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COVER STORY

16 Top 100 New Products of 2009

Construction Equipment editors choose the 100 most significant product introductions of the year. In evaluating these products, we look for advances in technology, new product lines, significant improvements to existing products, or a product that increases competition in its field. To locate specific product categories, see the page numbers below or check the Top 100 index on page 40.

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42 Online Auctions

It's no secret that the used-equipment trade is one of the few reliable growth sectors in construction today. Auctioneers — IronPlanet, Ritchie Bros., and a growing list of others — say the number of Internet buyers and volume of purchases they're conducting online suggest that the growth of Internet construction-equipment auctions compels used-equipment buyers and sellers to investigate online auctions.



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Dire Days for Distributors

Name the market where 94 percent of the businesses reported sales declines last year. Yes, it's the construction-equipment distribution market.

The past decade brings Dickens to mind when considering the ups and downs of the equipment dealer. Today, equipment dealers are in a serious trough.

According to our Annual Report & Forecast, which we'll publish next month, distributors carry little expectation of a return to normalcy, at least for the immediate future. Although 43 percent say sales will increase next year, 27 percent foresee further declines.

Five business conditions have created the perfect storm that threatens distributors. Any single condition would dampen forecasts, but when all five hit at once, it is dire indeed.

1) **Declining machine sales.** New machines are not moving because the construction markets are not moving. The used market is hot, but much of the iron moving through auction houses is from distributor and rental fleets. There's no indication that trend is abating.

2) **Recession.** Toby Mack, president and CEO of AED, says, "While the broader economy may have begun to recover from the great recession, our industry is still in a depression." Our industry faces high unemployment, and industry analysts fear it will continue to rise.

3) **Tight credit.** Equipment distribution is a highly capitalized game to play. Unsold inventory eats up capital, leveraged dealerships find it harder to borrow, and equipment buyers find similar credit problems constrain their purchasing plans.

4) **Poor margins.** Prices follow demand, and they are heading south. Although 20 percent of distributors said they were able to maintain margins this year, 31 percent said margins were "much lower" than in 2008. Only so much overhead can be cut before declining prices eat up slim dealer margins.

5) **Declining construction markets.** Markets are not forecast to rebound until late 2010. No projects, no machines at work, no new machines needed.

We've generated a lot of conversation with this topic at our Big Iron blog. Read what others are saying, and add your own comments, at ConstructionEquipment.com/BigIron.



Rod Sutton, Editor in Chief

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A summary of the month's primary machine introductions and model changes

By KATIE WEILER, Managing Editor

John Deere

Deere's D-Series vertical-lift skid steers and compact track loaders feature 24 percent additional cab space.

With net horsepower ranging from 58 to 89, five new skid steers are the 318D, 320D, 326D, 328D and 332D.

For the CTL line, the new 319D, 323D, 329D and 333D models join the small-frame, radial-lift CT315. The V-Plenum cooling system positions the coolers side by side, allowing them to be larger and taller.

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JCB

Although listed as part of JCB's mini excavator product offering, the new 8065 RTS reduced-tail-swing model weighs in at more than 14,500 pounds, close to 1,000 pounds beyond the industry standard. The crawler excavator is powered by a Tier-3 Isuzu engine generating 54.3 horsepower, and boasts maximum dig depth of 14 feet 3 inches and dump height of 14 feet.

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Komatsu

The PC88MR-8 replaces the PC78MR-6, featuring a Tier-3 Komatsu diesel engine rated at 65 horsepower (17 percent increase). Komatsu says the 18,558-pound, minimum-swing excavator also has more drawbar pull, faster travel speed, 10 percent more arm-digging force and a significant improvement in dozer blade travel. The PC88MR-8 swing boom reaches maximum digging depth of 15 feet 2 inches. It has a standard auxiliary hydraulic flow of 33 gpm.

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Caterpillar

Cat recently shipped a pre-production 795F AC mining truck to a North American copper mine where it will serve as Cat's first field-follow electric-drive truck. The 345-ton-capacity 795F AC enters Caterpillar in a new size class, so it is the primary focus of the Caterpillar AC-electric-drive development program. New technologies include blended, four-corner braking and retarding — combining Cat oil-immersed disc brakes and electrical retarding.

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Market Watch



◀ Case

Case adapts its hydrostatic 650L crawler dozer to residential and confined commercial work sites by retaining the power in a scaled-down package. At 74 horsepower, its Tier-3

Case engine is within one horse of the K Model, but the 17,550-pound LGP weighs nearly 2,000 pounds less. Overall height and length are about 5 inches less than the K, and the standard blade is slightly smaller. About 4 inches less track length on the ground makes turns easier.

