

TILT & ROTATE



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HIS FIRST ENGCON IN
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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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DO MORE. EARN MORE.

A tiltrotator can increase the efficiency of excavating by 50% and transforms your excavator into a versatile machine that can not only excavate but also move pallets, sweep, compact, and much more.

Due to its versatility, the operator can accomplish multiple tasks in less time, working smarter and more environmentally friendly by saving resources such as material, fuel, and time.

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







It's Paid for Itself Over and Over

Will McNeice started his own excavation company five years ago, after advancing from laborer to site manager while spending 15 years working for someone else. When he set out on his own, he had three things going for him: experience, a degree in construction management, and a brand new engcon 206B for his Kubota KX40.

"I was a project manager and I realized there's no way I could have gone higher," said McNeice, who remembers thinking "I have more potential than this."

McNeice started his company in Canton, Mass., working weekends and nights during the week after his regular full-time job. He was working mostly alone except when he'd hire friends to help him on the weekends. "But a lot of the things we did we wouldn't have been able to do without the engcon. It just made things much easier."

That's still true.

McNeice says an engcon fits best with a smaller company or an owner/operator business. "It's not a fleet machine thing," he said. "It's a finesse tool for... someone who runs the machine every day."

So, why start his company with such a large purchase? McNeice said he'd watched engcon videos online, and followed that up by talking to other engcon owners. After that, he didn't want to go on his own without it. "The way I looked at it was...I buy this as a one-time purchase and it replaces a laborer. The initial investment is big money...but it's paid for itself over and over again by saving labor," he said.

In 2023 he added an engcon EC219 on a 2023 Komatsu PC138, and later in 2024 he's taking delivery of an engcon EC206 with EC-Oil on the top and bottom for a Kubota KX057.

"The beauty on that (top and bottom) is if we're digging where we don't need the tilt rotator, or doing hard-digging, I can just drop it and put it off to the side and dig with a fixed bucket and not put unnecessary strain on the rotator," he said. Seems like good advice. He has 2,800 hours on that first engcon and the only thing he ever had to replace was the DC2 internal computer," he said. "The actual internals of the machine, they haven't skipped a beat."

One of the big advantages to adding another engcon is that he already has all the attachments from his first. "They all use the same S40 coupler, and I already have every S40 attachment you can get," he said.

On a recent February afternoon in Ipswich, Massachusetts, McNeice was working a house demolition. First he and an employee, who was also operating a machine with a engcon, cleared brush from the site before demolishing the house and pulling out a portion of the foundation.

Clearing the debris from a project of that size is less time consuming with the engcon rotating grapple because it makes it easier to move the debris into dumpsters. "If I have a fixed bucket, I can only put it in one way," he said, explaining that with the engcon he can move the debris around, make some space, and not end-up with just enough left over to require another dumpster... "I can fit more...so it saves me trips...it saves me money."

” It's a finesse tool for... someone who runs the machine every day.

WILL MCNEICE

McNeice remembered his first engcon in 2019. "Right off right off the bat I could run it, but I had to stop and think about what I was doing." McNeice practiced for about 40 hours before he was comfortable. These days, "I consider myself a very good operator...it's just an extension of my hand, I don't even think about it," he said, with a pleased shrug.

As an owner/operator, the engcon makes the amount of work he does possible and easier on him and his employee.

"Let's just talk about our bodies. Let's talk about just not having to break you back to shovel because you can get into that little area (with the tiltrotator). Not only does it save time...it saves my body. When I'm 60, I'll be riding dirt-bikes living the dream, and in my opinion you can't put a price on that. You can't put a price on health."

In addition to his new engcon 206 with EC oil top and bottom, McNeice recently bought a kit to refurbish his first engcon. "We're going to rebuild all the pins and bushings, and we're good for another 2,500 hours," he said. His business, Will McNeice Site Services, is McNeice and one employee, and in 2024 he expects to do about \$1 million worth of work.

When asked if he can imagine running a machine without an engcon tiltrotator, he said he'd never go back to working without one on any machine owns, and that sounds like the answer to the million dollar question.



The latest innovations from engcon

New 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.

