

# TILT & ROTATE



**Meet us at**  
our next event!



THE TILTROTATOR  
REVOLUTIONIZES  
THE EXCAVATION  
INDUSTRY

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LANDSCAPING,  
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# Welcome to an exciting new year with engcon!

We continue with the same drive as before to develop new and existing products so that you as a customer can increase your profitability and earn more money. Our focus on innovation, sustainability and quality ensures that we can offer you the best solutions on the market.

Our vision is to change the world of excavation - we can only do that together with you. Our main focus is to have a close relationship with you who use our products, i.e. excavators worldwide.

We continue to grow and expand into new markets. Last year we opened a sales office in Japan and we are convinced that it is a good complement to our sales offices in Australia and Korea in Asia. We want to make the whole world yellow!

We will put extra effort into meeting our customers in the coming year. We know that the best way to understand the benefits of tiltrotators is to test and feel the difference. It also gives us the opportunity to showcase our latest innovations and meet customers and partners from around the world. In the coming year, we will therefore participate in a variety of fairs and demo days. We look forward to sharing our progress and vision for the future with you. Scan the QR code on this page to see where you can meet us to talk about how we can increase your profitability.

We look forward to continuing to change the digging world together with you!

## Martin Engström

Product Manager, engcon AB



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## CUSTOMER SURVEY

As we are constantly striving to improve our products and services, we would appreciate it if you answered our short survey so we can become even better!



## EDITORIAL STAFF

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NEW LAUNCH FROM ENGCON

# Improved machine coupler for excavators in the size 20-30 tons

engcon is constantly working to improve its products, with the end customer always in focus. As another step forward to enhance the end customer experience, engcon is now launching a new, improved machine coupler size S70 for excavators in the size 20-30 tons.

A year ago, engcon launched a new machine attachment for excavators in the size 12-19 tons with the model S60. Now it's time for the S70 the next size, and just like the previous model, this coupler is now stronger. In addition, retrofitting with EC-Oil blocks will be easier because the new machine coupler no longer contains hoses and minimizes the risk of leakage. Like the S60, the S70 has an increased hydraulic flow, which is beneficial when using a hydraulic hammer or other tools that require a larger amount of oil.

– Thanks to our innovation-driven work with a focus on the end customer, you can trust that engcon will always

deliver state-of-the-art technology. Our package must offer a comprehensive solution and be the premium product that our customers want, now and in the future, says Martin Engström, product manager at engcon.

The next step in product development in terms of attachments is the launch of the S40 for the 3-6 ton size class and the S45 for 6-11 ton as well as the S80 for the 27-40 ton size class. These models will be launched in the first half of 2025.



# The tiltrotator revolutionizes the excavation industry

engcon is constantly working to develop its products - always with the end customer in focus. Our vision is to change the digging world, we have revolutionized the industry by turning the excavator into a tool carrier.

Sustainability is one of several driving forces in engcon's innovation work. By using a tiltrotator, excavators can perform more tasks with higher precision and efficiency, leading to increased profitability but also reduced energy consumption and thus reduced climate footprint. In pure numbers, the use of a tiltrotator means a reduction in fuel consumption of up to 20% per excavator. Our third generation tiltrotator is a cut above its predecessors. Compared to generation two, it reduces energy consumption by up to 30%.

In 2025, we will launch more models of our third generation. First up is the EC309, which will have its world premiere at Bauma in Germany in early April. By continuing to develop and implement innovative solutions like the tiltrotator, engcon is showing that it is possible to combine profitability with environmental responsibility. This is how we are changing the digging world!

**Read more about our sustainability work**



The engcon logo is displayed in a yellow rectangular box. The word "engcon" is written in a bold, black, sans-serif font with a registered trademark symbol (®) to the upper right.The RodRadar logo features a stylized red and blue wave icon to the left of the text "RODRADAR" in a bold, black, sans-serif font. Below this, the slogan "Break Ground, Not Pipes!" is written in a smaller, red, sans-serif font.A large excavator is shown in a dark, earth-filled environment. The excavator's bucket is equipped with a Live Dig Radar (LDR) system, which is emitting a series of concentric, glowing orange and yellow waves that penetrate the ground. A blue circular inset on the left shows a close-up of the radar's sensor. The background is dark and textured, suggesting a construction or excavation site.

