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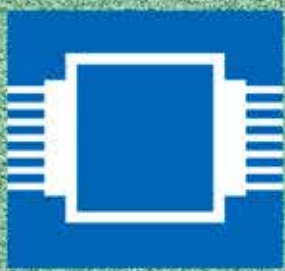
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The 2016 Construction and Demolition Survival Kit

Sometimes, it's nice to be right *and* wrong at the same time. In our lead editorial for the last issue of PDA, we held out little hope that the U.S. Congress would enact a long-term funding plan for transportation, a key market for many construction and demolition contractors. Indeed, we predicted that there'd be yet another short-term extension, the 35th since 2009.

Well, that part of the prognostication came true. In fact, there was also a 36th extension. But that was only because Congress needed some extra days to finalize what became a \$305 billion package that ensures a steady flow of revenue to federal and state transportation agencies for the next five years.

So yes, we were right and wrong at the same time. And we don't mind batting .500 one bit. Transportation planners can *finally* budget multi-year projects to 2020 secure in the knowledge that resources that qualify for federal aid will be there. Contractors likewise have a clearer picture of what their resource needs will be, especially when it comes to equipment.

And as luck would have it, the annual World of Concrete trade show is right around the corner. Those with more worldly aspirations (and travel budgets) can likewise look forward to Bauma 2016 in mid-April.

Of course, we wish the same good news applied across the entirety of PDA's readership footprint. While the successful transportation bill, coupled with major construction funding in the recently passed federal budget and an overall healthy economy, is great news for U.S. contractors, the situation is less rosy in what had been some of Latin America's most vibrant economies.

Even as the clock ticks down toward the 2016 Olympics in Rio, for example, Brazil's long-planned celebration is being overshadowed by unrest and uncertainty about the country's immediate needs and long-term direction. Venezuela and Argentina are likewise dealing with serious political and economic issues.

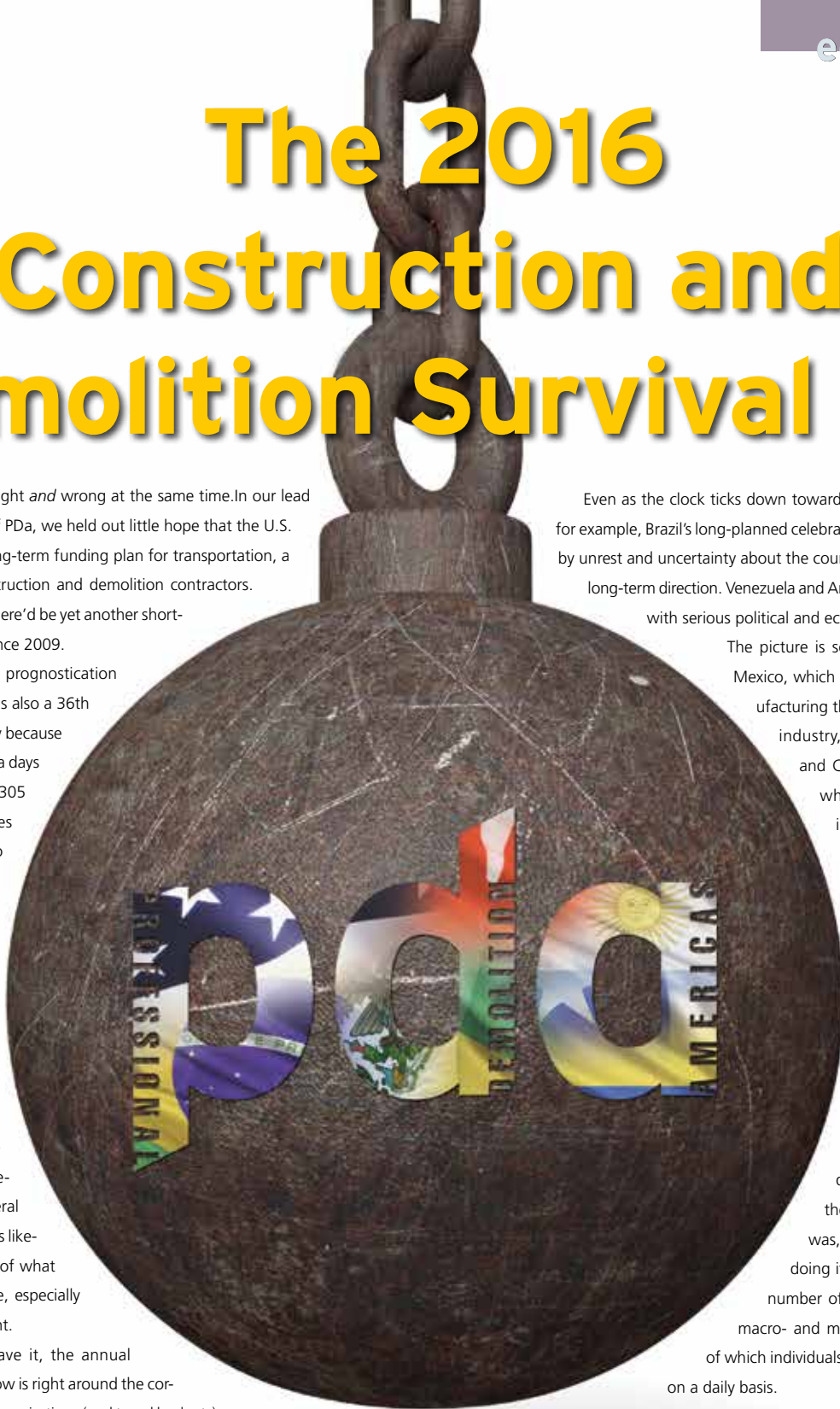
The picture is somewhat more positive in Mexico, which is enjoying a boon in manufacturing thanks to a robust U.S. auto industry, and countries like Chile and Colombia. And who knows what possibilities lie on the increasingly less-isolated island of Cuba.

The message for contractors—regardless of their postal code or specialty—is, as usual, patience, preparation, and practice (a different kind of "P3" than is often associated in construction). success in the construction and demolition business is neither easy nor guaranteed. If it was, then everybody would be doing it. Plus, there are an infinite number of interrelated influences on macro- and micro-level economies, most of which individuals can do little about, at least on a daily basis.

That's why contractors need to continually stay on top of the myriad influences on their business and, more importantly, their customers' business, and act accordingly—pounce on good news when it comes, cope with bad news when it comes, and as the song lyric goes, just keep on keeping on.

That's no guarantee contractors will always be right, of course. But they'll have a better chance of not being wrong.

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



Event Calendar

World of Concrete

February 2-5, 2016
Las Vegas Convention Center,
Las Vegas, USA
www.worldofconcrete.com

Bauma 2016

April, 11-17, 2016
Munich Exhibition Center,
Munich, Germany
www.bauma.de

Construction Expo 2016

June, 8-10, 2016
Immigrantes Exhibition Center
São Paulo, Brazil
www.sobratema.com.br

ConcreteShow 2016 Brazil

August 24-26, 2016
São Paulo Expo, São Paulo, Brazil
www.concreteshow.com.br

Latin American Concrete Cutting & Demolition Forum 2016

August 25-26, 2016
São Paulo Expo, São Paulo, Brazil
www.latindemoforum.org

DEMCON 2016

September 29-30, 2016
Infracity, Stockholm, Sweden
www.demcon.se

U.S. Construction Equipment Exports Still in Decline

Exports of U.S.-made construction equipment dropped 17.6% for the first three quarters of 2015 compared with January-September 2014, for a total of \$10.8 billion shipped worldwide. All world regions experienced declines, led by Africa and South and Central America, according to the Association of Equipment Manufacturers (AEM), citing U.S. Department of Commerce data.

Among the results for key market areas:

- Canada dropped 15% (\$4.4 billion)
- South America declined 28% (\$1.4 billion)
- Europe dropped 11% (\$1.4 billion)
- Asia decreased 10% (\$1.4 billion)

- Central America fell 21% (\$1.1 billion)
- Australia/Oceania declined 5% (\$645 million)
- Africa decreased 36% (\$611 million)

Benjamin Duyck, AEM's director of market intelligence, notes that the third quarter of 2015 marked the 11th consecutive quarter that U.S. construction equipment exports experienced year-over-year declines. According to AEM's third quarter North American Construction Equipment Industry Conditions Trends Report initial results, 35% of survey exporters indicated they experienced a decrease in exports while 50.9% of respondents felt the market had remained stable.

Contrary to the second quarter, imports also declined 5.71% year over year. Declining imports is a bigger signal to the U.S. market, especially now that imports are relatively cheaper under the stronger dollar. In the third-quarter AEM industry conditions survey, 42.3% of respondents indicated U.S. demand for equipment was lower this quarter compared with last year while 30.7% felt the market remained stable. For the next 12 months, overall growth is still expected.

While the global environment is still positive for construction and construction equipment, one of the bigger clouds could be the Chinese market. It is the U.S.'s ninth-largest export market for construction equipment and it declined 25% year-to-date. Another cloud is Brazil, which is going deeper into a recession after three consecutive quarters of contraction in its GDP.

While it is hard to pinpoint the exact cause of the declining exports, some of the possible explanations may be the difficulties in exporting equipment with engines that require Ultra-Low Sulfur Diesel, strengthening local manufacturing industries and a strong U.S. dollar making U.S. manufacturers less competitive.

AEM's Construction Equipment Global Markets Export report and select other reports are available to the public through the AEM store at www.safetymaterials.org.

www.aem.com



McLaren Industries Opens R&D Facility to Support North American OEMs

McLaren Industries has expanded in an effort to increase services to its customers in the U.S. and North America as a whole. The leading U.S.-based manufacturer of OEM and aftermarket tracks and tires recently opened a new research and development facility in Jacksonville, Fla., illustrating the company's flexibility and expertise in the field.

"This will be an extremely valuable tool to support our OEM clients for developing and testing new track and tire designs. We develop our products and get results for our clients in real-time," says Poj-Piman Nawadhinsukh, who will be overseeing the facility and engineering team. "Everything is much more visible and tangible here."

"Appointing a senior executive with a proven track record to lead our research and development center in Jacksonville is one of the many steps we have made toward continuing our worldwide success, and making McLaren a truly global company," says R.J. Doyle, CEO of McLaren Industries. "Nawadhinsukh will have a special advantage in coordinating our international efforts to develop products that meet the needs of our ever-growing business here in North America."

Completed in September 2015, the research and development facility boasts a large footprint with state-of-the-art features designed specifically to test McLaren's wide range of offerings for skid-steers, backhoes, track loaders, telehandlers, and more. It features various terrains from grass and gravel to concrete and asphalt so that researchers can gauge how different designs and compounds react to each surface.



Beautiful concrete floors start with Ameripolish PCA – Penetrating Curing Agent

Ameripolish PCA is a highly penetrating, non-film forming curing agent that drastically reduces map cracking (crazing), greatly improves abrasion resistance and minimizes efflorescence and dust for healthier indoor air quality. PCA replaces traditional cure and seal products.

Since Ameripolish PCA penetrates and doesn't form a coating there is no need to use harsh chemicals or aggressive metal bond abrasives to remove it. It also helps with the uniformity and aesthetics of the concrete floor with grinding and/or polishing applications since there is no map cracking.

"PCA has the potential to change the way everyone cures their concrete floors even if the spec doesn't call for grinding and/or polishing. If contractors want to avoid crazing, commonly seen in concrete floors today, then PCA is the way to go", says Cliff Rawlings, VP of Key Accounts and US Distribution at Ameripolish, Inc.

www.ameripolish.com

About Ameripolish, Inc.

Ameripolish, Inc. is the premier concrete chemical leader in concrete chemical technology. Ameripolish is celebrating its 10th anniversary since introducing solvent-based, penetrating concrete dyes to the polished concrete industry during World of Concrete 2005. Since then Ameripolish has released many technologically advanced chemicals into the industry such as SR2 Stain Resistor, a sub-surface, fully penetrating stain repellent and 3D HS Densifier, a hybrid silicate densifier with three different sized molecules that fully penetrate varying densities of concrete regardless of region or hardness.



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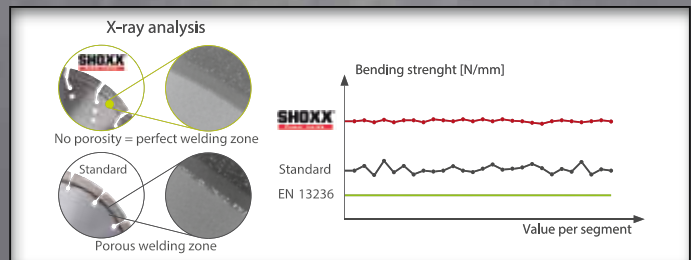
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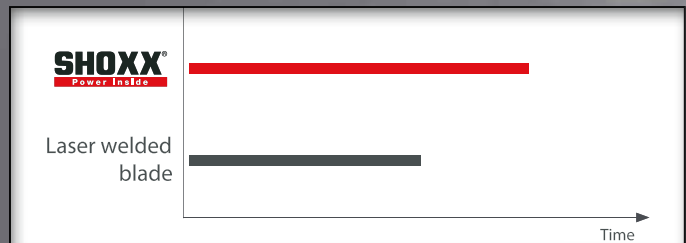


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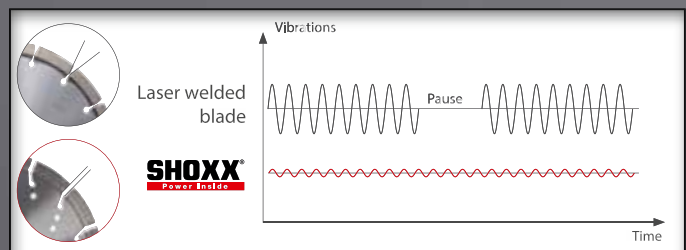
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New Distributor for Sandvik's Bretec Range in Southeast US



Sandvik Construction is proud to announce that Crusher Works is the new distributor for the Bretec range of breakers throughout Mississippi, Alabama, Georgia, north Florida, and west Tennessee. Crusher Works, an existing Sandvik distributor, will supply Sandvik drilling, mobile crushing and screening, and now breaker products, along with providing full aftermarket care, spare parts and dedicated customer service.

The appointment of such a professional and experienced distributor further reinforces Sandvik's commitment in providing even greater levels of customer focus. It also further enhances the commitment to greater levels of locally focused customer support, whilst at the same time enabling customers to benefit from dealing with a truly global company.

Crusher Works is an established name in the construction industry with offices, workshops, service engineers throughout the region. Scott Davison, Sales Manager for OEM and Bretec breakers in North America, says the company "is very excited to have Crusher Works join the distribution network of Bretec breakers. With its experience in both the mobile crushing and screening and surface drill businesses, and strong customer base in quarries, recycling, and general construction applications they are a great fit for us. I look forward to working with them to ensure they are successful."

Formed in 2000 in Birmingham, Ala., Crusher Works has developed a first-class reputation for customer service. Beginning with Sandvik's mobile crushers and screens, the company has since added Sandvik surface drilling equipment.

"This product is the ideal addition to the wide range we already provide and we are proud of our recent recognition as a Bretec dealership," says Neil McCoy, President of Crusher Works. "Our great team here is dedicated to each and every one of our customers' overall experience and we will serve them with the information, attention and quality of service they deserve."

