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A new exciting year at engcon

Never has engcon had so many exciting activities to look forward to as we do in 2024. We began the year with the Danish Sewer and Drainage Fair and the world premier for our new EC204, a tiltrotator for slightly smaller machines with EC-Oil above and below the tiltrotator. It attracted a great deal of interest, and we can reveal that it will also be on show in Scotland at Scotplant 25-28 April. This year, we'll be making special marketing efforts in Austria, and we'll be there in April to showcase our latest innovations at MAVEW. Our big focus this spring in Europe is Intermat in Paris, which will be held at the end of April. Our entire French team will be in place and we'll have three machines for test runs. We would like as many people as possible to get the chance to experience the feel of using an excavator equipped with an engcon tiltrotator. At the end of April, we will also take part in Diesel and Turf in Australia. Our global commitment clearly shows the great interest there is in our products, and our intent to be where our end customers are – in real life. Take the opportunity to visit us at one of the fairs or local demo days – you can also contact us for a test run and a demo. Together, we can change the world of excavation!

The launch of our third generation tiltrotator system will naturally be the theme for all of our exhibitions and demo days throughout 2024. We can proudly declare that engcon's third generation tiltrotator will take excavating to an entirely new level. Load-sensing hydraulics and auto-calibration give operators a unique ability to enjoy a smoother digging experience in every sense.

In addition to exciting activities and a focus on our third generation tiltrotator system, we'll be launching new products and product developments with an emphasis on the end customer's needs and wishes. How about:

- New, improved S45, S60 and S70 hitches
- New PC9500 ground compactor suitable for the 19-33 tonne weight range
- engcon's new DC3 control system with simpler installation and a new app for both iOS and Android.



Martin Engström
Product Manager, engcon AB

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engcon took part in the Intermat international exhibition in Paris

At Intermat, the biggest equipment exhibition of the year, which took place from 24th to 27th April in Paris, France. engcon's focus was its 3rd generation tiltrotator, which was now available for sale. There were four different excavators on engcon's stand, to more easily present all of the advantages that equipping an excavator with a tiltrotator brought. In addition to putting the tiltrotators at the center, engcon showcased its wide range of excavator accessories.

The Swedish tiltrotator manufacturer engcon supplies tiltrotators, tools, and accessories for excavators worldwide. In recent years, the product range, well-established in the Nordics, has expanded to major parts of Europe. Engcon has been active in the French market since 2002, and its participation in Intermat marks another step forward in its ambition to increase market shares in France and the rest of Europe.

"We understand the importance of seeing our products in action, as many people find it hard to believe that our tiltrotator is as efficient as it actually is. That's why we're focusing on demonstrations, offering test runs in our stand at Intermat," says Martin Engström, Product Manager at engcon.

"Our tiltrotators enhance efficiency and safety. When used with our accessories, they replace additional machines, making work more effective and fuel-

efficient. This makes our tiltrotators an excellent investment for anyone aiming to complete more jobs in less time."

EC-Oil, engcon's system for automatically connecting hydraulic tools, will also be showcased.

"EC-Oil simplifies and speeds up tool switching safely in seconds, eliminating hoses and electrical cables that can move around during connection, thus reducing the risk of crush injuries and wear," adds Martin Engström. Visitors to engcon's stand at Intermat will have the opportunity to try out a tiltrotator on an excavator or observe an experienced operator demonstrating the use of the most modern equipment on the market.

Three machines will be available for test runs: a Kobelco SK75, a Volvo ECR58, and a Develon DX35 equipped with buckets and other hydraulic tools. Additionally, an experienced driver will operate a Volvo ECR145.

Success for engcon's investment in the electric rallycross initiative, a Silver in the 2023 FIA World RX Championship for the CE Dealer Team



engcon is a proud partner of the Construction Equipment Dealer Team (CE Dealer Team), which runs in the electrified FIA World Rallycross Series. This year's 2023 FIA World RX Championship was decided at the season's finale in Hong Kong, with outstanding performances by the CE Dealer Team's drivers Klara Andersson and Niclas Grönholm.



The 2023 World Championship series consisted of eight rounds on world-renowned tracks across the globe. The championship was decided with two decisive races in Hong Kong which resulted in a 7th place for Klara Andersson and a 3rd place for Niklas Grönholm in the ranking among the drivers. The CE Dealer Team earned a 2nd place finish in the overall team championship.

The track in Hong Kong was also built using a Volvo EC230 equipped with a tiltrotator from engcon.
– We at engcon are once again a proud sponsor in a sustainability initiative and investment that champions a ground-breaking, all-electric platform and diverse motorsport. There is a bit left on that journey, at the same time this year's efforts from Klara and Niclas show that we are very well on our way. It's important that the investment reflects what engcon stands for, says Martin Engström, product manager at engcon.

