

Podcast

PROFESSIONAL DEMOLITION AMERICA

Volume 7 • Issue 2
April - May 2020

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Professional Demolition Americas Magazine

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ISSN Registration: ISSN 1650-979X

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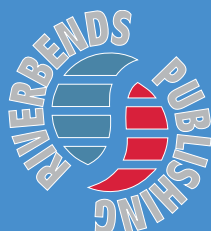
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Cover Picture:
Pulveriser from Italian manufacturer Hammer.

The magazine PDA, Professional Demolition Americas is published four times per year in North and South America. The annual airmail subscription rate is US\$ 45. All subscription correspondence should be directed to: The subscription department, Riverbends Publishing, LLC, P.O. Box 552, Nokesville, VA 20182, USA. Or sent by e-mail to info@pdamericas.com. PDA is mailed by second class postage. ©Copyright Riverbends Publishing, LLC, 2013-2020. Printed in the US.



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Planning for the Worst ...and the Best!

First things first—whoever you are, wherever you are, we hope you and your loved ones are keeping the coronavirus at bay. It's the rare construction business that hasn't been affected in some fashion over the past few months by canceled projects or stay-at-home orders, but those effects can be mitigated and backlogs rebuilt. Human lives are a little different.

By the time you read this, more states will be easing gradually restrictions and allowing more types of construction work to resume, which is good news for everyone. True, some extra measures will be necessary to safeguard you and your employees. But contractors that already boast good health and safety practices should encounter few problems integrating them into their daily routines. The adage, "an ounce of prevention outweighs a pound of cure," is truer now than ever.

But then what? Will the traditional summertime uptick in project activity help the construction economy regain its legs, perhaps with the aid of stepped-up government spending? Or are we in for a long string of wobbly months where work is scarce, and business owners have to make some difficult decisions in order to keep their enterprises going?

The truth is, no one knows. But then, no one was quite sure how the so-called Great Recession that began in 2008 would unfold. Or the aftermath of the dot.com bust. Or...well, you get the idea.

To be sure, the outlook for a coronavirus-driven downturn is shrouded by unknowns that may not be resolved for some time. But every recession has had its own defining characteristics, and the construction economy has found ways to overcome them. There's no reason to think this one will be any different.

While there's no one sure-fire strategy to navigating the challenges to come, there are many good practices contractors can utilize or adopt to optimize their

position for whatever does happen. They begin with understanding why you're in business to begin with and what you bring to the table in terms of skills, resources, and that "little something extra" that sets your business apart from competitors. It may make sense to explore other services or markets for new work, but due diligence will be essential to fully gauge whether such a move is truly practical, let alone profitable.

At the same time, nimbleness as a business will be a must, as there's a strong likelihood of recovery being anything but a smooth ride upward. When change occurs, you want to be ready to act quickly and rationally.

Implementing these and other recovery measures will require good, sound information. And luckily there's a lot out there—in some cases, too much. To keep from being overwhelmed, some contractors have assigned topic tracking duties to (e.g., safety requirements, regulatory issues, market research) to others in their firms. Regularly sharing insights keeps everyone up to date, and will help minimize the risks of rumors.

Let's hope that when the next issue of PDa reaches your mailbox, we'll have a little more clarity about the economic road ahead, and perhaps some good progress on eliminating the coronavirus threat altogether. As we've already seen during the first months of 2020, anything can happen. Many things are beyond our individual control, but there are far more things we can influence positively than we realize.

Let's all do what we have to do, and do it sensibly and safely.

Jim Parsons, Senior Editor
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PDa Magazine is pleased to present regular updates from the US National Demolition Association. This column comes from NDA Executive Director Jeff Lambert.

A New Reality

To say a lot has changed in the past month would be a gross understatement. We find ourselves in a new reality. We are seeing and experiencing things that we have not seen in our lifetimes – and I hope never experience again. Although we are facing an unprecedented time, we have seen many members of the demolition community participate in heroic acts on behalf of their families, employees, companies, customers and the industry. Nobody should feel that they have to navigate this pandemic alone, and through the NDA, it is our hope no demolition professional will. We will get through this together.

NDA is committed to helping members respond to the ever-changing regulatory environment so they can support their families, employees, customers and communities. The association has provided resources to keep crews safe on the jobsite, as well as information about best practices and regulatory changes.

Regardless of whether you are a member or not—we want to offer all of the resources NDA has compiled to assist companies as they navigate COVID-19. You can find all of our thoughtfully curated information at a special page of www.demolitionassociation.com; The information is updated daily. We had more than 1,400 individual visits to the page since its launch the first week of March.

I also want to apprise you of what NDA has been doing in advocacy. We have sent numerous letters to the administration, Congress, and Federal Agencies to advocate on behalf of the industry to ensure your company can continue to operate and secure the funding necessary to weather the storm. We are proud to advocate on behalf the demolition industry.

I also want to point out other online resources to assist you in winning work. Members can browse federal procurement opportunities to bid at our online portal. In addition, the NDA Library enables access to templates, whitepapers and leading practices. Whitepaper topics include residential demolition challenges, hand demolition and dismantling techniques, bridge demolition, façade shoring, selective dismantlement of smokestacks, and demolition challenges in an urban setting. All of these resources are designed to help you win work and improve your bottom-line.

Finally, check out our latest edition of Demolition Now, NDA's podcast available in iTunes and Stitcher. In this month's episode, we review survey results conducted by NDA that quantify the effects of the COVID-19 pandemic on the industry. Later in the episode, we speak with Stefan Moss, who leads the National Demolition and Heavy Construction Practice at Gallagher Insurance, on the steps to minimize business risk and changes in the insurance industry related to COVID-19.

I encourage you to join our community of professionals, we are currently offering a bonus three months of membership to all new companies joining the association for the 2020-2021 membership year. I hope you consider this great opportunity to gain access to member benefits.

Visit the NDA website to join today. As a member you will have access to our High Reach Document, NDA Safety Manual, Membership Directory, Safety Talks, special discounts, and much, much more!

We look forward to coming out on the other side with of this pandemic, stronger and more determined than ever to meet the needs of our customers and the communities we serve.

The CARES Act — What You Need to Know

Enacted in March the Coronavirus Aid, Relief, and Economic Security (CARES) Act provides more than \$2 trillion bill to support individuals and businesses withstand the devastating economic impact of the COVID-19 pandemic. Here are some highlights for small business owners, courtesy of the Associated Equipment Distributors (AED).

Creation of the Paycheck Protection Program

This program will provide cash-flow assistance through 100-percent federally guaranteed loans to small employers (500 or under) who maintain their payroll during this emergency. If the employer maintains its payroll, then the portion of the loan used for covered payroll costs, interest on mortgage obligations, rent, and utilities would be forgiven. Loans would be available immediately through more than 800 existing SBA-certified lenders, including banks, credit unions, and other financial institutions, and SBA would be required to streamline the process to bring additional lenders into the program.

- **Maximum Loans:** Generally, monthly payroll costs for 2.5 months, not to exceed \$10 million. Payroll costs exclude compensation paid to individuals, including the self-employed, above \$100,000 a year.
- **Requirements:** The employer certifies loan will be used to retain workers, maintain payroll, make mortgage or lease payments, and pay utilities.
- **Loan Forgiveness:** The borrower shall have a portion of their loan forgiven in the amount equal to their payroll costs (not including costs for compensation above \$100,000 annually), interest payments on mortgages, rent payments, and utility payments between February 15 and June 30, 2020. Loan forgiveness will be reduced if the borrower reduces employment by a ratio similar to their reduction in employment or if the borrower reduces salaries and wages by more than 25 percent.

Employee retention credit for employers subject to closure due to COVID-19

The provision provides a refundable payroll tax credit for 50 percent of wages paid by employers to employees during the COVID-19 crisis. The credit is available to employers whose (1) operations were fully or partially suspended, due to a COVID-19-related shut-down order, or (2) gross receipts declined by more than 50 percent when compared to the same quarter in the prior year. The credit is based on qualified wages paid to the employee. The credit is provided for the first \$10,000 of compensation, including health benefits, paid to an eligible employee. The credit is provided for wages

paid or incurred from March 13, 2020 through December 31, 2020.

Delay of payment of employer payroll taxes

The provision allows employers and self-employed individuals to defer payment of the employer share of the Social Security tax they otherwise are responsible for paying to the federal government with respect to their employees. The deferred employment tax may be paid over the following two years, with half of the amount required to be paid by December 31, 2021, and the other half by December 31, 2022.

Modifications for net operating losses

The provision provides that a net operating loss (NOL) arising in a tax year beginning in 2018, 2019, or 2020 can be carried back five years. The provision also temporarily removes the taxable income limitation to allow an NOL to offset income fully. These changes will allow companies to utilize losses and amend prior year returns, which will provide critical cash flow and liquidity during the COVID-19 emergency. More information about these and other elements of the CARES Act is available at sba.gov.

Phil Kellier will chair next Conexpo-Con/Agg

The Association of Equipment Manufacturers (AEM) has announced Phil Kelliher, a vice president of Caterpillar Inc., will chair the next Conexpo-Con/Agg, set for March 14 – 18, 2023, at the Las Vegas Convention Center in Las Vegas. In his role at Caterpillar, Kelliher has responsibility for Americas Distribution, Service & Marketing, providing governance and administration of Cat dealers in North America and Latin America, as well as leadership of the Global Service and Global Marketing & Brand functions for the enterprise. As chairperson of Conexpo-Con/Agg, Kelliher will lead a cross-section of construction equipment leaders to oversee planning of the triannual global gathering place of the construction industry.