Of the appointment, Kauko Juuri, Global Distributor Manager Sandvik Construction says: "Crusher Works has proved that the combination of Sandvik equipment and global aftermarket support, together with its local knowledge and industry expertise, enables Sandvik customers throughout the area to benefit from a winning combination. The company has proved to be an excellent distributor for the drilling and mobile crushing and screening products, and I am sure they will continue their excellent work with the Bretec breakers."

New ATLAS Dealer for Concrete Cutters in Chile

Atlas Maschinen GmbH is pleased to announce Perforock as its new dealer for



Above a cutting unit WS 90 mounted on the tunnel excavator TE 210.

ATLAS cutter units in Chile. For more than 25 years, Perforock has served the country's mining and construction industry. Customers turn to Perforock to help them with very specific and niche applications in demolition and drilling.

"We are dealers for breakers and demolition attachments and also drilling equipment, so we are very excited about this new field where we could develop a new business" says Gunther Appelt, Owner and Chairman of Perforock. "We forged our reputation with a thinking 'outside the box' and working along with our clients to develop custom solutions, usually when the traditional competitors won't. So we hope this venture turns successful for all the parties involved."

"Perforock has built a long-term and reliable position, always innovating and looking for new solutions for its clients," agrees Fil Filipov, Owner and Chairman of Atlas Maschinen.

Adds Brahim Stitou, Managing Director of Atlas, "For us the customer always comes first. Therefore, I am certain that this cooperation will lead to a win-win-situation for both our companies and that in Perforock we have found the ideal partner for growing our cutter business in Chile."

Founded in Germany in 1919, Atlas Maschinen GmbH designs and manufactures the ATLAS brand of material handlers, excavators and truck-mounted crane systems, as well as the Schaeff line of cutters and mine tunneling equipment.

www.perforock.cl



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These possibilities will enable the DXR demolition robot to be used for applications such as kilns, steel factories, de-slugging in hot melting plants and more. To learn more **visit us at World of Concrete, Booth #030166** or our website **www.husqvarnacp.com**.

Rockster Expands Business in South America



Rockster was on hand at the Conexpo Latin America Show in Santiago, Chile, to inform potential customers about the latest developments like the R1100S impact crusher and the R1100DE hybrid crusher.

"We have many customers now in Colombia, Argentina, and Mexico; these are good references, because they are very satisfied with their Rockster crushers," says Rockster country manager for South America Perry Holt. "Our main target for the show was to interview new business partners in Latin America, with whom we can build an effective Rockster dealers network. Final customers need a direct and fast support from a local dealer."

Based on the Rockster R1100 impact crusher, the new R1100S has a fully hydraulic gap adjustment, a new central control unit for automatic start up, continuous regulation of feeder, and a new radio remote control with display, including adjustment of engine, rotor, and vibro speed. Moreover, it's equipped with the patented double functional return-/stockpile belt and has a longer screening box for increasing the output. The R1100DE hybrid impactor is new to Latin America. This unique hybrid driving technology helps saving fuel and increasing the performance remarkably.

Any load peaks are cushioned by condensers—so-called power caps—which buffer the energy. The diesel engine operates nearly constant at optimal speed to drive the generator for the electric motor. The fuel consumption is greatly reduced and maintenance costs are minimized. With this technology clients save up to 4,226 gallons (16,000L) of diesel annually and boost output by 30%. Rockster has many South American clients working with the patented DUPLEX system, which permits the flexibility to use both an impact and jaw crusher on the same chassis. Therefore they save a lot of time and money with different applications like any demolition debris, asphalt as well as natural stone.

"The rapid change of jaw to impact crusher was amazing," says Alfredo Contecha, CEO of the Colombian road construction company Ingeneria de Vias. "Surely, the results after crushing with the R900 impactor were convincing—cubic, clean, and classified material in one operation. I can save a lot of money thanks the higher percentage of cubic material produced by our Rockster, therefore the less need for expensive powder cement per kilometre of road build."

www.rockster.at



ROTAR Opens North American Division

Netherlands-based ROTAR opened its North American division this past November in Cleveland, Ohio, offering hydraulic attachments for excavators and wheelloaders to serve both American and Canadian demolition, scrap metal, and recycling industries.

"Rotar is a manufacturer, which means that we are responsible for the development and production of our hydraulic attachments ourselves," says Louis Broekhuizen, director of Rotar "That is the only way to guarantee the well-known efficiency, quality, and productivity of Rotar attachments."

In addition, Broekhuizen has announced the appointment of Salvatore LaCorte to the post of Sales Director at Rotar

North America Inc. LaCorte is a long-time veteran with over 28 years of experience in the industry, including his previous position at Allied Construction Products where he served as Sales Manager for the Non-Impact division. Additionally, LaCorte currently holds the position as Chairman of the Industrial Committee with the National Demolition Association.

LaCorte will be responsible for Sales and Dealership development in North America for Rotar's full line of heavy-duty demolition attachments, which includes mobile hydraulic shears, pulverizers, demolition shears, and material handling grapples.

www.rotar.com



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LAVINA Line Expands in 2016

Superabrasive's LAVINA® floor grinding and polishing machines have provided contractors with superb and trouble-free performance for more 10 years, and the latest LAVINA® X series have proven to be the company's most efficient, versatile, and easy to use line.

and more efficiently than ever.

For the contractors who still prefer or have to use electric equipment on large commercial projects, Superabrasive offers the L32M-X-HV self-propelled grinder. It features a large 32-in (813mm) footprint, with six 9-in (228mm) grinding heads, a powerful 25-hp (18.6kW) motor (380-480 Volt), and nearly 1,000 lbs (454kg) grinding pressure.

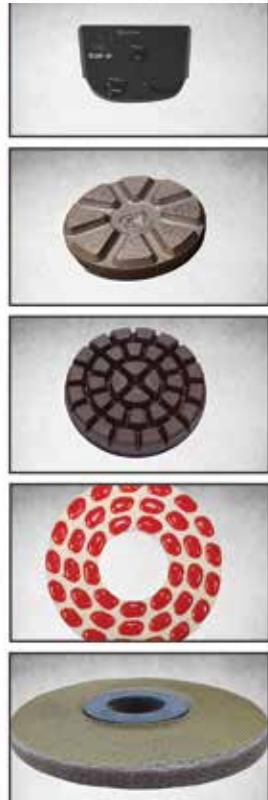
The L32M-X-HV's most notable feature is the self-propelled movement, which guarantees a constant grinding speed and consistent scratch pattern. This min-

imizes the operator's efforts as well as the risk of mistakes (going too fast or too slow), and improves productivity. The machine can be used with three heads only for more aggressive grinding and six heads for faster polishing.

Visit Superabrasive at WOC Booth S11627 (South Hall) and O31517 (Silver lot outside) to learn more and test drive the new LAVINA® models.

www.superabrasive.com

Superabrasive has seen a tremendous demand for the L30G-X propane grinders due to their easy operation and quick set up with no electrical wiring or generators needed, and to meet this demand, the company is adding more propane models to the LAVINA line in 2016, including grinding machines as well as the first propane LAVINA® vacuum, V-32G. It's a powerful industrial dust collector with HEPA filter and Kawasaki engine that can keep up with the toughest grinding jobs, and takes only seconds to set up - just connect it to your grinder and start working. With the LAVINA® propane equipment, contractors can work faster



New Tooling Solutions From Superabrasive

Equipment and diamond tool manufacturer Superabrasive is well known in the concrete industry for its flagship LAVINA® line for floor grinding and polishing. But even though the LAVINA® was launched a little over 10 years ago, Superabrasive has been manufacturing diamond tools since 1987, and offers tooling solutions for nearly any floor application, including coating removal, grinding, polishing, maintenance, edge work, countertops, and more.

The latest addition to Superabrasive's tooling portfolio is the HD line of pads, including HD Copper discs and HD Resins. The Copper discs (3-in/76mm Velcro backed) feature a new copper bond matrix offering a faster cut and longer tool life, while the HD Resins are great for honing and polishing, especially when working with heavy machines (L25 and up). Another new tool from Superabrasive is the QuickChange PCDs with metal segment for easy coating removal on floors that will be polished.

Superabrasive has also developed a new and more efficient solution for maintaining polished concrete, natural stone, terrazzo, resin floors, overlays, and VCT – ShinePro, a simple and easy-to-use system of diamond pads and screens. The new patented ShinePro diamond screens (220, 400, and 600 grit) are ideal for spot repair and floor restoration. They are offered in all popular sizes, and can be used on weighted swing machines for small areas, or burnishers and auto scrubbers for larger areas.

Most maintenance schedules though require a single step – ShinePro BUFF, a fine grit diamond pad for micro polishing of sealed and non-sealed floors. ShinePro BUFF is ideal for daily auto scrubbing as well as for periodic burnishing. It improves the floor shine dramatically without removing sealers or causing any orange peel effect.

www.superabrasive.com



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7" Shroud
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Universal
Shrouds



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General Equipment Company's SG7 Surface Grinder Ideal for Wide Variety of Surface Preparation Jobs

The SG7 surface grinder from General Equipment Company is designed to accommodate a wide variety of surface preparation applications with unmatched productivity and versatility. From professional contractors to do-it-yourselfers, the SG7 is ideal for removing paint, thin set, adhesives, mastics and other floor coatings.

Furthermore, matched

with General's Pro Polish™ system, the SG7 becomes a low-cost, yet highly productive solution for smaller concrete polishing applications. In addition to its versatility, what makes the SG7 unique is its frame design. The machine is ergonomically designed to allow the operator to work in a fully upright position, greatly reducing the potential for lower back pain and other occupational-related health issues. The operator's handle provides for vertical height adjustment and can be utilized from either side of the machine, further enhancing ease of use and operator comfort. Its small footprint and low, 55-lb (25kg) machine weight make the SG7 easy to lift and transport, fitting in almost any type or size of vehicle.

Power is provided by a high-speed polisher capable of operating under higher amperage loads while utilizing a wide variety of available 7-in (178mm) diameter diamond segment discs. Dual gas shocks dampen grinding forces and help to produce level surfaces. The SG7 comes standard with a cool-to-the-touch LED working light, which increases productivity in low light areas. Other standard features include full-swivel, non-marking caster wheels and a combination 1-3/8 in (35mm) and 2-in (51mm) diameter vacuum connection port for applications that require dust control.

www.generalequip.com



Meet MMD Equipment

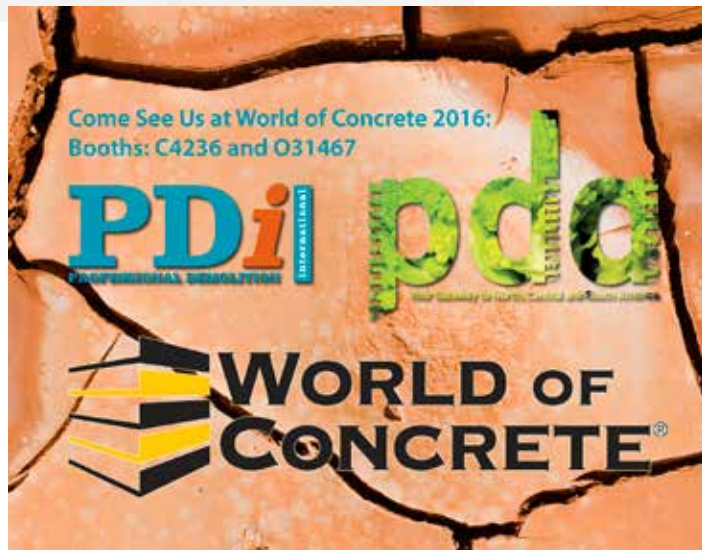
MMD Equipment is one of the most respected names in the construction field, providing high-quality construction products focused on generators, air compressors, heaters, compactors, and light towers. MMD is committed to being a market leader through innovation by providing customers the highest quality products available anywhere. The company thrives on the leading edge of the heavy equipment manufacturing and distribution business, with a service and support infrastructure widely known for its keen attention to the needs of its customer base.

MMD's CompactionPro 800 is ideal for hot and cold asphalt patching, sand, soil, gravel, and any other compaction needs. It provides up-to-the-edge compaction next to buildings, curbs, and other spaces. Standard features include transport wheels for easy mobility and a water sprinkler system with a removable 2.6-gallon (9.8L) tank. The ergonomic handle is easily adjustable, simplifying use and reducing harmful vibration to the operator. The machine features a fully enclosed dualbelt system that lasts twice as long competing models. The world-class 5.5-

hp (4.1kW) Honda engine has an automatic low oil shutdown system, and an industry best three-year warranty.

MMD's fully steerable double drum roller is highly maneuverable around obstacles, making it ideal for up-to-edge compaction and confined spaces. The roller can be used for asphalt patching as well as compacting soil, gravel, trails/paths, and more. The roller is powered by a world-class Honda engine, and the drums are fully hydraulic. The roller can be used with or without vibration.

Perfect for all large and advanced compaction needs, MMD's Mounted Plate Compactors are easily attached to excavators, backhoes, and skid steers, providing maximum compaction force and mobility. Mounted compaction keeps the operators out of trenches and other tight spaces, increasing safety and accessibility. The compactors are constructed of solid steel with protective sleeves on hydraulic hoses, which are routed/contained along with other key equipment within the frame for protection from damage and accidents. A standard Flow Control Unit protects the motor from overload damage.





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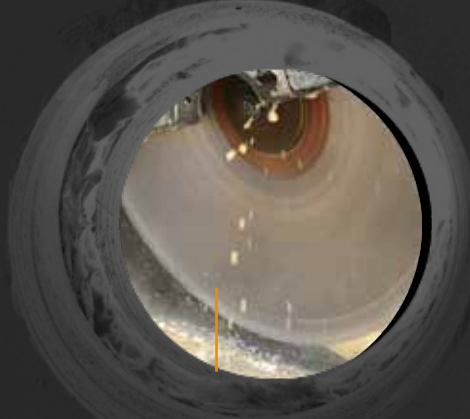
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American Airbase in Germany Crumbles Under the Power of the ROTAR Demolition Shear



Many of ROTAR's RDC-series demolition shears are being used on the former American military airbase in Lahr, Germany, where Rino Bau- & Transport GmbH & Co. KG is dismantling two military security buildings and a military complex.

The former military structures are being demolished to make room for new construction. During the five weeks of demolition activities, the two ROTAR RDC demolition shears



are mounted on Liebherr R 934 and R 954 excavators to tear down approximately 4,000 tons of concrete.

The largest of the ROTAR demolition shears, the RDC 42 S, works non-stop to pulverise concrete walls ranging in thickness from 2 ft to 3 ft (30cm to 60cm). The surfaces have been treated with a milling machine in advance to enable adequate removal of the demolition waste.

The ROTAR shear's large jaws and the standard speed valve allow for fast working cycles. Excavator operators greatly appreciate the ease of use, the enormous breaking power and the simple controls of the ROTAR machines. Since

the operators can replace the teeth, which spin 180°, on-site maintenance is easy and fast. The Rino demolition company has six demolition shears in all four available sizes, allowing the company to perform demolition work from 4,300 lb to 9,300 lb (1,950kg to 4,100kg) mounted on 15-70 t excavators.

