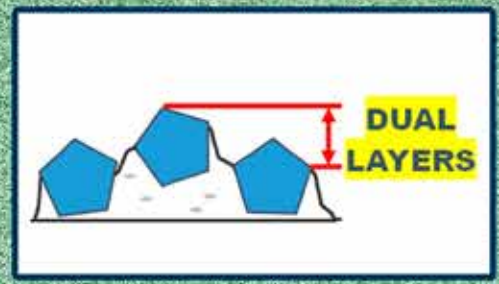
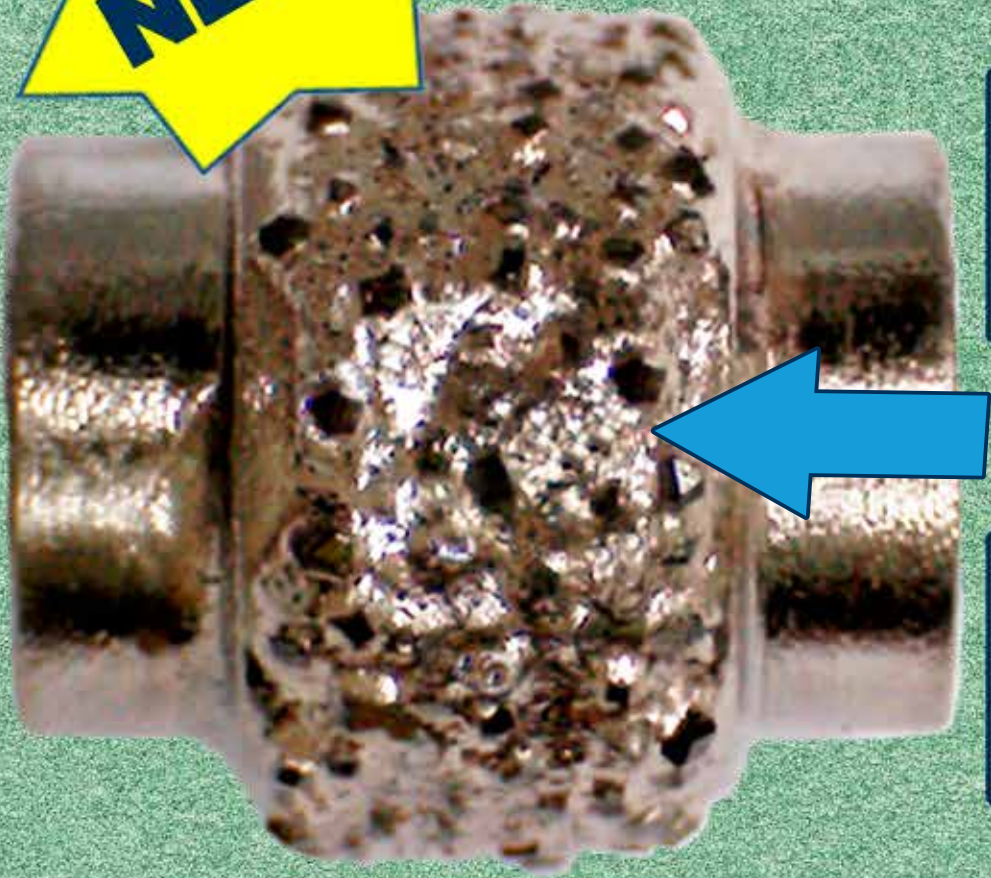


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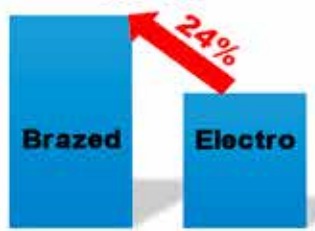
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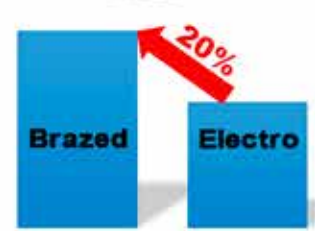
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# Contents



**Your Gateway to North, Central and South America**

<b>7</b>	<i>Editorial</i> Keep Your Eyes On Those Butterflies	<b>14-16</b>	<i>Features</i> Putting Water Power to Work	<b>39</b>	EBS 235 Walk-Behind Floor Grinder with Dust Extraction
<b>8</b>	<i>Business</i> CONEXPO Latin America to Include Industry Education Conference	<b>18-20</b>	New Cutters Have the Floor		New HEPA Vacuum Automatically Cleans Filters Without Interrupting Operation
	CSDA Hands-On Training Graduates 100	<b>20</b>	<i>News</i> Cuts Diamant Introduces New Floor Saws		A New Wet/Dry Diamond Core Drill From CS Unitec
	CSDA to Light Up World of Concrete 2015	<b>22</b>	A Major New Product in a Small Format	<b>24</b>	<i>Site Report</i> Swiss Debut for Aquajet Rotolance 2500
	Atlas Copco's New App		New Dual-Lock Tilt	<b>42</b>	Conjet Gets Tunnel Vision
	HTC Expands North American Sales Department	<b>24</b>	Coupler Available for CAT Mini Hydraulic Excavators	<b>44</b>	Drilling Beneath an Historic Library
<b>12</b>	New Sandvik Construction Distributor for Surface Drills in Alabama		HTC Ravager™ Tools Makes Surface Preparation Easy	<b>48-49</b>	How to Demolish a Balcony Safe and Efficiently
	NDA Members Get to Test Drive New Volvo Demolition Equipment		Insero Equipment Names AE Sales Its Manufacturers Representative in Canada	<b>50</b>	Wayne's World of Waste
	Entrada Group Podcast Examines the State of North American Manufacturing	<b>35</b>	A Mini-Dozer Innovation from Movex	<b>30-34</b>	<i>Shows</i> It Does Augurs Well for World of Concrete
	Genesis Attachments Names Mike Ganier Southeast Regional Manager		Diamond Products MAXXimizes Cutting Performance	<b>36-37</b>	<i>Reports</i> HTC Projects Sales Will Double Within 5 to 7 Years
	NDA Appoints New Executive Director	<b>38</b>	Whyte Named Product Manager for Fast Trax, Global Track Product Lines	<b>40-41</b>	Something for Everyone
			The New SMART grinder/polisher from Scanmaskin	<b>47</b>	Blastrac Covers the Basics of Surface Preparation

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# Keep Your Eyes On Those Butterflies

We've all heard of the "butterfly effect," where a small change, no matter how remote or seemingly insignificant, can be the impetus of potentially major consequences elsewhere in the world.

The butterfly effect is routinely felt in the construction and demolition trades. There are the obvious macro influences that can swell or shrink a backlog (e.g., the price of oil, favorable interest rates), as well as those that might not be experienced for some time, such as a major local employer winning or losing a key contract, reassessing its priorities, and ultimately deciding to add or relocate workers.

Other dimensions of the butterfly effect can have an equally powerful, usually beneficial effect on multiple levels. A new handle design for a cutting saw, inspired by the designer whose son had a sore thumb, might well enable operators to be more productive and experience less physical stress, enabling the contractor to increase profits and spend less on health insurance claims.

And if that improvement is incorporated in other types of tools, their users also become more productive, experience fewer injuries, and...well, you get the idea.

Similarly, a contractor in Venezuela may read about how a Swiss contractor's strategy for handling a tricky interior demolition job. Facing a similar challenge, he adopts the same approach, tweaking the method as needed and realizing further benefits. He shares his experience with a Brazilian colleague at a trade show, who experiences similar results, then tells his equipment distributor about it, who passes word along to his colleagues, who tell their customers, and so on.

Before long, an idea that originated in a small hamlet in Switzerland has become a "best practice" used by contractors from Arizona to Toronto, yet on entirely different types of projects.

Obviously, it's virtually impossible to predict the extent to which every small action will have. But the more awareness we have about what's influencing the industry, the better we can gauge immediate and long-term effects, preparing for and perhaps even accelerating the ones we want to happen.

That's why attending industry events like World of Concrete and this fall's new Latin American Concrete Cutting & Demolition Forum are so important. Sure, there's all the fancy equipment to see (along with the sights of Las Vegas and Rio de Janeiro!). But these events are like butterfly sanctuaries—they're swarming with ideas, experiences, and insights that may very well affect what you do and how you do it next month or next year. All you have to do is look and listen.

Whether or not you attend the shows, be assured that we at PDA will do our best to spot and report as many of those important "butterflies" as we can, at the shows and throughout the year. There's no more valuable tool to any business than information. And the more you know and learn about what's happening in the construction and demolition industry, the less likely those butterflies will take you by surprise.

**Jim Parsons, Senior Editor**  
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**CONEXPO Latin America to Include Industry Education Conference**

CONEXPO Latin America 2015 will feature a new one-day aggregates conference, designed to give producers practical, hands-on education to help them streamline productivity and increase profitability. Rock Products and Mining Media International are organizing the conference, which will be held October 21, 2015, in conjunction CONEXPO Latin America (October 21-24) in Santiago, Chile.

Aggregates conference topics will include achieving production standards, the role of the distributor in equipment education and service, energy issues/portable power generation, water issues, buying new versus used equipment, maintenance, safety, transportation, and plant expansion.

"Rock Products and Mining Media International have a solid history of serving the aggregates market; they have been top-level supporters of CONEXPO-CON/AGG, and we welcome their support of CONEXPO Latin America to bring vital education to show attendees," stated Melissa Magestro, senior director exhibitions for Association of Equipment Manufacturers (AEM), show owner and producer.

"This opportunity underscores the industry respect for Rock Products, which has experienced tremendous growth over the past three years, and we are pleased to partner with AEM to bring educational opportunities to CONEXPO Latin America," said Mining Media International President Peter Johnson. "Our goal is to provide aggregates producers with important insights that will help them run their businesses more successfully."

Education is an important component of the CONEXPO show experience, extending the value of exhibits and networking opportunities. CONEXPO Latin America 2015 attendees can take advantage of comprehensive industry-focused education, with a wide variety of training sessions, seminars, professional conferences, and educational workshops.

[www.conexpolatinamerica.com](http://www.conexpolatinamerica.com)

**CSDA Hands-On Training Graduates 100**

In what has already been a banner year for the CSDA Training Program, the association is pleased to announce that 100 industry professionals graduated from its hands-on training and certification courses in 2014. This year, CSDA saw a 43% increase in attendance for its three training courses at World of Concrete from the prior year, and the Training Program reached a milestone of 4,000 graduates. With an additional two hands-on classes completed in October and Operator Certification courses held in November, CSDA can confirm that exactly 100 people participated in its 2014 hands-on training schedule—up 21% from 2013 and the highest annual attendance in the past eight years.

Launched in 1993, the CSDA Training

Program currently consists of 33 hands-on, classroom and online courses. Advanced Operator Certification courses were added to the program in 1995 and the association has partnered with St. Petersburg College Corporate Training for the past 13 years to provide these courses through an accredited educational facility.

"It is a very encouraging sign for the industry that many companies are once again investing in employee training programs that improve operations and benefit the entire workforce," says CSDA Executive Director Patrick O'Brien. "The recent successes of the CSDA Training Program show us that there is a growing interest in having an established, innovative training and certification program for the industry."

**CSDA to Light Up World of Concrete 2015**

CSDA returns to fabulous Las Vegas, Nevada for the 41st World of Concrete with plans to light up the show with an impressive lineup of events. Having attracted 53 attendees in its first two appearances at WOC, the CSDA Concrete Polishing class is scheduled for February 4-5 at the Las Vegas Convention Center. Over the same two-day period, the association will hold a Core Drilling & Hand Sawing 101 class, incorporating classroom and hands-on sessions.

Even before these classes begin, the ever-popular CSDA Estimating class is scheduled for February 2-3. In addition to these classes, CSDA's lead training instructor, Rick Norland, will give a 90-minute seminar on Maximizing Efficiency of Concrete Structure Modification/Demolition on February 3. Attendees will learn how to strategically combine impact breaking and crushing with concrete sawing and drilling techniques to maximize efficiency of removing or modifying concrete structures.

Inside the exhibit halls, the spotlight will be firmly focused on the elite contractors being honored as part of the second Concrete Openings Awards. A prestigious ceremony for these industry awards is scheduled for 10:00 am on Wednesday, February 4, at Booth C4441. Entries have been placed into three categories—Building Construction, Industrial Renovation, and Infrastructure Renovation. A panel of judges will score each one based on set criteria. "Our members have once again shown that they possess innovation and a complex skill set to successfully complete these challenging jobs," says CSDA Executive Director Patrick O'Brien.

[www.csda.org](http://www.csda.org)

**Atlas Copco's New App**

Atlas Copco Construction Technique Business Area is launching a Construction App for use with Apple and Android devices, tablets, and smart phones. The new App contains a huge store of information about Atlas Copco's extensive range of products and services for the construction sector. It also keeps users up to date with the latest news about the construction market and has a host of other useful features. The App provides all the information required to make

the optimum choice when selecting from Atlas Copco's extensive portfolio. It contains information on portable energy products, road construction equipment, demolition and recycling equipment, concrete and compaction equipment, and service products. The latest information and technical data on Atlas Copco construction equipment are easily accessible in the App and can all be downloaded.

The App also provides heads-up notifications of new product launches, and other important news. Filters make it easy to find products and if more information or a quotation is required it can be requested within the App. The App also contains videos for training purposes and interviews about Atlas Copco's operations. Based on the user's location, the App will give information on the location and contact details of the nearest Atlas Copco Customer Centre. The Construction App is the simplest way to keep informed about Atlas Copco's entire offering to this industry. It is a tool that makes life simpler for everyone involved in using, purchasing or selling Atlas Copco construction equipment.

[www.atlascopco.com](http://www.atlascopco.com)

**HTC Expands North American Sales Department**

HTC is proud to welcome several qualified sales representative to the expanding sales department. The new sales representatives include James Garland, located in Otsego, Minn.; Tyson Chester in Portland, Ore.; and Adrian del Rio in Houston, Texas. In addition, HTC veteran Adam Hicks has been promoted to a National Accounts sales position. Each representative has extensive experience within the flooring industry. "In early 2014 we outlined a plan to aggressively expand the HTC sales footprint across the United States," says Mike Felkley, Sales Director for HTC, Inc. "I am happy to say we are very close to achieving that goal and continuing to provide customers with the best service and technical support in the industry."

[www.htc-floorsystems.com](http://www.htc-floorsystems.com)



Garland.



Chester.



Del Rio.



Hicks.

