

TILT & ROTATE



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GROUNDBREAKING
INNOVATIONS

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We continue to change the world of excavation

When engcon was founded 35 years ago, the vision was clear: to change the world of excavation. With the tiltrotator as our foundation, we have not only developed products that turn excavators into tool carriers – we have driven an entire industry forward. From an idea in Lidsjöberg in northern Jämtland, to a market-leading global company.

But it is not the story itself that makes us proud – it is our ability to constantly look ahead. To never settle. To continue to challenge the status quo. For every innovation we have launched, we have already begun sketching the next one. For every market we have established ourselves in, we have identified new opportunities. Always with the end customer's needs in focus.

We are now stronger than ever. With a global network, a growing product range and employees who are passionate about making a difference, we are ready for the future. And the future demands more from us than ever before: smarter solutions, more sustainable technology and even closer collaboration with our customers.

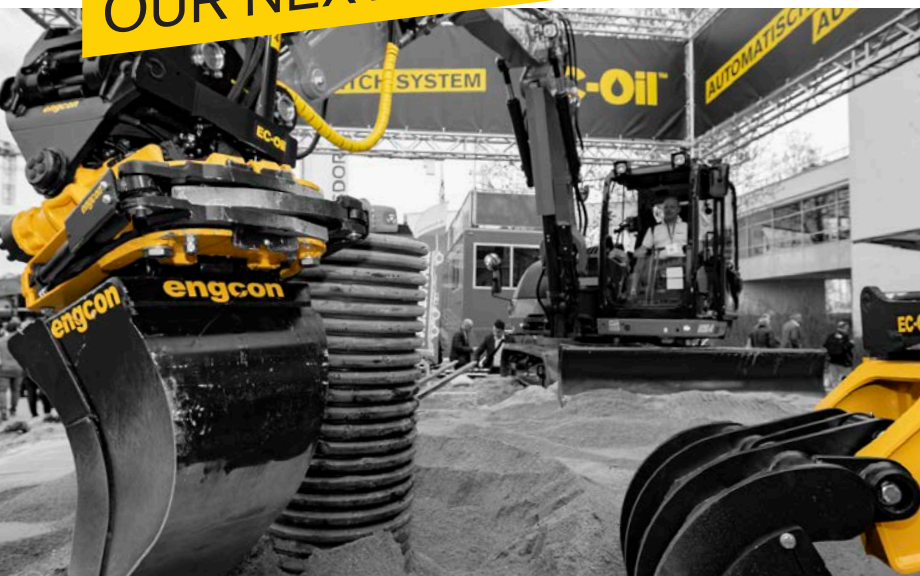
So when we celebrate 35 years of innovation, we do so not as a conclusion, but as a starting point. Because we are not finished. Our mission to change the world of excavation has only just begun.

Martin Engström

Product Manager,
engcon AB



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ENGCON'S HISTORY

35 years of groundbreaking innovations

This year, engcon celebrates 35 years as a company. Since its inception in 1990 in Lidsjöberg, Sweden, the company has revolutionised the excavator industry with its groundbreaking technology.

Founder Stig Engström saw early on the potential of giving excavators a new dimension of applications. Today, the tiltrotator is standard equipment, especially in the Nordic countries, and the concept is gaining ground rapidly in the rest of the world.

"For over 40 years, the tiltrotator has been a big part of my life. When I saw the prototype for the first tiltrotator, I knew it would revolutionise the industry – and I also knew that I wanted to be part of that revolution,"

says Stig Engström. 'By always keeping the end customer in mind and at the same time creating good relationships with various excavator brands, we can maintain our position as the market leader in the industry," he continues.

With its heart in Strömsund, engcon has grown into a global player with operations in 16 countries. Through close collaboration with various excavator brands, the company has driven technological development forward and ensured that more machines are factory-ready for tiltrotators.

The result? An excavator equipped with engcon's system becomes more flexible, safer and more resource-efficient. This means fewer machine changes, shorter working hours and reduced environmental impact – a clear win for both the customer and the climate.

