

TILT & ROTATE



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A continued focus on innovation and partnerships for a sustainable future

Partnership with the CE Dealer Team

The World Championship in Rallycross is in full swing and engcon continues to be a partner in initiatives that focus on electric vehicles. Just like last season, we are proud partners of the Construction Equipment Dealer Team (CE Dealer Team) with drivers Klara Andersson and Niclas Grönholm. The season began on 1–2 June in Montalegre, Portugal and has now reached its final stage with the seventh round taking place in October in Cape Town, South Africa. Because engcon is at the forefront of sustainable excavation, it's especially gratifying that we're also involved in this year's sustainability initiative in rallycross.

New, improved machine coupler for excavators in the 12–19 tonne range

engcon works constantly on product improvement and always with a focus on the end customer. In May, we launched a new, improved machine coupler for excavators in the 12–19 tonne range as a further step in our improvements for the end customer. One of the advantages of the new machine coupler is its hoseless EC-Oil block, which provides longer life and ease of service, maintenance and retrofitting. Read more about the new S60 machine coupler on page 11.

Open solutions make things easier for the end customer

We passed an important milestone in May when world-leading excavator manufacturer Caterpillar chose to follow our strategy of creating open interfaces where the end customer is able to benefit from all of the advantages the excavator and the tiltrotator both have to offer. Read more about this new feature on page 12.

Unique collaboration between engcon and upper secondary school in Strömsund

Through its collaboration with engcon, Hjalmar Strömer school in Strömsund in Sweden is able to provide its students with the very best environment for their future careers. Thanks to the latest technology from engcon and unlimited time in the cab, the world of excavation lies at their feet. Read more about the collaboration on page 18 and let us know about any interest in a similar collaboration near you.

Martin Engström

Product Manager, engcon AB



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**engcon continues
its electric rallycross
initiative** ▶



The FIA World RX Championship, the electric rallycross World Championship series, began the season with competitions in Montalegre, Portugal 1–2 June and has now reached its final stage, with the seventh round taking place in October in Cape Town, South Africa. Just like last season, engcon is proud to partner the Construction Equipment Dealer Team (CE Dealer Team) with drivers Klara Andersson and Niclas Grönholm.

2022 was the first time that a World Championship was held with fully electric cars – a major step toward sustainability in the world of motorsport. The initiative is wholly in line with engcon's ambitions when it comes to climate transition in the world of excavation.

"The partnership has been very beneficial for us," says Martin Engström, Product Manager at engcon. "Our vision

of sustainability for the world of excavators is a perfect fit with the new electric World Championship series and the EV initiative. It's clear we're pulling in the same direction. With our new generation of tiltrotators, engcon is focusing on energy savings. Our innovative solutions reduce dependence on fossil fuels and provide energy-optimised excavators that are even smoother to drive," he continues.

Aki Järvinen, engcon's country manager in Sweden, is also very positive about working together with the CE Dealer Team.

"We're delighted to take part in such an exciting sustainability initiative. Not only is the initiative a step toward a more sustainable society, it also enables competitive motorsport. The all-electric cars, with a motor output of 680 hp, can accelerate from 0–100 kph in less than two seconds, which is faster than in Formula 1," says Aki Jarvinen.

” The partnership has been very beneficial for us.

MARTIN ENGSTRÖM, PRODUCT MANAGER

In conjunction with the World Championship series last year, we launched a product known as the recovery plate, a tool for use when moving live electric vehicles on the race track. The ability to move cars on the race track quickly without the intervention of track staff enhances safety during such operations. The recovery plate is used together with a tiltrotator, making operations even more efficient as the tiltrotator provides great flexibility through its unique tilt and rotation capabilities. The product was developed in a collaboration between engcon, Volvo CE and Granfors Racing.

Great interest was shown in the electric World Championship series in 2022. Motorsport electrification is in its infancy and the eyes of fans and partners the world over were keenly focused on the various races. Both Klara Andersson and Niclas Grönholm have signed a multi-year contract with CE Dealer Team; last season Klara finished seventh and Niclas third in the trailblazing rallycross series. Interest has remained great throughout this year's season, and engcon is looking forward to cheering on Klara and Niclas at the last two events of the season in Cape Town, South Africa.

For further information, visit cedealerteam.com/events.



@niclasgronholm



@klara_rx



LONDONDERRY NEW HAMPSHIRE:

Tom Gardocki, New Era Excavation

Tom Gardocki is excavating a narrow, muddy, crooked sliver of land beside a lakefront house in New Hampshire, and he's working so quickly and easily you'd swear he was born in the cab of a John Deere.