**Event Calendar**

**World of Concrete 2015**

February, 3-6, 2015  
Las Vegas Convention Center,  
Las Vegas, Nevada, USA  
[www.worldofconcrete.com](http://www.worldofconcrete.com)

**SAIE Mexico 2015**

February, 2015  
Mexico City, Mexico  
[www.saiemexico.com.mx](http://www.saiemexico.com.mx)

**Intermat 2015**

**World of Concrete Europe**  
April, 20-25, 2015  
Paris - Nord Villepinte, France  
[www.intermat.fr](http://www.intermat.fr)

**Construexpo 2015**

April, 24-27, 2015  
Poliedro de Caracas, Caracas, Venezuela  
[www.confex-us.com](http://www.confex-us.com)

**M&T Expo 2015**

June, 9-13, 2015  
Immigrantes Exhibition Center,  
São Paulo, Brazil  
[www.mtexpo.com.br](http://www.mtexpo.com.br)

**FELOC Expo Rental 2015**

May, 6-7, 2015  
Sede Alec, São Paulo, Brazil  
[www.alec.org.br](http://www.alec.org.br)

**Concrete Show 2015**

August, 26-28, 2015  
Immigrantes Exhibition Center  
São Paulo, Brazil  
[www.intermat.fr](http://www.intermat.fr)

**Latin American Concrete Cutting & Demolition Forum 2015**

October, 1-2, 2015, Rio de Janeiro, Brazil  
[www.latindemoforum.org](http://www.latindemoforum.org)

**Conexpo Latin America**

21-24 October, 2015  
Centro de Eventos y Convenciones  
Espacio Riesco, Santiago, Chile  
[www.conexpolatinamerica.com](http://www.conexpolatinamerica.com)

**Edifica 2015**

October, 21-24, 2015  
Espacio Riesco, Santiago, Chile  
[www.feriadelaconstruccion.cl](http://www.feriadelaconstruccion.cl)

**Bauma 2016**

October, 11-17, 2016  
Munich Exhibition Center,  
Munich, Germany  
[www.bauma.de](http://www.bauma.de)



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### New Sandvik Construction Distributor for Surface Drills in Alabama

Sandvik Construction is proud to announce that Crusher Works, the existing distributor for its Mobile Crushing and Screening products, has now also been appointed distributor for Sandvik's world leading range of Surface Drills throughout Alabama. Through continued collaboration with Crusher Works, Sandvik aims to provide customers throughout the region with better access to these world leading product ranges, which will be supported by the highest levels of aftermarket care.

Crusher Works, based in Bessemer, Ala., was formed in 2000 and served the needs of mobile crusher and screener customers in Alabama, Georgia, Mississippi, Tennessee and the northern Florida. Upon being appointed official dealers of the Sandvik Construction Surface Drills, Neil McCoy, President, stated, "We are proud to be taking on the Sandvik drill line, allowing Crusher Works to provide a more complete offering of mobile equipment to the quarry industry in Alabama."

Crusher Works is an established name in Alabama, and has forged a successful business relationship with Sandvik over many years as the official distributor for Mobile Crushing and Screening products. With its workshops and service engineers the company has developed a reputation for providing exceptional levels of customer care. This will enable the company to supply the comprehensive range of Sandvik Surface Drills, but will also allow for enhanced aftermarket support, enhanced spare parts availability and dedicated customer service. In addition to product sales and aftermarket support, Crusher Works' surface drills customer base will benefit from financing options from Sandvik Finance.

"Crusher Works' experience as a very successful distributor of mobile crushing and screening equipment is a testament to their very strong customer focus and knowledge of the quarrying industry," says Avery Martin, Sandvik's U.S. Business Line Manager for Surface Drills.

### NDA Members Get to Test Drive New Volvo Demolition Equipment

A group of nearly 100 National Demolition

Association leaders and members undertook a field trip as part of the association's quarterly Board meeting in Gettysburg, Pa.—a tour of the Volvo Construction Equipment plant in nearby Shippensburg, Pa. There, they watched an outdoor machine show featuring the manufacturer's standard and high-reach demolition equipment, and had a chance to test drive some of the newest loaders, haulers and excavators during a day-long visit to the Volvo Customer Center.

Göran Lindgren, President and CEO of Volvo CE North America addressed the group about the present state of the company's demolition equipment manufacturing operation. He also discussed the commitment Volvo has made to the North American market, demonstrated in part by the company's \$145 million investment at the Shippensburg location, including construction of a new Customer Center and expansion of one of America's most innovative and environmentally friendly (LEED Silver Certified) factories for producing a variety of construction equipment.

"Volvo Construction Equipment will remain a major force in its market as we consolidate our industrial footprint," Lindgren said. "Our investment in the Shippensburg facility allows us to respond more quickly to customer demand."

Among the event's many high points was the presentation of a new high-reach demolition excavator to representatives of Greg Bair Track Hoe Service headquartered in Overland Park, Kansas. The boom height of the excavator reaches to at least 100 ft (30.5m), allowing the demolition contractor to take down extremely tall structures without the use of outmoded wrecking ball/crane combinations, while providing improve worker protection. The day also included a chance to try out the Volvo high-reach demolition simulator and the opportunity to test drive some of the demolition equipment in the machine performance testing area.



Göran Lindgren, President and CEO of Volvo CE North America.

### Entrada Group Podcast Examines the State of North American Manufacturing

Entrada Group presents the latest installment of its offshore manufacturing podcast series, "Why American and Canadian Manufacturing Aren't Dead."

In this podcast, Doug Donahue, Entrada Group Principal and Vice President of Business Development, interviews Joe Atikian, economist and author of Industrial Shift: The Structure of the New World Economy. Atikian is one of the voices challenging the common sentiment that American manufacturing is on a downward spiral.

"The key reason that I started to question the so-called decline of manufacturing, is that real output is growing and it's growing just about everywhere in the world," Atikian says. "Basically our attitude toward agriculture and manufacturing should be changing. We should shift our views because we don't have many people involved in agriculture anymore, but nobody says that we should go back to harvesting corn by hand just to get jobs back."

In the podcast, Atikian examines the historical and structural factors contributing to Mexico's manufacturing strength, comparing the country's growth today to the transition experienced by a now-developed Asian manufacturing powerhouse. At the same time, he feels Mexico has room for further industrial expansion, noting that in rail, for example, Mexico has just "one-tenth of the railway density of the United States," as well as just half the expressway density of the US. Atikian and Donahue also explore how industrial output in the US and Canada have doubled since the 1970s; why automation is more responsible for shifts in modern manufacturing than outsourcing; and the competitive advantages of Mexican manufacturing. The podcast audio file and transcript are available at [www.entradagroup.com/podcasts](http://www.entradagroup.com/podcasts). Registration is required to download the materials.

### Genesis Attachments Names Mike Ganier Southeast Regional Manager

Genesis Attachments has named Mike Ganier as its Southeast Regional Manager. Covering North Carolina, South Carolina, Georgia, Mississippi, Alabama, and Florida, Mike brings 15 years of attachment sales experience and more than a decade of scrap and recycling industry specialization to Genesis.

"Mike will work with our dealers in the Southeast to increase Genesis business," says Shane Kuhlmeier, Genesis director of North American sales. "His widespread industry background and relationships will enable him to hit the ground running."

[www.genesisattachments.com](http://www.genesisattachments.com)



### NDA appoints new executive director

In the US the National Demolition Association has appointed Cheryl Caulfield as executive director. Caulfield will work directly with NDA leaders and volunteers to help guide and execute the organization's strategic initiatives, programmes and policies. Caulfield is replacing NDA executive director Michael Taylor, who is retiring from the association after 25 years of service.

Caulfield has more than 20 years of association experience, including a mix of advocacy, member education, membership development, financial management and meetings management experience. She spent a number of years working for building and real estate associations, including several years at the National Association of Home Builders, where she was both a senior vice president for government affairs and, before that, vice president for the NAHB Builder 20 Clubs.

"The Board of Directors is excited to begin working with Cheryl," said NDA president Jeff Kroeker of Kroeker in Fresno, California. "Her proven abilities in advocacy, membership development and member education will be incredible assets to NDA. We're thrilled to have a leader of this calibre helping to define the future of the demolition industry. I would also like to thank Mike Taylor for his commitment to the success of the NDA and our members over the past quarter century."

Caulfield has also served as president and chief executive of the American Bearing Manufacturers Association. Working with both global and domestic manufacturing chief executives, she was responsible for the daily management of ABMA and implemented the organization's strategic initiatives and global anti-counterfeiting programmes, education, ANSI standards development and industry relations. She holds a bachelor's degree in political science from Old Dominion University, a Certified Association Executive designation from American Society of Association Executives and a Certified Institute Organization Management designation from the US Chamber of Commerce.

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# PUTTING WATER TO WORK

Hydrodemolition techniques are becoming increasingly common among demolition and concrete cutting contractors. And is a demolition method to consider. Where are the latest news from the manufacturers.

Aquajet from Sweden has recently launched the Aqua Cutter 410. The company defines the new hydrodemolition robot as a "groundbreaking innovation," as it is currently claimed to be the world's smallest and most flexible hydrodemolition robot. The Aqua Cutter 410 has been designed for applications in confined areas such as concrete sewer pipes in urban locations, small tunnels, and building interiors with restricted space.

#### Aqua Cutter 410 passes easily through a standard door

At 6.9 ft (2.1m) long, 3.5 ft (1.07m) wide, and 2.5 ft (0.78m) high, the new robot can go through a standard door opening and inside a concrete pipe, and operate on vertical, horizontal or overhead surfaces. And weighing around 1 ton, it can also operate from scaffolding.

Working typically with between 10,152 to 36,259 psi (700 to 2500bar) pressure and flow of 16 to 47.5 gallons (60 to 180litres) per minute, the new robot can handle most concrete removal tasks on floors, walls, and overhead applications. It can also replace many applications currently performed using handheld lances to provide a safer and more accurate operation.

The 410 robot features a number of tools, including a rotor for surface preparation and working inside pipes; a single lance with a 4.9 ft (1.5m) front shroud for surface removal; and an hydraulically operated articulated arm with a reach up to 9.8 ft (3m). A tunnel kit allows the unit to operate in tunnels up to 9.8 ft (3m) diameter is based on the

**Below are three of Conjet's hydrodemolition robots.**

Aqua Spine system, which makes it extremely flexible as most of the Aqua Spine accessories can also be used. The tunnel kit also features automatic detection of the distance to the tunnel surface, making it easy to operate in uneven or oval shaped tunnels.



#### Perfect for unfriendly environments

The power control module can be disconnected from the tracked crawler. This allows the crawler to be driven into unfriendly environments, such as small tunnels suddenly flooded by heavy rain. In this mode, the PCM is connected to the track crawler by an umbilical cable so that the removal process is not disrupted by the water. The operator controls and monitors the operation by a remote radio controller, so the machine can be run from a safe distance ensuring complete control over the robot.

Features of the proven Aqua Cutter 710 series of robots (e.g., the equal distance system, the intelligent sensing control, and smart lance system) have been updated and integrated in to the new 410 robot. It offers the same reliability, versatility, easy maintenance, and low operating costs as the Aqua Cutter 710 robot, and uses many of the same parts.



# ATER POWER

## Innovation Award of the Year 2014

In addition the Aqua Cutter 410 was awarded the "Grand Innovation Award of the Year" at the recent Demcon show held in Stockholm in September.

"We accepted the award with great reverence for our competitors and partners in the demolition industry," says Aquajet representative Patrick Andersson. "This is a testament to the way we think and how we build our products."

[www.aquajet.se](http://www.aquajet.se)

## Conjet introduces the first water recycling system for hydrodemolition

Conjet, also from Sweden, is releasing the Conjet water recycle system, believed to be the first water recycling system designed specifically for hydrodemolition. The system is skid-mounted, and can be fitted inside a standard regular or insulated 20 ft (6m) container, on a trailer, or aboard a truck, depending on customer preference.

The unit cleans hydrodemolition wastewater, making it fit for recycling back to the high-pressure pump, or filter the water to soften the impact on the environment. The filtration system can handle up to 706ft<sup>3</sup> (20m<sup>3</sup>) per hectometer of water containing no particles above 5 microns, while reducing the pH value to 7 or below, making it neutral.

The new CWRS treats the water in two general steps. The first pre-treatment phase takes place in the basket housing of the pump and two special hydro cyclones. The outgoing water from this step will not contain any sand or particles nominally over 20 microns, which can be released into the environment without causing pollution.

It is also possible to make the water fit for recycling back into the high-pressure pump. The second step contains two filters that are backwashed periodically. The backwash flow goes back to the container, and is filtered through the coarser load. The outgoing flow will qualify for feeding the high-pressure

**Above illustration shows that the power control module can be disconnected from the tracked crawler. This allows the crawler to be driven into unfriendly environments.**

**The new Aqua Cutter 410 has been designed for hydrodemolition applications in confined areas with restricted space.**



pump, resulting in a significant reduction of water used in the hydrodemolition process.

Last year, Conjet also launched the new Robot 557 at the World of Concrete in Las Vegas. The machine represents a whole new design and technological thinking from Conjet, and is built for a variety of applications. The robot weighs almost 3 tons and is equipped with rubber tracks that have an adjustable width from 3.9 to 6.2 ft (1.2m to 1.9m), making



**The Aqua Cut 410 robot was praised and awarded with the "Grand Innovation Award of the Year" at the Demcon show in Stockholm.**



The new Aqua Cutter 410 has been designed for hydrodemolition applications in confined areas with restricted space. The boom can easily be manoeuvred in different position for optimal reach and removal of damaged concrete.

the robot 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, with a placement that provides easy viewing and access. Robot 557 is equipped with the new control system Conjet ONE, which is also incorporated in all current Conjet robots.

The main concept of

the new control system is that all configurations can be set from the radio remote control. All parameters programmed in the remote control are simultaneously transferred to the control panel on the machine, and vice versa.

[www.conjet.com](http://www.conjet.com)

### Dynaset water pump

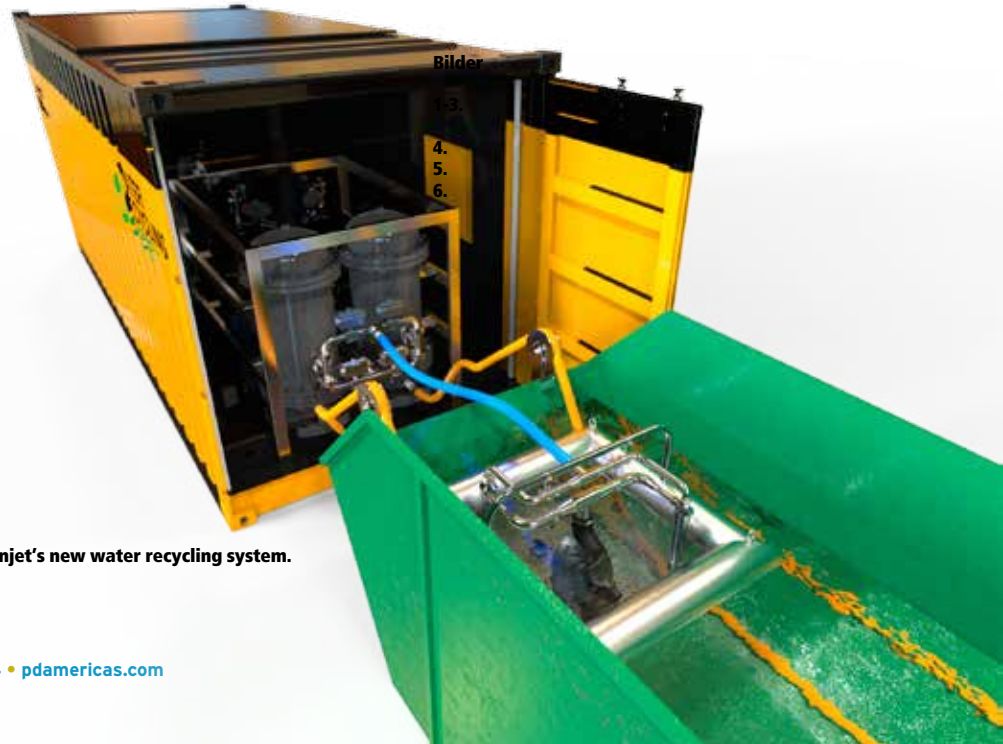
Dynaset from Finland has developed the new HPW1000 hydraulic high-pressure water pump for hydrodemolition. The company claims the HPW1000 has the best power-to-size-ratio to meet the needs of the most demanding customers. It generates water pressure of 14,503 psi (1000bar) and flow rate of 8 gallons (30 litres) per minute, and provides 67 hp (50kW) output.