As the market leader in its niche, the company continues to set the standard for the machine solutions of the future, always with the end customer's needs in focus. Today, the majority of the business is conducted in Strömsund, where more than 200 people work, all with the same goal – to change the world of excavation.





1985

Noreco, where Stig Engström was employed as an engineer, comes into contact with inventor Ulf Holmdal, who presents an initial prototype of a rotating and tilting product for excavators. Stig sees the potential for the tiltrotator to change the world of excavation.



1990

Stig Engström decides to further develop the tiltrotator, and engcon AB is founded in his home village of Lidsjöberg.



2009

engcon has grown to around 100 employees and has a turnover of just over SEK 500 million. During a challenging financial crisis, the company is focusing on cost efficiency and the development of its second-generation tiltrotator.

2011

The first model of the second generation EC226 tiltrotator is launched. Improved design features, such as cast oil channels, increase efficiency and durability.

2003

Production is expanded to Niepruzewo in Poland. Sales offices are established in Finland and Denmark.



2021

Stig Engström is awarded a medal by His Majesty the King for his contributions to Swedish industry. A cooperation agreement is signed with excavator manufacturer John Deere in North America. Local offices are established in Canada and South Korea.

2019

engcon's automatic quick-coupling system EC-Oil is now standard on engcon's quick couplers, tiltrotators and hydraulic tools for excavators in the 6-33 tonne weight class.

2020

engcon celebrates 30 years and is the world leader in tiltrotators. Net sales amount to approximately SEK 1.1 billion, with over 300 employees and local sales offices in 12 countries.





1992

engcon moves to Strömsund, Sweden, where the factory is still located.

1993

At the EMEX trade fair in Stockholm, engcon presents its tiltrotator for the first time.

1998

The tiltrotator's popularity in the Nordic region is growing, and international expansion begins with participation in the Bauma trade fair in Germany.

2002

Stig Engström receives Ernst & Young's 'Entrepreneur Of the Year' award. engcon continues to grow and is named a Gazelle Company for the third year in a row.



2013

Q-safe, a safety system for tool attachments, is launched and an increased focus on safety is integrated into the product portfolio, Non Accident Generation.

2016

engcon expands its product range and becomes the only global supplier of a complete solution comprising tiltrotators, control systems and tools. International expansion accelerates with gradual establishment in Europe, the USA and Asia.

2017

In collaboration with machine and control system developers, engcon is launching a function that enables the tiltrotator to tilt and rotate automatically.

2022

On 17 June, engcon made its debut on Nasdaq Stockholm, where its B shares are now traded. The third-generation tiltrotator is launched and presented at various trade fairs during the year. Production will commence in 2023.

2023

engcon is taking an important step in its sustainability work by joining the Science Based Targets Initiative, thereby becoming one of more than 4,000 companies worldwide that are leading the transition to a carbon-neutral society.

2024

Global expansion continues and engcon starts its own company in Japan. The next step in the company's globalisation journey begins when engcon joins the UN Global Initiative.



2025

engcon expands its operations in the Baltic States. A cooperation agreement is signed with excavator manufacturer Hitachi to increase the availability of tiltrotators in Europe.

Three generations of earthmoving and construction



Mildura based Waters Excavations Pty Ltd was founded sixty one years ago by brothers John and Peter Waters who had bought a backhoe loader for laying block drains.

The current director, Michael Waters, said the family owned business delivers a range of civil construction works, from minor hourly rate works to major government infrastructure projects.

“We have the experience and equipment to cater for the largest to the smallest jobs, carrying out road works, premier excavation, demolition, civil contracting and industrial recycling of concrete, brick and asphalt.” Michael said.

“Much of the work is carried out for the local Council and the water authority, as well as some work for private clients.

“Pipe laying is our specialty and forms the majority of our work across stormwater infrastructure and small-scale PVC pipes to large concrete stormwater drains. We handle pipelines of every size and type of materials for drainage, sewerage and crop irrigation.