"ROTAR demolition shears have the best price-to-quality ratio available and the maintenance costs are low," says Jochen Baur, Managing Director of Rino. "My employees appreciate the reliability that these machines offer, and like using them."

www.rotar.com



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The Cadillac of the drilling world going straight to the bottom of San Francisco Bay



Eighty years after piers were constructed in San Francisco Bay to hold up the eastern span of the San Francisco-Oakland Bay Bridge, a specialized contractor is preparing to blast its sturdy footings. Demolishing the reinforced concrete piers is the final step in the removal of the nearly 2-mile (3km) span. In order to accomplish this complex task in an environmentally friendly way has seen a Ranger DX800 drill rig from Sandvik Construction impress with its customer focused and highly productive attributes.

The San Francisco-Oakland Bay Bridge has already been replaced by an adjacent \$6.4 billion structure that makes claim to the title of world's widest bridge. While the new bridge is impressive, so is the demolition job being undertaken by South Florida contractor Contract Drilling & Blasting LLC. The company's challenging task is effectively to make a pier disappear, cleanly, beneath the bay bottom, without disturbing the avian and marine life.

The drilled pier is approximately 82 x 131 ft (25 x 40 m) and stretches downward nearly 300 ft (100m) from its cap, with the last 197 ft (60m) being into the muddy bottom of the bay. Beneath the pier's cap is a supporting grid honeycombed with voids. Holes would need to be drilled into each of the 3 ft (1m) interior walls as well as in 4.2 ft (1.3m) thick exterior walls. The holes would have to be drilled in two depths — 66 ft and 92 ft (20m and 28m) — in a pattern designed to neatly capture the exploded and inward-collapsing material at the bottom of the pier's footprint.

This meant that Contract Drilling & Blasting had a big job

on its hands, which is why the company selected a Sandvik Ranger DX800 drill rig for the challenging job. A key reason was the rig's reach, which in the limited pier area can be very difficult and sometimes up to 3 ft (1m) thick. Another was its ability to revolve its superstructure up to 180 degrees and drill multiple holes from the same location. Those features minimize set-up time and, consequently, increase drilling time.

The other critical feature was Sandvik's TIM5300 control system, which measures depth and inclination to a high degree of accuracy. The enhanced drilling accuracy of the TIM5300 was needed because the pier's walls were poured in place, sometimes in multiple pours, and were not expected to always run true.

Contract Drilling & Blasting set up the blast in November 2015, as it posed the least risk to San Francisco Bay's fish and wildlife populations, including porpoises, sea lions and seals.

The 33,000 lb (15,000kg) DX800 drill rig was crane-loaded onto a barge, floated to the pier, and offloaded atop it. When in place, drilling was performed 10 hours a day, five days a week. Drilling a 2.3 in (60mm) diameter hole for 295 ft (90m) with little to no deviation was not a simple task particularly given the structure's vertical rebar and cross-ties. Nevertheless, the drilling was accomplished with few problems.

A system of containers were located around the drill, with all drilling residue and cuttings being collected and placed there for hauling to shore. Any aggregates were separated for reuse. During drilling it was essential that no

leaks or blown hoses occur as this could lead to contamination of the water. Other surmounted challenges included jagged surfaces on the tops of walls and soft spots in the concrete, both of which can send a drill bit skittering one way or the other.

When ready for demolition, more than 558 individual electronic detonations were separately initiated on the multiple decks. The five-second imposition sequence brought the pier tumbling successfully into the bay.

Delicate tasks like this one are doable because drilling specialists and Sandvik continue to refine the processes and equipment to do the job.

www.sandvik.com



Control the Cracks With the First-Cut Early Entry Product Line

Diamond Products offers products for cutting green concrete under the First-Cut® brand, which make up the True Early Entry System and provide the fastest way to get on the slab for controlling cracks.

The three components are the First-Cut blades, First-Cut saws, and the optimal time of cutting known as the Control Zone, which is two hours after finishing and before final set. When used together, green concrete can be cut earlier and without worry of spalling the concrete thanks to the First-Cut skid plate blade guard.

spacing (normally 10-12 ft [3.0-3.6m]), the concrete finds the relief its looking for, and cracks directly beneath the cut.

The timing of True Early Entry® joints are critical. Controlling random cracking is all about the timing of the cut, not the depth. Cuts must be placed between the initial set and the final set of the concrete. This CONTROL ZONE is the optimal cutting time to give concrete relief when it is looking for it the most.

First-Cut Diamond Blades

The First-Cut line of blades have custom specifications to cut green concrete of various aggregate hardness. Six bond specifications make up the three quality grades. The specifications handle aggregates from very hard to soft and have a long cutting life. The three quality grades are BASIC, EXPERT, and ULTRA which is the highest quality.

Each diamond blade includes a one-inch arbor with triangle knockout that fits both First-Cut saws and competitor saws for early entry. These can be purchased individually or with skid plate.

First-Cut Saws

The current early entry saw lineup consists of the CC150XL-EE and CC190XL-EE, each with the First-Cut® blade guard skid plates system.

The smaller, light-weight CC150XL-EE spins a six-inch blade that allows a 1-3/16in (30mm) cutting depth. The power options include a 4.8 hp (3.6kW) Honda gas engine, a 6.5 hp (4.8kW) Briggs Vanguard gas engine, and

the 6.5 hp (4.8kW) Lifan gas engine. The saw's heavy-duty, yet lightweight design includes five wheels under the frame for increased stability, which is important when cutting green concrete. The blade doesn't wobble in the cut, increasing the chance of spalling.

The powerful CC190XL-EE is a larger model that handles blades up to 13.5in (343mm) with a cutting depth of 2.75in (70mm), and capable of .110in (2.8mm) and .250in (6.57mm) thick blades. An aggressive 20.8 hp (15.5kW) Honda engine drives this self-propelled model. The heavy-duty handle design and self-aligning blade shaft bearings are just a few features of this versatile saw.



Why Use the True Early Entry System and First-Cut Products?

As concrete is placed and being finished, chemical reactions begin to take place causing the slab to increase in temperature. Stress, caused by shrinkage, begins to accumulate rapidly. At this time the concrete is looking for relief. If not relieved in a timely manner the concrete will relieve itself, resulting in random cracks appearing across the surface of the slab.

By placing True Early Entry joints at the appropriate

CONTROL ZONE
OPTIMAL CUTTING TIME

Don't Let Cracks Happen

From two hours after concrete finishing, Diamond Products has all the components needed for early entry sawing. Diamond Products can be your First-Cut and final cut when faced with an early entry cutting job.

www.diamondproducts.com

In Canada, Indeco Breakers Excavate an Artificial Lake



At Chutes a Charny, just a few kilometers from Quebec City, three Indeco breakers are digging an artificial lake and performing other earthworks involving the excavation of over 14.1 million ft³ (400,000m³) of rock. The new lake is part of a program to convert what was a well-known local campground into a modern resort featuring permanent and temporary lots for RVs and mobile homes, and small prefab buildings.

Covering 1.6 million ft² (150,000m²), the area includes 377 different-sized lots, 299 of which will be sold for use by owners or renters, 72 lots are designated exclusively for temporary parking. Despite the fact that the project will have a low environmental impact, the construction of the new reception facility, Camping International, requires a program of works, including the creation of a utilities network and the artificial lake.

FDT (Forage Dynamitech), a major contractor in Quebec, used HP 16000 and an HP 25000 breakers as a follow-on to the initial blasting work to perform the actual excavation and reduction of the rock into transportable pieces. The rock, made up of grey limestone and schist with a presence of quartzite, was especially hard and abrasive in some areas.

The significant quantity of material produced by excavating the lake and by other jobs will in part be reutilized in situ for the construction of embankments of internal roads and the various parking areas, and in part traded by the owner in exchange for other building materials (wood, cement, asphalt, etc.) needed to complete the works. As the material

is not the product of an actual mining activity, it cannot be sold according to local laws. Philippe Paradis, owner of FDT, says the project once again confirms how much the choice for Indeco breakers was determined by the manufacturer's reputation on the market and especially by its expertise in the production of large breakers like the HP 16000.

"These breakers not only enable us to produce more, but according to the code for tenders and contracts in force here in Quebec they also allow us to command a higher rate compared to smaller equipment, a double advantage of no small importance," Paradis says. "Reliability and productivity are an unquestionable strength of this attachment.

Paradis adds that the service provided by Indeco dealer SMS in Canada is another important consideration. "We know that any need, whether related to service or simply to the optimization of the excavator-breaker set-up, will be met with a quick and professional response," he says.

Both the HP 16000 and the HP 25000 guarantee exceptional productivity, and for this reason they are operated with success worldwide. The models are also highly appreciated in the mining sector because they are a valid alternative to blasting when it comes to productivity and operating costs thus changing the perspective when it comes to profitability. Today Indeco is the only producer that makes a breaker with 18,439 ft lb (25,000J) that maintains the versatility and agility of breakers of a lower class.

With a speed that can reach 460 blows per minute and a tool measuring 8.5 in (216mm), the HP 25000 boasts spectacular productivity considering the quantity of rock that is fractured and demolished. Like all Indeco breakers, the HP 18000 also vaunts optimum efficiency thanks to an excellent ratio between input and energy yield. In addition, the breaker is fitted with the ABF system (anti-blank firing), a patented technology offered only by Indeco that significantly improves efficiency and increases the life of the breaker.

www.indeco.it

Added Value for Customers Begins Deep Down at Dorfner/BassTech International

The origins of the Dorfner success story go back around 300 million years, to the time when the company's kaolin and quartz sand deposits were first formed in the Hirschau Basin. Nature has blessed Dorfner with an abundance of unique resources used to make top-quality industrial minerals. The company also refines them to produce our exceptional REFINERALS®, which customers use in many industrial applications and in countless products.

Dorfner moves more than one million tons of earth



every year, processing and refining this enormous amount of raw material using large-scale production systems designed in house. The company have the expertise to tailor the properties of its industrial minerals and REFINERALS to the exact needs of customers to an extent which few other companies can match. Dorfner's proficiency is based on proven technological expertise and in-depth knowledge of surface chemistry.

Dorfner is

a leading supplier of quartz sand-based filler systems for self-levelling and trowel-finish floor toppings for industrial and commercial projects, as well as an innovator and pioneering-phase development partner for mineral fillers used in composites. The feasibility of manufacturing high-quality kitchen products and sanitary ware made of synthetic resin-based composites in a cost-efficient process is due in no small part to the contribution Dorfner has made. Because of its technologies, these top-class products not only do exactly what they were designed to do in everyday use. And, they are also extremely attractive.

For the roofing side of the industry, Dorfner's lightweight and attractive shingles are made of specially galvanized sheet steel or durable aluminum coated with GRANUCOL® SIG color-coated sand.





Husqvarna®



As simple as lifting a finger. - find out how at World of Concrete 2016.

The Husqvarna PG 820 RC, is first remote-controlled floor grinder! It offers very high productivity, powerful performance, and outstanding ergonomics. The remote control is key on this machine. It enables the operator to move around the jobsite, correcting hosing, moving the dust collector, inspecting the floor, and preparing the next set of tools. This leads to increased productivity and less fatigue on the operator. The remote control unit can optimize the grinding parameters to assure quality for a specific application, enabling consistent operation and results even when changing operators.

The PG 820 RC is one of the most powerful and efficient machines on the market. It is an excellent choice for concrete floor preparation and repair, as well as all polishing and grinding applications. **Visit us at World of Concrete, Booth #030166 or www.husqvarnacp.com.**

Heading for

The World of Concrete 2016 will really be a Smorgasbord for the concrete sawing and drilling, demolition, concrete floor grinding and polishing and related industries. This issue of PDA will be distributed at the World of Concrete show in February from our booths C4236 in the Central hall, and O31467 in the outdoor area. We hope to see you there!

WOC is the industry's only annual international event dedicated to the commercial concrete and masonry construction industries. Featuring indoor and outdoor exhibits with the industries' leading suppliers showcasing innovative products and technologies, exciting demonstrations and competitions, and education programs.

WOC 2016 is expected to be the largest in seven years and an indication that the US market is getting back on track. Informa Exhibitions, the organizer of WOC, is anticipating significant growth over the 2015 show, which welcomed 55,779 visitors and 1,459 companies exhibiting in more than 678,000 ft² (63,000m²) of space.

A full week of action

"Excitement and palpable energy filled the show floor last year at WOC 2015," says WOC director Jackie James. "This space draw has surpassed expectations, and we are confident the 2016 event will be another hugely successful endeavor for both exhibitors and visitors."

WOC will feature a full week of new product demonstrations, events and competitions, more than 100 educational sessions, luncheons, interactive workshops, and hands-on training. WOC will be a smorgasbord of new equipment in the segments of concrete sawing and drilling, demolition, hydrodemolition, concrete floor grinding and polishing, and equipment for handling dust

and slurry. A list of exhibitors is included from segments covered by PDA.

www.worldofconcrete.com

SHOW HOURS

Monday – Thursday, Feb. 1-4

9:30 am – 5:00 pm

Friday, Feb. 5

9:30 am – 1:00 pm

Selected Parts of the Daily Schedule at World of Concrete

Monday, Feb. 1, 8:00 am

CSDAMT - CSDA Estimating Course

ICRIMO - ICRI Concrete Surface Repair Technician Tier 1 Online Education

MO10 - Troubleshooting Concrete Cracks: Understand and Minimize Cracking

1:00 pm

MO02 - Concrete Basics II: Ordering, Making, Placing & Finishing Concrete

MO15 - Polishing Retail & Industrial Slabs—Design & Construction Best Practices

3:30 pm

MO136 - Writing OSHA Compliant Fall Protection Plans for Residential Foundation Contractors

Tuesday Feb. 2

8.00 am

CSDAMT - CSDA Estimating Course

CSDATU - CSDA ST115 Certification

TU11 - Concrete Repair Fundamentals I: Surface Preparation, Reinforcement Repair, Material Selection & Placement

TU16 - Concrete Shrinkage—Solutions to a Growing Problem

TU21 - Principles of Polished Concrete & Overlays: Densifiers, Equipment, Tooling & Color

TU25 - 25 Down-and-Dirty Ways to Increase Profits

8:30 am

TU146 - Shotcrete: Sustainable & Economical Solution for Concrete Repair, Restoration & Repurposing

9:00 am

ASATU - ASA Shotcrete Nozzleman Education Session

11:00 am

ICRITU1 - ICRI Concrete Surface Repair Technician Tier 2 Performance Exam

11:30 am

TUCPL - Concrete Polishing Luncheon & Forum
LVCC South Hall

12:00 pm

ICRITU2 - ICRI Concrete Surface Repair Technician Tier 2 Performance Exam

1:00 pm

ICRITU3 - ICRI Concrete Surface Repair Technician Tier 2 Performance Exam

2:00 pm

ICRITU4 - ICRI Concrete Surface Repair Technician Tier 2 Performance Exam

3:00 pm

ICRITU5 - ICRI Concrete Surface Repair Technician Tier 2 Performance Exam

Wednesday, Feb. 3

8:00 am

CSDAPWTH - CSDA Concrete Polishing

CSDAWTH - CSDA Diamond Cutting: Sharpen Your Skills

12:30 pm

ASCCWE - ASCC Decorative Concrete Contracting - Lessons Learned from an Expert Panel

WE123 - Industrial Concrete Floor Finishing: Building a Process



Las Vegas?