The HPW1000 pump's structure allows locating the suction and pressure blocks to the same side, which provides for an extremely compact unit weighing just 70.5 lbs (32kg). The pump is 16 in (408mm) wide, 7.1 (182mm) deep, and 5.3 in (161mm) tall.

The pump is powered by the hydraulic system from a carrier machine, and does not need any extra power source. It is always onboard with the carrier machine and ready to be used. Requirements for hydraulic input of carrier machines are oil flow of 37 gallons (140 litres) per minute, and pressure of 4,206 psi (290bar).

[www.dynaset.com](http://www.dynaset.com)

Dynaset's new HPW 1000 hydraulic high-pressure water pump for hydrodemolition.



Conjet's new water recycling system.



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# New Cutters

Concrete cutting techniques are truly universal. Specialist contractors in every corner of the world now use them and the geography of those who manufacture this specialized equipment is also expanding.

For example, Australia is not exactly famous as a concrete cutting hub. Yet Sydney-based Makinex ([www.makinex.com.au](http://www.makinex.com.au)) has been providing equipment to the construction, landscaping, infrastructure and related industries since 2004. Makinex's latest range of floor sawing machinery includes three petrol and electric models. They boast a number of improvements aimed at enhancing ergonomics and productivity. Sturdy and easy-to-operate, the machines are designed for concrete cutting at a depth of up to 6 in (153mm) using a 13.8 or 14.8 in (350 or 400mm) diameter blade without needing to reconfigure the pulley system.

The new petrol model comes standard with a Honda GX270 series motor that has greater fuel efficiency, lower emission level, and quieter performance. The FS-130SP electric 14 in (356mm), FS-150P petrol 16 in (406mm), and FS-150ETP electric 16 in (406mm) models complete the range.

Thanks to the in-house flush cutting system, which allows greater depths with less force, and the pneumatic shock absorber adjusting the cut depth to suit the application, Makinex floor saws are ideal for cutting concrete slabs, pavements, crack chasing, roads and footpaths.

An adjustable rear axle enabling the blade to cut flush against walls and curbs makes them easy to use on constrained job sites.

Other features in-

clude a depth indicator, guided sight for straighter cutting and adjustable handle bar height for ergonomic operation.

## From Russia with a floor saw

Russia is another example of an economy that relies on the import of machinery rather than export. There is a handful of diamond tooling manufacturers in the country, but no company has made a stab at building concrete cutting hardware, except St. Petersburg-based DUS ([www.dus.ru](http://www.dus.ru)). Headed by Maxim Petrov, one of the co-founders of Russia's Sawing and Drilling Association, DUS has been supplying concrete cutting and demolition equipment to local contractors for over 10 years.

Having consolidated its position as one of the domestic industry's prime suppliers, DUS took a bold decision to try its hand at making cutting equipment. Research and development efforts went on for 10 months and resulted in the DUSFS 270 electric floor saw. Powered by a 10 hp (7.5kW) electric motor, the floor saw accommodates diamond blades up to 31.5 in (800mm) in diameter, and has a maximum cutting depth of 12.6 in (320mm).

Due to its compact dimensions, the machine fits into any standard-size doorway and is easy to maneuver onsite. Once the job is done, it can be dismantled



into three pieces within 10 minutes for transportation. The DUSFS 270 comes, as standard with the conventional electric motor, but it is also available with a HF speed regulator.

## Innovative power transmission on Tyrolit machines

Tyrolit Hydrostress ([www.tyrolit.com](http://www.tyrolit.com)) has expanded its floor sawing range with another model featuring the company's innovative power transmission system. Designed for cutting asphalt and green and cured concrete to a depth of up to 18.9 in (480mm), the new 73.8 hp (55kW) FSD1274 floor saw boasts a three-speed gearbox,

# Have the Floor

which ensures optimum blade speeds and long blade life.

The gearbox enhances power transmission to the saw blade shaft, which results in higher cutting performance. The patented adjustable handles serve to increase the machine's maneuverability. The floor saw is almost maintenance-free due to the blade drive shaft's location in the oil bath. There are no lubrication points and the driving belts do not come into contact with slurry.

The FSD1274 is powered by a Kubota turbo diesel engine, with the cutting depth being adjusted electromechanically. An automatic water shut-off system is installed to reduce water consumption. For operational safety, the saw is fitted with an electronic saw blade clutch. A re-designed cover protects the operator from hot and moving engine parts and helps reduce the noise level.

## Two Tier 4 Final-compliant models from Husqvarna

Husqvarna Construction Products ([www.husqvarna.com](http://www.husqvarna.com)) used the 2014 World of Concrete show to unveil two new floor saws complying with the latest Tier4 Final/Stage III B emission regulations. Sturdy and powerful, the FS 5000 D and FS 7000 D are designed for heavy-duty applications. The bigger FS 7000 D is a walk-behind model suitable for roadwork, large sawing jobs, and deep floor sawing. The



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Above, two new Russian models of flatsaws.



Above, the control panel of the new Husqvarna flatsaws is easy accessible.

smaller FS 5000 D is perfect for small to mid-size jobs, service work, and floor sawing.

As with all Husqvarna machines, great importance is attached to ergonomics and user-friendliness. The electronically controlled engines feature digital displays showing all operational parameters. The new floor saws are available with either a three-speed or single-speed transmission system.

**New cutters from Cuts Diamant**

The new range of walk-behind floor saws from Italian company Cuts Diamant ([www.cutsdiamant.com](http://www.cutsdiamant.com)) boasts a number of improvements on its forerunners. Most impor-

tantly, cutting performance has been boosted through a more even weight distribution. This balance has been achieved by replacing the metal water tank with a plastic unit. It also has a beneficial side effect of reduced vibration. The cutters have been re-designed to give them a sleek modern look.

**Sea Technology launches Seafloor 500**

Another Italian manufacturer, Sea Technology ([www.seatechnology.eu](http://www.seatechnology.eu)), used Samoter to present its new model Seafloor 500. Powered by a 13.4 hp (10kW) Honda engine, the compact and powerful Seafloor 500 has a cutting depth of up to 7.5



A new flatsaw from Italian Sea Technology.

in (190mm) and comes standard with a 19.8 in (500mm) diamond blade. According to the manufacturer, the new machine has excellent cutting precision and stability thanks to the short wheelbase and the position of the water tank, which is now mounted above the blade.

# Cuts Diamant Introduces New Floor Saws



The new line of Cuts Diamant walk-behind floor saws has several improvements compared with the company's previous asphalt cutters. The aesthetics of the asphalt cutters have been improved, creating a more modern and attractive design. Users also enjoy better floor-cutting performance, thanks to a more homogeneous weight distribution.

The previous steel water tanks have been replaced with plastic units in order to make filling and draining easier. The change helps reduce the machines' weight, making them easier to load and unload from trucks.

The modification has also reduced the vibration created during cutting, and improves the handling of the joint cutters.

The joint cutters are available in four different versions, which differ according to the maximum diameter of the diamond blade that can be mounted: 13.8, 15.7, 17.7, or 19.6 in (350, 400, 450, or 500 mm). Every walk-behind saw can be fitted with different engines.

[www.cutsdiamant.com](http://www.cutsdiamant.com)





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# Breaking

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# A Major New Product in a Small Format

When SILA's product development engineers were working with the company's latest air cleaner, the SILA 600A, they discovered that all the air cleaners of that size share more or less the same deep, low-profile shape. This shape design, which has been in use since the mid-1980s, is minimized the size of the prefilter area, which in turn has an adverse effect on the air cleaner's function.

For maximum performance, an efficient air cleaner should, of course, have as large a prefilter area as possible. That's why

the SILA 600A sets a new standard for air filter design—height rather than depth, enabling the company to double the area of the vital prefilter. This innovative design also means that the capacity of the air cleaner does not drop as quickly.



This is fairly important when using tools that create a lot of dust.

There are more reasons as to why SILA have created the 600A, which at 21 lb (9.5kg), is only half the weight of some of its competitors. Small air cleaners often have to be used in enclosed spaces and are almost always positioned in door openings, at worst providing an irritation and forming part of an impractical work environment. To prevent problems for users, the SILA 600A is designed so that the air cleaner can be passed even in narrow door openings.

As a result, the SILA 600A is perfect

for small-space renovations. The Sanitation Frame accessory is available as for all other SILA models. This is an ingenious design that allows user to create secure barriers between clean and poor air quickly and without using lots of tape.

Users can also connect an evacuation hose to the air exhaust, and divert the air to suitable doorways, windows, or other openings. Users can regulate the air cleaner flow (full speed and half speed), and choose between single-use prefilters and washable prefilters.

[www.silaproducts.com](http://www.silaproducts.com)



## Wacker Neuson Starts Skid Steer Loader Production in the U.S.

The Wacker Neuson Group is building a production line for skid steer and compact track loaders at its U.S. facility in Menomonee Falls, Wisc. The new line will become fully operational in the first quarter of 2015, initially manufacturing four models.

"Our strategy is 'in the region for the region,'" explains Cem Peksaglam, CEO of Wacker Neuson SE. "It makes sense for us to build skid steer loaders in the region where demand is strongest – North America."

Peksaglam adds that the company unveiled four loader models tailored to the needs of the North American market at the start of 2014, and received positive feedback from dealers and customers alike. "Producing these products in North America will speed up time-to-market and enable us to adapt these high-quality, powerful machines more rapidly to the specific customer requirements of this core market," he says.

Originally constructed in 1986 and expanded in 2012, the 2.8 million ft<sup>2</sup> (260,000m<sup>3</sup>) Menomonee Falls plant will produce the SW24 and SW28 skid steer loaders

with payloads of approximately 1.1 and 1.4 tons, and the ST35 and ST45 compact track loaders with payloads of approximately 1.6 and 2.1 tons. Concurrently, a local development team is working on further models to broaden the line.

"Our current skid steer loader models for North America were jointly developed by teams in Austria and the U.S.," Peksaglam says. "So we will also have access to in-depth expertise and a wealth of experience in the development and production of skid steer loaders at the new site."

In addition, Wacker Neuson will continue to produce skid steer loaders at its Hörsching site in Austria.

"Demand for our dumpers and excavators is growing worldwide," Peksaglam adds. "We will be using the free capacity at Hörsching from 2015 on to expand our dumper and excavator production capabilities here. Thus, there will be no layoffs at the site."

[wackerneuson.com](http://wackerneuson.com)



## New Dual-Lock Tilt Coupler Available for CAT Mini Hydraulic Excavators

The new CAT Dual-Lock Tilt (DLT) pin-grabber-type hydraulic coupler, available for 5- and 8-ton Cat mini hydraulic excavators, increases machine versatility with the ability to rotate work tools through a 180-degree arc. The design provides optimum flexibility and efficiency in applications such as finish grading, demolition, ditch cleaning, and landscaping—eliminating the need and expense of specialized equipment. The new coupler accommodates compatible pin-on work tools and allows buckets to be used in a front-shovel configuration.

The DLT coupler's design allows changing work tools from the cab, and a visible locking mechanism assures operators that tools are securely attached. The coupler's innovative primary locking system uses a wedge plate that is positioned via a hydraulic cylinder with an integrated check valve. A secondary lock is spring-applied and hydraulically released by means of a separate hydraulic circuit.

The DLT coupler incorporates an enclosed design, with no external cylinder rods or moving parts, resulting in optimum reliability, longer component life, and low cost of ownership. All internal components subject to wear are heat-treated for maximum service life, thus extending the life of bearings, seal grooves, and gear surfaces. A newly designed rotary actuator provides up to 35 percent more holding torque, reduces overall weight by 15 percent, and simplifies hydraulic-line routing, compared with after-market actuators. In addition, helically cut and hardened gears used in the actuator ensure positive action and long-term durability.

Coupler weights are 247 lb (112kg) for 5-ton class excavators plus the 903C Compact Wheel Loader and 398 lb (180kg) for 8-ton class excavators. The DLT coupler is available for 305C/D/E and E2 models, 305.5D/E and E2 models, and 308E and E2 models.

[www.cat.com](http://www.cat.com)



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# Swiss Debut for Aquajet Rotolance 2500



In Switzerland, hydrodemolition contractor Walo Hydrodynamik is removing more than 269,100 ft<sup>2</sup> (25,000m<sup>2</sup>) of concrete decking on the Viaduc de Chillon, above Lake Geneva using an Aquajet 2500 Rotolance. The Viaduct was constructed in 1969 comprising two 39-ft (12m) wide structures carrying the A9 auto route. Both viaducts have a span of 7,054 ft (2,150m), but a 2013 inspection found that the concrete decks were affected with alkali aggregate reaction, resulting in severe corrosion.

Walo was awarded the contract to remove up to .2 inches (5mm) of the concrete deck on the eastbound lanes. On completion the deck will be paved with a fiber-reinforced concrete developed by Holcim to strengthen the deck and contain the alkali aggregate reaction.

Wako is using its Aquacutter 710 VE hydrodemolition robot, with a 13-ft (4m) mast extension and the latest Rotolance 2500. With the Rotolance traversing along

the 13-ft (4m) long extension beam, it is programmed to automatically advance 6.3 in (160mm) each cycle, as the unit reaches the end of the beam.

The Rotolance is operating at a water pressure of 29,000 psi (2000bar) and flow of 38 gallons (120 litres) per minute to achieve concrete removal rates of 3,531ft<sup>3</sup> (100m<sup>3</sup>) per hour.

"The Rotolance 2500 is the perfect tool for deck removal where the depth is up to .2 in (5mm) and over very large areas," says Walo Hydrodynamik manger Bruno Zuberb'hlér.

In addition to removing the deck surface concrete the Rotolance is also being used to cut five .08-in (2mm) deep channels across the deck to assist in consolidating the new concrete and forming a stronger bond.

Walo will begin work on the westbound viaduct next year in a repeat operation to remove a further 25,000m<sup>2</sup> of concrete deck.

[www.aquajet.se](http://www.aquajet.se)



## HTC Ravager™ Tools Makes Surface Preparation Easy

Featuring a high stock removal capacity, HTC Ravager™ tools are available in 7-in, 9-in, and 11-in (127mm, 178mm, and 279mm) sizes. The product line also features a 6-in (152mm) hand grinding tool that fits HTC grinding machines and hand grinders. There are many tough applications for the HTC Ravager™. They include exposing large aggregates, removing rigid or brittle coatings, or even grinding through .375-in (9.5mm) overlays with ease. "With my years of experience the Ravagers are by far the best preparation tool available in today's market," says Brad Burns, Technical Director at HTC, Inc. "Grinding is not as destructive to concrete as shotblasting and scarifying. Combining planetary action with the Ravager tools, technicians can achieve an ICRI CSP 5-6 profile for surface preparation."

