

TILT & ROTATE



**SPEED AND PRECISION
FOR MAJOR CIVIL
INFRASTRUCTURE
WORKS**

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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.

Speed and precision for major civil Infrastructure works



Independent Earthworks entered the earthmoving market just three years ago. Managing Director, Grant Pierce, had a twenty year history of working with many of the country's Tier1 contractors. Backed by his industry experience and skills, Grant identified an opportunity to start his own business.





Scope of works

The company specialises in performing major civil works, typical of which is the current site on a major International airport precinct. The project involves an elevated ramp and road construction as an upgrade to access a car park. The elevated road consists of five spans, earthworks, pavements, drainage, pier protection barriers, reinforced earth walls, concrete piles, abutments, columns, crossheads, beams and services. The works will provide a direct connection from a freeway to new dedicated pick-up and drop-off zones in the car park, reducing traffic congestion and enhancing safety. The project's design focuses on separating public traffic, pedestrians, and commercial transport operators through an elevated road network. This road design streamlines traffic flow from a freeway to all airport terminals, helping a smoother and more accessible journey for all airport users. Grant said, "This site is typical of those where you have to work in areas of tight access, strict time schedules and the challenges of non-stop, high volume vehicular and pedestrian traffic movement throughout the day. These constraining elements make it important that we can work quickly, efficiently and safely within the confines of the space." "As a contractor in the civil construction market, it is very important for the prime contractor to know that we have state of the art gear that is going to give them the expected level of efficiency and precision.

Equipment solution

"We recently bought an 18-tonne Hitachi Zaxis 170W rubber tyre excavator which is fitted with an engcon

tiltrotator system with an engcon EC219 EC-Oil automatic quick coupler system, a full range of buckets including a set of forks and Topcon 3D GPS guidance. This machine has been a game-changer, allowing for rapid relocation across our construction sites. "On the airport road project, the versatility of our Hitachi rubber tired excavator working with the engcon system has a loader backhoe, compact track loader and a 15-tonne excavator, which is a major boost to safety and productivity. "This machine combination enables us to deliver high efficiency and precision on every job site -- in the dirt, or sitting on asphalt or concrete without any damage, making this machine valuable to any civil project.

Living up to expectations

"This is our first engcon tiltrotator and from the time we bought it in February this year it has absolutely lived up to our expectations in every way. The main requirement was for versatility on the job. On projects like this you have to be able to change tools quickly and adapt to site conditions by responding immediately to what the client needs. "I had seen many other contractors were starting to use engcon tiltrotators and they were becoming quite common on jobs like this. I realised it was time for us to be part of the progress to versatility and flexibility. The engcon system gives us a huge benefit through its safety and ability to rapidly change tools without the operator leaving the cabin and not needing to move the machine, a major consideration on infrastructure construction sites. "Our customers benefit from us being able to complete

tasks quickly, safely and with a minimum amount of effort. Being able to move the excavator's tools through 360 degrees means that we can quickly do anything that is needed on a site, despite multiple tool changes.

An operator favourite

Operator Mark Fisher shares this view, saying "My first experience with engcon tiltrotators was around ten years ago when I was introduced to the technology on hi-rail machines that included excavators and other equipment. "My specialty is operating rubber tyred machines. I really appreciate how the functionality of engcon tiltrotators is driven by advanced hydraulic systems. These systems are integrated with the excavator's existing hydraulic system, allowing for seamless control of the tilt and rotation functions. Once learned, the operator can manipulate these functions using controls in the excavator's cabin, providing real-time adjustment and precise positioning of the attachment.

"With the ability to tilt and rotate any attachment, I can complete tasks faster and with greater accuracy. For example, when digging trenches or shaping earthworks, the tiltrotator allows for precise angling of the bucket, reducing the need for manual adjustment and repositioning. This ability is excellent for saving time, while reducing fuel consumption and machine wear.



"With the wheeled excavator and the engcon system, I can leave the machine in the one parked position for most of the time and perform tasks without leaving the cabin. This benefit makes for a very quick and efficient approach to the job.

"Using the integrated pincers, it is easy to pick up objects on the ground such as pallets and move them out of the way. Unhooking a bucket and attaching other tools just takes a matter of seconds. On most of these large infrastructure sites safety is paramount. Our customers appreciate it the benefits of having the engcon for safety, speed, efficiency and precision.