Thursday, Feb. 4

8:00 am

CSDAPWTH - CSDA Concrete Polishing

TH13 - Repairing Concrete Cracks: Evaluation and Selection of Repair Methods

TH18 - Unique Slab Design & Construction: Superflat + High Volume Fiber Floors & Pavements

9:00 am

ASATH - ASA Shotcrete Inspector Education Session

Friday, Feb. 5

8:00 am

FR05 - KISS Your Concrete Troubles Goodbye

FR14 - Advanced Concrete Repair for Contractors & Engineers—Structural Distress, Assessment & Solutions



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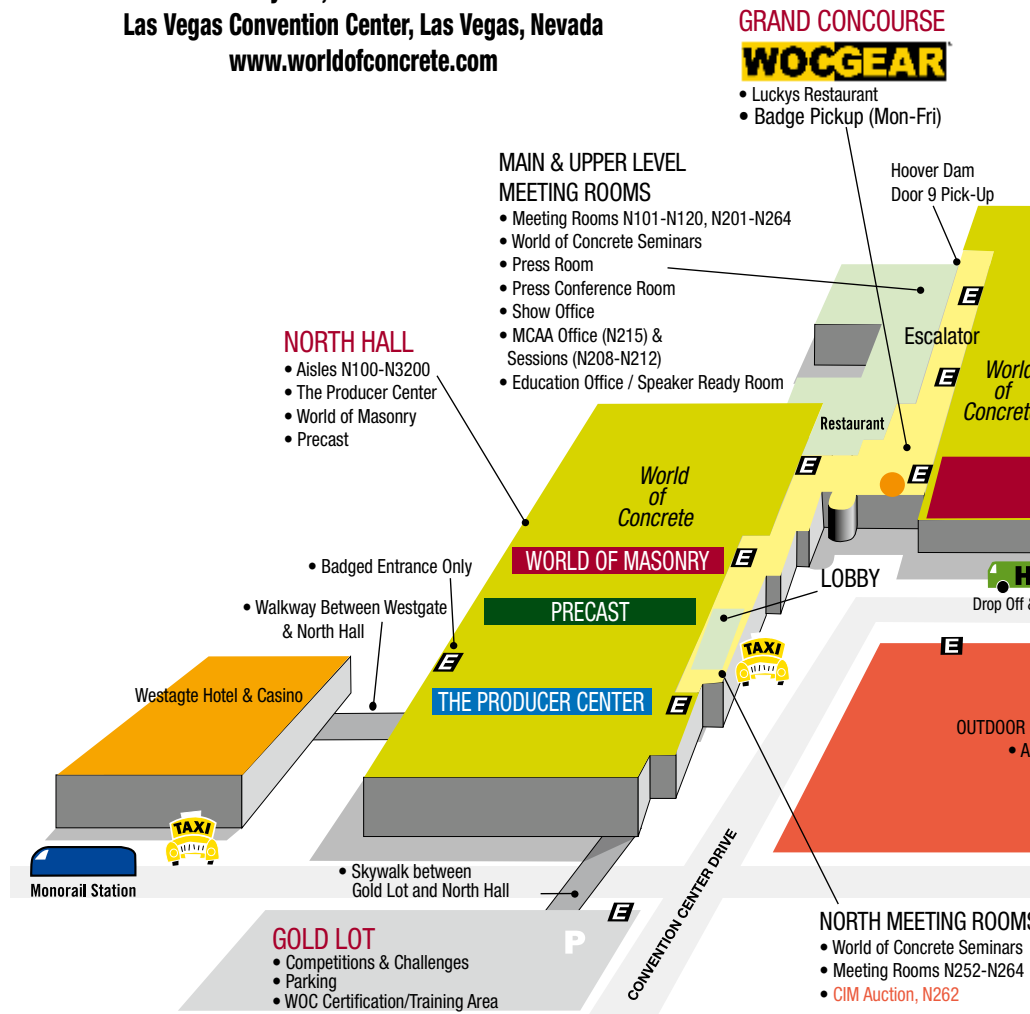
Selected Exhibitor List WOC 2016

As of 12/2/2015

Exhibitor Name	Booth#
3M	NES02
Advanced Concrete Technologies Inc	N437
Airtac-Marindus	O31740
Alar Water Recycling Systems	N519
Allen Engineering Corp	O31634
Allen Engineering Corp	O31644
Allied Construction Products, LLC	C3251
Allmand Bros., Inc.	C4529
Allstates Coatings Company	S13156
Alpha Professional Tools	S12249
Alpha Tecnologia en Aceros S.A. de C.V.	N1062
Alisset Engineered Products LLC	N3064
Alta Industries	S12907
American Concrete Institute	C4213
American Concrete Pavement Association	C4322
American Pneumatic Tools	C5603
American Shotcrete Association	S10839
AMERIMIX	N1512
AmeriPolish, Inc	O40749
ANMOPyC	N1451
Antraquip Corporation	N2213
Anvil American Inc	C4703
Aqua Blast Corp	S12721
Aquafin Inc	S10349
Aquajet Systems AB	S12800
ARAMSCO	S10555
Ashine Diamond Tool Co. Ltd.	S11751
Atlas Copco Construction Equipment	C464
Auctiontime.com	C4040
Auctiontime.com	C4042
Aztec Products Inc.	O32126
Bad Dog Tools	N2600
Bad Dog Tools	O30428
BASF Construction Chemicals	S10107
BassTech International	S12812
BEIJING JINGTAI DIAMOND TOOLS CO., LTD	C4546
Blaklader LLC	O30613
BlastPro Manufacturing, Inc.	S10507
Blastrac	S10117a
Blastrac	S10117c
Blount Inc	O31770
Blount Inc	O31770a
Blount Inc	O31770b
Blount Inc	O31770c
Blount Inc	O31770d
Bobcat Co	C5479
Brazilian Association of Technology for Construction and Mining	C4237
Brentwood Industries, Inc.	N2074
Briggs & Stratton Corp	O31612
Brokk Inc	C4519



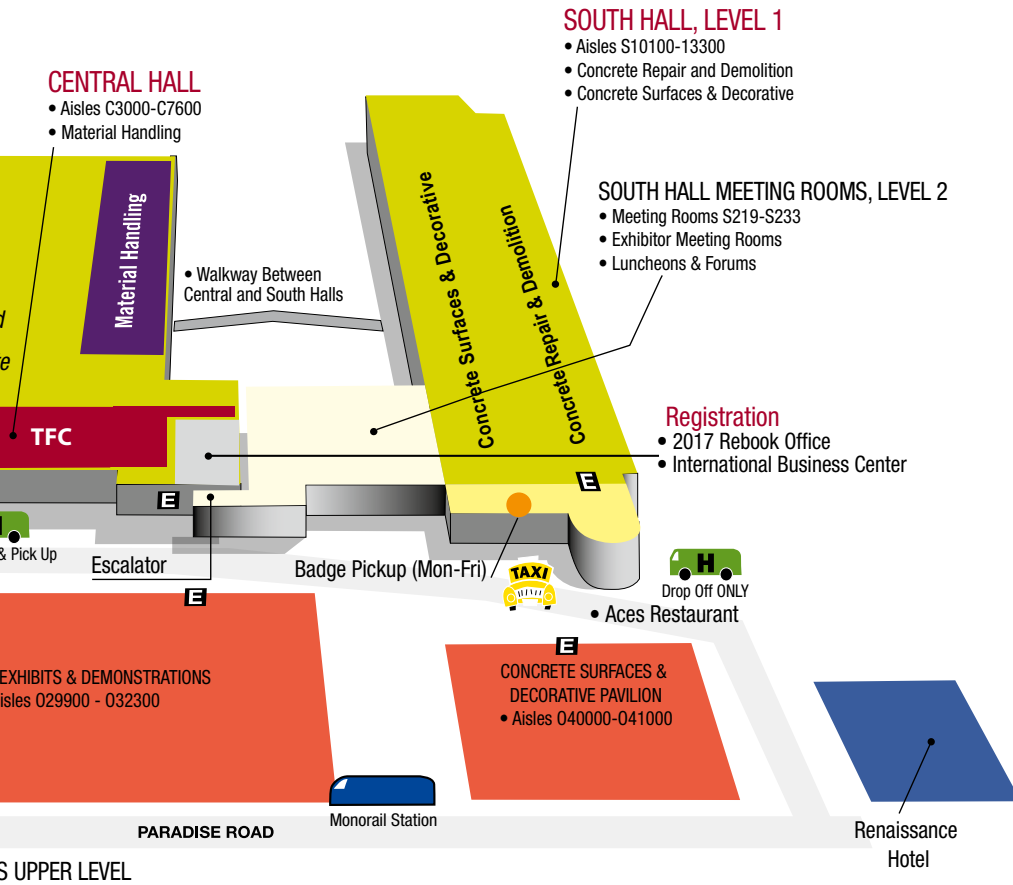
February 2-5; Seminars: 1-5. 2016
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Bunyan Industries	O31441
C.I.M. Industries Inc	S10655
CARDI America	O31559
Cardinal Scale Mfg Co	N1153
Carhartt Workwear at Rugged Outfitters	N1962
CASE Construction Equipment	C5849
Caterpillar Inc	C6061
Chicago Pneumatic	O30557
Columbia Machine, Inc	N819



Command Alkon	N637
Compact Excavator Sales LLC	O31300
Concrete Polishing Association of America	S12653
Concrete Polishing Association of America	S12653a
Concrete Polishing Solutions	O40737
Concrete Products	N368
Concrete Raising of America	S11153
Concrete Sawing & Drilling Association	C4433
Concrete Sealants, Inc.	S11107



Legend						
	TAXI	PARKING	HOTEL SHUTTLE BUSES	LAS VEGAS MONORAIL	ENTRANCE	BADGE PICK-UP



Concrete Show Brazil 2016	C6906	DEWALT	O30765
Coneqtec / Universal	C5453	Diamatic	S10117
Conjet AB	S10801	Diamatic	S10117b
Construction Robotics	N1964	Diamond Blade Warehouse	S11239
CONTEC North America	O40665	Diamond Productions Canada	S11115
Corehole Solutions	S13321	Diamond Products	C4876
CS Unitec Inc	O31421	Diamond Products	O32042
Daejin Diamond Co., Ltd.	S13021	Diamond Products	O32170
DEUTZ Corp	N2637	Diamond Speed Products, Inc.	S12939
		Diamond Tools International	S12607
		Diamond Tools Technology, LLC	O31654
		Diamond Vantage	C3349
		Diamond Vantage	O31658
		DiamondBack diamond tools Inc.	S12951
		DICA OUTRIGGER PADS	C6685
		DICKE Safety Products	N3150
		Diesel Progress	N2417
		Digga North America	C6280
		Disco Diamond Tools	C3058
		Distinctive Molds	N1662
		DITEQ Corporation	C3355
		DITEQ Corporation	O31864
		Dixie Diamond Mfg Inc	C3047
		Dongying Jiangxin Grinding Tools Co.,Ltd	S12632
		Doosan Infracore Const. Equipment America	C5487
		Doosan Portable Power	O31628
		Drumcutters International Inc.	C6479
		Dry Air Technology	S10752
		Dust Director	S12950
		Dustcontrol USA	O31728
		Dustless Blasting	S12845
		Dustless Technologies	N3068
		Dynamic Diamond Tooling	O31150
		Eagle Industries	S11715
		EDCO - Equipment Development Co., Inc	O30744
		Eden Innovations	S13148
		ENVIRO-PORT Inc	N419
		EUROMECC	N569
		Everdigm Corp	C6612
		Everlast Epoxy Systems, Inc.	O40835
		Everlast Epoxy Systems, Inc.	S12427
		E-Z Drill Inc	C4439
		EZ Grout	N1625
		Fascut Industries Inc	N2921
		Fastrac Cement	O30066
		Fengtai Diamond Tools USA, LLC	S12352
		Fiskars Brands Inc.	O31274
		Flagro USA	S12049
		FLEX North America Inc.	O31363
		FLEX North America Inc.	S12147
		FlexKrete	S13049
		Flowcrete Americas	S11055
		FNA Group Inc.	S13118
		Fuzhou BonTai Diamond Tools Co., Ltd.	S11827
		Gang Yan Diamond Products	S11807
		Gehl Co	C5663
		General Equipment Co	S10715
		General Technologies, Inc.	N2305
		Genesis Attachments	C4309
		Gensco Equipment	N2813
		GSSI	C4156
		Hangzhou Boda Diamond Com., Ltd.	S12633
		HARTL Crusher North America	O31600

Hatz Diesel of America Inc	N2021
Helly Hansen (US) Inc	S12622
Hilti, Inc.	C4870
Hilti, Inc.	O30699
Hilti, Inc.	O30700
Hitachi Power Tools	C7655
Honda Engines	C4339
Honda Power Equipment	O30109
HTC, Inc.	O31133
HTC, Inc.	S10627
Huachang Tools Corp	S12755
Huada Superabrasive Tool Technology co., Ltd.	S12529
Husqvarna Construction Products	O30166
Hyundai Construction Equipment	C5881
IMER USA Inc	S12539
International Concrete Polishing and Staining Conference (ICPSC)	S11610
International Concrete Repair Inst	S10339
International Grooving & Grinding Assn (IGGA)	C4320
Jiangsu The Lus Diamond Tools Co., Ltd.	S11833
John Deere Construction & Forestry	C5463
Kaeser Compressors, Inc.	C7561
Kärcher North America, Inc.	O32214
Klindex	O31429
Layher Inc.	
LINK	C6847
Maeda	O31852
Makita USA, Inc.	O30043
MALA GeoScience USA, Inc	N2349
Mason Contractors Association of America	N1613
MEP North America	N2704
Metabo Corporation	O30550
Milwaukee Tool	NE508
MKT Fastening	S10548
Montabert/Geith	C6073
Multiquip Inc	C4802
Multiquip Inc	O31836
Multiquip Inc	O31842
Mustang Mfg Co Inc	C5663
National Demolition Association	C4233
New Grind Inc	O31461
Novatek Corporation	S11255
Ocean Diamond Inc.	S13430
ONFLOOR Technologies, LLC	O30858
ONFLOOR Technologies, LLC	S12127
Onyx Environmental, LLC	O41030
PDi Magazine	C4236
PDi Magazine	O31467
Peak Software Systems	S13351
Pearl Abrasive	S12239
Peterbilt Motors Co	C5172
Proline Decorative Concrete Systems	O40617
Proline Decorative Concrete Systems	S11907
Pullman Ermator Inc.	S11739



Pullman Ermator Inc.	C4621
Quanzhou Zhongzhi Diamond Tool Co., Ltd	S13152
Quest Construction Products	S10748
Quick Attach Attachments, LLC	C7385
QUICKFIT Starter Bar Holder	N2853
QUIKRETE	S10227
QUIKRETE	S10527
Rhino Tool Company, Inc.	O40217
Ritchie Bros	C4111
Riviera Brush Co.	N1565
Robert Bosch Tool Corporation	O30200
Robert Bosch Tool Corporation	O30513
Rubaroc USA LLC	S12854
Runyon Surface Prep	O40533
Sakrete	S10639

Sandvik Construction	C7174
SASE Company Inc.	O40841
Scanmaskin Sweden AB	O31242
Scanmaskin Sweden AB	S11127
Sencore Diamond Tools	O31254
Sicoma North America	N619
Sierra Stone / Rubber Stone	S12618
Solo	S12416
Solomon Colors	O41054
Sonoco	S11027
Stanley Hydraulic Tools	O31673
Stephens Mfg	N627
Stihl Inc	C4631
Superabrasive, Inc.	O31517
Superabrasive, Inc.	S11627
Terrco, Inc.	O30424
US Saws	O31861
US Saws	S11007
US Shotblast Parts & Service Corp	S10150
Volvo Trucks North America Inc	C7326
Wacker Neuson Corporation	O31708
WOC EUROPE	C4336
World Diamond Source	S11307
Wright Tool	NE510
Xiamen Kaiyuan Diamond Tools Co.,Ltd	S13054
Xtreme Polishing Systems	O40643
Xtreme Polishing Systems	S12247
Yamaha Motor Corp	N3037
Zhengzhou Sinoblade Industrial Co., Ltd	S11541



Demolishing Inverted Pyramid Requires Different Perspective

Demolishing a sizable inverted pyramid is a challenging job that requires a contractor to often work in reverse order. Put this inverted building on an aging pier and demolishing the structure becomes increasingly difficult.

