



TILT & ROTATE



35 YEARS OF
GROUNDBREAKING
INNOVATIONS

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EFFICIENCY
WITH ENGCON

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TILTROTATOR
CUTS JOB TIME
IN HALF

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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 its 35th anniversary as a company. Since its inception in 1990 in Lidsjöberg, the company has revolutionized 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 revolutionize 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, Sweden.



2003

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

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.



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 ton 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.

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.





1992

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

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 US, 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 June 17, 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 globalization 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.

How Engcon Helps Win Multi-Million Dollar Shoreline Projects





Day-to-day, Josh McCrillis knows it's important to limit the environmental impact from excavation and construction. But in the Lakes region of New Hampshire, it's absolutely essential.

McCrillis is Project Manager at Total Grounds in Tilton, New Hampshire, where large lakes with names like Waukegan, Kanasatka, Pemigewasset, and Winnepesaukee, provide miles of scenic shoreline, and thousands of lakefront properties. That's where Total Grounds does most of their high-end residential landscaping, construction, demolitions, hardscape, septic work, outdoor patios, and shoreline walls.

It's also where New Hampshire has strict protective requirements for those who perform ground work or construction near its lakes and wetlands. "Based on our permitting," he explained, "the town or certain watersheds won't allow us to have a machine close to the shoreline," because of the potential environment effect of oil or hydraulic fluid spilling into the water. "So that means you have to have all the work done either by people, or by an engcon."

Without the engcon, he said, he would need people doing much of the labor along the waterline by hand. "An engcon virtually eliminates your labor force, if you have a good enough operator," he said. "If we're limited to say, a 100-foot buffer, sometimes we'll rent a machine with an extra long 100- or even 200-foot stick to do all the work (with the engcon)," he said, explaining that the engcon can work from outside the buffer or from a barge on the water. "Having an engcon allows you to keep a safer, cleaner work environment and do it in less time," he said.

On a big project, he said, that could add up to weeks of time saved. And if he has fewer workers on that project, he can have more workers on the ground at other projects. "We're able to do the job at a lower rate. And sometimes in a competitive market like, on the shoreline, that lower rate can be the difference between landing a multi-million job or not landing one," he said. "Or maybe getting a job that you otherwise wouldn't be able to get unless you had a really creative way to do it."

Although protecting the environment along the shoreline is important, using an engcon is environmentally friendly all the time.

Whatever the project, McCrillis says, "The biggest thing is you're cutting down idle time...time when that machine is just pluming out exhaust, because we're able to move faster, use less fuel, and obviously that helps out the environment."

McCrillis was introduced to engcon about 10-years ago. He had a degree in horticulture, but his interest in and desire to work with large equipment led him to a job with an excavation/construction company in Maine.

He saw what an engcon could do, and wanted to learn how to operate one. When there was no training program at that company, he taught himself, on his days off.

"...I made a deal," he recalled. "I'd come in on my own time, fill the excavator with fuel, and my boss would let me practice in the pit."

Eventually, he got good, so good that he spent the next four years operating an excavator and an engcon 360, often doing the most challenging work. "It allows you to do so much...You can maneuver between duct banks and utilities...working with live gas, live electric...that's my favorite time," he said.

After honing his skills, it was time to move on from doing mostly civil construction, and he looked for a company doing more diverse work. About a year ago he signed-on as project manager at Total Grounds. He's there because he wanted an up-and-coming company, and one other reason.

"When I was leaving my last job I was looking for teams that had engcons," he said. "I wouldn't work for a company that didn't have engcon."

Total Grounds was a good fit, and they have five engcons. The job he was working on the day we visited





was grubbing-out about 8,000 square feet of vegetation at a car dealership to install 3- to 5-inch round rock to reduce maintenance for the property owner. He said the engcon was indispensable on this particular job. "Because of the traffic and the pedestrians," he said "You can't block off the street and work it from the there."

He explained that in New Hampshire, because of the narrowness of some roads, road closures are not allowed. He had to work from the parking lot out of a 9-foot footprint.

"If I had a machine without a 360-degree bucket, I would have to be constantly going in and out of the bed to reposition," he noted. He'd also have to be careful about hanging over the road.

But with the engcon he said he can just dig out from any angle, spin around and dump into the truck. He estimated the engcon on this job reduced the work by two laborers, and the speed that he can work with the engcon reduced the length of the job from seven days to three.

"I can do with one stroke on the engcon what would take five strokes with a fixed bucket," he said. Saving time on a job is important to Mccrillis, but so is making life easier for the laborers on the ground.

"I started at the bottom," he remembered, "I started as a shoveler, worked my way up to a mid-level operator setting up lasers and doing skid steer work." From there he joined a pipe crew and did low excavation trenches and laid pipe.