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▼ Liebherr

Liebherr's 1,320-ton (at just over an 8-foot lift radius) LTR 11200 telescopic crawler crane is designed for erecting wind power turbines. The narrow-track crawler chassis (15 feet 10 inches wide) allows the assembled crane to crawl the narrow roads in the wind-power parks. With standard outriggers, the crane sets up on a square, 42 foot-10 inch footprint.

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▲ Komatsu

With a net horsepower of 272 horsepower, the WA470-6 wheel loader features an operating weight between 51,850 to 52,150 pounds and a dump clearance of 10 feet 5 inches when equipped with a 5.5-cubic-yard bucket. It is powered by the company's Tier-3 SAA6D125E-5 diesel engine, and the large-capacity torque converter combined with the closed-center load-sensing system reduces fuel consumption, Komatsu says.

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▶ Caterpillar

The Tier-3 makeover of Cat's TH220B and the TH330B telehandlers resulted in new models TH406 and TH407. Both have rated capacities of 8,100 pounds and two-section booms, but the TH406 has a 20-foot lift height and the TH407 lifts up to 24 feet high. A mechanically controlled Cat C4.4 diesel engine produces 100 horsepower in the TH406, and an electronically controlled version of the engine delivers 125 horsepower in the TH407. Cat says load-sensing hydraulics offer superior lifting and digging forces.

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▶ Manitex

Manitex's Badger Equipment subsidiary introduced a new product line, starting with the CD4430, a 30-ton cab-down-style rough-terrain crane. A synchronized, two-section boom can reach 53 feet. Badger offers a choice of Cummins QSB 4.5 four-cylinder turbo diesel or six-cylinder QSB 6.7, both rated at 160 horsepower. The all-wheel-drive CD4430 includes two-wheel front, two-wheel rear, four-wheel coordinated and four-wheel crab steering.

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▼ Link-Belt

Link-Belt says its 75-ton TCC-750 is the largest telescopic crawler crane that can transport at under 100,000 pounds with tracks attached. Side frames retract hydraulically, offering a fully retracted gauge, for transport or work, of 8.4 feet; a mid-range gauge at 11.9 feet and, fully extended, at 14 feet. It has a four-section boom with maximum tip height of 121 feet and an optional two-piece lattice fly.

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MANUFACTURER NEWS

Mack Moves into New Digs

There's a shiny new doghouse in North Carolina.

Vocational truck stalwart Mack introduced itself to the Piedmont Triad region with the Sept. 3 grand opening of the company's new world headquarters in Greensboro. "We have a 109-year tradition of success, forged by excellent people and products, and that tradition will continue to grow here in North Carolina," Dennis Slagle, president and chief executive officer of Mack Trucks, said after being accompanied to the podium by a bulldog mascot.

Parent Volvo Group has roots in Greensboro dating back to 1981, and many of the corporate support functions Mack relies on are located in the area. "Establishing



The Mack Bulldog cuddles up beside a Titan truck model in front of the new world headquarters of Mack Trucks.

Mack World Headquarters here in Greensboro alongside our support organizations will make us a more efficient, agile and cost-effective organization in almost every aspect of our business, from product development to aftermarket support," says Slagle.

As part of the restructuring program, production of all Mack trucks has been consolidated at Macungie Assembly Operations, located in Mack's longtime home in the Allentown, Pa., region.

RUNNING GREEN

CARB Amends Diesel Rules

The California Air Resources Board (CARB) approved two new ways to get early credits under the state's in-use off-road diesel emissions regulation, one for fleets that have reduced horsepower between 2006 and 2010, and another for fleets that have reduced overall activity. Fleets that receive credit under the new provisions will have reduced requirements to upgrade, retire and retrofit vehicles. An informal summation of three pending amendments to the rule can be reviewed at www.arb.ca.gov/msprog/ordiesel/reglanguage.htm.

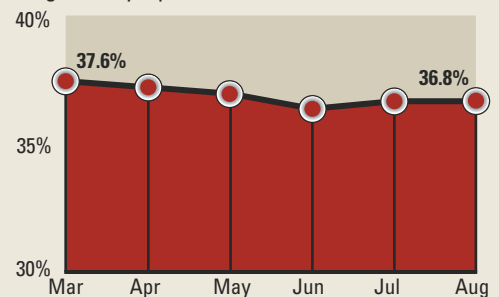
To help fleets understand what the changes mean specifically to their fleets, CARB staff updated its fleet average calculators (see www.arb.ca.gov/msprog/ordiesel/documents/documents.htm) reflecting the new credits. CARB also released a new guide explaining provision of the new credits. The guide and a new overview of the regulation and of large fleets' 2010 requirements are posted on in the CARB knowledge center at www.arb.ca.gov/msprog/ordiesel/knowcenter.htm.