"It's a very strange building to take down, as you're not accustomed to the heavy steel being up high," says Pate Clements, president of Clearwater, Fla.-based Sonny Glasbrenner, Inc referencing the 6.5-story inverted pyramid his firm recently demolished in St. Petersburg, Fla.

Disassembly of the structure is the focal point of an ongoing, \$3.2 million project that also involves the removal of the 42-year-old pier that supported the differently-designed building.

Tricky Project

Because the widest and heaviest steel portions of the structure were at the top, Sonny Glasbrenner utilized a high-reaching Liebherr R 954 C excavator that featured a 85 ft (26m) boom. The machine worked noticeably away from the structure and was equipped with a CAT multi processor demolition jaw attachment for most operations.

"You find yourself wanting to get closer (to the structure)," Clements says, "but you have to be careful. You could easily get under the structure."

Because of the excavator's 72-ton weight, the contractor had to shore up deteriorating pier head and pier approach pilings prior to utilizing the machine on the platform. This was accomplished by resting 160 ft² (15m²) 1-in (25mm) thick steel plates on pile caps spread 18 ft (5.4m) apart. Sonny Glasbrenner has previous experience working on commercial and industrial piers. However, those platforms were equipped to handle heavier loads.

"This is the first time we had to reinforce a pier," Clement noted.

Once onsite, the high reach excavator first dismantled the structure's heavy steel frame/shell before demolishing the building's core—four stair towers and an elevator glass tower. During steel cutting operations the contractor used MagneGas2 fuel, a recycled synthetic gas alternative to acetylene.

Removing the Pier Deck Remains

With the inverted pyramid now demolished, attention has turned to the pier itself. During the next four months, the contractor will remove the pier's deck and pile caps, along with pier head and pier head approach pilings. To remove the deck, barges will be situated under the pier with pieces of the concrete deck hammered down onto them.

The same Liebherr excavator that dismantled the inverted pyramid will cut the pier's pile caps with a 6-ft (3m) Rock Tools concrete saw. A hydraulic tile cutter



equipped with a water jet will be utilized for the removal of pier head and pier approach pilings. The excavator will reach down two feet below the muddling and snap off the pilings. The jaws of the cutter are said to crush a 30-in (762mm) thick concrete piling in 30 seconds.

Concrete from the pier head approach pilings and deck will be hauled to the city's airport by the contractor and used as rumble along its shoreline. According to Clements, some of the jetties that border the airport's east side have deteriorated and need protection from additional washout. The concrete pieces utilized as rumble will be trimmed of all reinforcing steel and be no larger than 6 ft² (3m²).

Other pieces of concrete, along with asphalt, wood and plastic from the demolition, will be hauled by the contractor to Greenway Recycling, its company-owned, 55,000 ft³ (5,110m³) material recovery facility. An estimated 75 to 80 percent of those materials will be recovered and resold by the facility to various municipalities, transportation authorities and contractors. Steel will go to the Port of Tampa and be resold to scrap buyers.

Barrier to Contain Concrete

Working in or above the sea always comes with additional challenges. Prior to pier head and pier approach piling work commencing the contractor must install a "turbid-

Structure



ity barrier" with the help of two, 30-ft (9.1m) flat deck pontoon boats. The barrier is a vinyl curtain that hangs 5 ft (1.5m) below the water with the aid of 32 attached anchors. The barrier will keep the concrete dust that results from underwater cutting operations under the pier.

Containing this sediment will improve turbidity levels (a measure of water clarity) and protect nearby seagrass beds, which are marked with pink-topped PVC buoys. Turbidity levels surrounding the project are of such concern that Stantec, an engineering firm, has been hired to monitor an area 450 ft (137m) beyond the location of pier head and approach cutting work. If unacceptable levels of turbidity are occurring demolition work will be stopped.

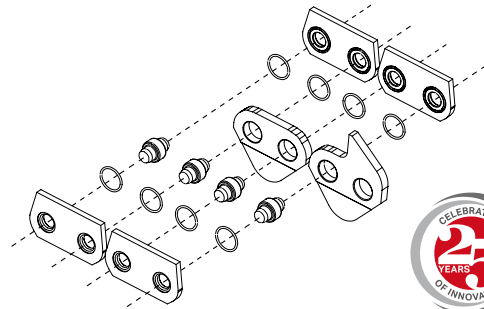
Local sea life, namely manatee and dolphins, could also affect the progression of pile removal. If a manatee is spotted within 300 ft (91m) of the pier all in-water operations must stop for 30 minutes. The contractor has yet to stop because of a manatee sighting, Clement said.

Elsewhere in St. Petersburg, the contractor is simultaneously underway on another interesting project - disassembling one of the largest wooden structures in the U.S. Southeast. The roughly 600,000 ft² (55,742m²) Bellevue Biltmore Hotel features four to five stories of 100-year-old pine, which will be cut in sections, craned down and disassembled/palletized on site.

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Const DEMOL

By professionalizing the family business, Salgado brothers has expanded Flesan, and consolidated as the strongest player in Chile as well as Peru in its field.

Text: Luiz Carlos Beraldo • Photos: L. C. Beraldo and Flesan Archive

FLESAN
DEMOLICIONES

Constructive DEMOLITION



From the left Flesan's CEO Emilio Salgado and General Manager Rodrigo Salinas of Flesan.



Flesan is not only the largest and best equipped demolition company in Chile; it's also an international holding company with business areas that include drilling and foundations, concrete cutting, earth moving, and civil road works, plus sales and rental of construction equipment.

"The company was born from the effort and dedication of our father, Emilio Salgado Tormo, who started to work with earth moving and demolition," explains son Emilio Salgado, Flesan's CEO. "He set the quality standards from the beginning, and his work philosophy has followed the company since then,"

Along with brother Esteban, and managing partners Nicolás and Marisol Salgado, the younger Salgado has led the company's transformation into a more diversified organization with international operations. Flesan has maintained an absolute leadership in Chile and is strongly increasing its presence in Peru.

"We have the advantage of being the largest and most traditional company with highly specialized personnel and maintaining consistent investments in technology," Salgado says.

New opportunities

The company, founded in 1981, has been overseen by the younger Salgados in the mid-1990s. They hired specialized professionals, and acquired high-tech machinery for demolition, among other moves. They also saw opportunity to participate in the construction of buildings that would rise then from the sites of structures they had demolished. The good relationship and good work has led many customers to hire Flesan as both a demolition and construction company. According to the general manager Rodrigo Salinas, the Chilean demolition market is not very large. There are approximately 15 companies, some of them quite new.

"There was some expansion in the demolition industry due to an earthquake in 2010 that strongly shook the country," Salinas says. "But currently the country has reestablished to a normal pace and remaining companies are in the business to stay." Another feature of the Chilean market is the requirement of a very high level of technical expertise and high-tech equipment, because the buildings are very enhanced due to the fact that the country suffer earthquakes on a regular basis. "Generally, the implosions are negated, and controlled demolitions require very hard work, because the existence of too much iron in the structures," Salinas adds.

International expansion

Of the approximately 1,300 employees—an impressively high number distributed among branches in Chile and Peru—Flesan has 500 exclusively working with demolition activities.

"We went to Peru to service a client of ours here which also has branches there, and we ended up getting known in the region for a job well done," Salgado says. "Before that job, we had no pretensions to work internationally. But it was an opportunity that was given and we went for it."

Salinas adds that Flesan's competitive advantage can be summed up in "security, technology and professionalism." He notes that Flesan also prioritizes the working environment and safety for its employees, and also the environment in the communities where they work. Flesan always strives to keep noise, dust, pollution, and vibration levels as low as possible so surrounding environment is not disturbed by the work. "When a demolition job is close to a community, we put our staff at the disposal of residents to reassure them that everything is done with maximum safety, and that they can contact us if we can help them," Salinas explains.

Specialized staff

Maintaining a social responsibility policy that spans em-

ployees and community is controlled among others by the company's ISO 9001 and LEED certifications. Salinas is proud to say that Flesan maintains much lower work accidents rates than the average in this sector in the country.

"We have a policy of valuing our employees as highly specialized professionals," Salinas says. "Benefits like good average salary, health insurance, and vacation homes help keep the team motivated, resulting in low staff turnover."

Investments

The company's fleet currently includes about 30 excavators, 86 trucks, and a demolition robot. The fleet is renewed continuously, maintaining a maximum age of five years per unit. In fact, given the country's vulnerability to earthquakes, many businesses such as mining operators will hire only contractors that maintain relatively "young" fleets.

"We regularly visit international trade fairs to search for new equipment in order to renew our fleet with the very best in technology," Salgado, adding that the amount invested per year vary between US\$ 1 million to US\$ 2 million per year. Flesan's demolition services represent a third of the company's business. After earning a record US\$160 million in 2013, Flesan reached US\$150 million in 2014. The company expects to match that performance in 2015. "We have the capability and technical competence within the company to reach US\$250Million per year," notes Salinas.

New activities

"Flesan today offers the same services defined by our father when he started, enhanced by the younger generation's professionalism and management," says Salgado. For example, the company created a new business in 2006 for leasing equipment. In 2006, the company created a business system to lease out its equipment. Though relatively small compared with the company's other operations, "it is appreciated by clients from time to time," Salgado says. "We only rent the equipment along with our operator. We also sell our equipment and from that income it helps to renew the fleet."

Flesan began offering concrete cutting services in 2008, and has since expanded those capabilities to meet specific requirements of customers. In 2009, the company began pursuing public projects with highway repair and construction services. In 2011, the Flesan Foundations Division began providing anchoring services, putting the company in the pre-construction sector. In 2013, a division of civil works was created to support clients in the public and private sector.

Where ever the customers are

Concerning future plans, Emilio Salgado says that the plan is to grow moderately and organically in order to maintain the strength of the company. "We are not really aiming for to dominate the market, we just want to serve our customers as best as we can, and be the best contractor in what we do." Salgado does not rule out the possibility of expanding its services to Colombia or Brazil. "We will go to any country, if our customers ask for it."

www.flesan.com



Portuguese

Demolições construtivas

Profissionalizando a empresa familiar, irmãos Salgado expandem a Flesan, consolidando-a como maior demolidora do Chile e também do Peru. Com a solidez de quem está habituado a enfrentar terremotos.

Texto: Luiz Carlos Beraldo
Fotos: L.C.Beraldo e Arquivo Flesan

Na verdade, a Flesan não é apenas a maior e mais bem equipada demolidora do Chile, mas uma holding internacional com áreas de negócios que incluem, além da demolição, perfuração e fundações, corte diamantado, movimentação de terra e obras civis (estradas), além de locação venda de equipamentos. "A empresa nasceu do esforço e dedicação de nosso pai, Emilio Salgado Tormo, que começou movimentação de terra e demolição e, desde o início, definiu os padrões de qualidade e a filosofia de trabalho seguida pela empresa", lembra o filho Emilio Salgado, diretor geral da Flesan.

Junto com os irmãos e sócios diretores Esteban, Nicolás e Marisol Salgado, Emilio liderou o processo de transformação que levou a empresa a se diversificar e internacionalizar operações, mantendo liderança absoluta no mercado de seu país, e passando a atuar também no Peru. "Temos a vantagem de ser a maior e mais tradicional empresa pessoal altamente especializado e mantendo investimentos consistentes em tecnologia de ponta".

Novas oportunidades

A empresa fundada pelo pai em 1981 começou a ser gerida pelos filhos logo após o início dos anos 1990, com a contratação de profissionais especializados e maquinários de alta tecnologia, entre outras mudanças na gestão do negócio. Em muitas obras de demolição eles enxergavam oportunidade de participar também das construções que surgiram em seguida, nos mesmos lugares. O bom relacionamento e bom trabalho realizado levou muitos clientes a contrata-los também para construir. De acordo com o gerente geral Rodrigo Salinas, o mercado chileno de demolição não é muito grande, contando com aproximadamente 15 empresas, sendo algumas delas bastante novas. "Houve uma certa expansão com o aumento da demanda por demolição resultante do grande terremoto

de 2010 que abalou fortemente o país, mas atualmente já restabelecemos o ritmo normal e restaram as empresas que estão no ramo para ficar", descreve.

Outra característica do mercado chileno é a exigência de um nível muito elevado de capacitação técnica e equipamentos de alta tecnologia, pois as construções são muito reforçadas devido ao fato de o país sofrer terremotos com certa regularidade. "Geralmente, as implosões ficam inviabilizadas, e as demolições controladas exigem muito trabalho duro, devido a existência de muito ferro nas estruturas. É preciso usar muito corte diamantado, muito equipamento de alta capacidade e pessoal de nível técnico realmente especializado", afirma Salinas.

Expansão internacional

Dos cerca de 1300 empregados distribuídos entre suas unidades do Chile e Peru, a Flesan conta com 500 voltados exclusivamente para as atividades de demolição. Só no Peru são 200 profissionais. "Fomos ao Peru para atender um cliente nosso daqui que também tem unidades lá, e acabamos ficando conhecidos na região pelo bom trabalho realizado", conta Salgado, dizendo que "na verdade não tinhamos pretensões de atuar internacionalmente, até então, mas como surgiu a oportunidade, acabamos aproveitando".

"Nosso grande diferencial pode ser resumido em segurança, tecnologia e profissionalismo", destaca o empresário, lembrando que também zela pela qualidade de vida dos empregados e da comunidade da região em que atua, além das comunidades dos locais onde suas obras acontecem. "Quando uma demolição é próxima a uma comunidade, colocamos nosso pessoal à disposição dos moradores para tranquilizá-los de que tudo é feito com a máxima segurança e saberem que se precisarem podem nos contactar que estaremos prontos para ajudá-los", explica.

Pessoal especializado

Mantendo uma política de responsabilidade social que envolve atuação junto à comunidade e aos familiares dos funcionários, a empresa também cuida do meio ambiente. Conta com certificações ISO 9001 e a certificação LEED, entre outras, e orgulha-se de manter índices de acidentes de trabalho muito inferiores às médias do setor, em seu país.