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Event Calendar

IACDS Annual Meeting & Bebossa Show

September, 24-25, 2020
Demcon 2020, Stockholm, Sweden
www.demcon.se
www.iacds.org

ISRI 2020

Postponed to spring 2021
Mandalay Bay, Las Vegas, USA
www.isri2020.com

CSDA 2020 Convention & Tech Fair

Postponed, no new date set yet
www.cdda.org

Samoter 2020

Postponed, new date:
October 21-25, 2020
Verona, Italy
www.samoter.it

DEMCON 2020

September 24-25, 2020
InfraCity, Bredden, Stockholm, Sweden
www.demcon.se

Bauma Conexpo India 2020

November 3-6, 2020
Gurugram, New Delhi, India
www.bcindia.com

Concrete Show Brazil 20

Nov 24-26, 2020
São Paulo Expo, São Paul, Brazil
www.concreteshow.com.br

Bauma China 2020

Nov 24-27, 2020
Shanghai, China
www.baumachina.com

World of Concrete 2021

January 19-22, 2021
Las Vegas Convention Center, Las Vegas, Nevada
www.worldofconcrete.com

The Ara Show 2021

Feb 22-24, 2021
New Orleans, Louisiana
www.arashow.org

NDA Annual Convention 2021

March 4-7, 2021
New Orleans, Louisiana
demolitionassociation.com

Intermat 2021

April 19-24, 2021
Villepinte, Paris Nord, France
www.intermat.fr



US Demolition Association Elects New Board of Directors

The US National Demolition Association elected a new Board of Directors at its annual convention in Austin, Texas, in February. Standing with NDA President Christopher Godek, New England Yankee Construction, LLC (front row, center) are Vice President, Scott Homrich, Homrich, LLC; Secretary, James Milburn, Milburn, LLC; Treasurer, Ben Hayden,

Hayden Wrecking Corporation; Past President, Scott Knightly, Environvantage; Directors-at-large Peter Bigwood, Mecalac North America; Zac Clark, North American Dismantling Corp.; Marc Ferrari, Ferma Corporation; Brian Hornyak, Stryker Des.; Thomas Kephart, Staton Companies; Scott Laird, Independence Demolition, Inc.; Kyle Maddox, Virginia

Wrecking Co., Inc.; Greg Menen, Gayanga Co.; Bill Moore, ERM, Inc.; Karsten Pawlik, Alpine Demolition Services, LLC; Steve Schwartz, Haines & Kibblehouse, Inc.; Jeffrey Sessler, Sessler Wrecking; David Sinclair, Environcon, Inc.; and Ed Vernier Northstar Contracting Group, Inc.

www.demolitionassociation.com

Conjet's North American Customers to Benefit from New "Success Manager"

As the first step in Conjet AB's establishment in the US and Canada, the company announces Tim Best as customer success manager. Best has a long history of working in hydrodemolition, starting his career at Jet-Blast Hydrodemolition. Since then, he has held many positions within the industry, both as an operator and a supervisor. Best also has experience with mechanical and electrical repairs of hydrodemolition robots and equipment, as well as application engineering involving some of the most complex, challenging hydrodemolition projects. Best most recent employment was as the hydrodemolition manager for CanMar Contracting of Canada.

"Conjet sold the first hydrodemolition robot in North America in 1985, and today we have a vast installed base of robots and equipment in use," says Robert Kreiberg, Conjet's CEO. "With Tim joining the company, our focus is to further increase our

service and support capability, including training, education, and technical consulting for complex hydrodemolition projects. Our next step is to increase the availability of spare parts and accessories, all with the intention to make our customers even more successful and efficient in their daily use of Conjet's equipment."



Genesis Promotes David Palvere to General Manager

Genesis Attachments has named David Palvere as the company's General Manager. In this role, David will oversee the operation of Genesis' Superior, Wisc., location including the sales, operations, finance, engineering, and administrative functions. He will also collaborate with NPK leadership on strategy and direction for Genesis' continued growth. Most recently director of business development, David has been with Genesis 20 years and has held various leadership and sales positions.

www.genesisattachments.com



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Steelwrist's Peter Lam Appointed Asia-Pacific Vice President

Steelwrist has appointed Peter Lam to the position of vice president of the Asia Pacific region, where he will be responsible for further accelerating the commercialization and sales of the company's products and solutions. Lam has a strong understanding of the construction equipment industry, with experience gained from leading roles within product management, business development, and special application sales at Volvo Construction Equipment. This makes him an important addition to the company and its efforts to grow internationally.

"We are very pleased to welcome Peter as vice president APAC at Steelwrist," says CEO Stefan Stockhaus. "He will take on the important role of leading the expansion of the business together with the local teams. Peter will also work closely with our demolition segment customers as part of his new role."

www.steelwrist.com



Genesis Hires Brian Bisson as Canadian Regional Manager

Brian Bisson has joined the sales team at Genesis Attachments as Canadian regional

manager. Covering all of Canada, Bisson will provide attachment, parts and service sales and application support to the demolition, scrap, and material handling industries. He will also manage Genesis dealer presence and activities across the country. Residing in Ottawa, Bisson brings nearly two decades of experience working for a heavy equipment dealer in a variety of roles, including customer sales and product and sales support.

www.genesisattachments.com

Rototilt and Steelwrist Team Up to Bring Symmetrical, Fully Automatic Quick Couplers to Excavators

As fully automatic quick couplers continue to grow, and more manufacturers release solutions, the question about interchangeability between different manufacturers has become an increasingly important topic. Today, Steelwrist and Rototilt jointly announce the goal of achieving global interchangeability between work tools with integrated oil couplings within the Symmetrical Standard.

The ambition with an Alliance is based on Symmetrical Quick Couplers (S-type), the well-known open industry standard that is the world's fastest growing type of excavator quick coupler. The main goal of the Symmetrical standard has always been to safeguard interchangeability between manufacturers of quick couplers, tiltrotators, buckets, and work tools. One reason for its success is that it is open and not controlled by one specific manufacturer.

"When we now launch and extend our QuickChange range of full automatic quick couplers it was only natural to build on the Symmetrical standard, which we have followed since 20 years, that was already compact, relatively lightweight, and robust," says Anders Jonsson, CEO of Rototilt Group AB. "The addition of oil couplings and an electrical interface will make the product unrivalled on the international market."

Among the benefits of the alliance will be increased safety, flexibility, and efficiency for excavator owners, excavator operators and ground personnel as work tool interchangeability is ensured between different manufacturers products. Retrofitting retrofit adaptor brackets to used and new buckets and work tools will also be more cost-efficient.

The ambition of an Alliance is that it should be open to join for other manufacturers that have developed compatible solutions.

"The main reason why we have been working to create the Alliance is that we do not believe in locking customers into proprietary solutions that they must live with forever," says Stefan Stockhaus, CEO of Steelwrist AB.

www.rototilt.com
www.steelwrist.com

The Only Heavy-Duty Rail Cutter on the Market



The the iRC35 rail cutter developed by Italmek, is designed for professional use heavy duty use. It is built to last and tough enough to master the breaking of large rails on a daily basis. "Six years ago, we decided to put our 60 years of steel shear design and manufacturing at use for the need of our best customers," explains says Italmek managing director Marco Bodei. "The time had come to finally develop our first rail cutter. Our goal was to build it to last longer than any other rail cutter and build it to perform like no other product on the market."

To differentiate the iRC35 from competing models, "we put into practice a different concept that leads to 'effective strength' which makes our cutter far superior to the other products available in the market," Marco adds. "Its toughness is due to the combination of a structure wholly made out of Hardox and Strenx."

All steel types used to make the rail cutter are applied in impressive thicknesses, together with some technical solutions that allow the significant reduction of any shock the attachment undergoes during the rail cutting/breaking process. Upon breaking,

rail fragments simply fall onto the ground, not randomly strewn in all directions. At the same time the typical "deafening" noise of a metallic explosion is replaced by a dull noise that can be heard only from close range.

"It becomes immediately evident that this new cutter has a great and long working life ahead of it," Marco says. "The great working speed is accompanied by a high effectiveness in breaking, even when dealing with larger rails. Each time you close its mouth, it makes a cut, but does not transmit any noise or vibration in the cabin."

The latter feature is very important for those who care about the well-being of their operators, but also care about the proper functioning of their excavator, which was another important design feature from the outset. This was achieved thanks to a combination of factors, not least the development of a special regenerative valve with a much higher multiplication factor than standard being equipped with devices that absorb hydraulic kickbacks.

Italmek reports that the iRC35 has been very successfully received by its initial



users. There are now several iRC35 rail cutters that have been working for at least three years of cumulative operating time with no reports of structural issues; the only downtime has been for scheduled maintenance. On average, the iRC35 machines have been cutting 60E, 136RE, R65, and AS68 rails into 5-ft (1.5) pieces, working nine to ten hours each day, five days per week. That means the iRC35 can cut from 2,300t to 2,600t in a month. The Italmek iRC35 rail cutter can cut railway train rails of all dimensions, and weighs approximately 3.4t without an adapter plate.

www.italmek.com

Aquajet To Unveil Revolutionary New Product During Worldwide Digital Launch

Aquajet Systems will introduce a revolutionary new product through a worldwide digital launch on Wednesday, May 27, at 8:00 am EDT.

"We originally planned to share this exciting new technology at our Aquajet Open Days, but world events changed that plan," explains Roger Simonsson, Aquajet CEO. "However, innovation and our commitment to the hydrodemolition industry are as strong as ever, so we're bringing our product to the market in a new way."

The 35-minute event will be in a webinar format with 20 minutes to see the new product and learn about the features and benefits, followed by 15 minutes of Q&A. Simonsson, Chief Engineer Ronnie Hilmersson and Director of Sales Patrik Andersson will highlight key features of the new equipment, including reduced noise and a compact footprint. The Aquajet team will also explain how this latest innovation can enhance environmental stewardship while lowering overall operating costs.

Aquajet customers provided the inspiration for the new technology by sharing their challenges and successes.

"Our customers really help us form a vision for new products that will revolutionize the industry," Simonsson says. "Our focus is solving their most pressing problems. Simply tweaking the technology isn't enough; we need to innovate to truly make a difference."

Be among the first to see Aquajet's new technology. Register for the digital product launch at www.aquajet.se.

"We are so grateful for the amazing energy between customer and manufacturer that helps us all be successful," Simonsson says. "We can't wait to show everyone what we've been up to."

www.aquajet.se

Aquajet's latest innovation reduces noise and allows for a more compact jobsite while also protecting the environment and lowering overall operating costs.



Breakdown

Whether you need to crack up some concrete or bust up some boulders, there's a hydraulic hammer attachment to fit every carrier machine and owner budget. Along with packing a powerful punch many times a minute, they're also filled with features to enhance efficiency, minimize maintenance, and optimize operations. So enough with the amusing alliterations; let's get breaking!

Rammer to hit smarter with new releases

The Rammer Excellence Line continues the company's 40-year tradition of delivering innovative hammers designed to improve profitability, safety, and performance. Officially launched at Conexpo-Con/Agg, the Excellence Line comprises state-of-the-art hydraulic hammers that are ready for all rock breaking requirements. And what better way to showcase the Excellence Line than with its biggest addition—the 9033E, is for carriers in the 65t to 120 t range. The 16,310-lb (7,400kg) 9033E has a size and format that delivers the extra punch demanded on major quarrying and demolition projects. The Excellence Line has been designed to make it easier to adjust Idle Blow Protection (IBP) in the



field, decreasing both operating and maintenance costs. IBP ensures that the hammer cannot be operated until pressure is placed on the tool. It also protects the tool from failure and tie rod stress, reduces oil overheating and protects against premature failures. In addition, all large Rammer hammers have another "easy in the field" adjustable feature—Stroke Selector, which allows the operator to optimize hammer operation according to material and application, either to more frequent lower power strokes in softer material or to fewer high-power strokes in hard material. Other Excellence Line features include separate greasing channels from the valve body to the upper and lower tool bushing to increase tool/tool bushing lifetime; new, robust plastic wear-resistant plates for optimum hammer protection and noise reduction; and easy-to-use pins to expedite field replacement of the lower tool bushing.

Perhaps the biggest development within the Excellence Line is Rammer's purpose-developed RD3 remote monitoring device - a first of its kind on hammers, and a standard feature on all Rammer Excellence Line models. (RD3 is also available as an option for Rammer Performance Line hammers and as retrofit-kit for older Rammer hammers.) Using the latest GPS and Telematics technology, RD3 uses the Rammer MyFleet Telematics service to track and monitor fleet equipment usage via Google maps.