USED EQUIPMENT

Values Flatten

The Rouse Value Index

(Avg. orderly liquidation value as % of cost)



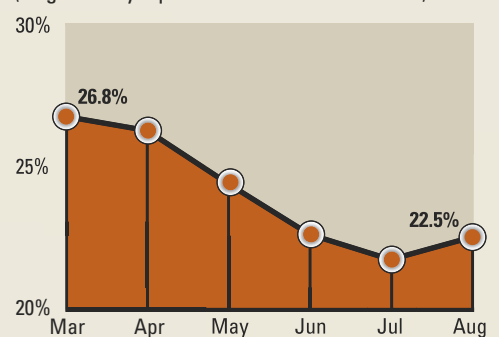
Note: Orderly liquidation value is expressed as a percentage of replacement cost (average cost paid for a new unit by large rental companies and dealers) for the average age of equipment within that category.

Includes 10 categories of equipment common to rental fleets. Source: Rouse Asset Services

Orderly liquidation values held their own in August after a slight dip in June. Five of 10 products saw value increases, including telescopic booms up 3.7 percent over July. Overall values are down almost 25 percent from August 2008.

Telescoping Boom AWP's

(Avg. orderly liquidation value as % of cost)



Telescoping-boom aerial work platforms showed an increase in values in August, recording a 3.7-percent improvement over July. Values are still 22 percent lower than in March. Average selling age is 89 months.

Managers Digest

For more headlines: ConstructionEquipment.com

MANUFACTURER NEWS

Bobcat at Home 'Down on the Farm'

A modern-day "Green Acres" story has topped almost 10,000 entries in the Great Bobcat Tractor Pull contest . . . and won an Indiana couple a CT235 compact tractor and implements package.

Equipment manufacturer Bobcat asked people to submit details of how they would use a Bobcat compact tractor to accomplish tasks ranging from common acreage chores to major projects. John Shepherd, of Porter, Ind., about an hour's train ride from Chicago, explained how his wife is a "city girl" and he is "kind of country," but their in-

terests have combined to create an apple orchard and beekeeping operation. They would use a Bobcat tractor to move hive bodies, plant trees and put up fencing, they said in their contest submission.

"We recognize how much our target market can relate to the Shepherds' situation," says Leroy Anderson, Bobcat marketing communication manager. "She prefers the city, he loves the country, and now they have the best of both worlds — along with the typical chores and projects that need tending to on a small- to mid-sized acreage."

Green Acres, indeed!



John Shepherd's modern-day "Green Acres" story has won a Bobcat CT235 compact tractor and implements package for the Indiana apple orchard and beekeeping operation he shares with his wife. Second prize in the contest was a Bobcat 2200 utility vehicle.

STATUS & FORECAST TOTAL CONSTRUCTION SPENDING

Construction spending rose 0.8 percent in September due to an implausible jump in residential remodeling, which is unlikely to be sustained. The reported September construction spending total was 0.2 percent below the initially reported total for August. This is due to large downward revisions for spending for commercial buildings and manufacturing. Expect construction spending to decline into the winter until the expanding economy absorbs much of the surplus building/facility space.

— JIM HAUGHEY



Source: U.S. Department of Commerce

USED EQUIPMENT NEWS

JCB Halves Parts Cost for Dealer Refurbs

JCB's Encore Program provides dealers with an affordable opportunity to bring used JCB backhoe loaders and Loadall telescopic handlers back to their original specifications and repair cosmetic or defects.

Replacement parts — including paint and glass — are offered to dealers at a 50 percent discount off original list prices. After dealers make repairs, a JCB representative inspects the machines to ensure they satisfy Encore standards for refurbishment. Machines that meet or exceed those standards receive a 90-day

power-train warranty from JCB.

"With the Encore Program, rental equipment dealers can refurbish their used fleets at a discount rather than dumping their older equipment at an auction and getting less in return," says Mike Werner, vice president of customer support for JCB North America. "Encore makes it affordable for dealers to bring these machines back to factory specs and then sell them to their existing customers at a profit."