"Temos uma política de valorização dos nossos colaboradores, pois são profissionais altamente especializados no que fazem", afirma o gerente geral Rodrigo Salinas. Benefícios como boa média salarial, plano de saúde e até casas de veraneio contribuem para manter a equipe motivada e ajudam a manter baixa rotatividade de pessoal, segundo o executivo.

Investimentos

A frota da empresa, atualmente, soma aproximadamente 30 escavadeiras, 86

caminhões e um robot. A frota é renovada constantemente, mantendo-se a idade máxima de cinco anos, pois, segundo Salinas, por ser um país sujeito a abalos sísmicos, muitas empresas, como mineradoras, por exemplo, só contratam outras empresas cujos equipamentos tenham no máximo cinco anos de idade. "Visitamos regularmente as principais feiras internacionais do setor e renovamos nosso equipamento com o que há de melhor em tecnologia", diz Emilio Salgado, acrescentando que os valores investidos variam conforme a demanda dos clientes, de US\$ 1 a US\$ 2 milhões ao ano.

Os negócios com demolição continuam sendo um lastro forte da companhia, representando um terço do volume total de seu faturamento. A Flesan "mantém o mesmo padrão de negócios definido por nosso pai quando começou, mas com o profissionalismo e a gestão aprimorados pela nova geração que o sucedeu", destaca Salgado. De fato, a demolidora iniciada pelo pai ajudou a construir uma grande empresa. Após um faturamento recorde de US\$ 160 milhões em 2013, a Flesan faturou US\$ 150 milhões em 2014 e deverá repetir outros US\$ 150 milhões em 2015, segundo o empresário. "E temos condições técnicas - ou seja, equipamentos e pessoal - para faturar até US\$ 250 milhões ao ano", acrescenta Rodrigo Salinas.

Novas atividades

Em 2006, a empresa criou a unidade de transportes e maquinários, para comercializar e arrendar equipamentos. "O arrendamento não é um negócio muito grande, e alugamos apenas o equipamento junto com o nosso operador, e as vendas de equipamentos ajudam a renovar a frota, mas não representam grandes volumes", diz Salgado. A unidade de cortes diamantados foi criada em 2008, ampliando o leque de atividades da empresa que passou a atender requerimentos específicos de alguns clientes. Em 2009 a Flesan passou a atender o serviço público com os serviços de reparação e construção de rodovias. Em 2011 veio a divisão de fundações (anclajes) com a empresa passando a atuar também na área de pré-construção. Em 2013 a divisão de obras civis foi criada para dar apoio a clientes do setor público e privado.

Onde o cliente precisar

Indagado sobre planos futuros, Emilio Salgado diz que pretende crescer moderadamente, mantendo a solidez. "Não estamos preocupados em dominar mercado, queremos apenas atender nossos clientes da melhor forma possível e ser os melhores no que fazemos". Mas, indagado, ele não descarta a possibilidade de começar a atuar também na Colômbia ou no Brasil, por exemplo. "Podemos ir à Colômbia, ao Brasil ou a qualquer outro país, se nossos clientes pedirem".

www.flesan.com



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shows

Success for

The first CONEXPO held in South America was a success, with more than 32,000 participants and 300 exhibitors from around the world.

Text: Luiz Carlos Beraldo • Photos: Luiz Carlos Beraldo & Conexpo Latin America



CONEXPO Latin America 2015, held in Santiago, Chile, was a success in every aspect, according to the organizers. Expectations for both exhibitor space and visitors were both exceeded, with total area of 430,500 ft² (40,000 m²), and approximately

32,600 people from more 90 countries. Chile attracted the largest number of visitors, followed by Argentina, Brazil, Peru, Colombia, and Bolivia.

The latest news in equipment could be checked in the outside area and also covered pavilions, and in international booths grouped and organized by the delegations of China, Germany, Italy, the United States, and the United Kingdom. In addition to the displays, six seminars organized on industry best practices were presented by local and international experts.

CONEXPO Latin America was held in conjunction with the EXPOHORMIGÓN building and construction exhibition.

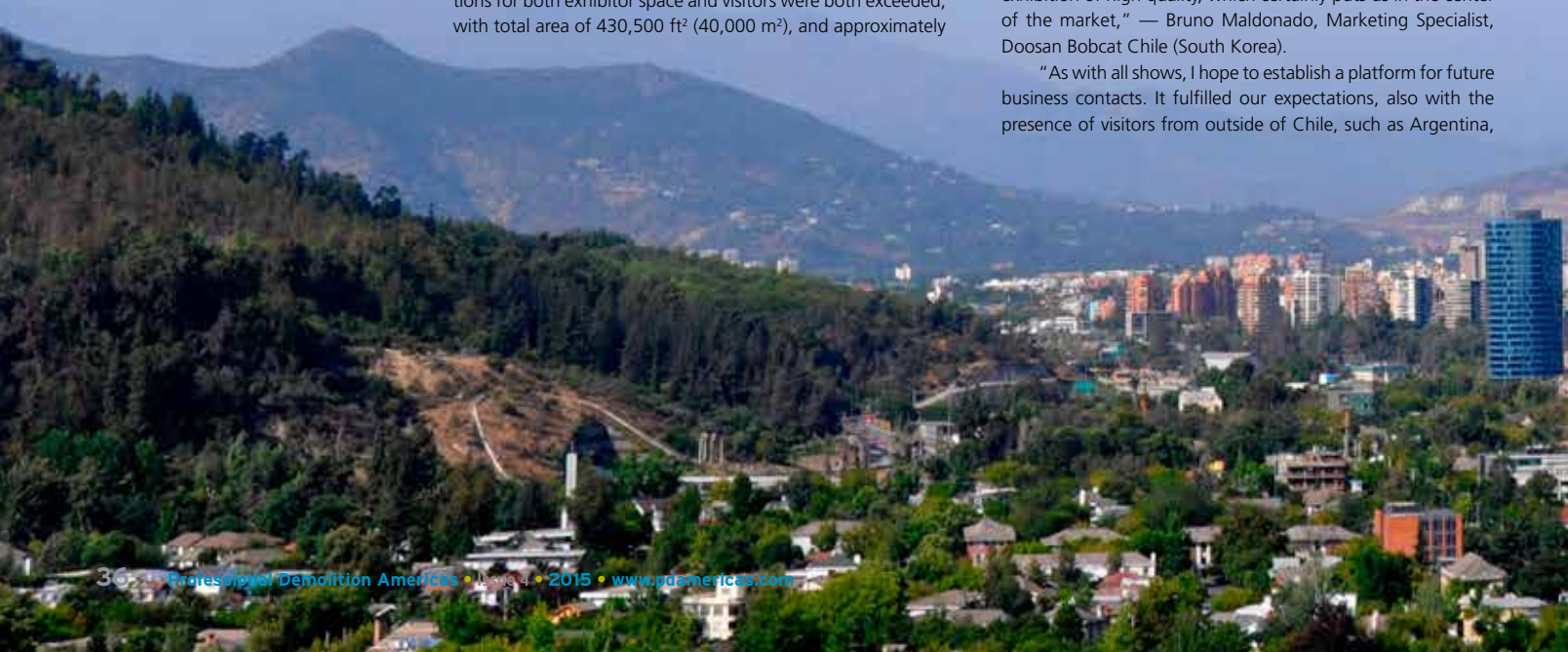
"We appreciate the opportunity to realize our show parallel to each other and bring a dimension and a broader perspective, thanks to the participation of equipment manufacturers," said Paul Puissegur, director of CONEXPO Latin America. "We are delighted with the positive outcome of the exhibition. Our manufacturers have big hopes for the business opportunities in the region and in Chile in particular."

Exhibitors were equally pleased with the event

"The show was a major release in the Latin American construction market for our products, and perfect for us to strengthen our distribution and touch base with customers in this part of the world. We are hoping to return in 2017." — Rob Galbavy, Marketing Manager, ChemGrout Inc. (USA)

"It was a great experience to participate in an international exhibition of high quality, which certainly puts us in the center of the market," — Bruno Maldonado, Marketing Specialist, Doosan Bobcat Chile (South Korea).

"As with all shows, I hope to establish a platform for future business contacts. It fulfilled our expectations, also with the presence of visitors from outside of Chile, such as Argentina,



shows

CONEXPO

LATIN AMERICA



Dennis Slater, president of the US Association of Equipment Manufacturers (AEM) who organizes Conexpo.





Brazil and Peru. The organization was efficient and I hope that in future editions that the service can be further improved.” — Miguel Camara, General Manager of Haulotte Chile Spa (France)

“We are delighted with the CONEXPO 2015 and the number of participants. We had many visitors in our booth. We have made very good contacts and all our equipment in the booth was sold.” —Manuel Gomez Noelia, Sales, Indumix SA (Argentina)

“It was a very exciting time for JLG, to participate in this first edition of CONEXPO Latin America, Inc. (USA). The effort made to produce this show gave us a good payoff. The show is a clear indicator of the importance of the Latin American market for JLG.” — Diana C. Serna-Serrano, Marketing Manager Latin America, JLG Industries

“CONEXPO Latin America offered a professional platform of high quality for LiuGong to meet new and old customers in Chile and throughout the Latin American region. The event was a success and we sold equipment during the event.” — As Zuozhou, president LiuGong Latin America (China)

“It was a pleasant surprise that the inaugural CONEXPO Latin America has been a success, with great care and quality of exhibitors. In view of the economic environment in the region, the mining sector has diminished and the construction and mining companies are taking the opportunity to do business in new markets. The decision to exhibit at CONEXPO Latin America has been good to McElroy.” — Najib Joussef, International Sales Manager for Latin America, McElroy (USA)





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“The volume of visitors at CONEXPO was very good. There were representatives of contractors, distributors and other interested persons in general. In addition, the Build exhibition co-location seems to have been a good choice.” — Tommy Marciniak, Marketing Manager, Pro Tec Equipment (USA)

“CONEXPO Latin America has provided a great opportunity for Volvo in order to establish an even closer contact with our key customers in the Latin American market. We are expecting good results with regard to sales and has been an excellent showcase for our brand,” — Afrânio Chueire, president of Volvo Construction Equipment Latin America (Sweden).

Dennis Slater, president of the US Association of Equipment Manufacturers (AEM), says CONEXPO Latin America is part of a long-term commitment to the region “to promote business development and cooperation;. We are privileged to work together with leading organizations in Chile and throughout the region.”

Slater added that AEM was pleased to have developed a strong relationship with the Chilean Chamber of Construction (CChC) as a key partner. “We value their support and the support of all industry partners,” said Slater. “It is with their help that we have been able to bring CONEXPO mark here.”

www.conexpolatinamerica.com



Portuguese

Conexpo Latin America 2015 no Chile foi um sucesso

Primeira edição do evento realizada na América do Sul é um sucesso, com mais de 32 mil participantes que conferiram as novidades de 300 expositores do setor de construção de países de todo o mundo.

Texto: Luiz Carlos Beraldo

Fotos: Luiz Carlos Beraldo é Conexpo

A Conexpo Latin America 2015, realizada em Santiago, Chile, de 21 a 24 de outubro, foi um sucesso em todos os aspectos, segundo os organizadores, superando expectativas iniciais tanto de espaço ocupado por expositores quanto de participação do público, formado por profissionais de áreas de interesse do evento. O clima agradável de Santiago nesta época do ano – com a temperatura variando de 6 graus celsius pela manhã para até 25 durante a tarde – contribuiu para um fluxo tranquilo e produtivo, com realização de eventos paralelos como seminários e coletivas de imprensa em diversos stands. A exposição com área total de 40 mil metros quadrados superou em 60% a expectativa de espaço ocupado pelos expositores, e a visitação também foi superior às projeções iniciais: cerca de 32.600 pessoas de mais de 90 países se inscreveram para o evento, sendo, além do país anfitrião, o Chile, as maiores participações de visitantes (pela ordem) da Argentina, Brasil, Peru, Colômbia e Bolívia. As novidades mais recentes dos cerca de 300 expositores de todo o mundo podiam ser conferidas na área externa e também em pavilhões cobertos, como nos stands internacionais agrupados e organizados pelas delegações da China, Alemanha, Itália, Estados Unidos e Reino Unido. Além da exposição de equipamentos, houve seis seminários sobre as melhores práticas do setor, apresentadas por especialistas locais e internacionais. Junto com a Conexpo Latin America também se realizou a Edifica y EXPOHORMIGÓN. Os dois eventos reuniram 800 expositores de todo o mundo, que ocuparam 75 mil metros quadrados.

“Apreciamos a oportunidade de realizar nossa feira em paralelo com outra e trazer uma dimensão e uma perspectiva mais ampla, graças à participação dos fabricantes de equipamentos”, afirmou Paul Puissegur, diretor da Feira CONEXPO Latin America. “Estamos muito satisfeitos com o resultado positivo da exposição. Nossos fabricantes acreditam nas oportunidades de negócios da região e no Chile como líder”, completou Puissegur.

A Conexpo Latin America 2015 segundo os expositores

“A feira foi um grande lançamento no mercado da construção na América Latina, a fim de reforçar a nossa distribuição e base de contato com os clientes no mundo. Nós da ChemGrout estamos esperando para voltar em 2017”, Rob Galbavy, Marketing Manager, ChemGrout, Inc. (EUA).

“Foi uma grande experiência participar de uma feira internacional de alta qualidade, que certamente nos coloca no centro do mercado”. De Bruno Maldonado, Marketing Specialist, Doosan Bobcat Chile (Coreia do Sul).

“Como em todas as feiras, espero estabelecer uma plataforma para futuros contatos de negócios. Cumprir as nossas expectativas, também com a presença de visitantes de fora do Chile, tais como Argentina, Brasil e Peru. A organização do evento foi eficiente e espero que nas edições futuras possamos melhorar ainda mais o atendimento.” Miguel Camara, Diretor Geral da Haulotte Chile Spa (França).

“Estamos muito satisfeitos com a CONEXPO 2015 e o número de participantes. Tivemos muitos visitantes, fizemos bons contatos e estamos saindo com todos os nossos equipamentos vendidos.” Manuel Gomez Noelia, Vendas, Indumix SA (Argentina).

“É um momento muito emocionante para a região da América Latina e para JLG, para participar nesta primeira edição do tempo América Latina CONEXPO. O esforço da AEM para

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a produção desta feira nos rendeu uma experiência maravilhosa esta semana. Este é um claro indicador de crescimento, devido à importância da América Latina para o setor.” Diana C. Serna-Serrano, Gerente de Marketing América Latina, JLG Industries, Inc. (EUA).

“CONEXPO América Latina ofereceu uma plataforma profissional de alta qualidade para a LiuGong atender novos e antigos clientes no Chile e em toda a região. O evento foi um sucesso e nós vendemos equipamentos durante o evento”. Como Zuozhou, presidente LiuGong América Latina (China).

“Foi uma agradável surpresa que a CONEXPO inaugural América Latina tenha sido um sucesso, com grande esmero e qualidade dos expositores. Tendo em conta o ambiente econômico na região, o setor de mineração tem diminuído e as empresas de construção e mineração estão tendo a oportunidade de fazer negócios em novos mercados. A decisão de expor na CONEXPO América Latina tem sido boa para McElroy.” Najib Joussef, Gerente Internacional de Vendas para a América Latina, McElroy (EUA).