Complex infrastructure projects

“We take on complex civil contracting tasks that many other contractors avoid, such as challenging work on seamless sewer infrastructure installation, construction of deep sewers and pump stations, excavating up to nine metre deep caissons. In addition, our team is equipped to handle demolition projects that range from zero setback multi-story town buildings to cottages and large-scale industrial site clearance.

“The Waters Excavations team includes thirty five staff who work with a diverse fleet of 140 machines that includes five 35-tonne, five 25-tonne and two 50-tonne excavators. The machinery fleet also includes loaders, motor graders, scrapers, watercarts, tippers, rollers, skid-steers and crushing and screening equipment.

“It is important to evaluate any new technology that can make the business more efficient and attractive to customers. Visiting the 2016 BAUMA Expo I saw

engcon tiltrotators being demonstrated. These tools were being used extensively throughout Europe and I immediately realised the benefit to our business and subsequently purchased our first engcon tiltrotator.

“Having seen a tiltrotator for the first time on rail work, I was blown away with its versatility. What particularly took my interest was the use of a 4:1 bucket on this machine.

“The tiltrotator is just like an extension of your hand. Subsequently in 2010 I bought my first tiltrotator (a different brand) and installed it on a wheeled excavator. “Since then, I have seen huge improvements in tiltrotator strength and technology and seeing it demonstrated at the BAUMA 2019 Expo convinced me in 2020 to purchase an engcon EC226 and EC-Oil with the sandwich hitch.

“The ability to drop the rotator off to do normal excavator work without destroying the rotator is a real win. Not to mention using 3D GPS and auto's through it as well is simply amazing.

Accuracy and saving time

“I have been hugely impressed with the accuracy, which prompted us to purchase another engcon tiltrotator system in 2024. Being able to change hydraulic attachments from the operator's seat saves so much time. In fact, it reduces the number machines needed on site because it is so easy. No messy hoses anymore!

“Two EC 226 engcon tiltrotators have enabled us to boost productivity and safety, being fitted to two 25-tonne Kobelco SK 250-8 machines that are assisted by a dual engcon EC-Oil hitch and fully automatic Trimble systems. A third engcon system is deployed on a 1.7-tonne Takeuchi TB216 excavator which is used as a gardening machine.

“We have six operators with various skill levels who use the engcon systems. All these people took a just a

couple of days to become fully competent, particularly when they discovered how easy it was to use the engcon tiltrotators with the GPS system.

Great for demolition clean up

“Operators particularly liked the tiltrotator for demolition tasks where the engcon saves a lot of time. With its tilt and swivel capability it's easy to swing the bucket around to pick up the stubborn remainder of concrete fragments off the ground.

“The tiltrotator enables the perfect engcon bucket position to accomplish this job a lot faster than using a conventional hitch and bucket. Similarly, when unloading the bucket into a truck the tiltrotator makes it a lot faster and easier to evenly spread the load.

Major landfill development

Waters Excavations is undertaking major work on expansion of cells at the local Council's Landfill & Community Recycling Centre which is approaching its current capacity.

Josh Waters, manager of engineering systems, said the company is constructing a new 220,000 cubic metre capacity cell which is an environmentally friendly waste disposal which will become the primary regional landfill. “Water Excavations is the principal contractor; therefore, we are managing the complete project that involves construction and lining of the cells, building three

large industrial sheds, new road construction and the complete site infrastructure.

Excavator operator, Ben Schultz said he had been using the engcon tiltrotator system for many years.

“The engcon system It gives us many benefits, such as allowing precision angles to be formed, while the integrated grab is particularly useful for situations where objects need to be picked up during the process.

“Moving between trenching and mud buckets is a breeze and takes a couple of minutes so there is no loss of productivity. Sites such as this one involves a lot of gradient work, basins, trenching and road batters, so along with the GPS system, the engcon tiltrotator really speeds up the work and helps us deliver high quality detail work that our customers really value.”

The engcon edge

Michael's son Josh said the business has benefited in terms of efficiency particularly where there's not a lot of space on some sites.