"The Encore Program effectively raises the resale value of our used

JCBs," says Jim Cox, president of Chicago-area dealer Casey Equipment. "We've been able to provide customers on a tight budget with an excellent piece of equipment they might not otherwise have been able to afford."

JCB plans to expand the program to include all JCB machines — including excavators, rough terrain forklifts, track loaders and wheel loaders — by the end of 2009.



Encore Program offers dealers parts at a 50-percent discount. JCB inspects refurbished backhoes and telehandlers, and offers a 90-day power-train warranty.

SUPPLIER WATCH

ALL Plays BASE

ALL Crane & Equipment Rental of New Albans, W. Va., provided a boom truck for BASE jumping at the annual Bridge Day celebration at the New River Gorge Bridge in Fayetteville, W. Va. A platform extending from the truck bed of the 23.5-ton capacity Terex BT4792 boom truck provided the launch point for all-day BASE jumps from the 876-foot-tall bridge. The truck's boom dangled a man basket over the gorge from which photographers and videographers recorded the event.

Trained BASE (Building, Antenna, Span, and Earth) jumpers leap from these fixed points with parachutes designed specifically for rapid deployment. Jumpers must first skydive numerous times from aircraft before attempting BASE jumps. At Bridge Day 2009, thousands of onlookers gathered on the world's sec-



A 23.5-ton Terex BT4792 boom truck from ALL Crane provided the launch point for BASE jumps from the 876-foot-tall New River Gorge Bridge.

ond-longest single-arch bridge to watch 360 jumpers vault off the span.

"We do our part to make sure the jumpers and photographers have the safest possible conditions," said Chad Shamblin, general manager of ALL Crane.

Video at www.youtube.com/watch?v=T9RQF76oGLo

MANUFACTURER NEWS

Hitachi to Complete TCM Purchase

Hitachi Construction Machinery will buy out the shares of the loader and forklift maker TCM Corp. through a 1-for-10 share swap by the end of the year. Hitachi already owns 51 percent of TCM. The deal's significance is heightened considering Hitachi's announcement last October that it would take Kawasaki as a joint-venture partner in developing wheel loaders to satisfy EPA Tier 4/EU Stage IIIB diesel emissions requirements. Hitachi retains an option to fully acquire that joint venture in 2012.

chi's announcement last October that it would take Kawasaki as a joint-venture partner in developing wheel loaders to satisfy EPA Tier 4/EU Stage IIIB diesel emissions requirements. Hitachi retains an option to fully acquire that joint venture in 2012.

SUPPLIER NEWS

CNH Dealers to Gain Fiat Powertrain

Fiat Powertrain Technologies (FPT) NA will select and designate approximately 300 independently owned dealers in North America from the CNH family of brands, to operate as authorized FPT service dealers. FPT offers a range of industrial diesel engines with displacements from 2.0 to 3.0 liters, serving the industrial, power generation and marine market segments. The selected Case, New Holland and Kobelco Construction and Case IH and New Holland Agriculture dealers will provide FPT customers with parts sales, service support, and technical service support through a help desk and training.

SUPPLIER NEWS

Hilti Sets Up Plant In Mexico

A new manufacturing facility in Matamoros, Mexico, allows worldwide tool manufacturer Hilti to ship products directly to locations throughout North and Latin America, the company says. In addition to putting Hilti products closer to the customer, this saves on freight costs, as well as reduces delivery times and the environmental impacts of transportation.

Additionally, says Hilti, the location of the plant will limit negative currency influences, because both material procurement and production take place in the same economic area.

Encompassing about 15,000 square meters of production space, the facility cost \$14 million Swiss francs to build. It initially will employ 50 people, but this figure is expected to grow to 150 by 2015. The generous dimensions of the location, totaling about 65,000 square meters, give Hilti the possibility to expand production according to future market needs.

MANUFACTURER NEWS

NorAm Signs Three Cat Dealers

NorAm Construction Equipment's three newest dealers are Ohio CAT, Cleveland, Mustang CAT, Houston, and Holt CAT, San Antonio. The three dealers offer the NorAm 65E throughout their sales and rental operations. The 65E is a 110-horsepower compact motor grader with 10-foot blade whose engineering descends from the Allis-Chalmers Model D.



Heavy Earthmoving

Top 100 New Products of 2009

Our Top 100 Products Award Program was conceived to call special attention to the most significant products introduced each year. We receive hundreds of product releases annually, but we have to choose each month which products have greater interest to the majority of our readers.

In evaluating products for the Top 100 Awards, *Construction Equipment* editors look for advances in technology, new product lines, significant improvements to existing products, or a product that increases competition in its field. Also, the highlighted products had to be featured in the magazine between **November 2008 and October 2009**.