“O volume de visitantes na CONEXPO foi muito bom. Havia representantes de empreiteiros, distribuidores e outras pessoas interessadas em geral. Além disso, a co-localização da exposição Edifica parece ter sido uma boa opção.” Tommy Marciniak, Gerente de Marketing, Pro-Tec Equipamentos (EUA).

“CONEXPO América Latina tem proporcionado uma

grande oportunidade para a Volvo, a fim de estabelecer um contato ainda mais estreito com nossos principais clientes no mercado latino-americano. Nós estamos esperando bons resultados no que diz respeito às vendas e tem sido uma excelente vitrine para a nossa marca”, Afrânio Chueire, presidente Volvo Construction Equipment Latin America (Suécia).

AEM: compromisso de longo prazo com esta região da América Latina

A AEM, responsável pela realização do evento, manifestou seu compromisso permanente com a região. “A Associação de Fabricantes de Equipamentos (AEM) tem um compromisso de longo prazo para a América Latina para promover o desenvolvimento de negócios e de cooperação; temos o privilégio de trabalhar em conjunto com as organizações líderes no Chile e em toda a região”, disse o presidente AEM Dennis Slater.

“Estamos especialmente felizes por ter desenvolvido uma forte e relacionamento com a Câmara Chilena de Construção (CChC) como um parceiro-chave; nós valorizamos o seu apoio e o apoio de todos os parceiros da indústria”, disse Slater. “É com a sua ajuda que temos sido capazes de trazer a marca CONEXPO aqui.”

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CLEARING TH

Volvo CE is making extensive modifications to a fleet of excavators for a California-based demolition company.

Text by Julian Gonzalez
Photographs by Frank Rogozienski

Already the home to a host of high-tech giants, Sunnyvale, Calif., has an unwavering ambition to attract more technology businesses. To make room for further growth, FERMA Corporation, a national leader in the demolition industry, is using its own technologically advanced machinery, including a fleet of Volvo EC350E excavators, to help clear the way for the city's future.

High-Reach is the Speciality

In 1963, four brothers and a partner started FERMA as a site-clearing business. Over the years, it evolved into a pioneering engineering and demolition company that today knocks down everything from high-rise structures to small business buildings such as the one currently being demolished by two EC350E machines on the future site of a Google parking lot.

"Our specialty is high-reach excavators—basically, the extremes of what a machine can reach in all directions," says

Marc Ferrari, president of FERMA Corp. "Right now, in North America, we have the highest-reaching demolition machine, just shy of 200 feet [60.96m]. We currently have seven high-reach machines and some of those are modified for super depth. We also have a machine which currently extends to 110 feet [33.53m] below water with a variety of tools to handle a wide scope of underwater work."

FERMA's mantra to create unparalleled value by using the latest in technology and machinery is the reason why Ferrari recently turned to Volvo CE. The EC350E carries a D13 Tier 4 Final engine, a new electrohydraulic control system, and Volvo CE's unique ECO mode that can deliver up to 9% greater fuel efficiency, something that Ferrari says was hard to believe at first.

"We had heard outlandish claims from other brands, but this was actually true," he says. "They're running on about 8 gallons [30.3L] per hour and because we run mostly tools, we have them running at higher RPMs for longer than most other applications. Because we're doing demolition, there's always activity, so we achieve more than 90% working utilization while the engine is running versus the industry standard of around 60-75%. These machines, when they're on, they're working."

The Future with Volvo CE

The first of 20 Volvo EC350Es arrived in August 2015 to join the EC480E high-reach excavator Ferrari already runs for FERMA. Volvo CE dealer Dan McCausland admits it wasn't easy persuading the demolition innovator that FERMA's future was with Volvo CE.

"In the United States, Volvo CE has only been marketing excavators since around 2000," McCausland explains. "The machines have come a long way over the last few years with



E WAY AHEAD





Tier 4 Final engine technology and their ability to run multiple attachments, such as a concrete processor, a shear, a hydraulic breaker, and a bucket and thumb. Now, the operator can program all of the attachment hydraulic pressures and different flow settings from the monitor in the cab.”

Ferrari has worked closely with local dealer VCES to instruct FERMA operators who were not familiar with the brand. “We’ve had a great deal of help getting our operators comfortable with the Volvos, and dialing in the controls so they were similar to what they have been used to,” he says.

As the third-generation family member to lead the company, Ferrari’s innovative ideas, such as the heavy-duty bucket-and-thumb attachment he designed that can grasp objects as small as a one-inch (25.4mm) pipe, have helped FERMA’s annual gross revenue skyrocket from US\$40 million (c. €35 million) in 2012 to US\$70 million (c. €62 million) in 2014.

Just as impressive, Ferrari has used his innovations and his Volvo EC350E fleet to recycle an average of 98.5% of the material demolished by FERMA at every site, a statistic that is practically unheard of in the demolition industry. And just as FERMA pushes the limits with its novel ideas, Volvo CE has shown it can do the same by making things easier and more efficient for the Bay Area company.

“Volvo CE is quite supportive when a customer has unique needs to be able to work in a safe and protected environment,” Ferrari says. “We also asked VCES to customize the controls. We now have digital frequency wired-in radios in the machines. We took out the factory stereos, put in the radios, ran them through the factory speakers and wired in toggle controls for the microphones and the push-to-talk, so now the operator never has to take his hands off the excavator controls to talk to the personnel around him. It’s a very nice safety feature.”



Not as accommodating, however, are California's strict restrictions on weight—the threshold is 92,400 lb (41,912kg). That meant FERMA to make slight mechanical modifications to the EC350E before it could be put to work in the Golden State. Enough changes were made to offset the added protections, heavier bucket and thumb, larger cylinder and the Volvo S series quick coupler so that the machines weigh in at just over 90,000 lbs (40,832kg). To the untrained eye, the mechanical changes might be difficult to distinguish. However, Ferrari's most obvious modification request can be spotted from several blocks away. Volvo CE gladly custom-painted the entire excavator fleet with FERMA's unique green and white colors.

"They really did an amazing job," Ferrari says. "People can easily identify our company by the FERMA colored machines."

www.fermacorp.com



Portuguese

Abrindo o caminho à frente

A Volvo CE está fazendo extensas modificações em uma frota de escavadeiras para uma empresa de demolição com sede na Califórnia

Enquanto o sol sobe lentamente ao leste de Sunnyvale, na Califórnia, o ar parado e seco desperta com um calor crescente igualado apenas pela reputação da cidade de ser um viveiro de gigantes da alta tecnologia como Apple, Yahoo, Google e Microsoft. Todas têm suas sedes, ou escritórios na comunidade do Vale do Silício. Localizada a 64 km (40 milhas) ao sul de São Francisco, a ambição de Sunnyvale para atrair mais empresas de alta tecnologia é inabalável. Para abrir espaço para um crescimento maior, a FERMA Corporation, líder nacional no setor de demolição, está usando seu próprio maquinário tecnologicamente avançado, incluindo uma frota de escavadeiras Volvo EC350EL, para ajudar a liberar o caminho para o futuro da cidade.

Em 1963, quatro irmãos e um parceiro começaram a FERMA como uma empresa de limpeza de terrenos. Ao longo dos anos, ela evoluiu para uma empresa de engenharia e demolição pioneira que hoje derruba tudo, desde estruturas de grande altura até prédios pequenos de comércio, como o que está sendo demolido por duas máquinas EC350EL no local do futuro estacionamento da Google.

"Nossa especialidade são escavadeiras de grande alcance – basicamente, os extremos do que uma máquina pode alcançar em todas as direções", diz Marc Ferrari, presidente da FERMA Corp. "Neste momento, na América do Norte, temos a máquina de demolição de maior alcance, pouco menos de 200 pés [60,96m]", explica ele. "Atualmente, temos sete máquinas de alto alcance e algumas delas são modificadas para superprofundidade. Temos também uma máquina que atualmente se estende até 110 pés [33,53m] dentro da água, com uma variedade de ferramentas para lidar com uma ampla gama de trabalho submerso."

Visão

Semelhante aos seus vizinhos hi-tech, a FERMA está focada em permanecer à frente da concorrência, com uma visão que o restante da indústria não consegue acompanhar. O mantra de criar valor sem paralelo usando o que há de mais recente em tecnologia e máquinas é a razão pela qual Ferrari trocou recentemente os equipamentos da FERMA por outros da Volvo CE. Sua EC350EL carrega um motor D13 Tier 4 Final, um novo sistema de controle eletro-hidráulico e o modo ECO exclusivo da Volvo CE, que pode gerar um aumento de até 9% na eficiência de combustível, algo que, a princípio, Ferrari achava difícil de acreditar.

"Tínhamos escutado afirmações estranhas de outras marcas, mas isso era realmente verdade. Elas estão funcionando com cerca de oito galões americanos [30,3l] por hora e, pelo fato de utilizarmos muitos acessórios, operam em rotações mais elevadas por mais tempo do que a maioria das outras aplicações. Estamos sempre no extremo, ou no máximo, com base no tipo de trabalho que fazemos e nas ferramentas que usamos", explica. "Pelo fato de estarmos fazendo demolição, sempre há atividade, portanto, alcançamos mais de 90% de utilização de trabalho, enquanto o motor está funcionando com base no padrão da indústria, de cerca de 60-75%. Essas máquinas, quando ligadas, estão trabalhando."

A primeira das 20 Volvo EC350ELs chegou em agosto de 2015 para se juntar à escavadeira de alto alcance EC480E que Ferrari já utiliza na FERMA. Dan McCausland, revendedor da Volvo CE, admite que não foi fácil convencer o inovador da demolição de que o futuro da FERMA estava na Volvo CE.

"Nos Estados Unidos, a Volvo CE só começou a vender escavadeiras por volta de 2000", diz McCausland. "As máquinas percorreram um longo caminho nos últimos anos com a tecnologia de motores Tier 4 Final e sua capacidade de operar com vários acessórios, como um processador de concreto, uma tesoura, um martelo hidráulico e uma caçamba e pinça. Agora, o operador pode programar as pressões hidráulicas de todos os acessórios e diferentes configurações de fluxo a partir do monitor na cabine."

Uma vez convencido, Ferrari trabalhou em estreita colaboração com o revendedor local VCES para instruir os operadores da FERMA que não estavam familiarizados com a marca. "Tivemos uma grande ajuda da Volvo CE e da VCES para deixar nossos operadores confortáveis com os Volvos e para ajustar os controles de forma que ficassem similares aos que eles estavam acostumados", diz ele.

McCausland acrescenta que a Volvo CE é um grande defensor da indústria de demolição, tanto em seu apoio à National Demolition Association (NDA) quanto no fornecimento de máquinas específicas para a indústria de demolição.

Como membro da terceira geração da família a liderar a empresa, as ideias inovadoras de Ferrari, como o acessório de caçamba e pinça para serviço pesado que ele projetou e que pode agarrar objetos tão pequenos quanto um tubo de uma polegada (25,4mm), ajudaram a receita bruta anual da FERMA a disparar de US\$40 milhões (aprox. €5 milhões ou 160 milhões de reais em 2012 para US\$70 milhões (aprox. €2 milhões ou 280 milhões de reais) em 2014.

Igualmente impressionante é o fato de, Ferrari ter usado suas inovações e sua frota Volvo EC350EL para reciclar uma média de 98,5% do material de demolição da FERMA em cada obra, uma estatística que é praticamente inédita na indústria de demolição.

"Estamos ultrapassando os limites. Começamos com reciclagem na obra lá em 1983. Tivemos um grande papel na tecnologia de trituradores e em seu uso no setor de demolição. Também operamos retalhadoras móveis, trituradores de madeira e classificadores de materiais. Com todas essas tecnologias, estamos empurrando os limites de reciclagem mecânica para beneficiar o meio ambiente e os objetivos da nossa empresa. Nossos equipamentos podem se parecer com as máquinas comuns, mas têm ajustes especiais e modificações feitas para as nossas necessidades."

Tudo muda

E assim como a FERMA força os limites com suas ideias inovadoras, a Volvo CE mostrou que pode fazer o mesmo, tornando as coisas mais fáceis e mais eficientes para a empresa de Bay Area.

"A EC350EL tem duas câmeras laterais e pára-choques laterais para serviços pesados. A Volvo CE fornece bastante suporte quando um cliente tem necessidades únicas para ser capaz de trabalhar em um ambiente seguro e protegido. "A maneira como tentaram me deixar feliz diz muito sobre a Volvo CE", diz Ferrari. "Pedimos também à VCES para personalizar os controles. Agora temos rádios de frequência digital instalados nas máquinas. Retiramos os aparelhos de som de fábrica, colocamos os rádios, os instalamos nos alto-falantes de fábrica e adicionamos controles de alavanca para os microfones e a função "pressione para falar", de forma que agora o operador não tem que tirar as mãos dos controles da escavadeira para falar com o pessoal ao seu redor. É um recurso de segurança muito bacana."

No entanto, as restrições rígidas da Califórnia não são muito flexíveis quanto a peso, o que obrigou a FERMA a fazer pequenas modificações na EC350EL antes que ela pudesse ser colocada em funcionamento no Golden State.

"Nosso limite é 92.400lbs [41.912kg], de modo que qualquer coisa abaixo disso é legal", diz Ferrari. "Quando experimentamos a Volvo EC380E sem todas as nossas personalizações, ela estava em 92.000 lbs. (41.730kg)", explica ele, voltando-se para as duas EC350ELs que trabalham no futuro estacionamento da Google. "Com todas as nossas modificações, como proteções adicionais, caçamba e pinça mais pesadas, o cilindro maior e o engate rápido da série Volvo S, atualmente a especificação dessas máquinas está um pouco acima de 90.000lbs [40.832kg]."

Para o olho destreinado, as alterações mecânicas podem ser difíceis de distinguir. No entanto, o pedido de modificação mais óbvio de Ferrari pode ser notado a várias quadras de distância. A Volvo CE, de bom grado, pintou de forma personalizada toda a frota de escavadeiras com as cores verde e branca da FERMA.

"Eles realmente fizeram um trabalho incrível. As pessoas conseguem facilmente identificar a nossa empresa pelas máquinas pintadas com as cores da FERMA."

Espanol

Abriendo camino

Volvo CE está realizando diversas modificaciones a una flota de excavadoras de una empresa de demoliciones con sede en California

A medida que el sol se asoma lentamente por el este de Sunnyvale (California), el aire tranquilo y seco se prende con un calor intenso solo comparable con la reputación de la ciudad, sede de gigantes del sector tecnológico como Apple, Yahoo, Google y Microsoft. Todas ellas están radicadas o tienen oficinas en la comunidad de Silicon Valley.

Sunnyvale está situada a 64 km al sur de San Francisco y su ambición por atraer a más empresas del sector tecnológico no tiene fin. Para ello se necesita más espacio y FERMA Corporation, una empresa estadounidense líder en el sector de las demoliciones, utiliza su propia maquinaria de tecnología avanzada, incluida una flota de excavadoras Volvo EC350EL, para despejar el camino hacia el futuro de la ciudad.

En 1963, cuatro hermanos y un socio fundaron FERMA como empresa de acondicionamiento de terrenos. Con el tiempo, FERMA ha pasado a convertirse en una empresa pionera de ingeniería y demolición capaz de derribarlo todo, desde estructuras de gran altura hasta pequeñas instalaciones empresariales como la que están demoliendo actualmente con ayuda de dos máquinas EC350EL en el futuro emplazamiento de una zona de aparcamientos de Google.

