

# TILT & ROTATE



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CARPENTRY AND  
LANDSCAPING

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# Innovation and success for engcon 2024

## Success for engcon at Intermat

The biggest trade fair of the year, Intermat 2024, took place from 24-27 April in Paris, France. engcon was there to promote its latest innovation, the 3rd generation tiltrotator system, and its benefits for the French market. There were many visitors and a great deal of interest in the groundbreaking technology behind the latest generation. Many were also interested in test driving our products on site. Showing our products live in front of an audience and also offering test drives increases understanding of how the tiltrotator works and shows how it contributes to better profitability for our end customers. We notice that more and more people understand our concept of tiltrotator, EC-Oil and associated tools. The fact that you can easily change attachments directly from the cab is one of the many advantages of the engcon system.

## Exciting news

In addition to the launch of the 3rd generation tiltrotator system, an updated model of the EC204 is now available on the market. The model is equipped with EC-Oil both up and down and is suitable for excavators in the 2-4 tonne size range. An exciting product we have recently launched is a new finger grip developed in collaboration with Hultdins AB. The finger grip has reinforced arms to cope with tough tasks such as moving branches, logs and brushwood. Read more on page 8.

## Continued co-operation with CE Dealer Team

For the third year in a row, engcon is a proud partner of the CE Dealer Team with rallycross drivers Klara Andersson and Niclas Grönholm. The World Rallycross Championship has held four rounds so far this year, with competitions in Sweden, Hungary, Belgium and Portugal. Now the final remains in Australia from 30 November to 1 December. Read more about the race results and the exciting electric initiative on page 15.

## Together we are changing the digging world

With the 3rd generation tiltrotator system and innovative products like the finger grip, engcon continues to set the standard for efficiency and safety in the excavator industry. We look forward to seeing how our solutions will revolutionise work for our customers and contribute to increased profitability and job satisfaction.

Thank you for joining us in changing the excavating world!

## Martin Engström

Product Manager, engcon AB



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# Strong interest in engcon's third generation in Paris

The biggest trade fair of the year, Intermat 2024, took place from 24-27 April in Paris, France. engcon was there to promote the third generation tiltrotator and its benefits to the French market. Martin Engström, Product Manager at engcon, describes the interest in engcon's third generation tiltrotator as great.

Now that Intermat has closed its doors for the time being, engcon summarises this year's participation as a great success.

- This year, interest in our products was greater than ever in terms of the number of visitors to our stand. There was particularly great interest in our third generation tiltrotator," says Martin Engström, Product Manager at engcon. "Showing our products live in front of an audience helps to create an understanding of how the tiltrotator works and how it contributes to better profitability for our end customers. There was enormous interest in test-driving the machines on site, continues Martin Engström.

Krister Blomgren, engcon's CEO, is also pleased with the participation.

- France is an important growth market for us. Based on the feedback we received from visitors to our stand, we are very pleased with our participation and look forward to continued expansion in both the French and European markets, says Krister Blomgren.

engcon established its operations in France in 2002 and today the company is represented throughout the country. Intermat, which is held every three years, is an obvious arena for engcon, which is working hard to strengthen its position on the French market.



# Shelby Howland

## VILLAGE CARPENTRY AND LANDSCAPING

Shelby Howland was sub-contacted for a two-week job when he went out on his own in 2022. He got an engcon EC206, attached it to his Kubota compact Kx040-4, and “I was done in four days,” he said with a grin.

Being new to the equipment wasn't an issue, it took about half an hour for him to be comfortable with the EC206. “I did get a little time playing with it at a demo day... but then when I got it new, it was so intuitive to me...it just made sense,” he recalled.

When Howland finished that job he asked if there was more work and the answer was ‘No.’ He'd done it all.

If he has any issue with the engcon, Howland said, it's that he, “gets the jobs done faster and so I end up spending more time finding jobs and less time doing. It's great for the profit but I don't love the estimating part of the job as much as running the excavators.”

Before Howland started his excavation business, Village Carpentry and Landscaping based in Southamptn, Massachusetts, he'd had several careers and many co-workers. He's been a computer programmer, an arborist, a farmer, a carpenter, a tool salesman, and a manager for his mother's construction company. At 33, his latest career as an excavator, with only his engcon for a partner, is his favorite so far.

When Howland worked construction and excavation in the past, he was sometimes irked by the pace of the work.

“It frustrates me when things are done inefficiently,” he said taking a break on a summer job in the Massachusetts Hilltowns where he was appropriately digging out the side of a hill. Recalling former jobs he

said: “The old school method of excavation, you need someone standing around a lot...and I hate standing around.”

Howland likes muddy boots and dirty hands, that's why he stopped administrating his mom's 13-employee company and turned the business over to his brother. Now he has a few people he hires when necessary for his own jobs, including his mother who often does his carpentry.