## Insero Equipment Names AE Sales Its Manufacturers Representative in Canada

Omaha, Neb.-based Insero Equipment, a supplier of industrial construction equipment, is proud to announce the appointment of AE Sales Group as the representative for the Insero Equipment product line in all Canadian provinces. "AE Sales Group has a deep-rooted commitment to providing customers with quality equipment," says Jared Reinoehl, Director of Operations at Insero Equipment. "Adding them as a representative provides the construction industry with the products they need to stay productive in the field." AE Sales Group will carry Insero Equipment's full line of industrial construction equipment, which includes towable industrial heaters; dewatering "trash" pumps; light towers; and the patent-pending Auxiliary Mobile Power (AMP), an all-in-one skid steer equipped with auxiliary hydraulic, pneumatic, and electric power sources.

## A Mini-Dozer Innovation from Movex

The Track-O-M-27 Mini-Dozer from Movex is especially designed for very confined spaces. Its narrow dimensions and very low profile to access hard-to-reach indoor or outdoor areas with no excess heat, noise, or fumes. The M-27 has a continuous run-time of 8 hours, which can be increased as needed. A wide range of tool attachments are available as well. The M-27 Mini-Dozer is a nominee for the World of Concrete's Most Improved Product in the Demolition and Repair Tools/Materials category.



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# Latin American Concrete Demolition Forum



The Latin American concrete cutting and demolition industry has shown steady growth during the last years. Product methods that earlier were not used at all or only to a limited extent have gained stronger acceptance in markets like Mexico, Brazil, Chile, Bolivia, Peru, Colombia, Argentina, and many others. Interest in these methods among Latin American contractors is growing quickly as well.

## A Unique Forum

In order to meet this demand and stimulate further growth in the region, the first-ever Latin American Concrete Cutting & Demolition

Forum will take place at the Sheraton Rio Hotel and Resort in Rio de Janeiro, Brazil, October 1-2, 2015. This two-day seminar will feature a number of presentation topics and roundtable discussions on current and emerging topics of particular interest to Latin America's concrete cutting and demolition contractors. Though the program for the Forum is still being finalized, here is a tentative list of topics:

- Remote Controlled Demolition – The Methods
- Heavy-Duty and Long-Reach Demolition Tool Carriers
- High-Cycle Concrete Sawing and Drilling Equipment – Lightweight, Fast and Efficient
- Hydraulic vs High-Cycle Concrete Cutting
- The Modern Diamond Tools – Cutting Performance, Life Safety, and Economy
- Efficient Removal of Different Floor Coatings – Methods and Brands
- The New Flooring Product - Concrete Floor Polishing in Theory and Practice
- Machines, Tools, and Chemicals for Concrete Floor Polishing

- Best Practices for Handling Dust and Concrete Slurry
- Recycling and Waste Handling – A Profitable Business: Crushing and Screening With the Latest Techniques
- Hydrodemolition: The “Sensual” Demolition Method for Sensitive Concrete Structures
- Presentations of Various Case Studies from Latin American Markets

Watch the Forum's website, [www.latindemoforum.org](http://www.latindemoforum.org), for schedule updates and additional information.

The Forum is being organized by S.C.O.P. AB of Sweden, publishers of the international demolition magazine PDI, and Riverbends Publishing LLC of the U.S., publishers of the North and South American magazine Professional Demolition Americas, PDA.

## Trade associations supporting the event include:

- Brazilian Association of Technology for Construction and Mining (SOBRATEMA)
- Brazilian Rental Association (ALEC)



# Concrete Cutting & Demolition in Rio de Janeiro

2015

- Brazilian Association for Recycling of Construction and Demolition Waste (ABRECON)
- European Demolition Association, EDA
- IDE - Institute of Demolition Engineers
- International Association of Concrete Drillers & Sawers (IACDS)
- International Concrete Polishing & Staining Conference, ICPC and Concrete Polishing University

## ***Dedicated to the professionals***

The Forum is dedicated to serving the interests of Latin America's concrete sawing and drilling, demolition, recycling and concrete floor grinding and polishing industries - contractors, manufacturers, suppliers, and trade associations. Its program is intended to inform, educate, stimulate discussion, and train in order to advance the professional and economic growth of the region's concrete cutting, demolition, and recycling sectors. For manufacturers and distributors, the Forum is a perfect chance to meet a large number of professional contractors and also rental companies. It is a truly a unique and highly valuable networking and promotional opportunity.



## ***Marketing of the Forum***

Since May 2014, the Forum's organizers have been working with the region's trade associations and others to raise awareness about the event through a variety of direct contact and media channels, including various Latin American trade magazines and news sites. The Forum will also be promoted at a number of trade exhibitions in North and South America.

## ***Languages***

All information and promotional material will be available in Portuguese, Spanish, and English. During the Forum, all presentations and speeches will be simultaneously translated to/from these languages. Printed materials, presentations, and speech texts will also be available in the three main languages.

## ***Table-top Exposition***

Concurrent with the forum, a table-top exposition will provide a venue for manufacturers, suppliers, associations, and contractors to promote their products or services. There will also be an outside demonstration and training area. Registration information for booths and table-top exposition space is available at [www.latindemoforum.org](http://www.latindemoforum.org).

## ***Presentations and Hands-on Training***

The Forum will offer a variety of useful and informative presentations on the advantages with various industry methods, products and tools, as well as extensive hands on training classes. Sessions include operation of remote controlled demolition robots, hydrodemolition techniques, core drill systems, wall and wire saws, dust extraction and concrete slurry containment, and removal of concrete floor coatings. In addition, special concrete floor polishing seminars and polishing training classes will be carried out in cooperation with

the International Concrete Polishing Institute.

## ***Website***

All information about the Latin American Concrete Cutting & Demolition Forum 2015 you will find on the website [www.latindemoforum.org](http://www.latindemoforum.org), which is updated continuously. Visitors will find more information about the Forum's program, speakers, topics, methods, and products. Proposals for additional topics/presentations are also welcome and will be given due consideration for the program. The website also provides portals for participating in the Forum, reserving exhibition space, and making travel and hotel arrangements. You will also find links to partners and supporters of the Forum, associations and exhibitors.

## ***Become a sponsor***

Latin American Demolition Forum 2015 offers a wide variety of sponsor packages for manufacturers, suppliers, contractors, and trade associations. Sponsorship levels include Exclusive Platinum Sponsor, Gold Sponsor, Silver Sponsor, Bronze Sponsor, Supporting Sponsor, Gala Dinner Sponsor, and Visit Rio de Janeiro Sponsor. More information and booking arrangements are available at [www.latindemoforum.org](http://www.latindemoforum.org).

**Latin American Concrete Cutting & Demolition Forum 2015** truly has something for everyone. Make plans to join us in Rio de Janeiro on October 1-2, 2015, and be a part of an exciting event dedicated to an exciting industry.

Welcome!



# Venue: Sheraton Rio Hotel & Resort, Rio de Janeiro, Brazil, October 1-2, 2015

## Fee's for attendance

Joint two-day Forum, Welcome Cocktail and Gala Dinner:	U.S. \$ 890
Two-Day Forum only:	U.S. \$ 615
Gala Dinner only:	U.S. \$ 310
Welcome cocktail only:	U.S. \$ 150
Rio Tour:	U.S. \$ 170
Samba show:	U.S. \$ 100

## Exposition parallel with the Forum

In parallel, during the two days of seminars and directly adjacent to the conference venue, a tabletop exposition will be organized. Here manufacturers, distributors, contractors, association representatives and all participants at the forum will have the opportunity to introduce their products or services using various types of own exhibition materials. It will also be possible to demonstrate products outdoors, even though in a limited form.

## Exposition package include:

Desk at the Exhibition Area on the two conference days:

- The exhibitor may show displays (roll-up or similar) behind its desk
- The exhibitor can use its desk to show catalogs and other promotional materials of the company and/or small products

- One conference ticket, free of charge for a delegate of the company. The tickets include welcome cocktail (Wednesday, September 30), Conference (Thursday, October 1 and Friday October 2) Coffee breaks and business lunch (Thursday, October 1 and Friday October 2) and one ticket to the gala dinner (Thursday evening, October 1).

## Package also include:

Visibility of your brand through promotional materials like:

- On the website [www.latindemoforum.org](http://www.latindemoforum.org)
- Your brand listed on official roll-ups to be shown at the event
- Your brand listed in mailings to participants, delegates, guests and other exhibitors and sponsors
- Visibility of each exhibitors logo on all documentation of the event like on program (print and digital versions) and other conference documentation (printed version, handed to delegates)
- Visibility of the logo or name in the magazine, Professional Demolition International and Professional Demolition Americas

Please note that additional assistants will have to

pay for conference and/or gala dinner tickets. Also make note of that the space at the exhibition is limited and it is not allowed to room more the 30 to 40 exhibitors. The rule first come first served is followed.

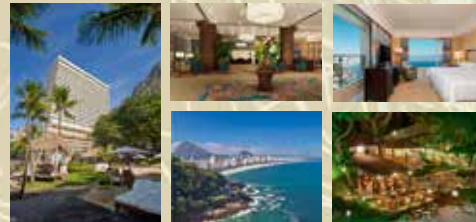
Exhibitors have the possibility to buy extra conference and gala dinner tickets to a discounted price (15 % off) to invite clients or making more staff. There is though a limit of participants at the forum (500). Full rate paying participants has priority. To utilize all the parts of package exhibitors are recommended to book their exposition package latest 2014-06-28. The forum marketing campaign starts already in September 2014 so late reservations means that the complete marketing package cannot be enjoyed.

## Fee of the Exhibitor package:

Members of the mentioned supporting associations pay: **U.S. \$ 2,565**  
Other exhibitors not member of any of the above supporting associations pay: **U.S. \$ 3,515**

## Sponsorships

If you would like to become a sponsor of the event please consult our web page [www.latindemoforum.org](http://www.latindemoforum.org).



## Latin American Concrete Cutting & Demolition Forum 2015

c/o S.C.O.P. AB  
P.O. Box 786 •  
SE-191 27 Sollentuna • Sweden  
Phone: +46 8 585 700 46

## Latin American Concrete Cutting & Demolition Forum 2015

c/o Riverbends Publishing LLC  
P.O. Box 552  
Nokesville, VA 20182 • USA  
Phone: +1 703 392 0150

## Latin American Concrete Cutting & Demolition Forum 2015

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Rua Traipú 1023 Pacaembú  
São Paulo SP Brazil 01235-000  
Mobile + 55 11 99949 4544

Organized by:



October 1-2, 2015 • Rio de Janeiro, Brazil

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# BRINGING OUR WORLD TO YOUR WORLD.



February 3-6, 2015; Seminars 2-6  
Las Vegas Convention Center - Las Vegas, NV



November 13-15, 2014  
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At **INTERMAT**  
Paris  
20 - 25 April 2015  
Paris-Nord Villepinte - France



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shows

# It Does A Well for



**World of Concrete  
2015 is looking good.  
In fact, it's looking  
really good.**

This year's show is set to be the largest in more than six years, which brings hopes that the U.S. market is back on track. The latest economic news has good tidings for everyone, including most sectors of the construction industry. For that reason, there's really never been a better time to attend World of Concrete at the Las Vegas Convention Center.

The 2015 edition of the industry's only annual international event designed specifically for commercial concrete, and masonry professionals promises more than 630,000 ft<sup>2</sup> (526,760m<sup>2</sup>) of indoor and outdoor exhibit space, and more than 1,300 exhibitors. World of Concrete will feature innovative tools, construction machinery, construction equipment, safety training



shows

# World of Concrete Exhibitors 2015 - A Selected List

Current as of 12/17/14

Exhibitor	Booth no.
Allen Engineering Corp	031342
Allen Engineering Corp	031541
Allen Engineering Corp	031551
Allen Engineering Corp	031436
Allied Construction Products, LLC	C3349
Honda Power Equipment	030109
Honda Engines	C4427
American Shotcrete Association	S10839
Ameri-Coatz	S13025
AmeriPolish, Inc	040849
Aqua Blast Corp	S12723
Aquafin Inc	S10549
Aquajet Systems AB	S12800
Ashine Diamond Tools	S12529
Atlas Copco Construction	C4503
Aztec Products Inc.	031740
Beijing Jingtai Diamond Tools	S11930
Blaklader LLC	030419
Blasters/Blasters Ready Jet, Inc.	C6485
BlastPro Manufacturing, Inc.	S11439
Blastrac	S10117c

# Augurs

# WORLD OF CONCRETE®

courses and training, technologies and unlimited networking opportunities to give you new ways to sustain and grow your business," says World of Concrete director Jackie James. "The outdoor exhibit areas, including the popular Artistry in Decorative Concrete, make World of Concrete in particularly an event to attend in 2015."

### Benefits of attending

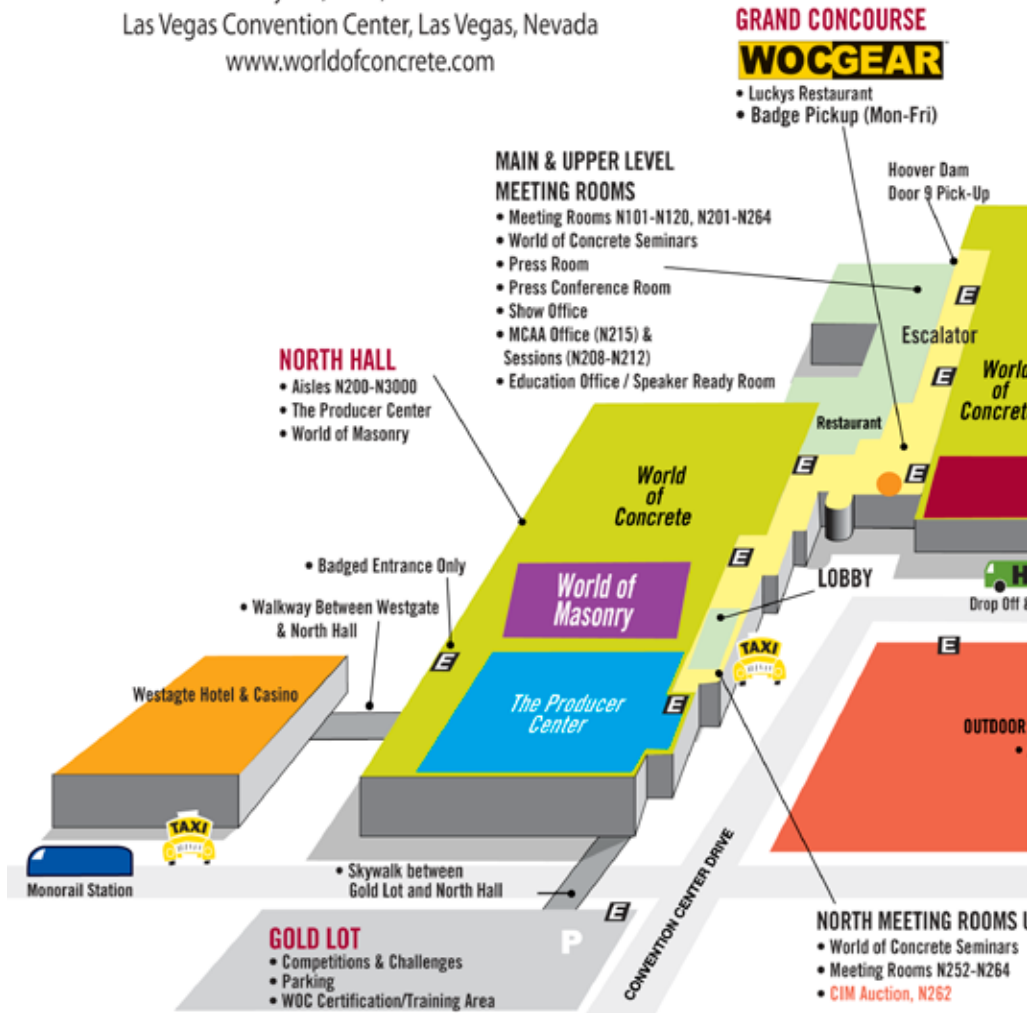
For those in the concrete sawing and drilling, demolition, and concrete floor grinding and polishing sectors, World of Concrete is a perfect place to learn about new products, methods and to win more jobs, make more money, and streamline the business. Both contractors and suppliers can make new contacts and strengthen their industry connections.