"Nuestra especialidad son las excavadoras de gran alcance que son, básicamente, máquinas con una capacidad de alcance extrema en todas direcciones", nos cuenta Marc Ferrari, presidente de FERMA Corp. "En este momento, contamos con la máquina de demolición de mayor alcance de toda América del Norte, con una distancia de casi 61 m", explica. "Actualmente, tenemos siete máquinas de gran alcance y algunas de ellas están modificadas para cavar a gran profundidad. También contamos con una máquina que puede sumergir su brazo hasta casi 34 m en el agua y que permite acoplar una gran variedad de herramientas para llevar a cabo diversas tareas subacuáticas".

Visión

Al igual que sus vecinos del sector tecnológico, FERMA pretende seguir a la vanguardia del sector con una visión única que hace que sus competidores tengan dificultades para seguir su ritmo.

La filosofía de Ferrari de crear un valor sin precedentes por medio de los últimos avances en tecnología y maquinaria, es la razón por la que se decantó por el uso de Volvo CE. Su EC350EL incorpora un motor D13 Tier 4 Final, un nuevo sistema de control electrohidráulico y el exclusivo modo ECO de Volvo CE que puede mejorar el ahorro de combustible hasta en un 9%, algo que, según Ferrari, era difícil de creer al principio.

"Habíamos escuchado auténticos disparates de otras marcas, pero en este caso era realmente cierto. Funcionan con aproximadamente 30,3 l por hora y, puesto que la mayor parte del tiempo utilizamos herramientas, las hacemos funcionar a más revoluciones durante más tiempo que otras aplicaciones. Siempre estamos rozando el límite o trabajamos al máximo en función del tipo de trabajo que hacemos y las herramientas que usamos", explica. "Como nos dedicamos a las demoliciones, siempre tenemos actividad. Por ello, aprovechamos más de un 90% del tiempo que el motor permanece en marcha para trabajar en comparación con el estándar del sector, que se sitúa en torno al 60-75%. Estas máquinas, cuando están encendidas, trabajan de verdad".

En agosto de 2015 llegaron las 20 primeras Volvo EC350EL para unirse a la excavadora de gran alcance EC480E de la que Ferrari ya dispone en FERMA. Dan McCausland, del distribuidor de Volvo CE local, admite que no fue fácil convencer a este pionero en demoliciones de que el futuro de FERMA debía estar ligado a Volvo CE.

"Volvo CE lleva comercializando excavadoras en Estados Unidos solo desde el año 2000 aproximadamente", comenta McCausland. "Las máquinas han avanzado considerablemente en los últimos años con la tecnología de motores Tier 4 Final y su capacidad para manejar varios accesorios como procesadores de hormigón, cizallas, martillos hidráulicos, cucharas y tenazas

hidráulicas. Ahora, el operador puede programar todas las presiones hidráulicas de los accesorios y las diferentes configuraciones del flujo desde el monitor de su cabina".

Una vez convencido, Ferrari colaboró estrechamente con el distribuidor local VCES para formar a los operadores que no estaban familiarizados con la marca. "Volvo CE y VCES nos han ayudado en todo lo posible para que nuestros operadores estén cómodos con las máquinas de Volvo y han ajustado los mandos para que sean similares a los que están acostumbrados a manejar", afirma.

McCausland añade que Volvo CE es un gran defensor del sector de la demolición, tanto por su apoyo a la Asociación Nacional de Demolición (NDA) como por suministrar máquinas específicas para este sector.

Como miembro de la tercera generación de su familia en dirigir la empresa, las ideas innovadoras de Ferrari, como el accesorio de cucharas y tenazas de servicio pesado diseñado por él mismo capaz de manipular objetos tan pequeños como una tubería de 25,4 mm, han ayudado a disparar los ingresos anuales brutos de FERMA, que han pasado de los cerca de 35 millones de euros que obtuvieron en 2012 a los cerca de 62 millones de euros que obtuvieron en 2014.

Otro dato igual de impresionante: Ferrari ha utilizado sus innovaciones y su flota de Volvo EC350EL para reciclar una media del 98,5% de todo el material demolido por FERMA en cada lugar, un dato prácticamente inédito en el sector de la demolición.

"Estamos rompiendo los límites. Empezamos a reciclar en el mismo lugar de trabajo en 1983. Hemos desempeñado un papel importante en la tecnología de la trituración y en el modo de usarla en el sector de la demolición. También utilizamos trituradoras, astilladoras y clasificadores de materiales móviles. Con ayuda de todas estas tecnologías, hemos ampliado los límites del reciclaje mecánico de materiales para beneficiar al medio ambiente y lograr los objetivos de la empresa. Nuestras máquinas pueden parecerse a una máquina convencional, pero incorporan una serie de ajustes y modificaciones específicas para nuestras necesidades".

Todo cambia

Y, al igual que FERMA rompe los límites con sus nuevas ideas, Volvo CE ha demostrado que puede hacer lo mismo facilitando las cosas y volviéndolas más eficientes para la empresa del Área de la Bahía de San Francisco.

"La EC350EL tiene dos cámaras y parachoques laterales de servicio pesado. Volvo CE presta todo el apoyo posible para satisfacer todas las necesidades relativas a la protección y la seguridad del entorno de trabajo que pueda tener un cliente en concreto. El esfuerzo de Volvo CE para hacerme feliz dice mucho de ellos", comenta Ferrari. "También pedimos a VCES que adaptaran los mandos. Ahora tenemos radios conectados por frecuencia digital en las máquinas. Quitamos los equipos de sonido de fábrica, colocamos las radios, las conectamos a los altavoces de fábrica y les añadimos botones de control para los micrófonos y el sistema de pulsar para hablar, por lo que ahora el operador no tiene que apartar las manos de los mandos de la excavadora para hablar con el personal que hay a su alrededor. Es una fantástica medida de seguridad".

Menos acogedoras son, sin embargo, las estrictas restricciones de California sobre el peso, que obligaron a FERMA a efectuar pequeñas modificaciones en la EC350EL para poder usarla en dicho estado.

"Para nosotros, el umbral es de 41.912 kg, así que cualquier cosa que pese menos de eso es legal", dice Ferrari. "Cuando probamos la Volvo EC380E, sin las modificaciones, el peso era de 41.730 kg", explica, girándose hacia las dos EC350EL que están trabajando sobre el futuro aparcamiento de Google. "Con todas las modificaciones que hemos realizado, como las protecciones añadidas, las cucharas y tenazas más pesadas, el cilindro de mayor tamaño y el acoplador rápido de la serie Volvo S, las especificaciones de peso de estas máquinas superan ligeramente los 40.832 kg".

Para el ojo inexperto, las modificaciones mecánicas pueden ser difíciles de distinguir. Sin embargo, la modificación más evidente solicitada por Ferrari puede verse desde muchos metros de distancia. Volvo CE se encargó de pintar con mucho gusto toda la flota de excavadoras con los característicos colores verde y blanco de FERMA. "Hicieron un trabajo estupendo. La gente puede identificar fácilmente a nuestra empresa por las máquinas pintadas con los colores de FERMA".

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Terex Trucks Good as Gold in Remote French Guiana mine

Take a helicopter 30 minutes west from Cayenne, French Guiana, and deep amidst the forest you will quite literally have struck gold. The precious metal was discovered in the remote area of Saint-Élie 142 years ago. Today, mining company Société des Mines de Saint-Élie (SMSE) relies on 15 Terex Trucks articulated haulers working eight hours a day, six days a week.

The Terex Trucks units currently operating in the mine include a TA27, seven TA35s, three TA40s and the largest in the articulated dump truck range - a TA400, the latter offering a maximum payload of 42 tons. The rugged, white-painted trucks are barely recognisable as they work tirelessly in the red earth of the mine and the TA27 has already clocked 15,000 hours since 2005 and is still going strong. A new plant is being assembled to increase production capacity and the mine's gold metal production target for 2015 is 793 lb (350kg).



JLG segue investindo na América Latina

"Continuamos a investir na região e prover os recursos necessários, a fim de continuarmos a oferecer equipamentos inovadores e inigualável serviço aos clientes em toda a América Latina", afirma Marcio Cardoso, vice-presidente de vendas e pós-vendas América do Sul da JLG Industries., sobre sua participação na Conexpo Latin America.

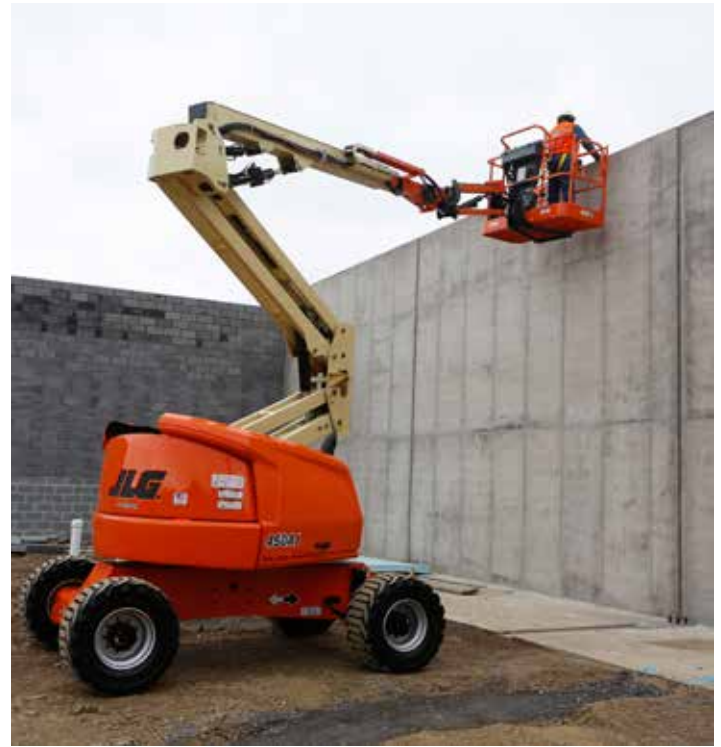
Durante a CONEXPO Latin America, a JLG apresentou uma gama completa de equipamentos, bem como os recursos disponíveis em toda a região. O destaque foi a apresentação da redesenhada plataforma de lança articulada 450AJ e do manipulador telescópico com especificação de locação 4017RS, projetado especificamente para o mercado de locação e os mercados emergentes na América Latina. Outros equipamentos expostos incluem a tesoura elétrica 1932RS / 6RS e a lança compacta sobre esteiras X600AJ.

A marca vem expandindo seus cursos de formação e treinamento que ajudam a educar os clientes sobre como operar e fazer manutenção dos equipamentos, a fim de ajudar as locadoras a otimizar a produtividade e minimizar as paradas. Além disso, através do departamento de Ground Support JLG, os clientes têm acesso fácil a soluções, incluindo o mais atual suporte técnico, peças de reposição, treinamento

e informações sobre novos produtos e serviços.

A JLG ingressou no mercado latino-americano em 1997, quando começou a vender plataformas de trabalhos aéreos no

Brasil. As vendas, os produtos e as equipes da JLG crescem na região da América Latina, conforme evolui com planos de oferecer o que há de mais recente em inovação e equipamentos para seus clientes.



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Fiskars Expands Category Portfolio with Award-Winning Striking Tools

Fiskars, a leading global supplier of consumer products for the home, garden and outdoors, recently expanded its category portfolio with the launch of its new line of IsoCore™ Striking Tools. The line is comprised of 15 tools, which includes hammers, sledge hammers, mauls, and picks. Fiskars' patented IsoCore™ Shock Control System absorbs strike shock and vibration, greatly reducing the punishment the user's body takes. The tools feature an insulation sleeve, which captures the initial shock caused by the strike before it reaches the user and a dual-layer handle captures any lingering vibration. Fiskars' IsoCore™ hammers have proven to deliver four-times less shock and the IsoCore™ club, sledge, and maul have proven to deliver two-times less shock than competitive tools.

The sledge and club hammers are designed with a wedged demolition face that concentrates force for up to five times more destructive power than traditional designs and directs debris to the sides, not back to the user. The development was a joint effort between the Fiskars Americas and Fiskars EMEA engineering teams. The tools have been scientifically tested in collaboration

with industry experts including Sims Vibration Laboratories.

The IsoCore™ Striking tools feature a thoughtful handle design that has been optimized to maximize comfort and control, while providing versatile hand positioning that allows users to work the way they want to work. The Softgrip® sculpted handle profile is designed to fit the natural shape of a user's hand comfortably. The Sure-grip handle flare keeps the tool firmly in hand when swinging with maximum force, while the extended precision grip position allows users to choke up for added control when making precision strikes.

The tools' innovative and quality design was recognized at another large industry trade show, with the IsoCore™ Striking Tools receiving a Bronze Most Innovative New Product Launch Award. All of the IsoCore™ Striking Tools are made with premium materials and are backed by a full lifetime warranty.



Chicago Pneumatic RX 30 and RX 38 Breakers

Ideal for heavy industrial demolition, building renovation, road construction, rock excavation, trenching, mine, and quarry applications, the RX 30 and RX 38 are powerful enough to handle the most difficult applications, but can also be transported with ease. The RX 30 and RX 38 feature innovative hybrid gas/oil technology, and fewer moving parts for lower maintenance. Noise- and vibration-dampening technology, plus a highly efficient internal control valve, make RX breakers some of the quietest and most powerful on the market today. Featuring a service weight of 4,850 lb (2200kg), the RX 30 is ideal for a wide range of applications. With an impact rate of up to 620 blows per minute (bpm), the RX 30 delivers dependable power and performance for demolition, construction, and mining. The RX 30 is specified for carriers with a capacity of 25-40 tons. The RX 38 boasts an impact rate of 590 bpm to effectively increase job site productivity. With a service weight of 5,740 lb (2600kg), the RX 38 is strong enough to handle the roughest applications when used with carriers with a capacity of 25-43 tons. Optional equipment is available for breakers in the RX 14 to RX 53 range, including CP Auto Lube, an automatic breaker mounted lubrication system for extended life of the bushing and working tool. The RX also includes a vented percussion chamber that vents dust away from the tool holder extending bushing and tool life.



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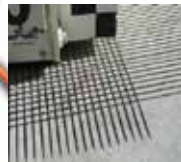
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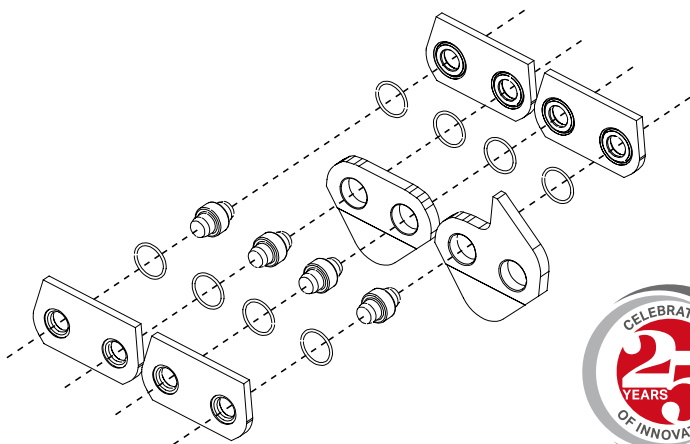
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