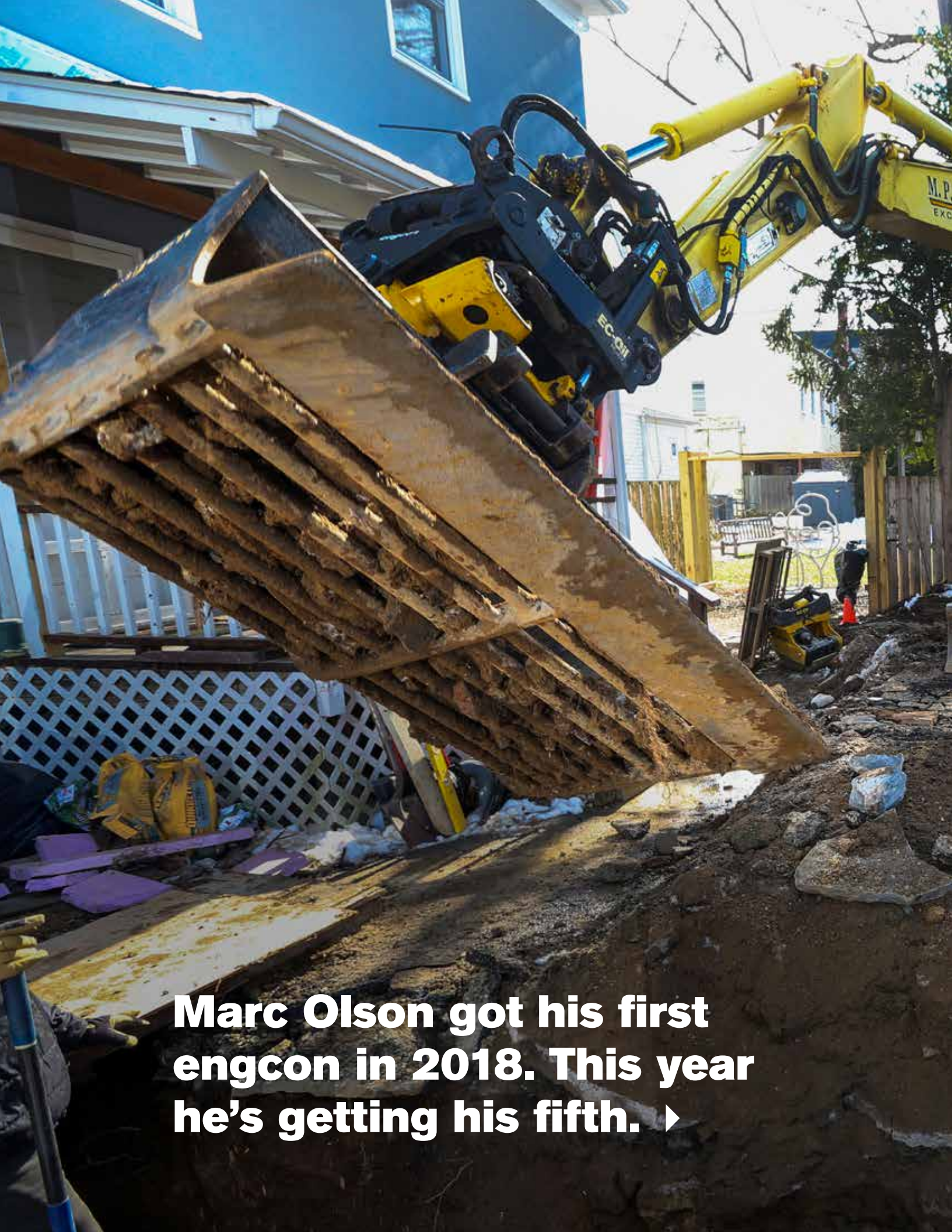
New Quick coupler

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.



Marc Olson got his first engcon in 2018. This year he's getting his fifth. ▶



“It’s like Christmas-time all the time when I go to work,” he said of his engcon equipment. “It puts a smile on my face.”

Olson was recently working a job in Nyack, NY, an established riverfront village on the Hudson, that included demolishing an old garage and digging a trench for a sewer line to the house.

“It was so tight that my machine stayed in its track and I could barely spin-around,” Olson said. He could move forward and back about 5 feet in a narrow driveway between the dumpster and the garage he was dismantling.

“I would grab pieces of the roof, bring it in as tight as I could, and...spin the tilt rotator around” to drop the piece of garage into the dumpster.” It was one of the tightest locations he’s ever worked in, Olson said.

Olson thinks that without his engcon tiltrotator it would have taken a week just to demolish the garage and clean-up. “We did it in two-and-a-half days,” he said. “This tiltrotator is a game changer.”

As other engcon owners have noted, the versatility of the machinery helps them work more efficiently, and that means keeping labor costs down.

“If my guy (his employee Daniel has worked with him for 17 years) goes to get lunch or coffee, it doesn’t stop me. I can do anything,” Olson said.

When it was time to dig and then backfill the trench, the only place to put the machine was on a small rise of dirt perpendicular to the trench. Using an engcon cable bucket, Olson could perch his Yanmar mini excavator in that one spot and easily dig and then backfill the trench.

Although Olson does mostly site work, he has some work of a more serious, or grave, nature. He’s been working for a cemetery for about a year and a half, and he is there often enough that he leaves two machines and engcon equipment there all the time. “Usually they dig with a backhoe (at a cemetery) but the bucket I

have is the perfect size for a vault, and it leaves a super smooth bottom,” he said.

After digging the grave, Olson comes back later to fill it in. “That’s where the screening bucket is indispensable,” he noted, because after they screen out the rocks. “All there is nice dirt, it gives more dignity to the burial.”

Olson has a degree in civil engineering from the Rochester Institute of Technology and his first job was working behind a desk for General Dynamics in a large engineering office. “But I was always looking out the window wishing I was out there, even when it was zero degrees,” he said of his realization that desk work wasn’t for him.

“So I left and got a backhoe job and I’ve been loving it ever since...you gotta follow your dreams,” he advised.

A few years later he went into business for himself, and established M.P. Olson Excavation in Suffern, New York in 1986. But it wasn’t until 2011 that he first thought about growing that business with engcon, when he was introduced to their tiltrotator at CONEXPO in Las Vegas. He tried it out in the parking at the show, “And...then I was hooked,” he said.

When he went back to CONEXPO in 2017 he ordered his first engcon, a 204. After delivery and set-up, Olson played with it a little in the yard over the weekend, and that Monday he took it straight to a job, a project digging about 120 sewers in the village of Sloatsburg, New York.

A week later he ordered a second engcon, and he’s been investing in them ever since.

You could say M.P. Olson knows a good thing when he sees it.





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