# Unique cooperation

engcon today announced a strategic global collaboration with RodRadar, the developers of Live Dig Radar® (LDR), a patented technology for real-time underground utility strike avoidance.

This partnership will integrate RodRadar's innovative LDR system with engcon's quick couplers and tiltrotators, delivering a seamless solution for contractors, utilities, and municipalities. The result is a transformative approach to safer, automated, and more efficient excavation.

RodRadar's LDR technology enhances excavator operations by enabling real-time detection and avoidance of underground utility infrastructure during excavation, without the need for off-site or offline expert analysis. The technology is embedded in the LDR Excavate digging bucket and complemented by an intuitive in-cabin operator display unit.

"This collaboration is fantastic news for our end customers," said Sam Ryan, Regional Director & Global OEM Manager at engcon. "By integrating our advanced tiltrotator technology with RodRadar's Live Dig Radar, we're enabling safer, automated, and more efficient digging operations while significantly reducing time and costs on-site."

The integration of engcon's tiltrotators and RodRadar's LDR system is poised to modernize excavation processes, boost operator safety, and drive project efficiencies.

"We are thrilled to partner with engcon," said Yuval Barnea, VP of Sales and Marketing at RodRadar. "Their innovative solutions perfectly align with our Live Dig Radar system, creating a seamless integration that enhances contractors' safety, precision, and productivity. This partnership represents a significant step forward for both companies, enabling us to deliver unparalleled value to the construction industry and set new standards for operational excellence."

The solution will allow contractors to upgrade their engcon DC2 and DC3 systems with EC-Oil technology, enabling seamless compatibility with the RodRadar LDR system. The machine coupler solution is available Q1 2025. The solution under the tiltrotator will be available later in the year.



CORBY BIDDLE

# Coob's Landscaping, Chapel Hill, North Carolina

## One of the only things landscaper Corby Biddle enjoys more than using his engcon on the job, is using it in his own backyard.

Biddle's home is set on about three wooded acres in Chapel Hill, North Carolina, and since he bought the place in 2020, much of his time off is spent improving it with the help of his Takeuchi TB 260 equipped with his engcon EC 206.

Biddle's property backs onto wetlands, and his neighbors are mostly frogs and turtles, hawks and deer. He built a boulder retaining wall, flattened an area for recreation, and now he's been using his engcon to create a 50-foot-wide by 12-foot deep pond. "I want it to be a little nature reserve out there," he said, nodding towards the basin he's digging that he intends to stock with fish and hopefully create a self-sustaining eco-system.

Biddle's a big believer in working with the existing environment, using native plants, grasses and trees instead of lawn. Biddle knows lawns. He started out as a landscaper, after squeezing out a living as a traveling musician.

"I got tired of driving six or seven hours a night in a van with sweaty dudes for 100 bucks," said Biddle, who remembers saying to himself, "It's time to do something else."

So, about 15 years ago, he moved back to Chapel Hill from Asheville and started doing odd jobs to make a living.

"A lady I was dog-sitting for asked me if I wanted to mow her lawn and said she'd pay me \$120, and I thought she was kidding," he remembered with a laugh. She wasn't. He took the job, knocked on some doors, advertised and "before I knew it I had maybe 60 lawns I was taking care of" mowing, mulching, weed control, and fertilizing. After a few years, a client asked him about a grading project, so Biddle rented a small excavator.

"The excavator came naturally to me," he said, "I've been playing the drums since I was 12 so I have a natural four-way coordination... it was very second nature." In two days of grading he made what it took him two weeks to earn landscaping. That struck a chord with Biddle, and after perfecting his machine skills, he sold the lawn care business to concentrate on the excavator-based business.

It was the right decision.

"It's so much more fun, it's so much more interesting, it's so much more rewarding," he said.

For the first three years he rented machinery, but then he realized it was costing more to rent than to own. First he bought a 7,500-pound excavator, outgrew it and got a Takeuchi TB260 that he considers the perfect size machine for his engcon, which he added about two years ago.

"It's big enough to get a lot of work done but still small enough to get it into peoples' backyards," he said, "and you don't need a huge trailer."

Biddle started thinking seriously about getting an engcon, "Because I started watching videos of guys using it," he said. He saw them doing a lot more in tight spots than just excavate.

Biddle said the addition of the engcon has been groundbreaking.