Exhibitor	Booth no.
Blastrac	S10117b
Blount Inc	O31669a
ICS Blount, Inc.	O31669
Blount Inc	O31669b
Blount Inc	O31669d
Blount Inc	O31669c
Bobcat Co	C5479
Bosch Power Tools & Accessories	O30200
Bosch Power Tools & Accessories	O30412
Allmand Brothers	N1857
Allmand Brothers	N1857
Briggs & Stratton Corp	O31614
Briggs & Stratton Corp	O31614
Brokk Inc	C4237
OSA Demolition Equipment	C6049
Caterpillar Inc	C6061
Chicago Pneumatic	O31054
RAM Trucks	O30399
RAM Trucks	C4840
CASE Construction Equipment	C5948
Concrete Polishing Association of America	S13120
Concrete Show South America 2015	C3048
Conjet AB	S12107
CONTEC North America	O40665
Contech Corporation	S13146
Phoenix Curb Machines	O30518
Con-Tech Manufacturing Inc.	N425
CS Unitec Inc	O31322
Disco Diamond Tools	C3561
DEUTZ Corp	N2637
Diamond Blade Warehouse	S11239
Diamond Productions Canada	S11449
Diamond Products	O32145
Diamond Products	C4876
Diamond Products	O32167
Diamond Speed Products, Inc.	S12939
Diamondtec International Inc.	S12408
Diasen USA, LLC	N1370
DITEQ Corporation	C4641
DITEQ Corporation	O31864
Dixie Diamond Mfg Inc	C3251
Doosan Infracore Construction Equipment America	C5487
Doosan Portable Power	O31629
Concord Terrazzo Co, Inc	N368
Drumcutters Inc.	C6518
Dust Control Technology	C6902
Dustcontrol USA	O30225
Dynamic Diamond Tooling	O32032
EDCO - Equipment Development Co., Inc	O30648
Edilgrappa	N2563
Erie Strayer Co	N445
ERKET GmbH & Co. KG	C3049
Ermator LLC	S10627
Everdigm Corp	C6503
Cardi America LLC	O32023

## WORLD OF CONCRETE®

February 3-6, 2015; Seminars: 2-6  
Las Vegas Convention Center, Las Vegas, Nevada  
[www.worldofconcrete.com](http://www.worldofconcrete.com)



Targeted areas of the show's indoor and outdoor exhibit areas include the Producer Center, Technology for Construction, Material Handling, World of Masonry, Concrete Repair and Demolition, Decorative Surfaces, and many others. World of Concrete is also a place where one can learn to work smarter and leaner. Thanks to a number of seminars, attendees can get their questions answered. Expert-led seminars provide a great opportunity for industry veterans and newcomers to learn new skills, practical solutions, and creative strategies to improve the quality of their work, and their business.

**Important Information About the Show**  
**Monday, Feb 2 (Education Program Only)**  
 3-hour Seminars 8:00 am - 11:00 am; 1:00 pm - 4:00 pm  
 90-min. Seminars 8:30 am - 10:00 am; 10:30 am - 12:00 pm; 1:30 pm - 3:00 pm; 3:30 pm - 5:00 pm  
 WOC 4-hour Certification Seminars: 8:00 am - 12:00 pm; 1:00 pm - 5:00 pm

**Tuesday-Thursday, Feb 3-5**  
 Exhibits: 9:30 am - 5:00 pm  
 3-hour Seminars 8:00 am - 11:00 am;  
 90-min. Seminars 8:30 am - 10:00 am; 1:30 pm - 3:00 pm







Exhibitor	Booth no.
E-Z Drill Inc	C4327
Fuzhou BonTai Diamond Tools	S11831
Gehl Co	C6143
General Equipment Co	S11645
Diamond Vantage	C3361
GSSI	C4126
Diamatic	S10117
Diamatic	S10117a
TEC/HB Fuller Construction Prod.	S12027
Hangzhou Genesis Hardware	C4349
Hatz Diesel of America Inc	N2021
Hebei Jikai Industrial Group	S11823
Helly Hansen, Inc.	S13008
Henan He Hui Abrasives & Tools	S12628
Hilti, Inc.	O30700
Hilti, Inc.	O30700a
HTC	S11039
HTC	O31034
Huada Superabrasive Tool Tech.	S12038
Hunter XCI	N1419
Husqvarna Construction Products	C4303
Husqvarna Construction Products	O30272b
Husqvarna Construction Products	O30272
Husqvarna Construction Products	O30272c
Husqvarna Construction Products	O30272d
Husqvarna Construction Products	O30272e
Husqvarna Construction Products	O30272f
Husqvarna Construction Products	O30272a
Hyundai Construction Equipment	C5881
International Concrete Repair Inst	S10539
International Equipment Solutions (IES)	
dba Genesis Attachments	C4217
International Equipment Solutions (IES)	
dba Paladin Attachments	C4319
Intl Grooving & Grind. Assn (IGGA)	C4225a
IPC Eagle	S12351
Jetstream of Houston LLP	S11613
Jiangsu The Lus Diamond Tools	S11833
John Deere Construction & Forestry	C5461
Klindex SRL	O30751
Latin American Concrete	
Cutting & Demolition Forum 2015	C4236
Levetec Surface Preparation Equip.	S11651
Liebherr Concrete Technology Co.	C6760
Maddock Construction Equipment	N3053
MAEDA USA	O31065
Makita USA, Inc.	O30044
Makita USA, Inc.	O30044a
MALA GeoScience USA, Inc	N1812
MB America, Inc.	O30500
Merit Engineering	
MFG Construction Products	N1838
Milwaukee Tool	NES06
Multiquip Inc	C4802
Multiquip Inc	O31945
Multiquip Inc	O31840
Mustang Mfg Co Inc	C6143
National Construction Rentals	N2148



<i>Exhibitor</i>	<i>Booth no.</i>
National Equipment Register	C3056
National Fleet Tracking	C4159
National Flooring Equipment	S10615
NewGrind Inc.	O31563
Nextgen Construction Data	N3016
NLB Corp	S11407
Power Pusher	S13106
Ocean Diamond Inc.	S12807
ONFLOOR Technologies, LLC	S10919
PDi Magazine (Professional Demolition International Magazine)	C4236
PDa Magazine (Professional Demolition Americas Magazine)	C4236
Pearl Abrasive	S12039
Power Curbers & Power Pavers	C5412
Power Kleen Corp	N315
Powertrack International Inc	C6278
PR DIAMOND PRODUCTS INC	N2263
PROSOCO, Inc.	S11907
PROSOCO, Inc.	S12007
RGC/Reimann & Georger Corp	S11639
Runyon Surface Prep	
Rental & Supply	O40745
Bretec	C6589
SASE Company Inc.	O40622
Scanmaskin Sweden AB	O31250
Scanmaskin Sweden AB	S10515
Shingo Grinding Wheel	S12440
SIMA	O32132
Sobratema	C4254
Smith Manufacturing	S10754
DEWALT	NE505
Stanley Hydraulic Tools	C7003
Stihl Inc	C4631
Stoneterra, Inc.	N3056
Superabrasive, Inc.	S11339
Superabrasive, Inc.	O31418
Superior Concrete Products	N951
Superior Concrete Products	O31644
Tempest Technology	S12151
Terex	C5861
Terramite	C6885
Terrco, Inc.	O30427
US Saws	S11107
US Shotblast Parts & Service Corp	S10150
Volvo Trucks	C6402
Wacker Neuson Corporation	O31708
Water Recycling International, Inc.	N219
World Diamond Source	S11307
World Tech Solutions	N462
Universal Polishing Systems	O40337
Xingyi (China) Polishing Machine	S10543
Xtreme Polishing Systems	S12206
Xiamen Murat Import & Export	S11922
Yantai Diany Saw Mfg Co., Ltd	S12533
Yanmar America	
Construction Equipment	C5685
Zhengzhou Sinoblade Industrial	S11941

WOC 4-hour Certification Seminars: 8:00 am - 12:00 pm;  
1:00 pm - 5:00 pm

### **Friday, Feb 6**

Exhibits: 9:30 am - 1:00 pm  
3-hour Seminars 8:00 am - 11:00 am  
90-min. Seminars 8:30 am - 10:00 am

### **Registration Information**

Exhibits-Only: \$80 online and onsite  
Education Program:  
\* 3-hour Seminars: \$170 onsite  
\* 4-hour Certification Seminars: \$215 onsite  
\* 90-min. Seminars: \$130 onsite

### **Coming events**

And as long as you have your calendar out, make a note for the upcoming editions of World of Concrete:  
\* February 1-5, 2016  
\* January 17-20, 2017

### **The Many Worlds of World of Concrete**

World of Concrete is not solely a North American Event. World of Concrete Europe will be held April 20-25 in Paris, alongside Intermat, to meet the needs of the European concrete market and to tie in better with visitors' demands to have an overall view of the sector.

The partnership between S.E. INTERMAT and World of Concrete organizer Hanley Wood will create a valuable opportunity for all of the industry players along the concrete chain in Europe and French-speaking African and Middle Eastern countries.

This partnership will allow INTERMAT to present an exhaustive range dedicated to the concrete sector, from upstream activities (materials, products, and adjuncts) to downstream applications (decorative concrete, coverings and mortars, engineering, and services).

Organised within INTERMAT under the banner "Be concrete," the exhibition will occupy the front part of the exhibition center's Hall 7. WOC Europe will fill out the extensive range traditionally on offer at INTERMAT, connected as it is to the ecosystem of concrete equipment and bringing together, across 215,278 ft<sup>2</sup> (20,000m<sup>2</sup>) of exhibition space, all the specialists in plant and equipment for the production, transport, handling, and laying of concrete.

[www.worldofconcrete.com](http://www.worldofconcrete.com)



# Diamond Products MAXXimizes Cutting Performance

Diamond Products is pleased to announce a new, enhanced Heavy Duty Orange high speed diamond blades called the H.D. MAXX. The heavy-duty orange MAXX offers the same quality that customers have grown to trust from Diamond Products, with an even longer life and faster cutting performance. The blade features heat isolation slots in the segment that keep the blade cool during high speeds, extending the cutting life. The blade core has angled gullets for even more cooling action. These features, along with the high-quality diamonds, create the ultimate blade for life and speed that you can rely on.

The H.D. MAXX is offered with all the bonds of the previous Heavy Duty Orange high speed blade:

- H7H - reinforced concrete and hard materials
- H8H - general purpose cutting
- H10H - asphalt, green concrete, brick and block

The H.D. MAXX high speed diamond blades are available in sizes ranging from 10 to 20 in (254 to 508 mm) in diameter.

[www.diamondproducts.com](http://www.diamondproducts.com)

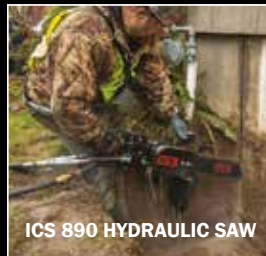


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### Whyte Named Product Manager for Fast Trax, Global Track Product Lines

KPI-JCI and Astec Mobile Screens has hired Stephen Whyte to manage the company's track-mounted product lines in efforts to further develop the innovation behind its mobile equipment. Whyte, who previously served as engineering manager for Metso Minerals and product manager and designer for McCloskey International Ltd., brings 20 years of experience in the construction equipment industry. For the past three years, he has served as a product management consultant for KPI-JCI and Astec Mobile Screens, worked to further develop the Global Track product line and help implement commonality between the company's three manufacturing facilities.

"We have been fortunate to work with Stephen for the past couple of years as he spearheaded product design of our track products for the global marketplace," says Mike Johnson, vice president of sales and marketing for KPI-JCI and Astec Mobile Screens. "He has already achieved much success with the design of our Global Track products. I am confident that his dedication and experience will lead to great strides in

product development and market growth."

Fast Trax products specialize in traditional aggregate applications, such as quarries, sand and gravel operations, and high-volume recycle projects, whereas Global Track products are engineered to be the perfect rental tools for contractors and producers new to the landscape, recycle, trucking and demolition industries.

"We already have some of the best components in the world in our Vanguard Jaw Crushers, impactors, screens, and Kodiak® Plus and LS Cone Crushers," Whyte says. "These are components that every single one of our competitors would love to have at their disposal. Now is the time to move forward in enhancing our platform as we take these components to market on tracked units."



Since Sweden's HTC Group was acquired by venture capital firm Polaris Equity in May 2013, the company has undergone some organizational changes that aim to double the group's sales in the next five to seven years. During this past summer, for example, the company's sales force was strengthened by 20%, while Stefan Lind was appointed chief executive in September 2014.

# HTC Projects Double Within



Stefan Lind.



HTC headquarters and production complex in Söderköping, Sweden.

Lind is 51 years old and an economist with a degree from the Stockholm School of Economics. He has an extensive background in the industry, with a focus on sales and marketing, and most recently served as managing director for Luna Tools & Machinery.

"During my career, I have worked hard to develop structured sales processes with the goal to increase sales volumes," Lind says. "I am sure that HTC can take advantage of that experience. I have also developed various forms of marketing concepts that offer customers the best solutions and tangible added value. With that as background, I can certainly help to make the concept HTC Super Floor even more successful."

Lind adds that his management style "encourages employees to take their own initiative and responsibility. I think that fits a company like HTC who want to convey knowledge to our customers and provide innovative solutions."

Lind has no previous experience of the floor treatment sector, which can be an advantage as he will be unaffected in driving the company forward.

"The first thing that struck me when I started was the tremendous expertise of the staff," he says. "HTC is truly a knowledge company, and that gives us a strong position in the market. Our customers know that we have the highest standard of competence when it comes to grinding and polishing of concrete floors and other hard surfaces. At HTC customers are welcomed by experts who know what they are talking about and that can solve their needs."