Working alone suits him, and the engcon 206 he invested in a few year back let him do that.

It gave him “the ability to just show-up on a job, and do it all ... more or less by myself.” He describes the 206 as an intuitive tool but added that he also enjoys watching videos of others using them and that he learns from those videos.

The day we visited he was working with his EC206 on a Kubota compact Kx040-4, enlarging a driveway that was too small for easy access and turning around. He was digging out a hillside to add space and then adding a retaining wall.

Every owner of the house has probably “always wanted to fix it,” Howland said, “but to fix it with any kind other kind of machine would be almost impossible because you couldn't work in this kind of a tight space efficiently.”

Looking over the job site and his engcon in the late afternoon light, he added, “But I can.”

Howland estimated that it would have taken three people, and twice as long, to do the job without an

engcon EC206. “When you’re working on a hillside like this, the dirt always wants to slide downhill. And the fact that I can continuously put the dirt back up the hill means that my dirt isn’t always migrating, I’m always able to control the dirt by being able to get at it from all the different angles.”

Before starting on the driveway, he’d fixed the problem of wet backyard at the same house, “I did a drywall for his sump pump, regraded the whole backyard...removed piers, demo’d a porch, laid down fabric with crushed stone, and reseeded and put down straw on the whole thing.” It took him a day.

He would also be ripping up the old driveway, and demolition is another area where engcon excels.

“I demo’d a 50 foot by 120 foot horse barn with just me and a helper in one day,” he said, noting that the engcon lets a smaller machine function like a much larger one. “With this machine we filled five 30-yard containers.”

The engcon versatility also helps keep costs down on projects, especially those related to watering or flooding issues.

A lot of these jobs are difficult, even annoying Howland said. “But the thing is that I’m doing jobs that people would not even have asked someone to do before because it was either going to be prohibitively expensive or it was just not going to be feasible.”

And he anticipates that things will only get better when he takes delivery of his new engcon EC206B with EC Oil top and bottom that’s due in September. He’ll match it with the Volvo ECR58 he recently bought.

Howland is a big enthusiast of the programmability of engcon. When his new EC 206B is installed on the new Volvo, it will have its blade control connected to one of the rollers on the joystick. He’s amazed at just how many different ways there are to marry any function on the excavator to any control on the engcon joystick. engcon “puts a computer in the system (the DC3 control system) that has the ability to run electronic controls for basically any hydraulic function on the excavator.”

That means the excavator can be controlled—steering, speed, raising and lowering the bucket, even operating the quick-coupler—through the buttons, rollers and

joystick, after engcon installs the kit for that function. After that, said, “I can make it feel the way I want,” in terms of sensitivity and speed, he said.

For example, he said, “I’ve got two speeds on one of the buttons on my joystick and when I’m driving around and I want to slow down or speed up I don’t have to take my hand off the joystick because I’ve got these extras buttons.” He also has stick steering, “The two bottom rollers (on the joystick) drive the machine,” he said. “I don’t have to use my feet to drive.”

“To me,” Howland said, “the tilt-rotator is a package... it’s not just a tilt-rotator. It’s the ability to add things to all these extra buttons and to change and mess around with all this stuff.”

**” There are days where I show up on a job that’s supposed to get done in one day and I’ll bust it out in four hours.**

SHELBY HOWLAND

Looking to the future, Howland said his aspirations are different from many small businesses. He’s not looking to get bigger or to hire more people, “Actually, I’m really looking forward to getting smaller.”

“I’m a workaholic by nature,” he said “and I’ve been trying to get myself to work less. My goal is actually to have the tilt-rotator create so much economic efficiency that can I relax bit.”

Relaxing means more time to do the other things he loves, like playing the fiddle and guitar, and blacksmithing and carpentry.

“With the engcon” he said, “That’s possible. There are days where I show up on a job that’s supposed to get done in one day and I’ll bust it out in four hours.”

That means Shelby Howland’s relationship with engcon not only allows him to do better quality work, it’s allowing him to have a better quality of life.



# Discover the new EC204 Now better than ever!

Discover the new EC204, carefully designed for excavators in the 2-4 tonne weight class. This model is optimised for maximum performance, with a 45-degree tilt angle and the option to equip with integrated grapple or auxiliary hydraulics. Increase your precision with the optional engcon DC2 proportional control system, which offers stepless control and remote support via the mobile network. Enjoy the convenience of using the grapple or sweeper while benefiting from the EC-Oil system.

## Advantages

- + Compatible with EC-Oil both top and bottom.
- + Compatible with DC2. (Compatibility for DC3, ss9, ss0 coming in the near future)
- + Designed with the same safety, features and refinements as engcon's larger models.
- + Compatible with tilt angle and rotation sensor.
- + Central lubrication.