"I think of it like it took the excavator from just being an excavator and turned it into a Swiss Army knife," he said. "There are so many more things we can do with it now. Especially in the realm of grading. It's an infinitely better experience because you're not constantly repositioning the machine."

Biddle explained, "When you're repositioning the machine you're eating up a lot of time, and time is money. So, if I can stand on one spot and grade



everything around me in reach of the machine, and then just move over and repeat...we're getting grading jobs done in like, a quarter of the time than it used to take. It's a huge difference."

Considering the bulk of Biddle's work, the engcon is indispensable, since his typical job is for someone unhappy with an old, overgrown property.

"We'll come in, we'll rip it out and we'll regrade to get the water flow away from the foundation and then we'll install new grass, new trees, and stuff like that," said Biddle's, whose landscaping experience helps when it comes to design and execution.

"I try to push people away from useless grass," Biddle said. He knows what's involved with keeping large areas of something like fescue alive during the humid North Carolina summers. "You're going to have to smother it in industrial fungicide every three weeks or you're going to lose it to ground patch.

"I remember a day where I was spraying the fungicide and I was thinking not only am I poisoning this guy's yard, I'm poisoning myself," he said of the amount of chemicals he was using, citing it as one of the reasons he left landscaping.

At Coob's Landscaping, the 46-year-old only employs two other workers, and all three of them are all good at piloting the engcon.

The motivating factor for Biddle in purchasing his engcon in the first place wasn't necessarily to do more and more work, it was "How can I get my days done quicker and get home and relax?"

To that end, Biddle and his crew work four 10-hour days even during the busy season, and then take three-day weekends. As he looked out from his deck, the late-afternoon sun slanted across the Carolina pines, he said: "If you have three crews and are grossing \$2 million a year, but are earning what you made when it was just you and two other guys, what difference does it make?"

"Every year, I look at the jobs we did...and I look at what made us the most amount of money in the least amount of time with the least work to everyone involved."

Before the engcon, he had years of experience built-up of just moving an excavator in and out and up and down. "When you're able to break that pattern and do things other guys could never do with a regular machine, that's really fun. With the engcon," he said. "It makes grading twice as fun because it's so convenient, it's so easy, and it's so fast"

And for Corby Biddle, that adds-up to more time in the Carolina woods, relaxing on his deck, and listening to the frogs.





# EC02 BASIC

The EC02 Basic is both affordable and easy to use, making it an ideal choice for simple excavation work that only requires tilt and rotate functionality. The EC02 Basic offers the same high quality as engcon's larger and more advanced models, but in a stripped-down format that is perfect for smaller machines. The product provides the excavator operator with precision combined with unlimited rotation and  $\pm 40^\circ$  tilt. It works directly with the excavator's own control system, making installation and use easier than ever.

### TECHNICAL DATA

**Total length:** 17.1 in

**Construction height:**  
from 11.1 in

**Weight:** 172 lbs

**Tilt:** 2x40°

**Standard mounting:** S30

**Base machine weight:**  
3,300-6,600 lbs



# EC204

The new model of EC204 has EC-Oil both above and below the tiltrotator which is unique on smaller machines. This makes it easier to change attachments or to easily disconnect the tiltrotator when needed. It offers a 45-degree tilt angle, infinite rotation and the possibility to mount a detachable grapple or detachable sweeper roller, which contributes to versatility and flexibility in excavation work. The model is also prepared for EPS, engcon's innovative positioning system.

### TECHNICAL DATA

**Total length:** 18.2 in

**Construction height:** from 14.2 in

**Weight:** 287 lbs

**Tilt:** 2x45°

**Standard mountings:** S40

**Max. bucket width**

**rec. by engcon:** 39.4 in

**Base machine weight:** 4,400-8,800 lbs

Compatible with tilt and rotation sensors.

Compatible with DC2, SS9, SS0.

Compatible with DC3 soon.



# NEW QUICK COUPLERS

**S45, S60, S70**

- EC-Oil block without a hose offers longer life and easier servicing, maintenance and retrofitting.
- Less environmental impact and fewer machine stops as the risk of leakage is reduced.
- Reinforced construction both laterally and in the digging direction.
- Increased stability around attachment points to the machine which contributes to a more pleasant driving feeling.
- Improved and more flexible hose routing between excavator and machine attachment.