RD3 comes with a new hammer feature, the "hour meter," linked to the unit's serial number to measure the exact number of hours it has worked. This enables more accurate invoicing, and proactive or scheduled servicing. Owners can also set a more accurate value should the unit be sold or traded. The system also enables owners and managers of fleets to know exactly where their equipment is and how it is being used.

www.rammer.com

Epiroc's HATCON: Hydraulic Attachment Tools Connectivity

Also entering the remote monitoring arena is Epiroc, whose HATCON device is designed for breakers and drum cutters that keeps track of location and operating hours to improve efficiency and safety. The cloud-based My Epiroc platform gives user notifications about service, create task lists and provides a great overview of the entire fleet. All data is presented in a straightforward way to simplify both everyday duties and long-term decisions.

HATCON is available factory-mounted or as a retrofit kit for Epiroc premium range breakers and drum cutters. Once connected, the system monitors every individual tool and keep customers updated via My Epiroc. Notifications about service and wear part alerts are just a few of the features that will help increase efficiency. With



Good!



data available regardless of device, at any moment and even offline, everyone from operators to fleet managers will have a more comprehensive view and be able to take smarter decisions. And since the data is also shared with Epiroc, the company can provide better service, for instance shipping wear parts just in time for a scheduled maintenance stop.

www.epiroc.com

Komatsu, Montabert team up for a new breaker line

To meet North American customer demand for rock breakers, Komatsu is launching a full range of hydraulic breakers specifically for that market. Manufactured by Montabert, these hydraulic breakers are designed and tested to fit Komatsu excavators from the PCMR30-5 up to the PC800LC-8, without modification. The product line is among the first product rollouts since Komatsu acquired Montabert earlier this year. While most Montabert products will retain their iconic green color scheme, the new breaker range will offer the French company's longstanding tradition of exacting quality, performance, and durability in a Komatsu-themed package.

The breakers' high percussion efficiency and unique variable energy technology provide high production in multiple applications. To protect customer investment in

the equipment, they feature an anti-blank firing system and automatic greasing.

Backing up the product quality is an enhanced service and support network for North American customers. That includes a new 50,000-ft² (4,645m²) distribution and customer care center in Nashville Ill., and a new breaker remanufacturing facility in Chattanooga, Tenn. Montabert is also planning to open a new remanufacturing facility in Elko, Nev., to better serve the western U.S.

Green Attachments' Red Line membrane-type breakers are real attention-getters

Red Line hydraulically operated membrane-type breakers from Green Attachments have been designed to perform all types of demanding tasks for mining, demolition, tunnel construction, underwater application, and boulder breaking. Movement is achieved by the hydraulic oil pressure on the piston head and accelerated by the oil and gas load of the accumulator on the top of the piston. This accumulator maintains a constant pressure at the top of the piston. Gas must be added only during service.

The membrane type Red breakers are fully hydraulically operated and this guarantees reliable operation when productivity matters. They can operate in all possible positions due to long and light piston and a large number of seals. The hydraulic rock breaker range consists of nineteen models for 0.75t to 100 t excavators.

Other advantages include constant blow energy, low wear, and good hydraulic shock absorption thanks to a unique buffer system. The system keeps the oil's thermal heat low for energy savings, while side rods are covered with the polyurethane to reduce stress and vibration on the thread.

Also from Green Attachments is the Piikki economy line. Piikki hydraulic breakers are gas assisted economy line breakers for customers who have only occasional need for a breaker. This range is perfect for demolition and excavation assistance, typically frozen ground breaking etc.

Piikki breakers accept higher back pressure and generally larger scale of hydraulic circumstances than fully hydraulically operated ones. Composed of relatively few parts, Piikki breakers also keep operational costs low.

Piikki breakers offer many of the same features as the larger Red Line models, including a system of side, top, and bottom buffers that provide special impact and vibration absorbing properties. Tool and piston diameters are matched for maximum energy transfer.

www.greenattachment.com

News from Indeco

The smallest hammer in the Indeco range, the HP 100 FS, gets ready to cross the ocean, renaming itself the HP 150 FS, looking to hit the US markets backed up by an already great reputation. The American market is increasingly on the lookout for equipment or mini-excavators from .75

upwards, which can operate in restricted working areas, whether on construction sites or in the agricultural/forestry sectors. Capable of top performance even with reduced hydraulic flow, the little giant of the Indeco hammer range streamlines job times and ensures excellent productivity through an impact energy per blow which is unparalleled among hammers in the same class.

Two lightweights in the Indeco small hammer range—HP 550 FS and HP 400 FS—now deliver improved performance with new powerful features. Both are now in higher energy classes, have higher tool diameters, and deliver more blows per minute. This upgrading has not changed the hammer size and design in either model, while decidedly improving the perfect match with 2.5t excavators for the HP 550 FS, and 3.5t-6.5t for the HP 400 FS. The result is maximum hydraulic efficiency for the finest performance in its category.

Finally, Indeco's new HP 6000 FS which takes up a position midway between the HP 5000 and the HP 7000. With this product Indeco aims to provide an answer to a specific trend in the excavator world. For some time now, 30t carriers are increasingly being replaced with slightly larger models weighing up to 36t. This new hammer is an ideal fit for excavators in the 35t – 45t range, especially given its excellent power-to-weight ratio. A champion of productivity and reliability, partly due to the HARDOX® inserts in the lower part of the casing, which enable it to withstand even the toughest jobs.

www.indecohammers.com



PRODEM's family of workhorse breakers

Hydraulic hammers come in all sizes but the PRODEM PRB series is a comprehensive range specially designed to be cost effective without compromising power or durability. From the small but dynamic PRB008 right through to the mighty PRB1000, they are all workhorses. The unique valve design and high-pressure accumulator in the PRB170 and higher models work to eliminate pressure fluctuations and increase impact power, all the while minimizing damage on the excavator pump. PRODEM hydraulic hammers also have a specially hardened and heat-treated piston that gives long piston strokes. This minimizes recoil and eliminates mechanical springs.

Speaking of recoil, all models in the PRB series features an optimal damping system made of high-quality elastomer, which minimizes impact-induced recoil shock, vibration and noise. Downtime costs money, which is why PRODEM hammers from the PRB150 upwards feature anti-blank firing to significantly reduce blank blow-induced failures and downtime, therefore increasing productivity. The models' dual speed control adjusts the blow frequency of the hammer to the density of material to maximize productivity: low power/high speed for concrete breaking, soft rock and reducing boulders; high power/low speed for quarrying and trenching.

But even the smaller models are designed to go the distance. All models feature a hardened rock claw that resists wear and abrasion; a through-bolt which reduces internal torsion stress and increases fastener life; and an extremely durable welded full box enclosure with no rigid side bolts to protect components and reduce noise. All



come with two tools, optimized with high grade steel and heat-treated to maximize durability and efficiency.

PRODEM hammers are also designed to be easy to maintain. There are fewer moving components in the PRB series than in competitor hammers. PRODEM hammers also feature a centralized lubricating system, with the option of installing an auto-greasing kit.

www.prodem-attachments.com

Hammer builds breakers for every need

Thanks to an over than 40 years' experience, Hammer offers customers a wide range of quality breakers, supported by high level after sales service. The dedication to the customer and the great skills of Hammer's technical staff (constantly updated) result in full availability for any kind of customization request by its customers.

Hammer's 8 modelsof SB series is designed for excavators from 5t to 11t, while the 14 models of the FX series are suitable for excavators with operating weight from 10t to 200t.

Hammer's SB and FX breakers can tolerate 25bar back pressure and they are designed for easy installation on site. Besides the power, Hammer FX series breakers are provided with a special hole for the compressed air passage, located in the front of the breaker, designed for underwater demolition works. All Hammer's breakers have a closed casing design integrated with one upper and one lower shock absorber made of polyurethane, which decrease vibrations and noises, while respecting the environment, thus reducing ordinary maintenance costs. Hydraulic connections are located inside the casing and they are protected by an elastic rubber cover, giving the breaker the opportunity to work in narrow spaces. A specially developed lip seal prevents the loss of nitrogen from the chamber, thus ensuring efficiency and reducing downtimes.

Hammer attended to Conexpo 2020 in Las Vegas, through the sister company Kinshofer America, by introducing the SB and FX series and having a huge success thanks to their innovative performances. Today, thanks to the locations based in Burlington - North America and in Sanbor, in New York state - US, it is possible to buy Hammer's products in cooperation with KinshoferGmbH in the American continent.

Furthermore, Hammer can claim the production of the biggest breaker in the world, i.e. FX 15000 model, which has been sold in the 2018 in Chigaco, Illinois and that is still fully operational, with excellent performances and complete customer's satisfaction.

www.hammereurope.com

Two new breakers from Promove

Promove's new 1,323-lb (600kg) XP600 and 441-lb (200kg) XP200 complete the XP series of high-performance hydraulic breakers. The XP series boasts an energy recovery and anti-blank firing systems, a power/frequency automatic regulation system, and the innovative smart valve with the "plug and play" feature that allows users to install the breaker without having to adjust any settings on the excavator. In addition to significant time/cost savings, this feature eliminates future problems such as premature breakages due to extra flow. This system also allows the breaker to be moved to various machines, making it easier to rent equipment. For those looking to match a hydraulic breaker with a mini excavator, consider Promove's five-model light range, which weigh 132-948



lb (60-430 kg). Promove technicians have designed a new mix of strength and performance. The XP 60 is one of the latest in the Promove family. Thanks to its small size, it can be used in the smallest demolitions site.

The larger XP 101 and XP 150 are designed specifically for jobs that require greater delicacy and collateral damage control, offering incredible versatility thanks to their constitutive technology. Shock protection absorbers, mounted above and below the hammer body, avoid vibrations and damage to the excavator arm. The nitrogen valve is easily accessible for faster and more efficient gas control or for refill operations. A low-pressure chamber improves the energy at each blow and, together with the increased diameter impact mass, produces a more powerful blow.

Idromeccanica returns to Conexpo

After a 20-year absence, Idromeccanica Italiana, once again took its place on the international marketing stage with an impressive display at Conexpo-Con/Agg. The company's exhibit included the IMI 88HP, equipped for skidsteer loaders, and the versatile IMI 121M for machines in the 15t to 24t range. "Breakers and Beyond," the theme for exhibit, served as a reminder that Idromeccanica does more than manufacture a full range of breakers to suit any machine from 1t to 50t. The company also makes other attachments to complete demolition, mining, recycling and road works. Idromeccanica's ambition is to be customers' one-stop-shop.