Truth is, Gardocki was operating equipment before he was even in kindergarten — a skid steer, at 4 and a back-hoe at 6. But that was just for fun. He didn't get serious about running machinery on the job for his parents' landscaping business until he hit double-digits, age 10. By high school, he and his friend Craig Hammel were working as landscapers, then attended the University of New Hampshire to study construction management.

” The engcon is essential to us to fit into all the areas that we need to fit into.

TOM GARDOCKI

Today, their business, New Era Excavation in Londonderry, New Hampshire, is an earth-shaking success. It's doubled its business almost every year since beginning in 2015. Part of their success is attributable to the business skills they learned in college, Gardocki says.

“You can be really good at digging holes,” he says, “But if you can't do the numbers it doesn't really work. You have to have both.”

The other part is their engcon equipment. New Era got its first engcon EC226 in 2017, as engcon was just entering the North American market.

“It was the first one that engcon North America sold in the United States,” Gardocki said proudly, pointing to the machine he's using by the lakefront. “And that's it right there.”

“Aside from a rebuild last winter and some maintenance, [the engcon] has been trouble-free,” Gardocki said.

New Era has two EC226's and one EC223. He also has a Kimatsu PC 360, “...which is the biggest machine in the

world running an engcon coupler,” he said. When asked what engcon attachments has, he just laughed. “All of them,” he said.

Gardocki, who knows his way around YouTube, Facebook and Instagram where he is known as the Dirt Ninja since 2010, had seen engcon equipment on social media being used in Europe, and thought, “That would be pretty cool.” As The Dirt Ninja, Gardocki has posted hundreds of videos of everything from tips, to tricks, to time-lapses of his work. One video that features engcon's 10-foot grading beam has over 11 million facebook views.





” The machine can be in any position and you can dig in any position.

TOM GARDOCKI

“I really like showing off the work we do,” he says. “Social media is a great marketing tool if used correctly. Customers can get to know you and your company before they even pick up the phone to request a quote.

“It’s also great for networking. We have found other great contractors in the area that we now work with or sub work out to. I also like showing the tools and equipment that we use and sharing tips and tricks to the equipment or operating,” he said.

A facebook post with photos by The Dirt Ninja about the lakefront project we visited reads:

“We are back at one of our waterfront projects starting excavation for a fairly complicated poured retaining wall. About 165 ft of retaining wall will be poured, some sections as high as 13ft to hold up the driveway and septic system. It will also have a set of stairs down the side of the house to access the pond. Some of the footings are 9ft wide and 1.5ft thick and the walls have 1" rebar in them! It will be 13-

feet at its highest point, and has footings of 9 feet.” Gardocki estimates that this kind of close-quarters job makes-up about 80 percent of New Era’s business.

“They’re mostly waterfront properties, which means they are very small lots. Generally, there are very wealthy people buying the lots so they want to maximize the house they can put-on it, so they’re trying to put the biggest house possible on the smallest lot. So, you have very limited space but you still need large equipment in order to do the job efficiently. To do these small jobs with a large piece of equipment, the engcon is essential to us to fit into all the areas that we need to fit into,” Gardocki said.

And the ability to change attachments quickly and easily has become essential. “EC-Oil is great,” he noted. “I can’t live without it. We use it all the time with all the attachments we have. It’s so awesome that you can change from attachment to attachment in under 10 seconds and never get out of the machine to touch a hydraulic hose. “



On the back porch of the house, looking out over Cobberts Pond, Gardocki pointed out, “If I didn’t have the tilt-rotator, I couldn’t use this big a machine on the site (a 1999 John Deere 200lc running an EC226). I’d have to use a smaller machine because I couldn’t get into the spaces I have to get into.” And that in turn would require more help — at least one or two more guys, a mini-excavator, and the challenge of moving the dirt.

” EC-Oil is great, I can't live without it.

TOM GARDOCKI

The narrow work area on the lakefront project meant the biggest difficulty was efficiently loading all that dirt into the large dump truck, because it was uphill from the excavator, and the excavator itself was uphill from the digging site. “If I have a traditional excavator, and you go to curl when you’re below the truck, you can’t curl enough, so the dirt falls out. I’d be spilling a lot and getting dirt all over the trucks. But with the engcon I’m able to spin the bucket,” and all the

dirt falls right on target. That’s the beauty of the engcon, Gardocki said. “The machine can be in any position and you can dig in any position.”

Growing the business remains a priority for Gardocki and Hammel, who are in their mid-30s. Gardocki, who is married, has a 2-year-old and another baby on the way, and is building his own family home.

