

TILT & ROTATE



Meet us at
our next event!



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WITH ENGCON

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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 this together with you. Our main focus is to have a close relationship with you, the users of 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



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!



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ENGCON HAS LAUNCHED A NEW

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

engcon quick couplers and accessories for excavators, 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 revolutionises 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 revolutionised 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 proving 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





engcon[®]

ROD RADAR

Break Ground, Not Pipes!

Unique co-operation

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.



Tom Lovell is the ‘King of Spades’ with engcon

Like many who started their work life in the concrete industry, Tom Lovell wanted a change of careers to look after his back and reduce the physical stress.

“Working in the construction industry and looking for a change that would be kinder to my body, I bought a truck and a small 1.7-tonne excavator and started on some small projects. While ‘King of Spades’ was still in the start-up phase I continued with limited concreting work. Eventually I had enough excavation work that allowed me to discontinue the back breaking concrete work.

“I realised that when you’re a one man owner-operator in the excavation business, you need to be on top of the latest technology to keep your business growing. You can’t afford costly down time and you need to deliver quality work, while remaining price competitive.

Technology and reliability

“The business operates with a Mecalac 7MWR 7-tonne wheeled excavator together with the engcon tiltrotator and engcon EC-Oil connector, supported by a full suite of engcon buckets and tools.

“In the excavation business it’s absolutely essential to have reliable, efficient machinery and tools. This is particularly relevant when you are working as part of a multi-trade team locked into tight timelines and critical project completion dates.

“Also, a key part of building a new client base is the need to keep equipment up to date, while adopting emerging technologies and observing excavation best practices.

“Having the right equipment is essential for a one

man business that delivers small civil jobs and local government work. I also work closely with selected concreting companies where I undertake preparation work for new concrete installations such as footpaths, curbs, gutters and replacement of drainage channels. Other jobs take me into public parks and playground constructions.

“There’s a high demand for my type of detailed work throughout the Melbourne metropolitan area. This has been an opportunity to take on some maintenance contracts for the local councils and has helped the business to progress from sub-contracting site preparation to direct contracting.

Checking engcon users

“Previously, I was using a 5-tonne excavator with a tilt-hitch, but when I upgraded to the 7-tonne wheeled Mecalac and the engcon system the benefits were immediately obvious.

“I became aware of the engcon tiltrotator through Instagram where I saw the growing number of excavator operators who had invested in the system. What jumped out at me was the enthusiastic comments about success from excavator owners and operators.

“These people, mostly from European countries like the UK and Scandinavia, had fully embraced the engcon tiltrotator system and were sharing their stories of how the engcon system had helped to build their profitable businesses.

“These success stories spurred me on to thoroughly investigate the options. After seeing a report of a successful Queensland contractor whose applications were remarkably similar to mine, and who was using a Mecalac machine with the engcon tiltrotator system, this convinced me of the way forward.

“It took a little while to get used to the Mecalac and the engcon system as joystick controls behave differently from when I was using the now redundant tilt-hitch. However, as soon as I became conversant with the engcon tiltrotator controls, my efficiency and productivity leaped ahead.

Precision and control

“Much of our work involves a lot of road works, footpaths, kerbs and drainage. This calls for precision excavation and final trimming, tasks where the tiltrotator is essential for its ability to perform quality work quickly, easily and with minimal need to move the excavator. I have found the engcon EC 206 tiltrotator with the Mecalac wheeled excavator is an ideal combination and perfect for the majority of our work.

“The ability to position the machine in one place was a definite plus, as I often work where there is traffic movement and the less I needed to move to the machine the better and I could complete all tasks of any project a lot faster.

“It is a real benefit not to have to move the machine constantly. Being able to change tools very quickly without leaving the cab has added enormously to my productivity, efficiency and ease.

“I can work quickly ahead of the concreting teams. This is a huge benefit as it allows them to perform their part of the job very quickly, as well as saving them the cost and inconvenience of having to hang around wasting time.