During the exhibition days, with an ear to the news from Italy and the attention to attendees, Idromeccanica's staff caught different trends and needs of the US market regarding hydraulic hammers. The most requested among these are the ones for machines from 40t to 50t and those for machines from 4t to 10t. Idromeccanica hopes that the expectations before the exhibition will not be significantly cut back due to the severe global emergency, especially since Conexpo attendees were able to explore new products, technologies and services. The company's staff found this Conexpo edition quite successful and optimistically believing that the show must go on! Idromeccanica is keeping fingers crossed, and will continue working with greater commitment to its customers.

www.idromeccanica.com



Alternative Drainage from Ditch Doctor

Things began to develop for Ditch Doctor many years ago when the mind set of society, especially those of the young growing up in the 1980s, started to change. People began to embrace the "3 Rs" --reducing, re-using, and recycling materials as the new way things of getting things done.

Saw a need for a machine that cleaned ditches

Adam Fisher, president of Ditch Doctor, was one of those young at the time eagerly adapting the mantra of the 3 R's in a respectful and serious manner. He was lucky enough that his father, Gerald Fisher, was there to provide help with his dragline business. When it came to creating a drainage canal on marshland, Gerald provided guidance, embracing recycling and new methods of doing things. Adam once asked his father, "Once we dig this ditch and when it fills in, how do they clean it out?" His response was, "The same way we are doing it right now!"

This initially made little sense to Adam and it was several years later when he started in the excavation business with his brother that he saw a need for such a machine to clean out ditches. In 2002, he started his own business specialising in drainage and dredging work. To facilitate cleaning, a prototype machine was built and tested for cleaning drainage canals, and Ditch Doctor was born.

After using the machine and seeing the benefits instantly and over the following years, Adam knew he

was onto something that would someday change the way things got done. With the "3 Rs" always in mind, he slowly developed the design into a robust machine that was highly functional and dependable.

New model launched

Several years later a new model was built. This time with "fit and finished" in mind the unit was tested and soon went into production. Recently a unit was sold to Martin Drainage in Arthur, Ontario, and is now operating in the area.

"It's great to have other people in the industry see something new and adapt to change," says Adam, who thanks owner John Martin for joining the Ditch Doctor™ "family."

Adam notes that because today's generations take advantage of the infrastructure built by parents and grandparents, it's also on them to preserve and maintain it as well.

"Ditch Doctor™ was built to maintain infrastructure

using the '3 Rs,'" he says. "We have two models available and models in stock now". To learn more about Ditch Doctor, visit their website, or contact Adam directly at info@ditchdoctor.ca.

www.ditchdoctor.ca



Before...



...and after Ditch Doctor.

ALLU Debuts New Demolition and Quarrying Crusher

ALLU is proud to introduce a new heavy-duty range of crushing attachments designed to meet the requirements of the demolition, recycling and quarrying industries. The rollout begins with three crusher models for excavators in the 10t to 33t range. All have purpose developed features that ease their use and optimize performance, while providing easy maintenance in the field. Reversible crushing reduces the potential for jamming, blockages, or obstruction with rebar, while delivering greater levels of production and reducing the need for any manual involvement in the crushing process. A feed plate built into the jaw ensures that the feeding function in a fully loaded chamber delivers high rates of production with minimal risk of bridging.

Simple mechanical pin adjustment for output size regulation makes the entire crushing process easy and safe with quick adjustment for various output specifications. Finally, the crusher's a clamshell-like opening makes replacement of wear parts easy, fast, and safe.

ALLU Crushers join the company's Transformer and Processor series. Available in sizes to suit excavators and loaders from 8t to 160t, the Transformers facilitate the re-use of material on site, meaning that there no need to purchase virgin material due to the recycling and utilization of leftover materials and the generation of an income from it.

All ALLU Transformers are equipped with the patented and unique TS blade structure. The latest development to the TS® assembly enables three different fragment sizes from same unit. Fragment size estimation is based on screening comb distance, with it being quick and easy to change from one screening job to another, providing more versatile processing. Due to the TS's self-cleaning design, it allows the best possible capacity even with wet materials, termed a non-clogging structure.

Complementing ALLU Transformers is the latest version



of ALLU Mobile App, which provides an intelligent digital solution for customers and operators to obtain accurate and timely information regarding safe operations at jobsites, thereby maximizing the use of the ALLU equipment. The app provides information about the working hours and the right angle of inclination used by the Transformer.

To maintain maximum productivity at the job site and minimize equipment downtime, the ALLU App provides



information about the ideal maintenance frequency and the changing of wear parts, based on the working hours. The app also provides instructions to guide the operator through safe working methods when using the ALLU attachment throughout the whole operating and ownership process.

The ALLU Processor is a power mixer attachment that converts any excavator into a powerful and versatile mixing tool capable of penetrating and effectively mixing a variety of difficult materials. Materials suited for the attachment range from clay, silt, peat, sludge and sediment, to dredged material and contaminated soil.

Fitted to and powered by the excavator's hydraulic system, and benefitting from its ability to reach difficult or soft areas, the Processor (also available in various sizes and capacities to meet customer requirements) is able to mix materials everywhere the excavator goes. This means that binders or chemical agents can be delivered to the area of the highest mixing shear by an attached 3.1-in (80mm) diameter pipe, and injected via a nozzle located between the mixing drums.

www.allu.net

Maddox Wins PDa's NDA Scholarship Fund Game in Austin

Kyle Maddox from Virginia Wrecking Company (right) and PDa's Andrei Bushmarin.



PDa magazine was one of several exhibitors at NDA's recent Demolition Austin show that hosted a game to help raise funds for the organization's scholarship fund. Though relatively simple, the game was hardly easy. Competitors had five attempts to swing a small suspended metal ring with the precise speed and arc to land it on a hook. The person who could make the ring stick to the hook earned a full-page ad and double-spread company profile that will appear in PDa later this year.

Though tempting and tricky, success eluded many competitors until the show's final hours. That's when Kyle Maddox, president of Virginia Wrecking Company, Inc., of Daphne, Ala., snagged the hook on his first try! Even though Maddox was immediately the winner, he used the remainder of his five tries to hit the hook a second time.

Founded in 1948, Virginia Wrecking Company is a long-time NDA member, while Maddox currently serves on the association's board. Look to learn more about the company in an upcoming issue of PDa.

www.virginiawrecking.com

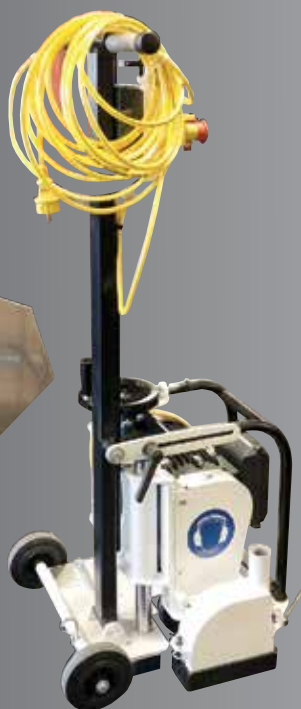


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Brokk Introduces Atomized Water Mist Dust Suppression System

Brokk has unveiled an Atomized Water Mist System to combat harmful silica dust and other airborne particles created by the demolition process. The new dust suppression system produces atomized fog that effectively binds dust particles in the air while also providing ground-level dust suppression. What's more, the mist dissipates, rather than forming puddles, for a safer, cleaner jobsite.

Available for all Brokk remote-controlled demolition robots, the Atomized Water Mist System offers an ideal solution to mitigate hazardous dust in demolition applications such as concrete cutting.

"We wanted to find a more efficient solution that optimized safety without the mess," explains Martin Krupicka, president and CEO of the Brokk Group.

Meeting regulations limiting permissible exposure to silica dust has taken several forms on construction and demolition jobsites. Some contractors choose to use spray systems, hoses, sprinklers, and water trucks.

However, these interventions are often inefficient and, in some cases, ineffective against crystallized silica dust. The problem stems from the size of the water droplets, which are much larger than the silica dust they are meant to trap. Silica particles range from 0.1 to 1,000 microns while traditional methods produce water droplets that are 200 to 1,000 microns in size. The size and velocity of these larger droplets cause air and silica particles to flow around them in a phenomenon known as the "slipstream effect."

Hose and water truck spray methods are the most inefficient since they produce the largest droplets, but even smaller onboard systems produce large droplets that can deflect silica particles, which can then be breathed in.

Since silica particles are more likely to bond with water droplets of similar size, Brokk engineered the dust suppression system to produce 10-micron mist droplets. This creates a fog of atomized water that captures dust particles in the air and spreads along the ground for optimal



Brokk Atomized Water Mist System produces atomized fog that effectively binds airborne dust particles while also providing ground-level dust suppression. Additionally, the mist dissipates, rather than forming puddles, for a safer, cleaner jobsite.

dust suppression. The system is incorporated into the tool mounting instead of the tool itself like previous systems, allowing operators to provide silica dust protection with any Brokk attachment — including breakers, concrete crushers, and drum cutters. A hydraulic water pump is attached to the machine, and can be fed with a freshwater hose or water tank. In addition to providing superior dust suppression, the Atomized Water Mist System requires

less water than other methods — just 6.76 ounces per minute (0.2 liters per minute) — making it significantly more economical and environmentally friendly than most other spray methods. This conservative use of water also eliminates the puddles and slurry left behind by alternative methods, reducing the need for cleaning at the end of the day and reducing slips and falls.

www.brokk.com

Two New Epiroc CB Concrete Busters for Heavy Foundation, High-Reach Work

Epiroc is now adding two new models to its popular CB Concrete Buster range—the CB 5500 and CB 7500, designed for carriers in the 50t to 85t class. Due to their comparatively light weights, CB Concrete Busters are effective choices for use with high reach or long front carriers. For applications with highly abrasive material and low level of visibility of the product in operation. They are also suitable where noise is an issue and can be used in residential areas where hydraulic breakers are not permitted. CB Concrete Busters with their wide jaw openings and high cracking forces, are ideal for demolishing thick foundation walls, and make light work of cracking girders and heavy concrete at extreme heights. All models are equipped with two powerful hydraulic cylinders that deliver virtually continuous closing force for maximum productivity. The hydraulic cylinders are fully protected by piston rod guards. An integrated speed valve gives faster working cycles.



Offering impressive cracking forces of up to 190t depending on the model, CB Concrete Busters are equipped with two independently moving jaws that eliminate displacement force, thus lowering stress levels. Cutting blades are both replaceable and reversible. A productive feature on all CB Concrete Busters is 360-degree endless hydraulic rotation, which allows precise handling and optimal positioning. If the cutter grips the material at an oblique angle a built-in pressure relief valve allows a self-acting movement that brings the cutter jaw into the ideal position. This valve effectively protects both the carrier and the cutter from potentially damaging reaction forces. The complete CB range now comprises six models with service weights from 705 lb to 16,314 lb (320 kg to 7,400 kg) for carriers weighing from 2t to 85t.

www.epiroc.com



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Metso Increases Service Availability for North America Metal Recycling Customers

Metso has signed a service partner agreement with FEMCO Holdings, LLC, that will provide service support for metal recycling equipment throughout North America. FEMCO, a leading national machine repair, field service, and rebuild company, has been in the scrap, demolition and recycling industry for more than 50 years and has a strong reputation for quality, reliable and responsive services. As a Metso authorized service provider, FEMCO's experienced team will bolster service offerings for Metso's broad metal recycling equipment line of shredders, pre-shredders, shears, balers, briquetters, and loggers.