Electric investment in line with engcon's sustainability ambitions

Both Klara Andersson and Niclas Grönholm have signed a multi-year agreement with the CE Dealer Team, which has decided on a long term commitment to investing in

electric – a change and big step for motorsport from a sustainability perspective. There has been great interest in the electrified World Championship series in 2023, the investment is completely in line with engcon's focus regarding climate change and the digging world.

– I've said it before, this partnership is a hit for us. It's cool to be part of two worlds where development is moving forward. On our home turf, the digging world, we push for innovation that contributes to energy efficiency improvements and, by extension, a greener industry. In the venture together with the CE Dealer Team, we are making the same journey, but in motorsport. I think we need to find more interconnectivity like this between different industries to create change where our innovative power also benefits other industries, says Martin Engström, product manager at engcon.

Read more about the FIA World RX Championship 2023: www.fiaworldrallycross.com

Read more about the CE dealer team: www.cedealerteam.com/the-team





Meet us at these events

Hillhead 2024
25 - 27 JUNE 2024

Hillhead Quarry, Buxton
www.hillhead.com

The UK's largest Quarrying, Construction & Recycling Exhibition set to expand again. The newly renamed Showground Pavilion will be extended to accommodate even more indoor exhibits, alongside an exciting new refreshments area and networking hub, whilst additional outdoor space for exhibitors has been created adjacent to the Registration Pavilion.

See all our
upcoming events!



engcon Big Dig Days hit the capital

The engcon UK team recently kicked off their 2024 show season with a two-day event at the Pearson Training Centre in Swanley, Kent.

Supported by KickAsset finance, our engcon partner, Nasco iDig, S-Type-X and Leica Geosystems, the event showed just how popular the tiltrotator world is becoming in the UK. The team braved some inclement weather on the first day but still reported a very good turnout of interested parties keen to learn more about the tiltrotator revolution which engcon is leading.

“We were very pleased with the first day’s turnout despite the bad weather and the poor ground conditions we encountered.” Key Account Manager Andrew Badham commented. “Thankfully, the second day was free from rain and with the ground drying out, visitors were able to take full advantage of the machines we had on site.”

With half a dozen machines ranging from 1.5 tonnes up to 15 tonnes, there was a wide choice for visitors to try out, obviously, all equipped with engcon technology. The smallest machine available was brought to the event by iDig and featured a whole host of additional productivity and safety features designed to make the operators life easier and safer. The iDig system is available in both 2D and 3D versions. They kindly brought along their Kato 1.5 tonne excavator set up with their 3D system, Xwatch height and slew restrictor and the smallest tiltrotator in the range, the engcon EC02 showing a complete set up for small builders and hire companies who want to be self-sufficient and increase their productivity.

At the opposite end of the scale, we had leading machine control specialists Leica Geosystems bring their Hitachi ZX130LCN-7 with full MC1 Machine control and engcon EC219 tiltrotator with EC-Oil. Leica’s Steve Claybrook had designed a model of the engcon ‘e’ measuring over 10m across and allowed visitors to dig the ‘e’ out using the machine control system which is integrated with the tilt and rotate function of the EC219 “You don’t really understand what can be achieved with



this combination until you actually put it to use." Jas Metson of Broxsted Plant Hire commented, following a spell in the cab of the Hitachi. "I run a tiltrotator equipped Volvo EC140, but have been very impressed with the engcon set up on the Leica machine, especially as it comes with a 2-year warranty." These comments were similarly echoed by other experienced operators who spent time on both the Leica equipped Hitachi and the smaller Kato with iDig.

As material costs, fuel costs and labour costs are all increasing on a seemingly daily basis, having a comprehensive excavator set up to allow one-man, productive operation can only be a good thing. At the smaller end of the market, engcon were able to show Weaver Plant Hire's latest addition to their fleet, a Kubota KX060-5 excavator and EC206. The smallest tiltrotator currently in the range compatible with EC-Oil, Weaver's excavator took full advantage of this system and is said to be a very popular machine within their growing hire fleet.

Further up the weight scale, long time engcon customer Owen Mays brought along his Takeuchi TB290 and TB2150R excavators with a range of attachments for visitors to try out. Owen runs a busy contracting company in undertaking a variety of civil engineering, landscaping and utility works and has been an engcon

” You don't realise just how much more you can get done in a day with one, until you are forced into using an excavator without one.

OWEN MAYS

user for many years. "We couldn't do without them!" he commented. "You don't realise just how much more you can get done in a day with one, until you are forced into using an excavator without one. Not only do they allow you to become more productive, but they also allow you to be more cost effective with a reduction of men required on the ground."