"There is no doubt that engcon tiltrotators improve safety on the job site. By giving me more control and flexibility of movement, this minimises risks associated with awkward positions, excessive reaching, and repetitive motions. The great precision of the tiltrotator also reduces the likelihood of errors and accidents."

In conclusion, Mark said, "You can't beat the engcon tiltrotator. It's definitely the best in the game and is absolutely reliable. In my experience no other rotation equipment comes even close to the reliability, efficiency and operation of the engcon system."

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 co-operation 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 co-operation 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 co-operation agreement with Kobelco, a collaboration that is still ongoing. 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 co-operation agreements were signed at a ceremony in Strömsund with a large delegation from Japan in attendance.



JK Williams delivers quality with engcon precision

JK Williams builds bridges, roads, performs bulk earthworks and constructs concrete pavements. The company is widely regarded for its projects that include civil construction, infrastructure projects, residential and industrial subdivisions, property development, landscape and open space projects.

Founded more than 65 years ago, Sydney-based JK Williams has a rich family history and a strong heritage of quality, stability and innovative industry leadership. Its reputation for excellence, resourcefulness and responsiveness comes from the values that have guided the company, while its energetic enthusiasm in helping its clients succeed has given it a competitive edge. The company employs more than 200 people, including well experienced professionals and construction personnel who are focused on providing service that exceeds the expectations of its clients.

Detailed residential development earthworks

The company is currently working simultaneously on Stages One and Two of a new suburban residential development site in South-West Sydney. Work has included bulk earthworks, drainage and infrastructure pits as well as site preparation and materials placement for the construction of kerbs, gutters, footpaths and landscaping.

"We have always adopted the latest technology, together with an innovative approach to improving our construction operations, which has led to the way we deliver projects today," said site supervisor Nathan Brindley.

"The engcon system is part of our focus on quality assurance and has made a significant contribution to providing clients with both cost effective and time efficient solutions. The engcon technology has given us many long term benefits and has influenced the way we conduct our construction operations," Nathan said.

Site and operation flexibility

The JK Williams Liebherr 16-tonne A914 wheel excavator is operated by Harley Masterfield, a construction worker who has been working with JK

Williams for seven years. A construction industry career was attractive to Harley who had previously worked in distribution. He was drawn to JK Williams by noticing the depth and variety of their infrastructure works across Sydney, their professionalism and industry ethics.

"I was originally a backhoe operator but have spent the last ten months using the engcon tiltrotator with the Liebherr wheeled excavator," said Harley. "When JK Williams bought the Liebherr excavator, I welcomed the opportunity and the challenge to learn how to operate a new machine, together with the engcon tiltrotator system and its tools.

"Learning has always been a passion of mine and the challenge of becoming expert in the machine and its engcon tiltrotator really appealed to me. While adapting my skills to learning the tiltrotator came naturally, it still took a while to become fully expert. In the process it became clear how the joystick hand control system was so ergonomic, intuitive and natural that operating the machine and attachments became a very efficient and productive process.

"Becoming proficient with performing rotation, tilting and opening the grabs at the same time was a fairly fast learning experience. The engcon control system that forms part of the tiltrotator process really makes it easy to execute all tool movements with great precision.

"On this project, the Liebherr A914 wheeled excavator is performing works as required on the two site stages. It is very satisfying to complete different tasks which involve numerous attachment changes throughout each day. The wheeled excavator in conjunction with the engcon tiltrotator system virtually gives me limitless capabilities to perform every type of works that are required on this site, without the need for additional machines, attachments or personnel.

Meeting any challenge

"The variety of tasks where the engcon system provides outstanding performance includes preparation for services, trenching or landscape work. Other tasks involve unloading trucks, picking up and moving pipes or rocks with the grab attachment, performing final trim with the spreader bar and trimming buckets, especially doing the finishing touches on this first stage of the development.

"It's a huge benefit that in a minute you can drop a bucket off and install other attachments and back again, without moving from the cabin of the machine. This makes it extremely safe when working in the vicinity of other people and saves a massive amount of time every day.

"With this equipment, the possibilities are endless. Even in the last ten months, I have learned so much about the amazing capabilities of this excavator and tiltrotator system. It is always a surprise to other tradespeople on site to see that the way the buckets can be rotated and tilted to any angle needed perform work with such apparent ease, precision and efficiency.

"The machine is not just about my task, it's also about reducing time and effort for others who are working on the site.

"The capabilities of the engcon system are particularly valuable when I am assisting on landscape works where landscapers shovel material from the bucket into small spaces. I can fill a bucket of concrete to help the pit builders where I can spin the bucket to place material into all corners of the pits to really speed up their job.