“Having the engcon tiltrotator allows us to use a larger machine. Because we don't have to constantly reposition the excavator tracks, this saves considerable time in terms of having the higher capacity excavator and reducing ground impact by less machine movement. “Where we are required to excavate a trench in the middle of a road, having the engcon tiltrotator minimises machine movements. It also delivers a better quality job

Three generations of earthmoving and construction

Centre: Waters Excavations director, Michael Waters with co-founding brothers John and Peter Waters.



outcome as a result of the angles of the engcon bucket.

“Car park construction is where the benefits of the engcon tiltrotator system really become obvious. Being able to set the engcon system to fully automatic (with GPS) to read the car park model makes the work quite easy. The greatest benefit is efficiency for the level of accuracy required by this type of work as you don't need anyone to keep checking the levels.

“On another project we used our engcon grading beam on a cut and fill residential construction that involved about 3,000 cubic metres of earthworks that had to be reshaped. The engcon grading beam did a great job of spreading the topsoil around with a good standard of finish that provided an excellent compaction for laying top soil.

“Having an engcon tiltrotator all our excavators is a graphic demonstration to our customers that we're prepared to invest in the latest technology to deliver the most efficient work and is just part of the overall appeal of the business.

“Our engcon tiltrotators give our customers an extra level of comfort when they can see us using the latest gear.” Josh added.





A CUSTOMER'S PERSPECTIVE:

Increasing efficiency with engcon

In the bustling city of Bando, Japan, Manaka Technica has been a cornerstone of the construction industry for over 55 years.

The company was founded by the current owner's father and has grown into a family business with around ten dedicated employees. Their largest customer is the city of Bando, and they are currently involved in several different urban construction projects.

Manaka Technica's fleet includes a range of different machines, but the most notable is their Kobelco SK75SR equipped with an engcon EC209 tiltrotator and DC2 control system, which they purchased four years ago. This advanced equipment has significantly improved their efficiency, enabling them to complete projects up to 40% faster. The owner points out that the smooth mobility and easy tool changes made possible by the engcon tiltrotator have been a decisive improvement – only one problem has arisen in four years of use.

The company also uses a range of different tools together with the tiltrotator, including a grapple, vibratory plate, pallet fork, ripper tooth and a self-designed asphalt cutter. They use four different types of buckets:

excavator bucket, grading bucket, cable bucket and sorting bucket. Although they do not use the EC-Oil system, they find the hydraulic couplings to be both efficient and reliable.

Manaka Technica first became aware of engcon around 4–5 years ago via YouTube, where they saw the EC226 being used on a large construction site. This inspired them to purchase the EC209 when it became available in Japan. The owner is particularly impressed with the MIG2 levers, which offer sufficient control for both the excavator and the tiltrotator.



engcon's CEO Krister Blomgren and Francesco Quaranta, CEO of HCME.

ENGCON SIGNS AGREEMENT WITH HITACHI

Increased use of tiltrotators in Europe

engcon has signed an agreement with Hitachi Construction Machinery (Europe) NV (HCME) to supply engcon's products to their dealers and distributors.

This mutual non-exclusive agreement is one of several ongoing projects for engcon aimed at increasing the use of tiltrotators in Europe, and makes engcon one of the preferred suppliers to HCME and its dealers. For engcon, this is another step towards making the tiltrotator concept and system better known in Europe, as well as proof that the tiltrotator plays an increasingly important role in increasing efficiency in the workplace.

Krister Blomgren, engcon's CEO, is very pleased with the agreement:

'This gives engcon the opportunity to expand into markets in Europe where we are not currently represented. We look forward to a collaboration that will benefit both parties and our end customers in the long term.'

engcon is a game-changer for Stonemasters Qld

The Gold Coast hinterland is a popular place for building luxury homes that are often perched on the sides of hills, presenting sweeping views. The area is a favourite for people wanting small acreage residential properties for hobby farms, equestrian activities or to just enjoy a relaxed semi-country lifestyle.



Residential construction on the sloping hill sides calls for cutting out for concrete house pads, stabilisation of areas and building terraces to support swimming pools and car parking.