*Pictured: S60 quick coupler*

## Advantages of engcon quick couplers

- 1.** Hooks facing the digging direction distribute the digging force evenly on both axes.
- 2.** Unique safety solution with U-shaped locking hooks prevents attachments from dropping. The hooks are designed to minimize the gap between the attachment and the tool.
- 3.** Unique design for less wear and tear, better durability and thus longer service life.
- 4.** engcon's module with warning light and sound for increased safety is included with all quick hitches.
- 5.** EC-Oil is standard on automatic brackets with flexible hose routing.



RANDY DIXON

# **ASAP Septic Systems Inc., Greenville, North Carolina**

At five-years-old, Randy Dixon already had dirt and diesel in his veins.

“We lived out in the country so there was plenty of grass to be mowed,” he said. “I worked on the farm and my uncle was a logger so I’ve always been around heavy equipment.”

He started a landscaping business in 1995 at 21, but by 2017, Dixon thought it was time to move on. It was just too busy and was getting out-of-hand. “I realized I had way too many irons in the fire and it was time to do something different,” he remembered.

As a landscaper, much of his work had involved coming in after the excavators, particularly septic installers, to cover and level the area.

“I used to be the guy going behind the septic guy, and then I ended-up being that guy,” he said with a laugh while seated on the trailer that hauls his Mecalac 10MCR. He purchased it in 2021 along with an engcon 209 with EC Oil.

All the builders knew him already, so when a few of the septic guys said they were going to retire or get out of the business, he switched to the septic work. He’d been watching them do it for years, and it was a level transition.

In 2020, he was at the International Construction Trade Show (ConExpo) when he decided a tilt-rotator would help him grow his septic business.

At the show in Vegas, he talked with other engcon owners about things like the learning curve. They told him that, “After about 200 hours you’re not even thinking about what you’re doin’, you’re not even looking at your hands, you’re just moving it like it’s a part of you.”

“And they were about right,” he remembered.

On this March afternoon, Dixon was digging five 60-foot long by three-foot-wide trenches for a septic system at new housing construction in Greenville, North Carolina.

It was his third field of the day, and with his engcon he’s completed as many as four, including inspections.

“It speeds up everything,” he said, “It allows me to do a much faster job.”

“When we’re digging at the end of our lines where all our plumbing and pipes need to be, it works really well because I can just position the bucket so I don’t have to move the machine around, especially in tight areas,” Dixon explained.

“If we’re working an incline, everything still has to be level, so if my machine is off-tilt, with the tilt-rotator I can keep my position level and that makes a big difference in what we do,” he said.

**”After about 200 hours you’re not even thinking about what you’re doin’, you’re not even looking at your hands, you’re just moving it like it’s a part of you.**

RANDY DIXON

Before the engcon, he said he would have to move the machine around and pile dirt on one side of the machine under the downhill track to level the machine. “Now,” he said, “I don’t have to do any of that”.

Dixon does residential, commercial work for grocery stores, car washes, restaurant, etc, both new installs and repairs and replacements. He even casts his own septic tanks at his shop.

Taking a break from dragging septic pipe to the recently dug trenches, he works with only one helper, he spoke about repair work versus new installations. “In the past you had to do a lot of damage to the yard during a repair,” he said. “We had to dig it all up. With this (the engcon), he said, “I’m able to keep a nicer, cleaner, neater job site. And the customer really appreciates that,” he said.

“I’ll say it 100 times, it’s a game-changer for us and it would be a game-changer for anybody. Especially when it comes to saving time...”



But there are other benefits to saving time.

"If you're saving time, you're saving diesel fuel, you're saving money, and you can move on so you can make more money," he said. And that keeps his costs and amount of wear and tear on his machinery down. He's spending less on diesel, and putting fewer fumes in the air.

Other than grease his engcon, Randy says he's done nothing to it since he got it in 2021, and that by now he has well over 2,000 hours on it.

"I would recommend anyone purchasing engcon," he added, but "You have to take care of it."

He doesn't rip-out huge stumps or abuse the machine. "It's too nice of a unit to destroy," he feels.

"Sometimes I have to use my other machine that doesn't have the engcon," he said, reminded of the old days. "Golly, I just scream sometimes...you're thinking the whole time, 'How did I do this?'"

"I will never give up the engcon" he said, "I love that unit."







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