"We've had a project-based relationship with FEMCO, and quickly recognized how well their expertise, professionalism, and high standards fit with our values," says Mark Haire, VP of Metal Recycling, Americas, Metso. "This formalized relationship elevates our emergency repair services and expands our lifecycle service programs."

FEMCO's national footprint of facilities and service equipment ensures the right equipment and resources to meet customer field service needs, including 24/7 emergency response.

"We are very excited about this partnership and the opportunity to align with an industry leading OEM like Metso," says Brad Kerkhoff, FEMCO's VP of Sales & Marketing. "Together, we will provide customers with world-class customer support throughout the lifecycle of their equipment."

Featured solutions for scrap processing

Through robust brands, extensive engineering innovation and unwavering commitment to customer success, Metso maintains the largest installed base of metal recycling



equipment in the industry. Customers range from large multinational scrap yards and leading players in the automotive industry to steelworks and local family-run scrap yards. Bolstered by Metso's corporate resources and global support programs, Metso's Metal Recycling continues to build upon the proven success of Lindemann and Texas Shredder product families. Metso's solutions are designed with state-of-the-art technology and the highest safety standards to help drive sustainable improvements in performance and profitability within its customers' businesses.

FEMCO Machine

Founded in 1964, FEMCO provides technical expertise and solutions that help customers reduce down-time. FEMCO's

footprint of facilities and service equipment, fast turn-around-times, and more than a half a century of experience ensures we have the right equipment and resources to meet your needs. From coast to coast, FEMCO focuses on every step of maximizing uptime, from turnkey project commissioning, 24/7 emergency response, preventative maintenance, inspection & rebuild services, and customer OEM and aftermarket parts. Metso is a world-leading industrial company offering equipment and services for the sustainable processing and flow of natural resources in the mining, aggregates, recycling and process industries. With its unique knowledge and innovative solutions, FEMCO helps customers improve their operational efficiency, reduce risks and increase profitability.

www.metso.com

Kolberg-Pioneer Launches Water Clarification Systems



Kolberg-Pioneer, Inc. has partnered with Tecnoidea Impianti to offer water clarification systems in North America. The clarification systems accelerate the process of filtering fines from dirty water for reuse in the processing plant. These systems are designed to eliminate the need for large and expensive settling ponds by recovering up to 95% of the water that flows to the clarification

system. This allows producers to use significantly less water in their system.

"Water clarification systems save producers time and money associated with building, using and maintaining settling ponds", says Brett Casanova, washing and classifying product manager for Kolberg-Pioneer.

"The partnership with Tecnoidea Impianti will allow

us to continue to offer a one-source solution for our customers".

The water clarification systems will include: flocculation preparation units, static vertical settling tanks, thickened sludge tanks, side and overhead beam plate presses and other accessory components.

www.kpijci.com



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"Brokkology"

Podcast Shares Brokk Stories

The "Brokkology" podcast series features Brokk owners and operators from across North America sharing their challenges and triumphs in various remote-controlled demolition applications.

"Brokkology" is the study of Brokk — the machines, the company, the culture that has arisen around this unique product — told by the men and women in the field who are using the equipment to revolutionize demolition applications. Through this series, they are able to share their insight, innovations and ideas with others, such as how to approach and manage projects or ways to break into a new applications and markets using robotic demolition.

The hour-long podcasts are available twice a month and feature a one-on-one conversation with a "Brokkologist" who shares demolition industry experiences and what at-

tracted them to Brokk. The interviews also cover how robotic demolition has revolutionized each guest's operation—either on a specific job or by integrating the equipment into their everyday process. "Brokkologists" outline challenges they've encountered and the innovative solutions that allowed them to find success time and again. The resulting interviews provide guidance, encouragement and entertainment for other Brokk operators looking to capitalize on their equipment investment.

"During my 29 years with Brokk, I've come into contact with a number of contractors who have taken our machines above and beyond anything I could have imagined — truly revolutionizing their applications," says Brokk, Inc., VP of Operations Mike Martin, who conducts the interviews. Mike is a true legend when it comes to Brokk in the US and has sold and marketed Brokk machines in the US since it was launched in the

Mike Martin, a US Brokk legend and initiator of the podcast Brokkology.



US. "These are the true leaders of our industry, and they are a valuable resource for other Brokk operators looking to improve performance or equipment utilization. Their experiences will help the next generation of Brokk owners and operators better integrate this innovative technology into their operation to expand markets, increase safety, and maximize profitability."

For more information on Brokkology, visit the podcast website, www.brokkology.com.

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Pentruder's New HFi Technology Platform Near Completion

Development of a new technology platform for Pentruder concrete cutting equipment is nearing its end, as Tractive AB has readies to take a big step into the future with its new HFi technology.

Kristoffer Johnsen, Manufacturing Director at Tractive, admits that while the project has taken far longer than planned, "we have reached our high goals regarding weight, performance, and safety. We have invested a lot in operational reliability both for mechanics and electronics, which the users will notice. One challenge, however entirely necessary, has been to achieve the highest EMC rating. This will increase reliability, especially when a generator is used. Kristoffer adds that every element of HFi technology has been developed from the ground up, and is based on a groundbreaking engine with extremely high power-to-weight ratio and advanced motor control.

"The efficiency is as much as 93 percent, which enables high power in a compact saw," he says. "All components and manufacturing methods are selected to provide a durable product, such as the highest quality of magnets and innovative manufacturing technology to keep them in place."

Below, Marie Peil, Marketing Director for Pentruder.



Kristoffer Johnsen, Production Director (right) and Martin Persson, Technical Engineer and Product Developer.

The fact that a relatively small company such as Tractive has been able to take this technological leap is a credit to cooperation with a few important partners with cutting-edge knowledge

"To be completely honest we were on the wrong path for a while," says marketing director Marie Peil, "but we took the time to start all over with a new concept with a separate power pack instead of integrated electronics on the saw head, and with a new partner for motor control. We are certain this was the right decision, although it has delayed the market introduction substantially."

Concrete cutting is a tough job, and Pentruder always has the concrete cutters in focus. Priority was there-

fore given to weight and ease of use. One of the most important goals when Pentruder RS2 was developed was to bring out a wall saw weighing less than 55 lb (25kg), a target that was achieved even with the integration of a 24-hp (18 kW) motor.

Both power pack and radio remote control are developed by Tractive and partners and are adapted to the tough conditions in the concrete cutting business. The radio remote control is sturdy, water proof, has a long battery life, clear display and very secure radio transmission. The Pentpak 3, which drives the RS2 wall saw, is also waterproof and very robust.

www.pentruder.com

German Debut of Diamond Products' Bump Grinder Exceeds Expectations



The American original of the PC4504CE was fully customized to meet the requirements of the European market.

Last fall, German contractor silco tec Umweltschutzsysteme GmbH ground nearly 560,000 ft² (52,000 m²) of concrete pavement off the country's A8 motorway in less than six weeks. The key to this remarkable achievement was the self-propelled PC4504CE bump grinder developed by the American subsidiary of Diamond Products Ltd. In order to meet the legal requirements and directives of the European market, the American original was adapted in advance to the local conditions in close cooperation between Tyrolit and Lissmac Maschinenbau GmbH.

All grinding work was carried out at night, allowing the roadway to remain fully open during the day. The 29-ft (9m) long PC4504CE featured a 4-ft (1.27m) wide blade shaft specially equipped for the project with 245 BGX-C3



Clean cut edges and an optimal grinding pattern.



The PC4504CE also provides slurry extraction.

Premium diamond saw blades featuring TGD® technology. The 19-in (485mm) diameter blades delivered an optimal grinding pattern with clean cut edges. The slurry extraction system also worked flawlessly as well, eliminating the usual and time-consuming cleaning of the road surface using a sweeper.

The special highlight, however, was the traverse speed, which achieved up to 46 ft/min (14m/min) when the blade shaft was fully loaded, exceeding all expectations, despite the strength of the concrete surface. As a result, silco tec Umweltschutzsysteme GmbH not only made extremely rapid progress, but the project was actually completed even faster than originally planned.

www.diamondproducts.com
www.tyrolit.com

The PC4504CE exceeded all expectations with a traverse speed of up to 46 ft/min (14m/min).



WLP Offers a Solution to Contain Coronavirus

We all now live in a changed reality, one reminiscent of a Hollywood horror movie come true. Covid-19 became the proverbial 'black swan' that effectively shut down the global economy, closed the borders, and sent the entire nations into lockdown. In Europe, Italy happened to be the worst affected country. Despite the unprecedented measures the Italian government has taken to curb the spread of coronavirus, the death toll keeps climbing. WLP s.r.l., a dust control specialist based in Northern Italy, is doing its bit to combat the pandemic by offering a decontamination system that can considerably reduce the diffusion of the virus.

With severe lockdown measures in place, only businesses that have been classified as "essential" have been allowed to continue operating in Italy. WLP, a trendsetter in dust and odor control technology, has been granted such a status, not least thanks to its NCA (No Contaminated Area) remediation systems.

NCA decontamination system

WLP began to design and build decontamination systems some four years ago, following a magnitude 6.2 earthquake in central Italy in 2016. Many livestock were killed by the collapsing stables, causing a real threat of epidemic. The situation was quickly resolved at the time, but it did prompt the WLP engineering team to look into decontamination issues. Two years later, WLP came up with a solution called NCA - No Contaminated Area, which uses non-toxic additives to hinder the proliferation of dangerous bacteria. A self-contained NCA system consists of an electric generator set, a large-volume tank with decontamination solution and a spraying cannon or nebulizer. Thanks to the on-board electronics and a radio-controlled unit, the system can be operated in remote mode, drastically reducing the risk of the operator becoming infected.



Calling on "Extra Terrestrial" force for help

Currently, the global situation is nothing short of a sci-fi disaster movie. In circumstances like these, the intervention of a higher force seems to be required. WLP has responded to the universal need for the sanitization of indoor environments such as offices, warehouses, and manufacturing facilities by designing a brand-new machine. Code-named 'ET', which stands both for "extreme treatment" and "extraterrestrial," thanks to its somewhat outlandish design, mobile system features an 18.5-gal (70-liter) tank with sanitizing liquid, permitting an average operation of three hours.

The ET is equipped with a remote-control unit, allowing operation from a safe distance. As the coronavirus crisis worsens, demand for this machine is said



to be growing exponentially. Within a space of just two weeks, WLP has supplied more 60 units around the world.

www.wlpdust.com

First Rockster Impactor from New Headquarters Already in Action



The first R1000S impact crusher, from Rockster's new headquarters facility in Mühlviertel, Austria, is already working hard for Hopf Bagger KG, an earthworks and forestry specialist. A 6-acre (2.4 hectare) site is now being subdivided into 23 plots for single-family and semi-detached houses. The Rockster Scalping Screen RSS410 has already been a valuable asset for this project.