“Work involves precision excavation and final trimming, particularly on projects involving replacement of footpaths. In these situations, you need to work up against the fence lines which can't be damaged and there are other challenges with precision excavation, all of which have been successfully met with the tiltrotator.

Current project

“We are currently working on the suburban campus of a large private school in Melbourne's eastern suburbs. Internal access roads are being reconfigured to provide additional safety and to improve traffic flow for parents' vehicles to enter and exit for student drop-off and pick up.

“The works involve resolving a safety and traffic flow issue caused by a heavy traffic at drop off and pick up time that created bottlenecks and safety challenges at the school. The project involves removal of a median





strip to add a new lane for through traffic. “The Mecalac excavator with its engcon tiltrotator and engcon EC-Oil hitch is ideal for this application. I need to work quickly in removing some vegetation and existing concrete work to prepare for work for road widening, while traffic is entering and exiting the job site.

“Protecting the existing landscape and vegetation adjacent to the site is important. My Mecalac wheeled excavator and engcon system enable me to maintain a convenient and stable paved surface from which to work.

“I’m using the engcon EC-Oil on the top hitch and this makes my bucket and tool changes a matter of seconds. This speed ensures I can keep ahead of the concreting team, which is really important to me. The tools I use are an engcon mud bucket, trench bucket, pallet forks and a grapple.

“Having the engcon system has definitely enabled me to get extra work which is helped build more business. It’s far easier to get jobs through my own contracting work by having the system.

“I’m tendering for work to clients that now I have the engcon tiltrotator and they appreciate and understand the quality of work and the efficiency this equipment lets me deliver to them.

“There is no way I would go back to an old tilt and swivel bucket. The engcon tiltrotator has revolutionised the way I work. All my jobs are now easier, more efficient, better for the environment and ensure my customers stay happy.” Tom said.

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 rotation.

The EC02 Basic offers the same high quality as engcon's larger and more advanced models, but in a pared-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: 435 mm

Construction height: from 245 mm

Weight: 78 kg

Tilt: 2x40°

Standard attachment: S30

Base machine weight: 1.5-3 tonnes



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: 463 mm

Construction height: from 310 mm

Weight: 129 kg

Tilt: 2x45°

Standard attachment: S40

Max. bucket width

rec. by engcon: 1,000 mm

Base machine weight: 2-4 tonnes

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

Benefits 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 the attachments from dropping. The hooks are designed to minimise 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 couplers.
- 5.** EC-Oil is standard on automatic brackets with flexible hose routing.



From crane trucks to excavators

Richie Dalton established Shamrock Haulage in 2009 as a one man business, operating a twin-steer Hiab crane truck. His vision was to create a company with a focus of providing a streamlined heavy lift service for his clients.

The business grew by initially offering crane truck services. It evolved into a specialist operation, performing protective barrier placements on highways where works were being undertaken on road remediation and highway expansion projects.

Shamrock Haulage has grown from its origins in crane trucks for lifting and transporting into a booming, privately owned company that provides a twenty-four hour wet hire service to its Tier-1 contractor clients across the civil construction, heavy haulage and transport and industries.

Its operations include an expanding fleet of Hiab crane trucks, semi-trucks, dog trailers, low loaders, winches, concrete crabs and more recently, wheeled excavators.

Business growth

Managing Director Richie Dalton said, "Working with these large national prime contractors has opened new and diverse opportunities, enabling a gradual progression into more complex and larger projects that has helped us to expand the business.

"Today we have eight equipment operators working in a market that encompasses Newcastle, Sydney and the New South Wales South Coast as far as Narooma. As a fully licensed and insured national heavy vehicle accreditation holder, Shamrock Haulage is regularly invited to participate in large highway infrastructure construction projects.

"Contributing to our success and helping us to build an excellent industry reputation is our integrated management system that incorporates a highly refined health, safety and quality suite.