Owner Jordan Raison has been operating Stonemasters Queensland for thirteen years. The business specialises in the construction of stone structures and retaining walls to meet the needs of builders and residential properties.

“We specialise in building retaining walls that blend seamlessly into the landscape, using cut sandstone, rocks and stone boulders. Beyond retaining walls, we also perform general earthworks, erosion control and drainage solutions,” said Jordan.

A need for precision

“We had originally been using a hydraulic grab attachment on a fixed hitch to assist us with stone placement. This worked and you become good at what you know, however we faced limitations when undertaking more complicated projects where precision stone placement was needed. Rather than scaling the company, customer demand drove me to look for a more efficient solution to help deliver greater outcomes. “Scrolling the socials, I had forever been enamoured by operators showcasing their skills on tiltrotators. Determined and convinced I could adapt this to suit my niche, I went ahead with acquiring my first engcon system.

An ideal solution

“Although the learning curve was steep, my first experience with the tiltrotator was game changing. I could see with a little time behind the sticks, the effortless precision in maneuverability delivered by the engcon system was a huge leap ahead of what we were used to.

Our scope of works calls for the 5-15 tonne range of diggers to handle our everyday tasks, running engcon units on both our 8-tonne next gen 308 and 315 Cats with full EC-oil setup. Switching from bucket to grab countless times a day is now effortless, and the time saving is great.

Primary attachments are the engcon batter bucket, stone/sorting grab and grading beam that lets us grade large areas quickly and efficiently. We also run a full suite of engcon tools in our inventory to ensure we are fully equipped for tackling any job that is requested. The engcon tiltrotator system lets us complete complex stone works with increased efficiency and less headaches. Previously, this work took a lot more thought, effort and time. Since adopting the engcon system, we approach tasks in a totally different manner, which has been a great leap forward in how we operate.

Less excavator movement and repositioning

“For example, we don't have to be as strategic with where we position the machine, from one central location we can perform most tasks without repositioning. The





operator can remain in the machine and change tools as needed in just seconds. This is particularly useful on some very steep and challenging sites where typically you only have one option or position where the machine can be. This means we don't need to create any extra working space or spend any time tracking to materials or tools that we don't need, allowing us to focus on the task at hand.

Tough and resilient under load

Handling and manoeuvring, cutting and shaping in stone is tough on the machines. "We've put these units through their paces. Considering the punishment that we subject these tiltrotators to, day in and day out, we have had extraordinarily little downtime and few issues over the 7,000 hours between the two units. For the tech and parts that make up these units, they have been reliable and tough. Overall, we can't fault their performance. When we're in a pinch and need parts or assistance, after sales support has been flawless and availability of parts has never been an issue." Jordan added.

Retaining walls on a steep site

Stonemasters is working on a large bespoke residential project involving creating and shaping terraces on the side of a hill by building a series of retaining walls using sandstone blocks incorporating all challenging aspects of excavation, access and drainage in tandem. The Gold Coast project involves moving and placing

thousands of heavy sandstone blocks, each weighing 550-600 kilos each.

"We're pushing some boundaries with what machines of this weight class are able to achieve in the timeframes we promise, the time saving on each and every block laid significantly adds up over the duration of the job; we can spend more time fussing over the finer details to achieve the quality we strive to deliver."

"On a job of this size, location and complexity, our older methods and machines simply wouldn't keep up. The engcon tiltrotator has made a world of difference in tackling these kinds of projects.

Reliability and benefits

The engcon system has proven to be reliable, despite being used extensively in demanding conditions, which gives us great confidence in moving forward with the company. The tiltrotators are being pushed to their limits yet they have withstood the daily demands very well and continue to be super-productive and timesaving. "Going forward engcon's tiltrotators will be a staple piece of equipment on every addition to the fleet, big or small." "In fact, the tiltrotator is so completely integrated into our workflow, nowadays it's difficult to imagine doing jobs without it. The engcon system has enabled us to take on a wider variety of tasks to be completed more quickly and conveniently, improving overall efficiency and our bottom line." Jordan concluded.



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