"Thanks to the mobile screener, we can process all the excavated material from the construction site and repurpose it again immediately," says CEO Martin Hopf. "We use all generated fractions: the 32/60 and 16/32 roll gravel for drainage, 8/16 material as channel chippings and the fine material 0/8 as cable sand. We do not have to transport and dispose the material, nor do we need new raw material. This saves us a lot of time and money and also protects the environment.

In mid-November 2018, Hopf took delivery of the R1000S. "Although we are crushing extremely rough gravel here, the cubic end material that we get with the crusher is perfect," he says. The first day of operation, operators were crushing 138 tons per hour to less than 1.25 in (32mm).

The compactness of the R1000S Impact Crusher is particularly important. Hopf can transport it with his own truck, which brings maximum flexibility. This plays a major role in the newly targeted contractor business.

"The height-adjustable magnetic separator helps to remove iron, while the screen box is mounted quickly, so you can meet a variety of customer requirements," Hopf says. "The belt scale ensures an easy and correct billing. In combination with the scalping screen we have, we can generate three precisely defined fractions in a single operation."

The Rockster double-apron design and the two-deck pre-screen system was exactly what convinced Martin Hopf that R1000S is the optimal machine for his company.

"The R1000S is a well-designed and finely constructed machine that can optimize the crushing process with ease and great accuracy," Hopf says with confidence. "The engine compartment is easily accessible, and the components are not too complicated."

Rockster sales manager Norbert Feichtinger adds that during development of each Rockster crusher, "we put great effort and importance to engine accessibility. If the engine is easily accessible, maintenance will be easier. It will be done regularly and most importantly – it's cost effective. All of these add to the longevity of our machines where quality is our number-one priority."

www.rockster.at



ALLU Introduces New TS® Blade Structure

The patented unique ALLU TS® blade structure has been developed to improve the productivity at different kinds of jobsites. TS® blades are a modern development for the attachment screener/crusher market, with ALLU set to deliver new levels of efficiency and productivity. At the core of the TS drum construction is the configuration of the screening blades that spin between the screening combs. The end product size is defined by the space between the combs, and different fragment sizes can be achieved simply by repositioning the combs. As the screening combs carry most of the material weight, the drums and bearings experience less impact and load, with the design of the assembly ensuring the machine works well in wet and dry materials without clogging.

TS drums are available with standard blades for screening applications and axe blades when a crushing or shredding effect is required. The blade assembly enables three different fragment sizes from same unit. Fragment size estimation is based on screening comb distance, with it being quick and easy to change from one screening job to another, providing more versatile processing. The blades' self-cleaning design allows the best possible capacity even with wet materials.

With doubling and tripling options, ALLU now has the widest range of blade variations on the market. By changing from a single blade setup to one that is doubled or tripled blade, the estimated fragment size can be changed from single to double or triple. This means that one ALLU Transformer can produce three fragment sizes.

www.allu.net



Epiroc Introduces HATCON: Hydraulic Attachment Tools Connectivity

Epiroc introduces HATCON, a remote monitoring device for breakers and drum cutters that keeps track of location and operating hours to improve efficiency and safety. All the data is presented in a straightforward way to simplify both everyday duties and long-term decisions.

HATCON is available factory mounted or as a retrofit kit for Epiroc premium range breakers and drum cutters. Once connected, the system monitors every individual tool and

keep customers updated via the cloud-based My Epiroc platform. Notifications about service and wear part alerts are just a few of the features that will help increase efficiency.

With data available regardless of device, at any moment and even offline, everyone from operators to fleet managers will have a more comprehensive view and be able to take smarter decisions. And since the data is also shared with Epiroc, the company can provide better customer support, such as shipping wear parts just in time for a scheduled maintenance stop.

For larger fleets with complex logistics the GPS function is a major asset. Knowing the location of every tool is also a great support to customers anti-theft system.

www.epiroc.com



Talbert Updates 60CC/55SA-LD for Increased Load Versatility

Talbert Manufacturing recently updated the 60CC/55SA-LD trailer for increased flexibility to meet differing hauling regulations. This unique trailer showcases a new hydraulically operated system to allow operation of the third axle only or a combi-



nation of third and fourth axles. The 60CC/55SA-LD also features an industry-leading 18-in (457mm) loaded deck height — 2 in (51mm) lower than competitive models — and 6-in (152.4mm) ground clearance. It also gives operators the ability to switch between configurations, for state-of-the-art load versatility and limiting the need for additional permitting.

To highlight the trailer's versatility, Talbert showcased a customized 3+1 configuration of the 60CC/55SA-LD trailer at Conexpo-Con-Agg. The show model is designed to be under 53-ft (16.1m) overall length with a 28-ft (8.5m) deck length and tandem axle trailer with provisions for a third and fourth axle capable of a 2, 3, 4, and 3+1 axle configuration set up.

"When you look at the overall size of heavy-haul loads, a couple inches might not seem consequential; but to our customers, those 2 inches can make a world of difference," says Troy Geisler, Talbert vice president of sales and marketing. "Talbert has always been at the forefront of heavy-haul innovations, providing the trailers customers need to operate safely and efficiently in industries around the world. The 60CC/55SA-LD offers these operators the flexibility they need with a single trailer."

The base model of the 60CC/55SA-LD features a 108-inch swing radius, 26-ft (8m) deck length and 8.5-ft (2.6m) deck width. Additional customization is possible, including a 24-in (610mm) flip gooseneck extension that increases swing radius to 132 in (3,353mm) and allows greater load transfer capabilities.

Like all Talbert trailers, the 60CC/55SA-LD offers an industry-leading deck capacity rating. With a four-axle, close-coupled configuration, it provides a 55t capacity in 10 ft (3m), and 60t in half the deck length. It is also rated for 55 tons in half the deck length with a 132-in (3,353mm) swing radius and 3+1 configuration with the E1Nitro axle extension system. This innovative system uses a combination of hydraulic fluid and nitrogen to equalize axle pressures, providing proportionate weight distribution of each axle grouping to optimize the range of suspension movement and minimize stress for a smoother ride.

The 60CC/55SA-LD is manufactured with heavy-duty steel for extreme durability and longevity. Valspar R-Cure 800 paint is

standard on all Talbert trailers to prevent corrosion, offering a long-lasting finish and better return on investment.

www.talbertmfg.com

Talbert Manufacturing's 35-Ton Fixed Neck Trailer Offers Dependability for Day-to-Day Loads

Talbert Manufacturing introduces the 35FG-BVTL, a fixed-neck, drop deck trailer for small- to mid-size equipment machinery movers operating in oil fields, agriculture and construction and demolition. The 35t trailer is rated at 70,000 lb (31,751kg) concentrated in 20 ft (6m) and features hydraulic ramps for safe, efficient loading and unloading in confined spaces. The 35FG-BVTL is part of Talbert's Double Drop Series. The overall length of the 35FG-BVTL is 48 ft (14.6m), which includes a 22-ft (6.7m) long, 8.5-ft (2.6m) wide deck, and an 8.5-ft (2.6m) rear bridge section. The trailer's fixed neck provides an economic alternative compared to removable gooseneck designs for operators that do not require a front unload option. Talbert designed the 35FG-BVTL with an 84-in (2,133mm) swing radius and 18-in (457.2mm) kingpin setting for increased maneuverability and versatility. The gooseneck features 2-speed landing gear with standard sand shoes. The 3-ft (.9m) sloping beavertail features a 14.98-degree load angle coupled with full-width plate with traction bars outside the main beams for optimal rear loading. Hydraulic ramps also allow for increased safety during loading by removing the need to manually lower or raise the equipment. Contractors can use the 35FG-BVTL to haul a variety of small- to mid-size construction equipment, making it economic and versatile choice for millwrights, riggers, and general freight contractors. The trailer's recessed cross members in the rear bridge allow for easy positioning of an excavator boom. The deck flooring is 1.5-in (38mm) Apitong, which provides exceptional strength for long-term durability under heavy loads. Talbert manufactures all its trailers with heavy-duty T-1 steel for extreme durability and longevity. Like all of the company's trailers, the 35FG-BVTL comes standard with Valspar R-Cure 800® paint to prevent corrosion for a long-lasting finish and better return on investment.

www.talbertmfg.com

New Super-Compact HG Hydraulic Generators

The new super-compact models of the Dynaset hydraulic generator are lighter and smaller than ever. They can be up to 95% smaller than diesel generators with equivalent power. In addition to the smallest dimensions, the new models produce the best electricity quality due to automatic voltage regulator combined with automatic frequency control.

Dynaset HG hydraulic generators convert the hydraulic power of machines, vehicles, and vessels into electricity, while also saving space from machines and vehicles, leaving more room for tools and other equipment. Available in a power range of 3.5-350 kVA, Dynaset HG hydraulic generators are lightweight, robust, and have a NEMA 3 rating, as well as outstanding reliability and the most compact size alongside with worldwide support. The HG 3.5kVA generator is smaller than the previous that and more than 4 lb (2 kg) lighter. The key improvement is its much-improved hydraulic requirements. The hydraulic generator requires only 4.7 gpm (18 lpm) of hydraulic oil flow and can be installed on machinery with a limited hydraulic output for example small platform lifts. The HG 19kVA is 35% smaller than the equivalent older model. The new model has the best power-to-size ratio in the world. The all new HG 26kVA model is 90% smaller than a typical equivalent diesel generator. Dynaset is even more competitive when comparing HG 35 kVA Hydraulic Generator to a diesel generator. The hydraulic generator is 95% smaller than an equivalent diesel generator.

In addition, Dynaset has released a new set of standard HG Hydraulic Generator models with 60 HZ frequency. The six new standard 60Hz models operate in the power range of 5-51 hp (3.7-38 kW). The more powerful models are available by request. Most of the standard generator models produce steady 240 VAC electricity. Standard models of 5 hp and 8 hp (3.7 kW and 6 kW) are available at 120 VAC. Dynaset can also adjust the voltage by a customer's preference. Dynaset has also introduced 12 new 50 Hz standard super-compact models in the 3.5-80 kVA power range. The hydraulic generators have an AVR Automatic Voltage Regulator built-in starting from 6.5 kVA.

www.dynaset.com



New Shredders and Scrapers from Tana

Tana North America and Humdinger Equipment teamed up to exhibit at Conexpo/Con-Agg in Las Vegas. On display were TANA Shark mobile shredders, the most versatile mobile shredders in the market and capable of shredding even the toughest materials. All TANA Shark models are equipped with TANA ProTrack® remote management system which helps users optimize their process and maximize their profits. Humdinger pull scrapers have a proven track record in a variety of construction, mining, and agricultural applications against traditional self-propelled systems.

"We are committed to providing the best equipment and customer service available and were excited to show our versatile, highest performing machinery at Conexpo," says Austin Phares, Regional Sales Manager, Humdinger Equipment. "We understand that each customer has a unique set of obstacles that they must overcome, and we take pride in our ability to work beside them to offer the best solutions available."