Owen kindly supplied his machines with a range of buckets and grading beams to allow visitors the opportunity to try out a variety of tasks and gain an insight into what is capable with a tiltrotator.

The final machine on the event was again belonging to another long time engcon user, Ken Pink. Fitted to his Volvo EC140 excavator, the EC219 was yet another machine taken with EC-Oil. Such is the popularity of this hitch, the majority of engcon tiltrotators sold are now being delivered with EC-Oil. "We are finding that people are now realising the benefits of specifying a tiltrotator and understand the benefits they can achieve by using one. engcon UK's Mark Clare explained. "This then gives customers an insight into the huge range of tasks which can be undertaken with almost any attachment, hence the sway towards EC-Oil. There is also the huge benefit with using the hitch that, should the tiltrotator need to be removed to undertake narrow trenching for instance, it can be done in seconds without the operator having to leave the safety of the cab."

Pat and Claire from S-Type-X were at the show to show off their latest customisation products including lights from Lazer Lamps, light bars from MittX, and the latest additions to the range, cab steps and interior mats. Pat is well known throughout the tiltrotator community and it was great to see him supporting the engcon brand at the dig day. Many in the industry still believe the tiltrotator is an expensive addition to an excavator and it was great to see Laura from KickAsset Finance on hand to talk through the range of financing options available to potential customers to get them started on their road to excavating excellence. Despite the weather on the first day, the visitors enjoyed the opportunity to try out the various engcon equipped machines in a real-life environment. Whilst some were already tiltrotator users, including engcon, they all went away with excellent opinions on the brand's latest innovations, their push towards integration with machine control systems, and the potential of the new DC3 operating system.

The latest innovations from engcon

New Control System DC3

Introducing engcon's DC3 control system, the game-changer for tiltrotators. Designed for both current and future excavators, this cutting-edge system boasts a user-friendly mobile app compatible with iOS and Android. With features like tool recognition and remote support, DC3 offers unparalleled versatility and precision.



New hardware

- ▶ New control system modules and cabling systems of a higher standard with standardised connectors.
- ▶ Ability to utilize multiple sensors to create additional value and features, e.g tool recognition.
- ▶ The absence of a visible screen allows integration with the machine without any major impact on the operator environment.
- ▶ Modular system that can be expanded as additional modules and features become available.



New app for iOS & Android

- ▶ engcon-ID offering the potential to save custom settings in the cloud.
- ▶ Connect to control via Bluetooth.
- ▶ Soft assignments.
- ▶ ePS view.
- ▶ Status view.
- ▶ Alarms.
- ▶ Continuous software updates with new functionality, which is made available Over The Air updates.



New Quick coupler

The new S60 quick coupler has an enhanced solution on the axles that makes it more durable. The flow for EC-Oil is improved and engcon has developed a hoseless design. S60 is also available with lifting eye.



Quick coupler advantages

- 1.** Hooks facing the direction of excavation ensures an evenly distributed digging force on both axles.
- 2.** Unique safety solution with U-shaped locking hooks that prevent dropped tools. The hooks are designed to minimise play between the coupler and the tool.
- 3.** Extraordinary design that reduces wear, increases durability, and thus extends the lifespan.
- 4.** engcon's light and sound module for improved safety are included as standard with all quick coupler purchases.
- 5.** EC-Oil comes as standard on automatic couplers with flexible hose routing.

The latest innovations from engcon

New ground compactor

engcon is now launching a new size in its range of ground compactors to suit the larger excavators in the size class from 19 tonnes with the S70 or S80 attachment.



Advantages of the engcon PC models:

- ▶ Adapted for tiltrotators with EC-Oil.
- ▶ EC-Oil automatic quick coupler system comes as standard.
- ▶ More areas of use with a tiltrotator, where it was previously impossible to work, for example on steep slopes or embankments.
- ▶ Newly designed vibrator unit/generator that increases compaction force whilst also reducing hydraulic flow.
- ▶ No need to lift hand-operated ground vibrators that risk being dropped or swinging into personnel or the surroundings.
- ▶ Fewer hoses to break and fray as no oil drain line is needed.

Yorkshire house builder joins the tiltrotator revolution

Sat on the banks of the River Aire and the Leeds and Liverpool Canal, the North Yorkshire town of Skipton sits just to the South of the picturesque Yorkshire Dales. As is commonplace across the UK, there is a high demand for housing within the locality and one of the region's best local housebuilders has built a reputation on delivering architecturally impressive and environmentally friendly homes for for almost four decades.

Founded in 1986 by the late Brian Verity, Skipton Properties has grown to become one of the region's premier development companies. From turning former derelict mills into stunning contemporary living and retail accommodation, to sympathetically developing greenfield sites, the award-winning company has built an enviable reputation not only for their product, but also for the way in which their teams deliver these new homes of distinction.