New Era’s three engcons are part of the winning formula that includes decades of diverse work experience, an education in business management, and the right equipment that helps their operation run smoothly, even when they find themselves in tight spots.

DEMO DAYS



Come join us for a demo day
and test drive an engcon!



SATURDAY, OCT 21ST
NEW PALTZ, NY

Hosted by:
BRIAN & TONY DIETZ
Bob Dietz & Sons



SATURDAY, OCT 28TH
SALT LAKE CITY, UT

Hosted by:
RYAN GOODFELLOW
Rock Structures



Reserve your
spot here

engcon has launched a new and improved machine coupler for excavators in the size of 12–19 tons

engcon, the leading, global manufacturer of tiltrotators, quick couplers and accessories for excavators, is constantly working to improve its products, with the end customer always in the focus. To further enhance the end customer experience, engcon is now launching a new, improved machine coupler for excavators in the size of 12–19 tons.

In addition to making the machine coupler stronger, the retrofitting with EC-Oil blocks will be easier as the new machine coupler contains almost no hoses and minimizes the risk of leaks. The end customer will also notice that the new bolt-on EC-Oil block has an increased hydraulic flow.

“Thanks to our innovation-driven work with a focus on the end customer, our customers can rely on engcon to always deliver state-of-the-art technology. Our package should be the complete solution and the premium product that our customers want, now and in the future,” says Martin Engström, Product Manager at engcon.

Advantages with the improved machine coupler S60:

- ▶ EC-Oil block without hoses, this means a longer service life, easier for repairs, maintenance, and retrofitting.
- ▶ Reinforced construction both laterally and in the digging direction.
- ▶ Increased stability around attachment points to the machine that contributes to a better operating experience.
- ▶ Improved and more flexible hose routing between excavator and machine coupler.
- ▶ Bolted lifting hook and possibility with lifting eye.



Read more





engcon compatibility: Cat® Next Gen excavators (NGH)

engcon is proud to announce that its next generation DC3 steering system is compatible with Cat® NGH excavators in the 13 to 35 tonne weight range. This will make installation of engcon's tiltrotators and control systems on Caterpillar excavators much simpler than before.



DC3 - the next generation control system for engcon tiltrotators, is based on a new hardware and software platform that makes installation and connection to interfaces supplied by machine manufacturers easier compared to today's conventional aftermarket installations. By using the third party tiltrotator support interface now available on Cat® NGH, the installation of engcon tiltrotators is completed in a few hours, instead of days.

"With demand for our products increasing on a global scale, it is essential that we make our tiltrotator more available to the customer. Making sure the customer can enjoy the full value of what the tiltrotators and machine have to offer is equally important. Now that the new third-party tiltrotator support interface is available on Cat® NGH and our DC3 control system, both can be achieved," says Tomas Wall, Solutions Architect for Control Systems at engcon.

By making engcon's next generation tiltrotator control system compatible with the Caterpillar third-party interface,

installation is not only simplified, but customers can now also enjoy all the technical features offered by Cat® NGH combined with engcon's tiltrotator.

The interface allows the tiltrotator to be controlled seamlessly via the Cat® NGH joysticks. It is also fully compatible with engcon's second generation positioning solution, ePS v2, which allows the tiltrotator to transmit both tilt and rotation information directly to the machine. The positioning information can then be used in Cat® NGH functions such as Cat Grade, Cat Payload, and Cat E-Fence. Because tiltrotators from engcon are now fully compatible, customers can take advantage of all the technology Cat NGH excavators have to offer, while leaving the cab intact and free from additional sensors.

engcon's DC3 control system, compatible with the CAT third-party tiltrotator interface, will be available later this year; for further information about the product, contact your local engcon dealer.

SARATOGA SPRINGS, NEW YORK

Cole Gailor, Gailor Ground and Earthworks LLC

Cole Gailor was so sure he wanted an engcon EC206 that he bought the tiltrotator first and then went to an engcon Demo Day when he had a chance. “I didn’t even know how much it cost, right off the bat,” Gailor remembered. “It was more, ‘How can we make this work?’ ”

“We were looking at a new excavator and we needed something to fit our needs...that crossover residential-sized machine that we could get into tight places but also be large enough to get into some of the other spots where we need to load tri-axle trucks,” he said. “The Cat 306 fit the bill, but we wanted more universal use, and the tiltrotator was the only way to go.”

” **The selling factor
was EC-Oil.**

COLE GAILOR

That 2021 decision was not made on a whim. First, Gailor reached out to multiple engcon owners who had experience with the equipment, and what they had to say he found very persuasive.