Beyond equipment, TANA VR experience lets you take control of the mighty TANA shredder and shows how we turn waste into value.

www.tana.fi

www.humdingerequipment.com



Fixed or Rotational Drum Cutters? Epiroc Models Do Both

Pro bracket is the latest addition to the Epiroc product range. With this high-quality, rigid manifold for transverse drum cutters, the world-renowned mining and construction equipment company is once again demonstrating its commitment to innovative development. Consistent output quality and efficiency with increased investment protection are the key features of the new product.

Epiroc drum cutters offer endless 360-degree hydraulic rotation that enable optimal positioning and precise handling. The new fixed manifold significantly improves the protection of the hoses when working in confined areas and where there is limited visibility, without compromising the exemplary quality and performance.

The optimized hose guidance is outstanding with the Pro bracket. Hydraulic hoses run directly along the excavator arm, and are fed out to the back in the center of the extension arm for protection. This means that they sustain significantly less mechanical strain, do not cross each other, and are better protected during work with minimal visibility of the cutting heads, such as during channel



construction, close to walls, in tunnels, or in water). The robust design in the form of a closed box prevents the demolished material from falling onto the engine cover.

Epiroc offers the Pro bracket with an optional water spraying system to meet the ever-increasing requirements for dust suppression during demolition work, tunnel and channel construction. The installation of an optional additional valve enables the overflow oil line and return to be combined so that the drum cutter can be connected to the breaker circuit of the excavator with just two hoses.

www.epiroc.com

Superabrasive's LAVINA Power Trowel

Superabrasive's LAVINA LP36 power trowel is a 6-ft (2.03m) ride-on propane-driven trowel with Kawasaki FX1000V engine and mechanical steering. Weighting 1,389 lb (630kg), the trowel is equipped with two 36-in (915mm) pans and eight Trowel Shine tool holders, ready to take a variety of tools for grinding and polishing. The pan system with rotary tool holders and flexible foam offers a good balance, and even tool wear.

The trowel also features continuously variable transmission, providing optimum torque and speed during all phases of the finishing

process, a heavy-duty shroud to protect walls from slurry, an integrated wheel set for easy tool changes, and LED lights. The LP36 will be available for sale later this year.

www.superabrasive.com

Terex Trucks Signs New Dealer in North America

Terex Trucks has signed a Border Equipment of Georgia to support the growing demand from customers choosing dump trucks in North America. Border Equipment will sell both the Terex TA300 and TA400, and provide aftermarket support. Border Equipment has more than 30 years' experience in the construction industry with branches in Atlanta, Augusta, and Savannah. The company has a long history of serving the state of Georgia, allowing them to truly understand the needs of the market and its customers.

In North America, the TA300 and TA400 are sold with a three-year warranty, telematics and planned maintenance included as standard – and there are competitive finance packages available for lease and wholesale. Since the beginning of last year, the TA300 has been manufactured with a new transmission, leading to improvements in fuel efficiency, performance, productivity, and operator comfort, when compared to the previous model working in the same application. The 30t workhorse delivers improvements in fuel efficiency, traveling speed, and oil maintenance intervals. In addition, the machine now comes with eight forward gears as well as four reverse gears, to help ensure smoother shifting and higher levels of operator comfort.

www.terextrucks.com



KPI-JCI and Astec Mobile Screens Makes Introductions at Conexpo

KPI-JCI and Astec Mobile Screens exhibit the Conexpo-Con/Agg tradeshow included introduction of Kolberg-Pioneer's first hybrid FT4250CC horizontal shaft impactor plant equipped with a pre-screen. The new two-deck pre-screen minimizes the amount of undersized material that passes through the chamber, reducing wear costs and increasing the amount of final product by up to 30%. The hybrid power option allows producers to operate using either line power or diesel fuel for added flexibility. KPI also featured its 2742 Pioneer® jaw crusher. The Pioneer® series features unique shaft and bearing assembly designs for easy troubleshooting, reduced maintenance, and 20% greater capacity than competitive models.

Johnson Crushers International (JCI) exhibited its latest addition to the Kodiak® Plus cone crusher line, the K350+. This new model features increases in drive train, stroke, horsepower, weight, head diameter, and hold-down force, resulting in up to ten percent more capacity compared to other similar-sized cones.

Astec Mobile Screens will be introducing its new Ranger™ line, comprised of compact, track-mounted units. The mobile line will include a variety of jaw crushers, cone crushers, impact crushers, incline screens and trommels to serve a variety of markets including building and construction, landscaping, quarry operations and plant and tool hire. Their ease-of-use, ease-of-transport, versatility, and flexibility make them ideal for smaller operations that require powerful equipment with a limited footprint.

The group also displayed a variety of scale models and will demo Kolberg-Pioneer's new water clarification technology.

www.kpijci.com



Swing Loaders, Site Dumpers, and More from Mecalac

Urban construction sites are often congested; workspace is limited and ground conditions are often compromised. The Mecalac AS swing loaders, introduced at Conexpo-Con/Agg, are suitable for a variety of jobsites and feature an ability to simultaneously drive, operate and rotate. These loaders are designed around a one-piece frame with three steering modes as standard (two-wheel steering, four-wheel steering, and crab). With four-wheel steering, combined with the 180-degree swivel arm, the swing can perform a complete rotation on a footprint that is 20% smaller than that of a conventional loader, according to Mecalac. Whatever is lifted by the bucket at the front, once the rear axle is locked, can be turned through 180 degrees. Whether moving on site, between locations or during active loading operations, it maintains its mobility.

Shield technology a feature on TA dumper series

Also introduced at Conexpo-Conagg was the TA dumper series which has been specifically designed to meet the tough demands of new construction sites. To ensure safety, Mecalac has developed its Shield technology for the safety of the operator and those working around the machine. Shield is fitted as standard on all dumpers from 6t to 9t (Stage V), with the option to upgrade to Shield Pro. Standard Shield includes start and drive interlock to ensure the operator is wearing the seatbelt before driving. Stop-start and idle shut off features make sure the machine is not left running for longer than required. Shield Pro includes features such as skip operation interlocks,



safe working angle monitoring and adjustable speed limiting.

Entering and exiting the machine is safe due to the stair like access with full length grab rails. All site dumpers feature service access from ground level to ensure routine equipment maintenance. The chassis and engine canopies are designed to give access to all service areas, while engine panels are mounted on heavy duty, lockable hinges for added safety. A hazard-detection system is designed to detect objects in front of the working machine which the operator may have missed.

Mecalac Power Swivel site dumpers allow any load to be rotated before being tipped, with the Power Swivel technology enables the operator to work within a confined site area, with payload options ranging between 2t to 9t. Mecalac High Discharge site dumpers are designed to deliver versatility and performance dealing with payloads from 1t to



2t. Each model has been developed for use in smaller sites, such as housing developments and landscaping projects, with all models delivering a height clearance of more than 5 ft (1.5m). An articulated and oscillating chassis ensures excellent manoeuvrability and off road capability.

MDX cab dumper series combines safety and design

Mecalac's R&D department has developed its 6t and 9t dumpers by reimagining the operator cab.

The redesigned access system for the MDX site dumpers features large self-clearing steps set like a staircase. The solid back plate significantly reduces

the risk of material build up on the steps.

With a full length hand rail located on the A-pillar and a door mounted hand rail, three points of contact can be easily maintained when accessing the cab. The new 6MDX and 9MDX combines aesthetics with operator functionality. Integration of the cab within the ground-up design enhances visibility, safety, simplicity, and ease of operation.

Big and getting bigger in North America

From just one dealer in 2016, Mecalac North America now has 15 dealers and is still growing. With direct lines of communication back to the factories in Europe, this wholly owned subsidiary of the Mecalac Group has a singular focus: bringing the company's thinking and products to new markets across North America. "From Florida to Washington State, and Montreal and Missouri, we have partnered with a variety of well-established equipment houses who recognise the unique attributes of our machines and see opportunity in helping us bring the Mecalac message to the market," says Peter Bigwood, general manager, Mecalac North America.



The Cat 352 UHD ultra-high demolition excavator is designed to handle the difficult demolition of tall structures using a range of Cat demolition attachments, including multi processors, grapples, shears and hydraulic hammers with the retrofit boom. The UHD front can be switched for a straight or bent (retrofit) boom position for lower level demolition and earthmoving applications. This switch typically is done in about 15 minutes by two people with no special tool required.

The 352 UHD features a variable gauge undercarriage (hydraulically activated), as well as the Cat Active Stability Monitoring system, which continuously informs the operator of work tool position within a safe working range and warns when approaching stability limits.

In the UHD configuration, the 352 UHD provides 92 ft (28m) of vertical height to the work tool attachment pin, and 52 ft (15.8m) of horizontal reach when working with a 3.7t tool. These ample specifications allow the 352 UHD to demolish structures eight or nine stories high quickly, with precision and control thanks to the electro hydraulic control system. The undercarriage gauge is 13 ft (4m) for optimum stability when working, and 10 ft (3m) for transport with 23.6 in (600mm) track shoes.

The 352 models use the Cat C13 engine, rated at 304kW, which meets U.S. EPA Tier 4 Final emissions standards. The C13 also is capable of operating on biodiesel up to B20. Three power modes in the machine allow the operator to match machine performance to the task at hand and a new high efficiency, hydraulic, reversing fan cools the engine on demand to help reduce fuel consumption.

When using a retrofit boom, the machine can use

the 2D grade control system, swing e-fencing, and the Cat Payload on-board weighing system. The latter can be used with VisionLink online telematics interface to remotely manage production targets via the machine's Product Link™ telematics system.

The Cat demolition cab features a falling objects guard structure (FOGS) and includes

front and roof laminated glass with a P5A impact rating. The cabs tilt up 30 degrees, providing optimum line of sight to the work tool and a more productive, more comfortable working position for the operator. The windshield and roof glass feature one-piece parallel wipers with three intermittent settings with washer spray. A premium seat, heated and cooled, is standard. Rear view and right-hand side view standard cameras provide clear images on the monitor.

The left console tilts up for easy cab entry and exit; advanced viscous mounts reduce cab vibration up to 50% when compared with previous excavator models, with controls being easily accessed. UHD models are equipped to accept a work tool camera, which can be installed by the Cat dealer with a kit. Standard radio has USB ports and Bluetooth technology to connect personal devices and to make hands free calls.

In the cab, each joystick button can be programmed, including power mode, response and pattern with these settings being recalled using appropriate operator identification. An automatic hydraulic oil warmup feature

quickly brings the system to operating temperature and helps prolong component life. A high resolution 10-in (254mm) touchscreen monitor allows fast navigation, including operating and maintenance tutorials.

Extended service intervals help reduce maintenance costs, whilst ground level hydraulic oil checks and fuel system water drains speed routine service. Filter life and maintenance intervals can be tracked via the in-cab monitor. All fuel filters can be changed at a synchronized 1,000 hours and oil and fuel filters are grouped on the right-hand side of the machine for easy access.