## Strong forward initiative

When HTC's founder and former owner Hakan Thysell was at the helm, the speed of development and innovation was high. It happened a lot during the very late 1990s and early 2000s. Sales doubled several times and targets were set high. Although the pace of development has been good, it has not quite equaled the goals they hoped for, however. Through international expansion, sales volume between \$21.4 million to \$31.1 million was achieved in 2006 and 2008. The company currently averages sales of \$38.6 million, with 160 employees.

The company's research and development, manufacturing, and final assembly is concentrated at the headquarters in Söderköping. Some manufacturing of diamond-coated Twister pads occurs at HTC's subsidiary in Knoxville, Tenn.

HTC purchases a very small percentage of components from subcontractors, and has no plans to relocate production or part of the production to other countries.

## Continued increases in innovation

HTC has proven that innovation prevails. The company started a whole new industry by developing the planetary floor grinding method, and tools for removal of various types of floor coverings, adhesive residue, paint, and others. To use a new type of planetary system with multiple grinding wheels that interacted and efficiently removed floor coverings and smoothed the concrete floor was a revolution at the time. The old single grinders that provided weak removal and uneven surfaces virtually disappeared from the market. Suddenly, new tasks popped up for floor specialists, concrete cutters, and demolition contractors.

Many manufacturers wanted to enter this new market and HTC ended up in patent battles. And at trade shows around the world, there were many manufacturers of floor grinding machines, with several coming from Asia.

When HTC launched the HTC Superfloor concept a few years later the market exploded again, particularly in the U.S. The use also increased, but took a little more time.

The boom has now subsided and the market has begun to consolidate. But there are a number of strong competitors to HTC. "There is tough competition in the market, but our main competitor differs from market to market," Lind says. "However, we feel that our biggest competitors are other methods for preparation of concrete floors, such as blasting and milling methods. It is important that we and other manufacturers of concrete floor grinding and polishing machines and tools work to explain that the benefits of using our methods are the best and not least for the environment."

Nevertheless, innovation is intimately connected with HTC and Lind confirms that it will be in the future as well.

"HTC will continue to be number one in the world when it comes to solutions, machinery and tools for grinding and polishing concrete floors and other hard surfaces," he says. "But then we must also remain the strongest in terms of innovation and product development."

## How high are HTC's ambitions?

"Our goal is to double sales in five to seven years," says Lind. "At the same time, we will maintain our position as world leader in terms of machinery and equipment for grinding and polishing concrete floors and other hard surfaces. We will also reinforce the image of HTC as a knowledge company and to safeguard the company's power of innovation."

Lind emphasizes that the focus of HTC's development will continue to be on the company's core products, which are floor grinding and polishing machines, tools, and the HTC Twister cleaning and maintaining system. Lind believes that all product sectors have huge potential, especially the HTC Superfloor concrete floor polishing system. It is in this area that the company continues to have the greatest potential.

"With the HTC Superfloor, we benefit from our deep knowledge of concrete, while we provide our customers with a very good overall concept," Lind says. "Our customers can transform



# Sales Will 5 to 7 Years



dull concrete floors to shiny, easy-to-clean, and durable flooring with low life cycle cost. In addition, the concept is very environmentally friendly and provides beautiful floors, two important arguments today."

HTC is already on the path that Lind aims to develop, but he wants to more than reinforce the image of HTC as a knowledge company. Therefore, HTC will continue to invest in the continuous development of employees' skills when it comes to grinding of concrete and other hard surfaces. HTC will continue to ensure that customers get part of the knowledge that HTC possesses, for example through training at the HTC Academy in Söderköping, Sweden.

The aim is also to make the sales process more focused. "The fact is, HTC has never before enjoyed such a powerful sales organization," Lind says. "This new approach will bring us even closer to our customers and provide opportunities to increase sales volumes. HTC will also focus even more on bringing out their own Superfloor concept, where our clients transform ordinary concrete into shiny, beautiful and easy to maintain floor."

## The market and the future

Lind says that HTC's most important and strongest market areas are North America and Europe. But in recent times they have had good growth in both the Middle East and in Asia. Individual countries that are particularly successful are the U.S., Sweden with Scandinavia as a whole, South Africa, UAE, and Australia.

Marketing and sales of the company's products are made directly from the head office in Söderköping through the five sales companies are located in Sweden, Germany, France, U.K., and U.S. In addition to its own sales companies, HTC has a

global presence with distributors in more 60 countries, including Norway, Denmark, South Africa, Switzerland, Benelux, Poland, the Baltic States, Australia, South Korea, Chile, and UAE.

Growth will mainly occur in markets where HTC is already strong, but there is a growing interest for its products from other parts of the world such as Asia. Lind thinks that eventually they will see a certain portion of growth in markets where HTC is not yet strong. HTC's products have always been perceived as sophisticated and maintaining a high level of quality, especially the black machines. But to meet demands in tougher environments, where the machines are used in shorter intervals and that can handle rougher treatment, HTC developed the Greyline series, which includes four floor grinders, two dust collectors and a pre-separator.

"Greyline is a range of so-called basic models for particular customer segments, like rental, but also for contractors with rather short jobs for removing adhesive residue and other contaminants and to smooth the surface of a concrete floor," says Lind. "Greyline can work in harsh conditions and also take rougher handling. The investment in the HTC Greyline has worked very well and I see it natural to have several product lines tailored to different customer segments."

Greyline is the latest from HTC, but new products are on the way.

"Right now we are preparing for the World of Concrete in Las Vegas in February," he says. "We are preparing to have the world premieres of more innovative products at the show. New products will also be promoted on our website just before the show. Those customers, who will not be able to visit us at the show, can go to [htc-floorsystems.com](http://htc-floorsystems.com) in February."

[www.htc-floorsystems.com](http://www.htc-floorsystems.com)



# The new SMART grinder/polisher from Scanmaskin



Enough with having all the right equipment and tools but still not getting a perfect final result. Scanmaskin has developed the ultimate machine system for accurate concrete floor grinding and polishing.

Grinding and polishing concrete floors may at first seem to be a rather easy mission, particularly with all fancy grinders and polishers that have been launched during the last decade. Therefore, many concrete cutters and demolition contractors have started to offer concrete floor grinding and polishing along with their other services. Even if today's machines and tools for concrete floor grinding and polishing are very well developed and easy to handle, however there are still a number of important decisions that are left to the contractors to consider. Wrong choices by the contractors will clearly separate the successful jobs from those that are not.

## The concrete floor helper

Fortunately, the concrete floor grinding and equipment manufacturer Scanmaskin has decided to make life easier for the contractors by developing the new Scancombiflex 800 DSP smart grinder. Just in time for World of Concrete in Las Vegas, Scanmaskin is launching a new type of SMART floor grinding and polishing machine that is, as Scanmaskin President Claes-Göran Bergstrand asserts is a complete innovation for the industry.

"The new Scancombiflex 800 DSP represents something that the industry, quite simply, has never seen before," Bergstrand says proudly.

Bergstrand explains that even if operators have the have the best possible remote controlled grinder or polisher, "there are a number of other parameters that needs to be considered to achieve best possible surface with highest possible efficiency and quality."

The choice of diamond tool is paramount, as is determining the grinding and polishing speed for the exact hardness of the concrete to be worked on. Choosing a tool that does not correspond with the surface being treated

## The control panel that is guiding the operator through the work if set in automatic mode.

often results in increased costs such as worn out tools, too many man-hours, etc. The wrong set-up also affects the wear on the machine. But now Scanmaskin has found a solution to all these obstacles for the contractors by releasing the new Scancombiflex 800 DSP smart grinder.

"Scancombiflex 800 DSP is the optimal helper," says Bergstrand. "The machine guides you in all steps thanks to the new integrated computer that provides the operator with accurate guidance via the control panel,"

## Setting parameters for a successful floor job

The Scancombiflex 800 DSP provides recommendations for the kind of tool that should be used on the machine. It also recommends the speed to reach an optimal wear, senses the hardness of the concrete surface, and uses this information to calculate the speed necessary to reach as optimal a performance as possible throughout the treatment process. In short, the new Scancombiflex 800 DSP guides the operator through the whole grinding or polishing process. The key to the Scancombiflex 800 DSP is a network of special sensors fitted on the machine that transmits data to internal control system. The analog sensors continuously measures the wear or thickness of the tool.

Before the work starts, the operator programs the machine with the desired end-result. During the actual operation, the machine reads the treatment and provides continuous feedback. For example, if something in the work needs to be changed like the tool or changes in speed, the Scancombiflex 800 DSP immediately

alerts the operator. There's no on-the-fly guesswork or waiting until the job is done to discover that it could have been done better.

"There are so many advantages with this machine and I believe that our clients will be thrilled when they get to test it," says Bergstrand. "The feature that I like in particular is when the machine respond on the speed, if the grinding goes to fast and the wear if to high which wears out the tool too fast or if the machine goes to slowly. The Scancombiflex 800 DSP always aim for the best overall economy and performance."

## How it works

As smart as it may sound, the Scancombiflex 800 DSP is remarkably simple to operate. When starting up the machine, the operator can choose on the control panel whether to

operate in manually or automatic mode.

With the manual option the operator receives a simple feedback and warning when the tool wear is too high or when the tool is worn out. Also in manual mode, selection of the speed and tools is entirely up to the operator.

When selecting the automatic mode, the control panel will present a series of images displaying what the machine has calculated for the condition of the concrete, and which tool is the most optimal for the work. A separate test of the material can also be made with the well-known Mohs hardness test (also known as the Rope test).

To get out the most of the new machine from Scanmaskin, the operator should use tools from Scanmaskin.

"The machine is optimized for use with our tools and with the information the machine provides it calculates the hardness of the binder and the diamonds the tool is built of," notes Bergstrand.

Scanmaskin offers approximately 10 different binders that the diamonds are fitted in, each with a different hardness. This information is also clearly shown on the control panel. In addition, the machine finds the optimal speed for the work depending on the hardness of the surface and the optimal tool, plus calculates the optimal forward speed. All of these features are controlled via special sensors.

Other important features with the new grinders systems from Scanmaskin include the machine's ability to measure the power output by comparing the wear reported by the special sensors. This helps determine if the right type of tool has been used, depending on the hardness of the concrete surface. The machine system can also estimate how much time is left before the tool needs to be changed.

"For us Scancombiflex 800 DTS is a real revolution to the industry and we are really excited to introduce it at World of Concrete in Las Vegas," says Bergstrand.

Visitors will find the Scanmaskin in booth S10515 at World of Concrete.

[www.scanmaskin.se](http://www.scanmaskin.se)



### EBS 235 Walk-Behind Floor Grinder with Dust Extraction

CS Unitec's new 9 in (229mm) walk-behind floor grinder with dust extraction removes epoxy, paint, and other hard coatings from large surfaces, including concrete, screed, and natural stone before new paint or coatings are applied. The heavy-duty EBS 235 has a powerful 20-amp/110V motor, and a no-load speed of 1,380 rpm. Applications include preparing living rooms for new carpet and resurfacing cellars, garages and balconies. The

EBS 235's dust extraction port and brush shield allow for dust-free grinding when attached to an industrial vacuum system. Users can grind directly to the edge of the work area by removing the side portion of the dust guard, increasing maximum depth and coverage. The EBS 235 is designed with vibration reduction technology and features a height-adjustable chassis and floor guiding device that adapt to the needs of the operator for precise guiding, comfortable working, and optimal grinding results. Weighing 84 lb (38kg), the grinder includes an additional handle on the motor for easy transport. Interchangeable diamond and PCD inserts are available for a variety of applications.

### New HEPA Vacuum Automatically Cleans Filters Without Interrupting Operation

CS Unitec's new Model CS 1445 H HEPA wet/dry vacuum for dust extraction removes dust directly from the power tool during drilling, sanding, grinding or sawing. The unit automatically cleans its filters without interrupting suction when decreased airflow is detected, saving time on the jobsite. The electromagnetic pulse cleaning system maintains maximum suction by automatically shaking the CS 1445 H's two HEPA filters to remove debris during operation. In applications involving fine dust where filters in other vacuums may clog and fail, the vacuum's advanced design technology senses fine dusts from drywall and other materials, and cycles the filters more frequently to keep them clean during the work cycle. Other features include a "Power Take



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Off" outlet that activates the vacuum from the power tool switch, and a powerful 11-amp motor provides a strong 130 ft3 (3.7m3) per minute of air flow. The HEPA filters capture 99.99% of particles down to 0.3 microns, providing a cleaner and safer work environment. An automatic shut-off sensor protects the motor and filters during wet vacuuming. Weighing only 24 lb (11kg), the CS 1445 H is a lightweight, rugged vacuum with a 9-gallon (34 litre) capacity. Other features include stepless speed control, volume flow display, a convenient handle, and power cable

### A New Wet/Dry Diamond Core Drill From CS Unitec

CS Unitec's new ETN 162/3 P Diamond Core Drill can be used wet or dry, handheld or stand-mounted, making it ideal for drilling

holes in floors, walls and ceilings, as well as for concrete anchoring systems. The powerful 19 amp/110V motor drills holes up to 6 inches (152mm) in diameter in concrete, reinforced concrete, brick, block, and stone. Electronic torque limitation and speed control guarantee constant rpm, even under load. The safety slip clutch prevents jamming and allows handheld operation. The motor includes a GFCl for operator safety during wet drilling applications. The drill spindle includes an integrated water swivel for wet drilling when required. For concrete dust extraction while dry drilling, the ETN 162/3 P can be connected to a vacuum with a standard hose connection. The vacuum port is also built directly into the drill spindle, allowing the operator to capture the dust



from inside the core bit and maintain a clean work area. The ETN 162/3 P handheld core drill weighs 15 lbs. It is also available with a combination anchor/vacuum stand and a vacuum pump (P/N ETN 162/3 PSV). A quick-change mount allows the user to switch from handheld to stand-mounted operation quickly and easily. The drill stand is fully adjustable up to 45 degrees. The total weight of drill and stand is only 46 lb (21kg).

Optional accessories include centering aid, portable water tank, water collection ring kit, and Unicore Diamond Core Bits.

[www.csunitec.com](http://www.csunitec.com)

# SOMETHING FOR

**At CS Unitec, new products and new product ideas are never in short supply.**

"We become what we behold," Philosopher Marshall McLuhan once wrote. "We shape our tools, and thereafter our tools shape us." It stands to reason, then, that if those tools came from CS Unitec, we must be pretty resourceful people indeed.

### Special Applications Specialist

For nearly a quarter of a century, the Norwalk, Conn.-based company has followed a simple approach to developing products—take a task typically performed by a concrete construction, sawing, cutting, demolition, or surface prep contractor, and find a way to make it more efficient and more productive.

"We look for special applications from our customers where specific tools are needed," explains President and Founder Tom Carroll, "and then we take these opportunities to our design team who develop these very specific application tools."

The result is an extensive 120-page product catalogue spanning a diverse variety of product categories—drills, saws, grinders, sanders, polishers, surface finishing tools, dust extraction and vacuum systems, and mixers, to name but a few, each with a wide selection of tools right-sized to whatever needs shoppers in North and South America are looking to address.

### Partnership with German manufacturer

CS Unitec got its start in 1990 when Carroll, a salesman for an industrial tool company, formed a partnership with a German manufacturer, Spitznas Maschinenfabrik GmbH to create, officially, Carroll and Spitznas United Tool and Equipment company.