"As specialists in concrete barrier placement for motorway upgrades, the original fleet included self-loading mobile crane trucks range in lifting capacities from 5.5-tonnes through to 9-tonnes.

From cranes to wheeled excavator

"In 2017 we made a decision to acquire a wheeled excavator and immediately found the versatility and efficiency of this machine fitted with forks and F-type barrier lifters was ideal for our barrier placement work. Suddenly, it was a lot faster for us to lift barriers from trucks and trailers and place these and the end components into their final position.

"This represented an improvement in our process by dramatically reducing task times and making the job a lot easier than using crane trucks. Deployment of the wheeled excavator sped up the process significantly and also made the job a lot safer.

"The addition of our wheeled excavator provides a swift, agile and cost effective barrier placement. It has reduced task cycle times by around sixty percent compared to previous crane equipment. Using forks and F-type barrier lifters on the excavators made an

incredible difference to the way we work and are our most important tool when lifting, handling and placing highway barriers.

“Our excavator fleet includes two model 920 Liebherr excavators and two model 210W Hitachi Zaxis excavators, all of which are equipped with engcon EC219 tiltrotators and engcon EC-Oil connectors.

Tiltrotators essential

“Over the years we had observed the rapidly increasing use of engcon tiltrotators. It quickly became evident that we could not operate efficiently without the engcon system operated by exceptionally good and highly experienced engcon operators. These professionals understand the technology and are expert in performing final trim work which has opened up new opportunities for us.

“Because all the operators came to us with existing engcon tiltrotator experience they were productive from day one and have made a big difference to our business. In fact, because we have tiltrotators on our machines, we are continually attracting experienced engcon tiltrotator operators. The benefit is we haven't needed to train anyone and these people have been immediately productive.

“Equipping our excavators with engcon tiltrotators has opened up entire new business opportunities for us. Initially we were building barriers for our customers. Now we have the tiltrotators we have started doing more civil works because we have the equipment and we experience operators who can perform these tasks.

“Our large customers have contracted us to carry out final trim work on road and some highway earthworks. We are fully employing the engcon tiltrotators across a wide range of applications which involves not only the critical barrier management work, but also a new range of work which otherwise would not have been offered.

“Having the engcon tiltrotators has allowed us to launch new services provided by the business. We have flourished and continue the growth we experienced from the time we made the initial investment in the engcon tiltrotators.

“Many Tier-1 contractors now seek, prefer or specify sub-contractors who use engcon tiltrotators on their machines because of the safety, efficiency and work quality that these attachments deliver.

“Increasingly, our customers have sustainability goals as well as safety considerations and the tiltrotator removes the need to constantly move the host machine as often. As well as saving time, it reduces environmental impact and reduces fuel consumption,” Richie said.

Current project

Motorway extensions are a key missing link in some of the country's busiest transport corridors. The site on which Shamrock Haulage is working will deliver a ten-kilometre dual carriageway motorway extension, including new interchanges designed to eliminate traffic congestion which typically affects heavy truck schedules.

The existing motorway carries some of the highest traffic volumes across the region, with an estimated 50,000 motorists using the corridor every day. When completed, the extension will bypass the congestion and merge points along the corridor and reduce traffic volumes across the existing network. Projects like this creating a safer, more accessible road network for the communities who depend on it.

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

RICHIE DALTON

Richie added, “Having the engcon tiltrotators has been a game changer for us. They have allowed us to enter the all the competitive civil construction market and delivered an entirely new dimension for our business which without these tools, would be unavailable to us. “Engcon tiltrotators are an essential part of our business and we simply could not do the work without them. Additionally, the engcon tiltrotators have become so well-known and respected for what they can do in terms of environmental an efficiency dividends that most tier one contractors expect sub-contractors to have these on their machines.



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MUNICH, GERMANY | 7-13 APRIL 2025

MEET US AT BAUMA!

STAND: FM. 708/3

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