The engine air intake filter with pre cleaner has double the dust holding capacity of the previous filter, and the hydraulic oil filter provides improved filtration performance, and anti-drain valves to keep oil clean when the filter is replaced at a 3,000-hour interval. Oil sampling ports further simplify maintenance and allow for easy extraction of fluid samples.

New Cat Excavator Built for High-Reach Demolition Tasks



How



"Made In Germany"

Gains Importance In Times of Coronavirus and Supply Shortage

The pandemic is a proof of the value of variety in the supply chain.



As the coronavirus has spread worldwide in early, 2020, many entrepreneurs in all industries are becoming more and more aware of the problems of potential dependencies on suppliers from China or elsewhere. The problem has become more acute when supply chains are suddenly and unexpectedly interrupted and urgently needed orders can no longer be delivered, many entrepreneurs quickly reach their limits.

"Use different sources for supply"

That is why, the label "Made In Germany" is gaining importance worldwide and across all industries. All of a sudden, it is more important than ever to use different sources for supply, maybe even from your own country.

This trend is particularly noticeable at Kern-Deudiam from Germany, which has been developing and manufacturing diamond tools and machines such as

floor saws or diamond drilling systems with more than 60 employees since 1977. Since almost everything from the diamond segment to the chassis of the floor cutter is manufactured in-house and on site, the company has succeeded in minimizing dependencies on suppliers to the greatest extent and avoiding supply shortage so far. But how can a mid-size company succeed like this on the international market? Is it due to in-house production only? What else is behind it?

Two departments for R&D

Thanks to two own departments for research and development at the headquarters in Hövelhof, KERN-DEUDIAM is able to consistently develop and manufacture innovative features according to the highest quality standards. Their products 'are highly valued internationally and shipped to more than 70 countries every year.

At a time when many companies in the industry are looking for production alternatives abroad, KERN-DEUDIAM points up a commitment to Germany as its production location, and proves that this decision is reasonable and more than timely – despite the challenges involved.

"The own product development has many advantages, especially for a medium-sized company like ours," says Alexander Peters, product developer at Kern-Deudiam. "Our special solutions for the most diverse customers from all over the world require constant adaptation to the used machines, the materials processed, and of course to individual customer requirements such as higher speed or cost reduction.

Peters adds that in-house development enables Kern-Deudiam to react better and faster to wishes and the need for optimization, especially for small series, to realize the "little bit extra" in performance for the customer.



"New trends, such as the increasing use of dry core drills, can be implemented just as better and faster," he says.

In this product field the family-owned company is currently presenting the more economical BETO line in addition to the premium version UNIX?. Both are universally applicable in reinforced concrete.

New unique segments series

With the new X2-Segments and the UNIX2-Series KERN-DEUDIAM was able to launch a convincing product last year which was especially developed for clean dry drilling in reinforced concrete with soft percussion and dust suction.

"The market constantly demands new ideas in the field of diamond segments in order to carry out projects more conveniently, efficiently, and cleanly," Peters says. "Building materials are changing. In some countries concrete is becoming harder and harder, or sand-lime brick is becoming denser."

New regulations or areas of application are also often added, such as the use of dry core bits for renovation or repair work where water damage is to be avoided.

More comfort is also offered by the latest segment development of Kern-Deudiam, the single segment type KBU-B. With its special bridge geometry, it can be used for almost all types of concrete, offers a long service life, and runs particularly smoothly on iron. This universal segment type makes working noticeably more comfortable as it minimizes the vibration of the drill bits on iron – a development which was mainly implemented thanks to direct customer contact and

user feedback.

Another new product line, the EXPRESS2 for cutting extremely hard materials, includes a pre-cutting blade as



well as ring saw blades for various models of well-known manufacturers.

However, Kern-Deudiam does not only focus on the technical development of diamond tools and machines (such as the electric floor saws KDF800-E and KDF1200-E). With the most modern production methods such as laser welding, with the implementation of individual customer requirements such as lacquering or engraving, or with continuous expansion of service offers KERN-DEUDIAM completes a versatile portfolio for its customers around the world.

www.kern-deudiam.de



Hammer

A Greater Presence

Hammer has radically strengthened its presence on the global area, with a full range of professional tools and attachments for the demolition and recycling industries. Hammer guarantees a 100% Made in Italy product of the highest quality. All Hammer's products are designed and manufactured in the eight plants in the Industrial Area of Molfetta, Italy.

Hammer produces two ranges of hydraulic breakers: the SB and the FX series. The eight-model of SB series starts from 54 lb to 1.190 lb (70kg to 540kg) and it is suitable



for excavators from 0.5t to 11t. The FX series is composed by 14 models from 0.7t to 14.5t, for excavators between 8t and 200t.

Demolition Attachment Series

For silent demolition, Hammer manufactures FP Static Pulverizers, FR Rotating Pulverizers, FK Rotating Pulverizers, FRK Demolition Rotating Pulverizers, NGK Rotating Pulverizers with booster, MQP Multi Quick Processors and DX series of Drum Cutters. Each of the series is composed of a quantity between 8 and 12 models. Additionally, Hammer manufactures a series of demolition shears and sorting grapples, such as the 2-cylinder MCK concrete crusher series, (10 models) with operating weight from 3t to 80t or the 5 models KSC series of scrap shears, with operating weight from 1,058 lb to 9,039 lb (480kg to 4100kg). Last but not least, Hammer also manufactures a 5 models' series of KB crushing buckets for excavators from 10t to 45t and 5 different models of KR rotary screening buckets for excavators with operating weight between 5t and 35t.

Eight production plants

Hammer's history started with Giovanni Modugno, who began his career in 1972 as BEMETEL certified turner (Hague, Netherlands) in a mechanical workshop in Molfetta, Italy. In 1989, together with some partners, Modugno started a company which produced hydraulic breakers for 15 years. In 2004, Modugno and his son Valerio launched a family company for designing, manufacturing and selling of hydraulic breakers under, with the brand "Hammer". Hammer began in December 2004 with the design,



production and sale of small and medium-sized hydraulic breakers, besides the sale of multi-brand spare parts. Then it was the turn of first larger hydraulic breakers, which paved the way for the demolition and recycling segment. At that point, Hammer decided to expand the range of hydraulic breakers up to the 14.5t FX15000 model, which became the largest hydraulic breaker in the world.

After the huge success achieved in this segment, Hammer introduced the SB series that benefits from the unique monoblock construction. This feature gives the structure a very high resistance to leverage efforts. The breaker is built in one only piece and there are no side bolts or diaphragms. After that, all the other types of equipments, previously mentioned, have been marketed over time. The value of a family company has allowed Hammer to establish itself on the global market through 10 branches scattered on all continents and thanks to a capillary network of dealers and authorized workshops worldwide. Last year Hammer has joined the German multinational corporation Kinshofer, which is part of Swedish Lifco Group. Proud of this big step, Hammer constantly continues to design and manufacture equipment to confirm itself as one of the world leaders in the field.

www.hammereurope.com



mmar

in the World Market





The Hephners from Cuts, Inc., in Knoxville, Tenn.

A SAWING SENSATION

Innovative skid steer saw attachment provides a versatile, all-terrain cutting option.

Have you ever struggled with a problem and thought, “there has to be a better way”? Matt Hephner did. What’s more, he decided to do something about it, resulting in an innovative concrete saw attachment especially designed for use with skid steers.

Invented a flat sawing skidsteer attachment

Hephner, a concrete cutter for more than 35 years, co-owns the Knoxville, Tenn., sawing and drilling company, Cuts, Inc., with his son, Matthew. Several years ago, he was preparing for a large job requiring multiple cuts through 15-inch thick sloped concrete slabs in a short amount of time. Though the challenge was certainly enticing, the requirements to tackle it—five crews with wall saws—didn’t add up. A search for attachment alternatives also came up empty. Rather than simply pass on the job, the Hephners put their heads together and fashioned a prototype hydraulically powered diamond saw attachment that could be used with a skidsteer.

“The idea was to have the mobility to move quickly from one cut to the next eliminating the set-up time associated with wall sawing equipment, but also be efficient and simple to operate,” Matt Hephner explains.

The Hephners put their saw to work and got the speed, cost, and quality results they and the customer were looking for. Realizing the attachment’s potential applications, they used experiences of subsequent jobs to refine the design, such as incorporating an anti-cavitation feature to protect the hydraulic motor, adjustable flow and pressure to adjust the blade’s downward speed and force.

“We also added hydraulic pressure valving to protect motor in case of blade jams,” Hephner adds. “All these items together allowed us to receive the first patent for this type tool.”

Before long, the Hephners found themselves fielding calls from other contractors asking if they too could get one of these remarkable attachments. And a new business—Skid Steer Saw—was born.



Three models

Available in three models—SS2600, SS3600, and SS4200—Skid Steer saws can accommodate all sizes of diamond blades to make cuts up to 18 in deep, while custom builds can go as deep as 20 in. Most customers use the attachment for cutting asphalt and concrete roads and highways, but Hephner reports that the range of applications has grown to include cutting stone, concrete panels, sewer and drainage pipes, fiberglass panels, and aluminum. And because the saw attachment is operated by a skid steer, it can be used virtually anywhere.

The fame of Cuts, Inc. and its skid steer saws has extended far beyond the mountains of East Tennessee. Avionics Limited, a Sydney, Australia-based airfield lighting specialist, found the saw attachment particularly helpful in carrying out an upgrade to Melbourne Airport’s airfield lighting system. The work involved 3,000 light fitting locations and nearly 115,000 ft (35,000m) of slot cutting, ranging in size from .5x1.2 in (15x30 mm) to 1.4x1.2 in (35x30mm). After finding only three suitable sawing options, Avionics chose Cuts, Inc.

“The company has developed the saw with a contracting background,” explains Avionics construction manager Shane Webb. “Matt and his team understand the complexities of saw cutting and have been able to incorporate this understanding into their design. The initial video of their road saw demonstrated an easy to

operate, safe and versatile attachment that had four wheels in contact with the ground. The attachment has exceeded our expectations and our dealings with Matt and the team at Cuts Inc has been both professional and friendly.”

Repair of damaged airfields

Recently, the Hephners were able to demonstrate the skid steer saw’s ruggedness in a U.S. Air Force demonstration project aimed at finding ways to expedite repairs to damaged airfields anywhere in the world. Conducted at Tyndall Air Force Base in Florida, a 1,100-lb SS4200] matched with a Caterpillar 2890D was pitted against several other sawing tools to cut through the test area’s 18-in thick, 9,000-psi concrete slabs.

“The machines were evaluated based on weight, size, and speed,” Hephner explains. “Though we were slightly faster than the other models, our low weight and compact size really set us apart.”

Cuts, Inc., has also developed a sawing attachment for excavator arms that can be used with up to 48-in diameter blades. Skid steer-compatible attachments for coring applications on land and underwater are also being developed as well.

“We’re contractors ourselves, so we know there’ll always be jobs with different challenges,” Hephner says. “But it’s also important to be as efficient and profitable, which is why we want to make attachments that not only provide useful additions to our customers’ tool arsenal, but also give them a lot of versatility and value as well.”

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