Within a year, CS Unitec had invented the first pneumatic portable band saw, sparking what would be a continuing cycle of product development, production, and distribution, touching (figuratively and literally) every corner of the construction and demolition business, as well as related industries.

Today, CS Unitec is the exclusive western hemisphere distributor of tools and other products from six German companies, and one in the United Kingdom. The Norwalk headquarters includes a 10,000 ft<sup>2</sup> (929m<sup>2</sup>) facility for sales, assembly, and warehousing, while an office in Houston, Texas, includes a product warehouse to support our sales in that region.

Joining Carroll at the company's helm are Tom Kay, Vice President/National Sales Manager, and head of the Houston Branch; Ed Bassett, Service Manager; Mike Marshall, Inside Sales Manager; and Ken Crowe, Operations Manager.

### Continuous improvement

While such an extensive collaboration of ideas and innovation is sure to produce no shortage of product ideas, Carroll says much of the inspiration comes from the people who use CS Unitec products.

"Customers ask and show us their special applications, and we work with the engineers to design tools for these specific jobs," he says. "This is how we launched our 7-1/2, 9, and 12-3/4 inch [190, 229, and 324 mm] handheld cold cutting pneumatic circular saws. We pride ourselves on being able to respond to our customers' needs for special applications."

**CS Unitec President and Founder Tom Carroll.**





# FOR EVERYONE

And because many of CS Unitec's power tools are ATEX-certified for safe use in explosive atmospheres, the tools are widely used for demolition of pipe and structural steel in the oil, gas, chemical, food, and other special industries that have regulations regarding hazardous gases, vapors and dust.

The presence of similar products already in the market is rarely a deterrent to developing something new. Though a number of manufacturers produce cold-cutting electric circular saws, for example, Carroll and his team approached Spitznas about producing an air-powered saw for ATEX work zones.

"Our customers approached us with suggestions that would make the good products out there better suited for their day-to-day work," he says. "That led us to start manufacturing pneumatic cold-cutting circular saws in 7.5- and 9-inch [190 and 229 mm] models. They proved quite popular, and led us to introduce a new 12-5/8 inch [321 mm] model."

CS Unitec prides itself on finding a suitable solution for even the smallest niche application. For example, a nuclear power plant needed to cut a 24-in (610 mm) nuclear grade stainless steel pipe that had a 12-in (305mm) pipe inside. And inside that pipe was a 6-in (152mm) pipe.

"Our ATEX certified hacksaw was used to cut the three pipes at once in to smaller sections so the pipe could be moved much easier and less expensive during a dismantling job," Carroll says, adding that workers at the plant also used CS Unitec's 12-3/4 in (324mm) handheld dry-cutting metal saw to split I-beams in half.

There are few jobsites where CS Unitec construction and demolition products aren't found. The company's hydraulic and pneumatic tools crafted especially for underwater applications are widely used by subsea construction and demolition contractors.

For a recent Amtrak bridge repair project in Rhode Island, a commercial diving contractor used CS Unitec's SDS plus and SDS max rotary hammers underwater to drill anchor bolt holes.

## A never-ending cycle

Addressing need niches isn't the sole driver of CS Unitec's product ingenuity. The company is also trying to keep up with a number of industry trends, both user- and regulatory-driven.

"Ergonomics is an ongoing battle, as is dust containment," Carroll says. "But it's not a matter of simply reducing vibration or meeting a certain exposure standard. Customers want more 'user-friendly' tools that are easier to use, and reduce stresses on workers, whether it's a more comfortable handle or a quieter motor."

CS Unitec's German partners are already "on the case," by continually looking for ways to improve dust shrouds to contain the last bit of dust, while quieter HEPA-filter vacuums with improved suction and fewer decibels support the tools as a complete system for dust extraction.

"In addition, our UK partner manufactures two grades of



scalars," Carroll adds. "One is a standard model, and the new vibration dampened models can be used for a complete eight-hour shift with minimal vibration."

So what will CS Unitec come up with next? The answers will be on display World of Concrete 2015 in Las Vegas, when Carroll and his team exhibits and demonstrates both new products and current favorites at booth O31322. Among the many recently launched products on display will be the END 1550, a versatile core drill with a capacity from 1/4 to 2-3/8 inches (6.3 to 60 mm).

"It's an ideal tool for drilling quick holes for anchors or placing rebar, but with enough power to drill holes

up to 2-3/8 inches [60 mm] in reinforced concrete," Carroll says. "We will also be launching and demonstrating some new tools for sawing concrete, brick and block at the show. These new innovative products will only enhance CS Unitec's reputation as leading supplier for tools in the concrete industry."

[www.csunitec.com](http://www.csunitec.com)



# Conjet Gets Tunnel Vision

Hydrodemolition surface preparation keeps Liberty Tunnel rehabilitation on schedule in Pittsburgh.

The Pennsylvania Department of Transportation (PennDOT) selected hydrodemolition surface preparation for its \$18.8 million rehabilitation of Pittsburgh's Liberty Tunnels because time was of the essence to complete the project on deadline without penalties. The project will increase the service life of the Liberty Tunnels as well as reduce maintenance cost, increase visibility for drivers, and repair deterioration from nearly a century of wear and tear.

## Extremely heavy traffic

The Liberty Tunnels are a pair of 5,889 ft (1,795m), two-lane tubes that allow motorists to travel through Mount Washington between Pittsburgh's suburban South Hills and the central city. Constructed in the early 1920s, the tunnels provided a welcome direct route to the city, helping accelerate the area's growth. Though well used, the Liberty Tunnels are also well worn. Daily traffic volume of 48,000 vehicles, plus extremely heavy traffic during rush hours and special events in Pittsburgh, make performing even minor repairs challenging. And tackling the removal of 212,960ft<sup>2</sup> (19,785m<sup>2</sup>) of concrete, the equivalent of nearly four football fields, would be "a heck of an undertaking," according to Ed Liberati, chief engineer at Hydro-Technologies, Inc., subcontractor for the Liberty Tunnel project. Other contractors involved with the project are General Contractor Swank Associates, Appolo, Pa.; HTNE Hydrodemolition Service LLC, New Kensington, Pa.; and Hydro-Technologies, Inc., Jeffersonville, Ind. Typically, work of this type takes place at night when traffic volumes are lowest. However, PennDOT required the project team to have the tunnels fully open by 6:00 am to accommodate rush hour traffic. Otherwise, the contractor is assessed liquidated damages of \$7,800 per hour until the tunnel is opened to traffic. That leaves only eight work hours per night. During sporting events and concerts, the hours are slashed even further. After the Pittsburgh Pirates games, for example, construction could not begin until midnight.

## Many advantages with hydrodemolition

Hydrodemolition brought many attractive advantages to the project. Only three to four people to operate the robots whereas jackhammers would have required around



Two Conjet Robot 363 hydrodemolition machines have been adapted to suit the curvature of the horseshoe-shaped walls of the two Liberty Tunnels.

30 workers. Hydrodemolition also eliminates the risks of cracks sometimes caused by the use of jackhammers. Hydrodemolition robots also have the time-saving function to simultaneously make two separate cuts with different depths and widths. After the hydrodemolition removal is performed, the entire surface is water-blasted resulting in a high-quality surface that is ready for the spray-application of concrete, also known as shotcrete. And because of hydrodemolition's quick concrete removal and easy cleanup, contractors are able to work faster than with conventional concrete removal methods. This allows them to work within the project's limited hours of access to the jobsite and avoid heavy penalties for late openings. As Swank Associates project manager Denis Mazzone notes, "Given the allowable working hours, there would be no chance to complete the job in one construction season using different methods."

There are three types of tunnel repairs where hydrodemolition is being used. Type 1 includes areas where the surface of the existing concrete will be removed to a depth of 1 in (25mm) during removal of the existing wall finish and in preparation for the placement of a 1 inch (25mm) repair with shotcrete. Type 2 includes areas where deteriorated concrete extends to a depth greater than 1 in (25mm), but not deeper than the steel reinforcing bars. Type 3 includes areas where deteriorated concrete extends beyond the reinforcing bars, exposing more of the bar surface. On the Liberty Tunnel project, two Conjet 363 vertical robotic units performed partial depth, selective removal hydrodemolition on the tunnels' vertical wall horseshoe profiles that have 14.5 ft (4.42m) posted vertical clearance. The robots' water jets are controlled by an experienced technician, and are operated over the entire surface of the tunnel walls. The flow rate, pressure, dwell time, and cutting head are computer-controlled to consistently provide the ideal settings required to selectively remove deteriorated concrete while leaving the sound concrete intact.

## "Conjet best in the field"

The Conjet robot is versatile for high-speed, selective, vibration-free removal of damaged concrete. Powered by a 15 hp (11kW) electric motor, the Robot 363 can handle



the rotors and the oscillation tools efficiently, and withstand reaction forces working with high-pressure pumps up to 737 hp (550kW). The removal area can be as wide as 6.5 ft (2m). Since the hydrodemolition began in April 2013, the travelling public has experienced few delays. PennDOT recently specified hydrodemolition for a wall rehabilitation project on State Route 51.

"Conjet is the best in the field," says Liberati. "There are some competitors, but we believe Conjet to be the best. They help us to develop the right specialty products we need to do the project efficiently and keep schedule."

Conjet will be exhibiting on Booth S12107 at World of Concrete 2015 in Las Vegas.

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# Drilling Beneath an Historic Library

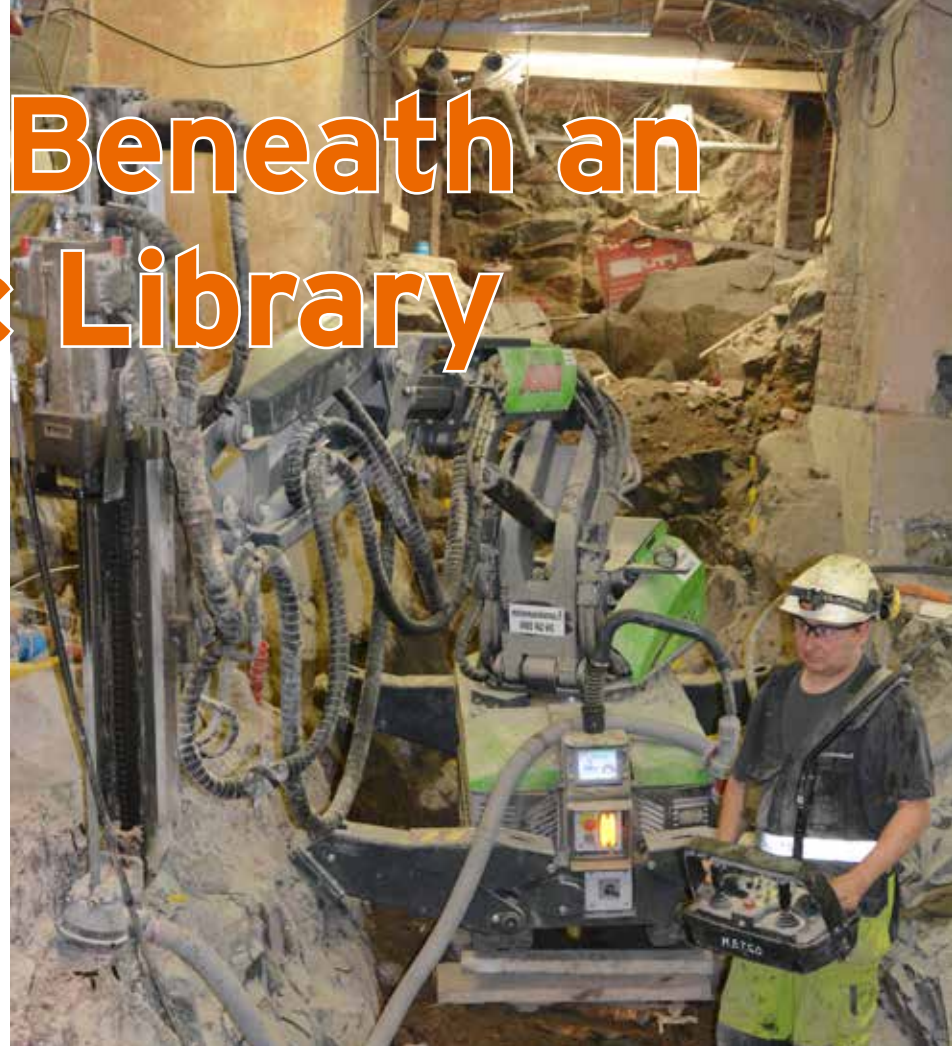
Finland's National Library, in the center of the capital city of Helsinki, is undergoing an extensive renovation, and the largest repair for the building in its 169-year history. The renovation began in November 2013 and will last for two years. In addition to an interior conservation, the first floor is being expanded with extra rooms as well as space for heating, ventilation, air conditioning, and other building service equipment. The first floor stands on top of granite bedrock, which requires the removal of more than 17,600 ft<sup>3</sup> (500m<sup>3</sup>) of rock.

"When working in a historical building such as this, the job has to be done without dust, water, vibration and exhaust," says Jyrki Metso from contractor Metson Murskaus.

Indeed, the space is so limited that the first boulders had to be excavated with a sledgehammer and a hand drill. But the majority of the excavation is being done with a remotely controlled Avant Robot 185 equipped with a Doofer rock drill and a hydraulic splitter. The robot, which is less than 31.5 in (800mm) wide, can be driven through the narrow corridors of the cellar. It drills 3 ft (1m) deep, 1.8 in (45mm) diameter holes into the rock, which is then broken with a hydraulic splitter, prior to excavation. "Because of the limited space, the boulders have to be manually removed," says Metso. "So there are plenty of holes to be drilled."

The Avant Robot 185 is equipped with a telescopic boom and continuous slewing. The electrically operated machine enables working in the confined cellar without fumes.

"In such difficult conditions and tight schedule, the machines and service have to really work," Metso says. "We have been pleased with the reliability and



features of our robot and drilling. The robot has proven itself with 500 hours on it, and service and spare parts have been quick if we ever needed anything. With these work tools and methods, we have been able to meet the challenges of the project and to proceed according to schedule."

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# Less Growth Pain, More Stability for the Concrete Floor Grinding and Polishing Sectors

**Concrete floor preparation—the removal of different kinds of coatings like adhesive, glue and epoxy, as well as grinding uneven concrete floors—is today performed to a big extent by concrete cutters and demolition contractors particularly in Europe, the U.S., and Australia. And indications are that more contractors will be offering this service in other parts of the world.**

The reason is quite simple: these contractors are already on the site and it is quite easy for them to offer these services. Also, many national trade associations are today organizing seminars and training for concrete floor preparation tasks. The floor preparation sectors, however, are basically preparing the floor for another round of paint, epoxy or other coating.

## Concrete floor polishing more diversified

The other industry related to treatment of concrete floors is the concrete polishing industry. Here, the user segment is more diversified. The biggest group of contractors offering polished concrete floors are specialized flooring companies. They handle the floor prep as well as polishing the concrete floors, delivering a finished concrete flooring product.

The strongest market for concrete floor polishing is the U.S. with a number of well-established equipment manufacturers. Several professional groups are developing as well, including the Concrete Polishing Association, Concrete Polishing University, and the International Concrete Polishing & Staining Conference.