Others working on landscape and fine detail work find it extremely helpful how I can manipulate the loads and buckets to make their job a lot easier and faster.

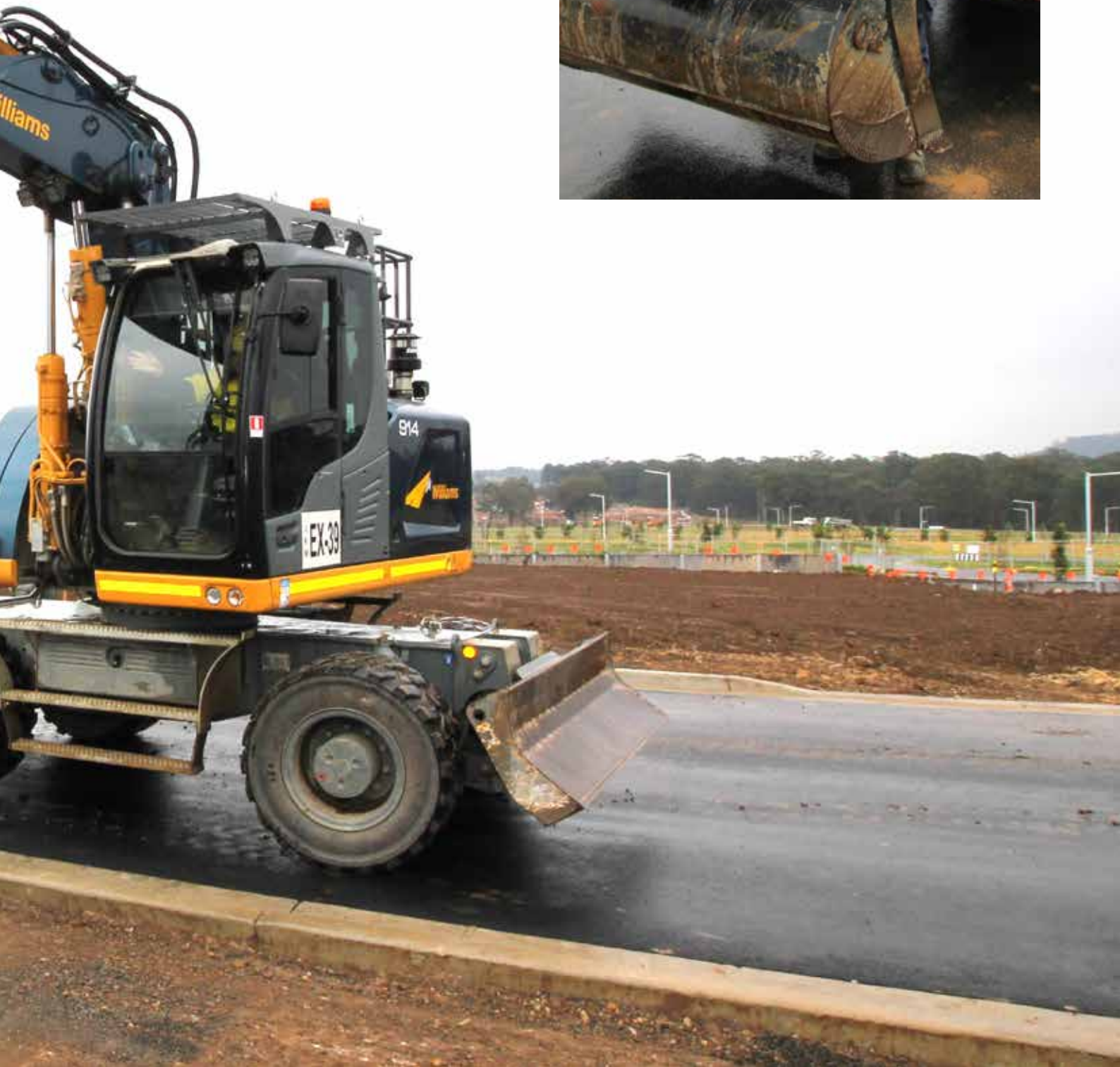
Great reliability

"There are absolutely no issues with the engcon system. It is a well-engineered piece of equipment that works faultlessly and always performs the tasks for which it has been designed", Harled added.



” Becoming proficient with performing rotation, tilting and opening the grabs at the same time was a fairly fast learning experience.

HARLEY MASTERFIELD





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.



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 race.

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