*NOTE! Detachable grapple and detachable sweeping roller are accessories that can be ordered at the same time as the tiltrotator or easily retrofitted.*



## Well, three more things...



### Removable sweeper roller

engcon's detachable sweeping roller is flexible and can be adjusted in width for the work to be done, from cable sweeping to cleaning larger areas to be cleaned. It is easy to retrofit.



### Removable gripper

engcon's detachable grapple cassette simply hooks onto the attachment bracket, locking the grapple cassette in place and connecting the hydraulics in a single operation - a manoeuvre that takes less than a minute. It can be easily retrofitted.



### DC2 control system

Our DC2 proportional control system fulfils the high demands placed on all components such as hydraulics, electronics and software. Adjustment options via Bluetooth and a smartphone as an alternative to PC and USB cable.



# engcon signs strategic agreements in Japan

engcon has signed two important cooperation agreements in Japan. The aim is to further introduce its products to the Japanese market while broadening its sales channels. This initiative is fully in line with engcon's ambition to remain the market leader in the industry.

The agreement signed with Yamazaki Machinery, a Volvo dealer and distributor with great market knowledge and interest in innovation, aims to introduce the tiltrotator more widely in Japan through greater networking and increased product knowledge. The second cooperation agreement signed is with G.Tres, a Japanese dealer with a large social media following, which will give engcon greater exposure for its products in the Japanese market.

- Together with G.Tres as an active influencer in Japan, we will be able to create greater interest in and awareness of engcon and the tiltrotator via social media, says Krister Blomgren, CEO of engcon Group. We also get direct contact with our end customers and can easily show them how they can save fuel and work more efficiently with the help of a tiltrotator, he continues.

Japan is a large excavator market that purchases around 60,000 new machines every year, but awareness of the tiltrotator and its benefits is low,

which is something that engcon is now going to change. engcon has been operating in Japan since 2018 through a cooperation agreement with Kobelco, a collaboration that is still relevant. The newly signed cooperation agreements also open up completely new opportunities for growth in the country.

- These are two strategically important agreements for us, engcon has great ambitions for Japan, the proportion of tiltrotators in the country is low and we see enormous potential for our products in the country, says Krister Blomgren. "With two new and important partners, we are strengthening engcon's position in the country. Their knowledge of the Japanese market is invaluable to us. Together we will change the digging world, he continues.

The cooperation agreements were signed in a formal ceremony in Strömsund with a large delegation from Japan in attendance.





# Suchocki and Son, Inc.

On a recent August afternoon, Josh Suchocki walked along a busy stretch of road in Waterford, Connecticut where his family's company was working on a project for the town. He chatted with workers, checked on their progress, and kept in touch with project managers at other work sites.



His father, Tim, had been a CT D.O.T. inspector, then left that job in 1994 to start his own small excavation business in Preston, CT, doing mostly residential work. Josh came along in 1996, grew-up with the business, and knew it was something he wanted to do as well. Now, Suchocki and Son, Inc. is located in a larger headquarters in Old Lyme, and instead of small residential jobs, most of the work they do is for local municipalities and the State Department of Transportation. Two things helped make that possible: Josh's degree in Construction Management from a local college, and the company's decision to invest in engcon. "When I came out of school I came on board as an operator and laborer and worked in the field," he said of when he joined his father's business in 2018.

After that, he put his degree to work, moved into the operations and estimating side, and suggested to his dad that the company move in the direction of more municipal and D.O.T. work. "He backed me 100%," he remembered. "He wanted to see where the company could go."

Suchocki and Son, Inc. has grown substantially since then, now has 25 employees, and about 85% of its work is government contracts for everything from road reconstruction to bridges, dam removals, large

retaining walls, even wetlands restoration. This summer's Waterford job was for a variety of work including "street-scaping."

"We put new sidewalks in, new granite curbing, a sod grass strip, and new street lighting," he said of the work, much of it done with engcons that helped minimize traffic disruption along busy Route 156 in Waterford.

The overall job included improvements to an adjacent public park in Waterford, where the company dredged a pond, disposed of contaminated material, regraded, added 20,000 square feet of sidewalks, and put up new site lighting. It was a big job.

Suchocki has four workers who can operate their two engcons, an EC214 and an EC219, and they're considering getting another engcon to put on a smaller machine (a 307.5 Caterpillar) for tighter spots. With anywhere between five and seven jobs in progress at once, it pays to have several engcons and talented operators available. They got that first engcon in 2018 when the Suchockis were researching new equipment, and were impressed with the number of available attachments and capabilities of the machine. "The durability of the engcon has been great," the 28-year-old Suchocki said. "We have multiple operators,

and we're still running our original engcon from 2018 and it has about 4,000 hours on it."