"Because I worked from the bottom up, when I got my hands on an engcon I became popular with the crew. . . because the better the operator, the less physical labor they have to do."

He said the ground crews make up what really drives these companies. "The more you can take off the labor force and put it on the heavy equipment, the more you're going to retain employees. Having an engcon, not only does it save time and money with labor, but fuel costs because you don't have to reposition the machine so much."

As a project manager, Mccrillis spends most of his time planning a job and making sure it progresses smoothly, so that it comes in on time and on budget, and that includes the time saved using engcon. He still gets in the seat several times a week, when things get tricky or when another operator is uncomfortable. Or maybe when he gets the urge to do a little elegant digging. "From the day I meet the client. . . I'm in charge of the entire project," he said. "Having five engcons in my tool belt only makes my life easier because I can send one operator in there and he's able to do the work of three people."

The engcons help keep his costs down and his deadlines met. After thinking about it for a moment, he smiled and said, "If, logistically, I can get three engcons on a job, then I will."



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.



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 enabled 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.'



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For more information, visit engcon.com/ecoil



Tiltrotator Cuts Job Time in Half for Massachusetts Contractor

Adam Gentile has only been in business since 2021, when at the age of 25, he thought he'd put his construction management degree to work for himself instead of driving a loader for someone else.

He left his full-time job at a sand and gravel company, got himself an excavator, a truck, and a trailer, and started AG Landscaping in Littleton, Massachusetts.

All he needed after that was an engcon. "I always looked-up to the big guys in the industry," he said, "and everybody had tilt-rotators. They seemed to think it was the thing of the future, and being a one-man band, I thought a tilt-rotator would be the absolute next best purchase for me."

Two years into his business, the self-described "one man band" got a trusty back-up musician an an engcon EC-204, and they've been making beautiful music ever since.

He currently has a Kubota U-35, and recently added a Kubota U-10 for it's small footprint and easy maneuverability. "We found ourselves getting into really tight trench-work," he said, noting that he does a lot of utility trenching for plumbers and electrical companies.

Adding the engcon to a small excavator, "Is a game-changer" he said, especially for a small crew. "Its ability to turn, move, rotate, you can do the job of two other guys most of the time. It's a two-to-one equation," he estimated, "One engcon to 2 guys...it's crazy."

"We're all about minimal damage to existing landscapes, and we're able to fit places many other machines can't," he said, noting that many of his residential projects have expensive trees and plantings that might be damaged by a larger excavator. "You're able to navigate and dig with confidence."

That work, over the last two years, has included slope-grading, digging around existing utilities, under walkways, across driveways. On an August afternoon in Sudbury, Massachusetts, Gentile was backfilling about 210 feet of trench dug for electrical conduit. The trench was as straight as anyone could hope to get it, and the disruption to the homeowner's front yard was minimal.

"There's a lot of money that goes into repairing landscapes," he said. "We do a 250 foot utility trench and we had to spend another two or three thousand dollars on labor, time, and material to get that landscape back to where it was."

The limited damage done using the engcon makes that effort and expense unnecessary. "With the engcon, he said, "We just need a couple of yards of loam and a rake."

Most of the time, he said, he works alone "and being able to be so efficient, the customers are always



impressed with how clean things are left. I feel like I've found a little niche of limited damage just due to the fact that I have such good control...with the engcon."

"I've done it the old way with just an excavator" he said, "and it just makes a mess"

Repairing landscapes has become easier, but Gentile doesn't really know about repairs to his engcon, because he hasn't had any.

"I've got 550 hours on it now and I haven't had a single problem," he reported.

Gentile first got acquainted with the engcon the way many people do, through watching other contractors on social media demonstrating their work and talking about the engcon. Then he tested one at the annual Batten Earthworks Construction Nights in Templeton, Mass.

"I saw the efficiency," he remembered. "There is no other excavator attachment that is more efficient than this machine to help with clean-up, digging, loading, grading...you can do absolutely everything with this machine. Every job I go to, the machine comes," he asserted.

Purchasing the engcon was a big decision, but he's found that the engcon reduces the time spent on an average job by about half. That leads to a more competitive quote, less diesel fuel and exhaust, and the ability to accept more work.

"I'm very particular in the way things are done," he said. "How they're finished to the customer's satisfaction. The extra time I have using the machine is used insuring that everybody's happy and the job is correctly done and complete."

His company's slogan is "Where Passion and Quality Grow" and he has plenty of passion and insists on quality.

He also has a little slogan for his engcon, he calls it his "Labor Saver".

"I will never own a machine without a tilt-rotator," he said "That's for sure."





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