The potential for floor prep and concrete polishing is huge in North and South America, and around the world. We are talking about many billions of square feet/square meters of concrete floors that need floor preparation or polishing treatment every year. But still there is a question of convincing architects to choose polished concrete floors as a final product instead of conventional floors. This is a really mission that slowly is working its way through the world's markets.

Concrete floor polishing is initially a more time-consuming method, requiring up to nine steps depending on what method is used. But once these steps have been made, a polished concrete floor can last up to 20 years with very easy, cost-effective, and environmentally friendly maintenance. Compare that to an epoxy floor that is less expensive, but requires complete replacement at least four

times during the same period. What's more, maintaining an epoxy floor is more complicated and expensive.

And there's little doubt that the quality and appearance of a polished concrete floor literally shines compared with granite or marble surfaces. Today, with the different types of staining techniques a polished concrete floor can look like a stone floor, but at only about a quarter of the cost. In this perspective, a concrete polished floor is a perfect and cost-effective flooring solution in the construction of new buildings and homes.

This year our industry has seen a number of new machines and tools being launched for concrete floor preparation and polishing. Here are some of them.

## News from Husqvarna Construction Products

Husqvarna Construction Products has released three new floor grinders for mainly



floor preparation tasks: PG 280, PG 400, and PG 450. PG 280 is a single-disc floor grinder that is easy to convert for edge grinding on both sides. It efficiently grinds adhesives, paint, epoxy, and spackle. With a grinding width of 11 in (280mm), it is suitable for small to medium concrete areas. It is available in both 1- and 3-phase versions. Designed to facilitate an ergonomic work position, it is easy and convenient to use. The machine is light and compact and therefore easy to transport and set up.

PG 400, also a single-disc grinder, is versatile and very productive for a wide range of applications. With its 15.7-in (400mm) wide grinding width it efficiently grinds adhesives, paint, epoxy and spackle on medium to large concrete areas. PG 400 is easy to transport due to its compact and foldable frame. The machine is designed to facilitate an ergonomic work position and is easy and convenient to use.

PG 450 is a versatile and user-friendly planetary floor grinder. Perfect for a wide range of applications

such as coating removal, concrete grinding, and concrete polishing. This model can also be used for making Husqvarna's HiPERFLOOR concrete floor polishing system. With its 17.7-in (450mm) grinding width, it is excellent for both small hard to get to areas, as well as larger surfaces.

[www.husqvarnacp.com](http://www.husqvarnacp.com)

## News from HTC

HTC has launched HTC Cure+, the next-generation of HTC Cure. HTC Cure+ improves the concrete qualities and enhances the surface when grinding HTC Superfloor. HTC Cure+ can also be used on other mineral materials such as cement-stabilized overlays and terrazzo. The solution contains more lithium, which gives a better effect and a stronger floor. The solution is also more concentrated and is applied later in the grinding process, as a result of less densifier will be ground off during the remaining grinding/polishing steps. HTC Cure+ can also be used as a finishing treatment for concrete floors. In 2014, HTC debuted its Ravager tools that create a bush-hammered profile perfect for high traction exterior surfaces. It has an extremely high stock removal capacity and can remove rigid or brittle coatings up to .4 in (10mm) thick. These tools can be used to repair a failing cap on concrete or a slab that has been exposed to rain. HTC Ravager tools mounted on a HTC grinding machine can also achieve a standard surface preparation profile equivalent to International Concrete Repair Institute's Concrete Surface Profile (C.S.P.) standard of 6-7 using an HTC grinder.

[www.htc-floorystems.com](http://www.htc-floorystems.com)

## New Waterfire hand grinder from Klindex

Italian manufacturer Klindex has launched a new hand grinder, Klindex Waterfire with an adjustable head, making it ideal for achieving a perfect wet or dry polishing of countertops, shelves, tables, corners, and narrow areas. It can be used as a concrete or marble edge grinder, as well as a stairs bush-hammer and as a joint chaser thanks to its extra accessories.

The Waterfire is the only hand grinder with IP54 (water and dust proof) protection in the world.

It has an exceptional asynchronous motor strength, with gears and bearings comparable to a traditional hand grinder. The Waterfire can be supported by a back spherical-wheel cart to achieve a perfectly flat surface (to avoid the wave effect). Other features include a front LED light to check the working area, a rotating head for joint chasing applications, and a speed switch for grinding and polishing.

[www.klindex.com](http://www.klindex.com)





**News from Xingyi Polishing Machine of China**

About a decade ago, the global concrete floor grinding and polishing market saw a huge number of brands being launched at exhibitions all over the world. Many of the brands were manufactured in China, but not necessary sold under the manufacturer's name.

Today, many of the Chinese machines have disappeared, leaving a few stable manufacturers selling their own products. One of these is Xingyi Polishing Machine Co., Ltd. Xingyi has more than 30 models for floor grinding and preparation, and about seven different polishing machines.

Xingyi's machines and systems are suitable both for concrete and stone floors. The company also manufactures diamond tools for grinding and polishing, different kinds of chemicals, and has three kinds of dust extractors. The products are certified according to CE, SGS, and ISO9001 standards.

Recently, Xingyi released a new line of floor grinders called HTG (High Tech Grinder). The series contains of five new models for 380/440V, 3 phase. The new models are HTG-500, HTG-600, HTG-700, HTG-777 and HTG Twin head high-speed polisher. The grinding diameter spans from 4x11 in to 4x15 in (4x280mm to 4x380mm). The machines weigh 353 to 992 lb (160 to 450 kg). Motor speed goes from 350 to 1,950 rpm, and the gearbox rotating speed of 140-840 rpm.

[www.xy1118.com](http://www.xy1118.com)

**Case Study  
Major Concrete Flooring Project in San Diego**

In May 2013, the Jim Sander Company of El Cajon, Calif., was approached by a realty company and Harley Davidson Motorcycle Company to look at a very old



50,000 ft<sup>2</sup> (4,645m<sup>2</sup>) World War II airplane and turbine manufacturing plant in San Diego. The floor had black mastic, epoxy, impregnated oil and metal shavings, floor erosion up to .5 in (13mm), and spalls the size of a hand.

The customer's first thought was to replace the concrete but Jim Sander offered them a grinding solution that could save them \$700,000. The Jim Sander Company went to work and dustless removed an average of .375 in (9.5mm) of concrete using a Terrco Model 6200 self-propelled floor grinder tethered to a 2000 CFM vacuum.

Now that the floor was leveled, they patched the spalls and polished to a 200 grit with Retro Plate. The customer asked if the Jim Sander Company could enhance the main 37,000 ft<sup>2</sup> (3437m<sup>2</sup>) showroom. They polished the 13,000 ft<sup>2</sup> (1,200m<sup>2</sup>) warehouse area to a 800 grit finish, then went to work on something big and unique for the main showroom.

They chose an old Patriotic Army Air Corps Insignia, which consisted of an 85 ft (26m) White Star and 150 ft (46m) stripes of Retro Plate Patriot Blue and Budweiser Red Dyes. The layout was done from the center out with a string line and a black sharpie. All the black layout lines were cut with a dustless 7 in (178mm) saw .375 in (9.5mm) deep to get a clean non-bleed line. This was also finished to an 800 grit and burnished.

[www.terro.com](http://www.terro.com)

**Case Study  
Unique Building Projects on the Bank of China's Yellow River**

Chinese concrete floor grinding and polishing contractor Shanghai Hefule Energy-Saving and Technology Co., Ltd. was hired for a major concrete floor grinding and polishing project at the tourist service center of the Yellow River Estuary Ecological Tourism Zone in Dongying, Shandong in the Eastern part of China.

Opened in October 2014, the facility was built to LEED Gold Standards, achieving more energy reduction and less disruption to the environment around as its main



goals. The walls are built with multi-layered rammed earth, which are not only an innovation in environmental technology, but also a presentation of the natural poetry of contemporary architecture. With these kind of wall the question occurred how the floor should be made to harmonize with the walls?

The building contractor recommended using tiles or

self-leveling underlayment to decorate the building, but the center's owner refused this proposal. When Shanghai Hefule company took over the project, the company convinced the architects and the owner that a polished concrete floor would not only be more cost-effective, but more environmentally friendly as well.

Hefule finished the whole project one month before the opening. About 29,000 ft<sup>2</sup> (2,694m<sup>2</sup>) of concrete floor had then been polished with 1500 grit using HTC's HiPERFLOOR method. This included the pouring and the polishing of concrete. Hefule used local bluestones as mix concrete and, along with the HiPERFLOOR Premium system (1500-grit resin diamonds), produced an aesthetically pleasing and durable floor.

Aesthetics aside, the polished concrete floors with compact surface are efficiently heat-insulated in summer, and act as a heat source in winter. This effectively reduces the need for artificial heating, and helps create airflow through the building. Conclusively, it radically improves the body comfort inside the building.

[www.hiperfloor.com](http://www.hiperfloor.com)

# Blastrac Covers the Basics of Surface Preparation



Blastrac invented the first mobile shot blast cleaning machine in the early 1980s. Since then, the company has evolved a comprehensive range of equipment to prepare any floor and surface. Blastrac now has the biggest range on the market with more than 50 different surface preparation machines.



SCUFFING



SINGLE DISC GRINDING

With many years of experience and close relationships with its customers, Blastrac knows that just one technique does not do the job if surface preparation is to be done in the correct manner. This means that the finished result looks good, but also means lower expenses on tools and valuable time, and lower maintenance costs in the future.

In a lot of cases just one surface preparation technique can be used, depending on the required result. Whether it is a scarifier, shot blaster, grinder, or steel blaster, each Blastrac technology has its own unique benefits.



TRIPLE DISC GRINDING



TRIPLE-HEAD GRINDING

With scarifying, cutters are loosely fitted on lateral shafts, which are then placed inside a drum housing. The drum is placed inside the machine and once the machine is switched on, the rotating drum generates centrifugal force, which throws the cutter at the surface, causing a mechanical cutting action. Scarifying is ideal for removing glues, rubber, and other difficult coatings, as well as hard and thick layers of concrete and asphalt.

With shot blasting, a large amount of steel abrasive is thrown against the surface by centrifugal force. After the abrasive hits the surface, it is recycled by the machine. Dust and contaminants are removed by an air wash separator, then removed to a dedicated Blastrac dust collector. This technique makes it perfect for cleaning surfaces before applying a new coating; removing old coatings, thin line markings, and rubber skid marks; and retexturing surfaces to improve skid resistance.

With single-disc grinding, a disc with diamond and metal bonding is attached to the head of the machine and rotated at high speed. The combination of the single disc, together with the head pressure divided over one disc, makes this technique ideally suited to heavy-duty grinding jobs such as leveling uneven surfaces, without having to remove too much material, and removing thick layers of old paint, coating and glue.

With triple-head grinding, the machine has a planetary rotation system with three separate grinding plates. The head moves in the opposite direction of grinding plates, creating high friction with the surface while covering a large area. Together with the adjustable pressure, this technique is ideal for cleaning surfaces before applying a new coating, and polishing surfaces of different kinds of stone materials. In most cases, contractors prefer to use a combination of these techniques.

[www.blastrac.com](http://www.blastrac.com)

# How to Demolish Safe and

**Swedish concrete cutting contractor Arnessons Betongborrning is taking down old and worn out balconies across Scandinavia. But one of the really big jobs during the autumn was in the Danish capital Copenhagen, where Danish concrete cutting company Brandt Diamant was commissioned to demolish 250 balconies in 1930s-era brick buildings.**

The project team was tasked with removing the older, unsafe balconies, then drilling approximately 1,400 1.4 in (35mm) diameter holes to a depth of about 11.8 in (300mm) for attaching new balconies with the same style as the old ones, but designed for greater safety.

## Heavy structures

The original plan was to connect the new balconies using carbon fiber rods protruding from the boreholes. Because of stability concerns, however, stainless steel rebar was used instead. About half of the old balconies consisted of a concrete slab with steel railings weighing half a ton. The other half were all concrete and weight 1 to 2.5 tons each.

The demolition of the balconies was left to Arnessons, which has developed its own patented method to demolish balconies safely, quickly and cost effectively.

## 250 balconies came down in 11 weeks

At the site, Arnessons had an average of two men working during the 11 weeks of the demolition. In addition, they hired a mobile crane, a boom lift and a telehandler. After the handrails and the fence were cut loose with a tiger saw, the crane lifted and fitted the patented and specially designed cutting jig on the balcony. Arnessons then began cutting using Husqvarna high-cycle wall saws. The wall saw operator controlled the entire procedure from the boom lift, and did not need to set foot on the balcony.

The crane kept the jig in place against the balcony until the sawing was complete, then lowered the severed slab to the ground, where the telehandler loaded it for transportation to a site for demolition and recycling.

The actual cutting of a balcony took only 10 minutes, but would depend on the size and balcony design. After the balcony was lowered, the wall saw operators cleaned the area where the balcony was located with high-pressure water, and firmly secured the balcony door.

"The work went like clockwork and proceeded extremely well," said one of Arnessons operators Per Carlsson. "On average, we have removed about 12 to 15 balconies/day and at best, we made close to 25 balconies in a day."

[www.arnessons.se](http://www.arnessons.se)





# Finish a Balcony Efficiently



# Wayne's World of Waste

Situated in McElhattan, Pa., the Wayne Township Landfill is owned and operated by the Clinton County Solid Waste Authority. The landfill site offers a variety of services, including solid waste management, waste hauling, wood grinding, and compost production, contributing significantly to the surrounding community and helping to preserve the environment.

But industrial scale compost doesn't make itself, and so, the landfill is serviced by 22 Volvo Construction Equipment machines, including A35D and A40EFS articulated haulers; ECR58, EC140CL, EC330C, EC360B and C models, EC380DL, and ECD460C excavators; L30B compact wheel loaders; a G976 all-wheel drive grader; and a selection of series of L150E, L220F, and L350F wheel loaders.

## Brawn & Brains

First thing in the morning, machine operators arrive at the site to begin a day's work – settling into their temperature-controlled, vibration-damped cabs. While they carry out their daily duties, the machines are being tracked remotely.

"As the operators fire up the machines, I log on to



my computer," says Max Persun, operations manager at Wayne Township Landfill. "If Volvo CE is the brawn of the Wayne Township Landfill, CareTrack is the brains.

CareTrack is Volvo's intelligent telematics system, which monitors and tracks machine data, designed to help businesses reduce fuel consumption, increase productivity and make the right decisions for their operations. CareTrack's daily hours report keeps track of how many hours a day machines work over any given period of time. These reports can be customized and automatically emailed on a daily, weekly or monthly basis. Fuel usage reporting is one of the most valuable tools available to any business owner or manager.

"CareTrack allows us to download information and compare productive and idle hours," says Persun.

"After shifts I can discuss how to increase performance with the operators."

## All are benefiting

The landfill's Volvo dealer is also benefiting from CareTrack's intelligent technology. "I get CareTrack emails sent directly to my phone, notifying me when a customer's machine is coming up for a service," explains Dana Bernier, a service manager at Highway Equipment and Supply Company, Wayne Township Landfill's local Volvo dealer. "I can then contact the customer and prepare parts before the service is actually due. It benefits both the dealers and customers, helping to make our businesses a lot more efficient."

[www.volvoce.com](http://www.volvoce.com)

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