Like any development, the initial stages of the work involve building sound foundations, installing roads, sewers, and landscaping works. This has been the remit of experienced Civils Manager Roger Sadler. "I've worked for Skipton Properties for 28 years! I first met Brian, our founder, over 30 years ago, helping him

on some of the company's first developments." Roger commented. "Today, I manage all of our civils and groundworks, so a lot of what I do goes unseen by our customers. I also manage all of our plant machinery; we're a little bit different to other developers in that we own a lot of our own machinery, which means we can take on challenging developments with difficult topography. I love what I do, there's always a challenge, but the finished homes we build make it all worth it."

Part of Roger's remit is the purchasing of new equipment and that has included a pair of new engcon EC214S tiltrotators fitted to the company's latest Volvo ECR145E excavators. "We have run various brands of excavators over the years, some good, some bad." He comments. "Our operators get asked their opinion on what they think is the best kit out there and we always take a look to see what is about. The Volvos have been a good machine and that can be said about the engcon tiltrotators we are now running underneath both of our new ECR145E excavators. We don't operate a



huge fleet. All we want is equipment that can do the job, is reliable and has the back-up of the dealer if and when things do go wrong."

The company keeps all of its civil engineering operations in-house. The two ECR145E excavators are joined by a 35t ECR355E and a handful of smaller mini diggers used to complete landscaping and small works as the developments progress. The larger Volvo is used almost entirely for the early-stage development operations such as road building, deep drainage, and site stripping. The 15t ECR145E excavators are seen as the bread-and-butter machines undertaking almost every other project on the site and are therefore required to be versatile and productive as well as being reliable.

Tilt and Rotate met up with Roger and David Leek, regular operator of one of the smaller Volvo excavators, on a new development on the outskirts of Silsden, just a couple of miles from the company's HQ.

The development on the outskirts of Silsden will eventually see 44 new properties constructed from natural stone and slate blend perfectly with the existing properties but for now, the machines were busy stripping the site and installing drains.

David has been an operator for Skipton Properties for 23 years split into two spells. "They are a very good company to work for." He commented. "They look after you personally, and you always get very good kit to work with." David's new Volvo is three months old and carries one of the company's EC214s engcon tiltrotators complete with removable gripper unit and EC-Oil quick coupling. "Having the EC-Oil has been brilliant in just this short space of time." David commented. "I was a little hesitant at first to be dropping the tiltrotator off, but it is so quick and easy to do, it's like second nature now. Whilst it is handy to be able to drop it off if I'm working in a trench box, I don't want to be without it for too long!" The benefit of EC-Oil allows David to remove the tiltrotator when he is required to use a hammer for rock breaking work reducing the potential for any damage.

Whilst the tiltrotator wasn't really required for his main job when we visited, loading topsoil into dumpers for transport across the site, the gripper unit came in handy for picking various bits of material out of the soil

and putting them to one side." You don't realise just how useful the gripper is until you haven't got it!" He commented. "If the branch or plastic had been loaded into the dumper, someone at the other end of the job would have to be climbing out of the cab and removing it by hand when I've done it easily and safely in seconds. I would like to see not just the time I have saved over the years using a tiltrotator, but I also believe that having a one does away with having a man on the ground in certain circumstances too, and that can mean large financial savings too." Part of the recent development included the demolition of a run-down bungalow which David demolished using just his bucket and gripper. "Once we pushed the building to the floor, it was a case of picking the recyclable material out using the gripper." He commented. "The gripper unit on the first tiltrotator I ever used, didn't close enough to pick smaller items up, but this one on the engcon is a lot better, a much closer grip with the joysticks feeding back the movement on the tiltrotator better than anything I've used in the past."

” I was a little hesitant at first to be dropping the tiltrotator off, but it is so quick and easy to do, it's like second nature now.

DAVID LEEK

Roger is also a big believer in the time and cost savings the engcon tiltrotators have brought the company since they were introduced. "We install a lot of drainage on our projects and having the ability to batter a trench back to ensure its stability means we don't need a trench box." He explained. "This saves us time as does turning the bucket around to accurately place pipe bedding on top of pipes or around large concrete inspection chambers. Just having the ability to place this one material accurately has saved us hundreds, if not thousands of pounds over the last few years of operating machines with tiltrotators. We are not a big company by any way, shape or form, but what we do is do things right, do things cost effectively, and having engcon tiltrotators helps us achieve that goal."





Full EC-Oil, full flexibility!

With EC-Oil, you can effortlessly change hydraulic tools in approximately ten seconds, all from the comfort of your cabin. Say goodbye to time-consuming manual processes and embrace the convenience and efficiency of engcon's automatic quick hitch system. Experience the difference for yourself - get yours today!

For more information, visit engcon.com/ecoil