Mike Rubino was one of those operators on the Waterford job, and he was ripping up asphalt using the engcon EC219 on the Volvo EC180. "I love the engcon on this rubber tire excavator," he said. "I think the weight and the balance on it is very precise, especially with working on the roadways for smooth travel while excavating and grading."

Rubino also uses an EC214 on a CAT 315 excavator. "I think the engcon for that machine is ideal for certain situations," he said, noting that it's a great combination for jobs that require a long reach. "But what I really like about the EC214 is the two easy buttons to change the implements. I really love the engcon because it reduces the labor help you need on any job."

Winning bids from the state and towns can mean working along busy roads with lots of traffic, and the mobility with the engcon helps keep the traffic moving. "It's huge," Suchocki said. "The engcon has a great effect on the movement of the machine... we can sit in one configuration... and do multiple things from one position with the excavator."

There was a traffic control flagger on-site in Waterford, but she easily kept things moving because the excavator never moved into traffic to change angles. That's because the engcon can approach the work from any

angle while the excavator stays in one spot.

"It saves on wear-and-tear, it's huge on safety, and it saves on labor," Suchocki said, because "the more we can do with a smaller crew, the better off we are."

Saving on labor is an advantage on any job, but it becomes more important when the job is up for competitive bid. State and town contracts, by law, must be awarded to the company that offers to do the job for the lowest cost.

"It definitely gives an advantage at bid time," Suchocki said, because lower labor costs means a more competitive bid. And bidding on contracts is a big time-investment in terms of the time it takes to prepare and submit one. "An average bid for us takes anywhere from 16 to 40 hours."

"It's a nice advantage to me on bid-day knowing I have this technology to facilitate the work," he noted.

State, town and city jobs are also more involved on an organizational and management level. "You're held to a higher standard," he said. "There's a lot more oversight on us, there are inspectors watching everything we do." And occasionally they get an inspector who hasn't seen an engcon at work before.

"They say things like, 'That thing is so cool, I can't believe what you guys can do with that!,'" he says with a laughs.

"Once you have it," Suchocki said. "...it's hard to do without."





# engcon launches new finger grab

engcon is launching an advanced, lightweight and agile finger grab that takes the handling and lifting of twigs, branches and logs to a whole new level. It is equipped with EC-Oil as standard, allowing you to easily change hydraulic attachments or disconnect the tiltrotator.

Developed in collaboration with Hultdins AB, the finger grab is equipped with arms that are perfect for handling demanding tasks such as handling twigs, branches and logs. It opens smoothly and softly when you use it, you can lift what you need without problems with debris that comes with it that can otherwise make the moment difficult to handle. The fact that it is also equipped with EC-Oil as standard makes it one of the sharpest attachments on the market in its field, as you can easily

switch between different hydraulic attachments without leaving the cab.

-The finger grab is a good addition to our range of tools, says Martin Engström, Product Manager at engcon. Thanks to our close dialogue with our end customers, we can develop products that we know there is a need for on the market, and the finger grab in combination with EC-Oil is an excellent example of this, he continues.

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ENGCON PROUD PARTNER OF RALLYCROSS  
ELECTRIFIED VEHICLE INITIATIVE

# Klara and Niclas from CE Dealer Team conquer the rally world again this year

For the third year running, engcon is partnering with CE Dealer Team with drivers Klara Andersson and Niclas Grönholm. The World Rallycross Championship has held four rounds so far this year. In addition to Sweden, rounds have been held in Hungary, Belgium and Portugal.

Two years ago, for the first time, we saw a World Rallycross Championship being run with fully electrified cars. For engcon, it was a no-brainer to be a partner in this exciting event. The company is at the forefront of sustainable excavation and the latest generation of tiltrotators are adapted to electrified excavators, so it was a logical step to be part of the electrified rallycross programme.

- It's been exciting to follow Klara and Niclas' journey over these three years, we've had the opportunity to invite customers around Europe to follow the competitions on site and it's been very much appreciated," says Martin Engström, Product Manager at engcon. The collaboration has also meant that Klara has visited Strömsund, where engcon's head office is located, on two occasions. Interested and curious

Strömsund residents have had the opportunity to meet Klara, sit in the rally car and hear her talk about her experiences from the competitions around the world, which is incredibly inspiring, continues Martin Engström.

This year's championship presented for the first time in history the format "Battle of Technologies," where electrified cars meet cars with internal combustion engines on renewable fuel. An exciting novelty and an initiative that is also in line with engcon's sustainability focus and which we are particularly pleased to be a part of. As this year's edition enters the final lap after the races in Portugal, Niclas Grönholm is in fifth place and Klara Andersson in sixth place in the overall standings ahead of the final competition.

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MUNICH, GERMANY | 7-13 APRIL 2025

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