“Frankly,” Gailor recalled, “the selling factor was EC-Oil (engcon’s quick coupler system). That really sold it for me and my dad. I hadn’t even run one, but I knew we needed this.”

Gailor was working at a softball field in Clinton Park, NY, when we visited, improving drainage, paring back thick

outfield grass, as well as grading and general clean-up under the fences and behind home plate. When Gailor angled the engcon and scraped-up the outfield grass that had crept into the infield, it was like he was peeling an apple.



Then he just swung the bucket 180 degrees, angled it again, and dumped it into a truck.

Excavation and landscaping is in Gailor’s blood. One of his grandfathers operated a landscaping business the 1950s, when a backhoe was an advanced piece of equipment, and his other grandfather operated a cable shovel at an iron ore



mine. His parents started Peter J. Gailor Landscaping and Excavating in the 1970s, and he grew-up on skid steers and excavators the way other kids played on skateboards and bicycles.

” You can turn it at a 45-degree angle and lay the cutting edge flat and clean it up nice and neat. I’m able to do things with more precision.

COLE GAILOR

Gailor rebranded the company Gailor Ground and Earthworks LLC after his father died in 2022, but the work is not so different. It’s mostly grading, retaining walls, and drainage solutions with an emphasis on problem-solving rather than just following a set of plans.

These days, he said, homeowners are more interested in improving their current properties with projects like adding a detached garage, rather than buy new. Talking about the work going on at the ball field, Gailor noted the versatility of the engcon.

“There’s a lot of work that I could do (here) with a skid steer, but instead I chose to bring in the excavator with the engcon so I can use the grading bucket,” Using other equipment would require a lot more movement and the creation of multiple paths on and around the ball field. With the engcon, he said, he can reach and excavate using only one access path because it’s so agile and mobile. Also, “I can sneak-in along and under the fences with the grading bucket,” he points out. “That’s the beauty of being able to rotate it, you can turn it at a 45-degree angle and lay the cutting edge flat and clean it up nice and neat. I’m able to do things with more precision.”

At this point for Gailor, the engcon is “indispensable”. “Every place we go to that machine is there,” Gailor said. “At this point we couldn’t do without it.”

Gailor echoed a feeling seemingly held by every engcon owner about manpower and an engcon, when he said “It’s made us more productive, and that goes back to being able to maintain or increase productivity with less people.”

As Gailor went back to working on the ball field, it was clear that his decision to go with engcon was a home run.





Innovative collaboration with engcon gives students opportunities for promising careers

Thanks to the collaboration with engcon, Hjalmar Strömer school in Strömsund is able to provide its students with the very best environment for their future careers. Using the latest technology from engcon and unlimited time in the cab, the world of excavation lies at their feet.

"We're truly grateful and proud of our collaboration with engcon," says Klas Norlén, teacher in the construction course at the upper secondary school in Strömsund. "Were it not for our collaboration with engcon, the course would not have attained the level it has," he continues.

The collaboration began back in 2019 as there was a need for suitably trained machine operators in the industry. Today, the majority of students have jobs even before they have taken their high school finals, largely because they had the opportunity to use the latest products from engcon during their studies.

” This is definitely something the rest of the world should emulate.

KLAS NORLÉN

The machine currently used by students during school hours is a Volvo EWR150 equipped with an S60 machine coupler, an EC219 tiltrotator and a detachable grab cassette that is easily switched to a sweeper cassette.

The machine is also equipped with EPS, Volvo's Dig Assist, which communicates easily with engcon's tiltrotator and control system.

Klas Norlén also tells us that engcon employees from the rest of the world frequently make study visits to get insights into how the collaboration works.

"This is definitely something the rest of the world should emulate, as it would safeguard the skills supply for the industry," he said.

Martin Engström, product owner at engcon, also takes a positive view of the collaboration and would be happy to see other countries do the same.

"Considering the generational switch the industry is facing, engcon is not averse to collaborations with schools in other parts of the world," he said. By using our latest technology, students gain knowledge and an understanding of the limitless possibilities our products offer. It also helps us find innovative entrepreneurs who can help us develop the products of the future," continues Martin Engström.



” **By using our latest technology, students gain knowledge and an understanding of the limitless possibilities our products offer.**

MARTIN ENGSTRÖM

Do you know of any school that would be interested in collaborating with engcon?
If so, get in touch with us!

Scan here



The engcon logo is located in the top right corner of the image. It consists of the word "engcon" in a bold, lowercase, sans-serif font, with a registered trademark symbol (®) to its upper right. The logo is set against a solid yellow rectangular background.

engcon®

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