► Caterpillar 613G Scraper

Cat completely redesigned the tractor for its 613G elevating scraper. Powered by a Cat C6.6 engine, the unit boasts increases in power-train efficiency, rimpull, elevator speed and travel speed; it can also load material as much as 13 percent faster. Cab is 30 percent larger and offers operators a swivel seat for an improved view of cutting edge and bowl. Accu-Grade is also available. Price range: \$330,000 to \$360,000.



INDUSTRY'S CHOICE



Caterpillar K-Family Track-type Tractors

Replacing Caterpillar's G Series, K-Family hydrostatic-drive track-type tractors

are powered by Tier 3 Cat C4.4 ACERT engines, rated from 74 to 96 horsepower. The new models feature a larger, quieter cab and seat-mounted, electro-hydraulic controls. Machines can be shipped with SystemOne undercarriage (D3K and D4K) and integrated Accu-Grade system. Price range: \$95,000 to \$163,000.

For a complete list of Top 100 Products,
visit ConstructionEquipment.com/Top100.

▼ Double D Grade King Leveling Scraper

Designed for heavy-duty earthmoving jobs, Double D Grade King Leveling Scrapers are rated for high-output tractors up to 535 horsepower. The scrapers can utilize several attachments and can tow implements behind them such as compaction rollers, weighing up to 25,000 pounds. Grade King can eliminate the need for other equipment on the job, and it comes in 12-, 14- and 16-foot widths. Price: \$30,000 to \$55,000.



▼ Champion C110 C/C116 C Motor Graders

Champion's tandem-drive C110 C and its all-wheel-drive counterpart, the C116 C, are designed to bridge the gap between compact motor graders and large graders. Weighing about 24,000 pounds, the graders are said to offer engineering and operating features of full-size machines. Powered by a 120-horsepower Cummins Tier 3 engine, the graders have a fully sequential, direct-drive, 8F/4R transmission providing a top speed of 27 mph. Price range: \$160,000 to \$180,000.



John Deere G Series Motor Graders

The Deere G Series offers grader users a choice of industry-standard, console-mounted controls or armrest-mounted fingertip controls. If fingertip controls are specified, the operator still has a choice between using lever steering or a steering wheel. With the electronically controlled Grade-Pro versions, an electro-hydraulic control scheme minimizes the center console. It also has a "return to straight" feature and exclusive cross slope control, whereby operators select a desired slope and maintain it with one blade lift lever. All Grade-Pro units are grade-control ready for either Trimble or Topcon systems, with controls integrated into control levers. Price range: \$318,000 to \$460,000.



► Volvo L45F Compact Wheel Loader

The 19,070-pound L45F features Volvo's torque parallel loader linkage, which provides smooth parallel lift, high rollback torque, and lifting power throughout the lift range. Volvo says it merged the best features from both small- and large-platform machines into the L45F, boasting a host of improvements. Price range: \$100,000 to \$150,000.



▲ Caterpillar H Series Wheel Loaders

H-Series medium wheel loaders from Cat feature electro-hydraulic implement controls and load-sensing hydraulic systems with simultaneous lift and tilt capabilities. They also have new hydraulic and electrical service centers located at ground level for easier access (938H-972H models). Powered by Cat ACERT engines, the machines offer increased fuel efficiency, new cooling system, and ergonomic cabs. Price range: \$181,000 to \$443,000.



▼ Liebherr R924 Compact Swing Excavator

Despite its compact body, the Liebherr R924 is a full-size excavator rated at 163



horsepower, meaning the machine is suited to work in all terrains. But the 6-foot swing radius also enables the R924 to maneuver in tight spaces. The machine has among the highest digging depth and lifting capacities in the 25-ton class, the company says. Price range: \$225,000 to \$290,000.

► K-Tec Earthmovers' ADT Scrapers

K-Tec ADT Series is made to pull a scraper with the power unit of an articulated dump truck. As well as being capable of higher speeds, ADT scrapers match the width of the power unit, are capable of tighter turning radii, and boast improved flotation over motor scrapers, K-Tec says. Scrapers can exceed speeds of 30 mph. Price: \$280,000.

Heavy Earthmoving



Volvo EW230C Wheeled Excavators

The EW230C excavator from Volvo features a more robust platform designed for the stability needed to manage bigger loads and hard digging. The 27-ton machine is powered by a Volvo Tier 3 diesel engine with V-ACT. It also sports a new Volvo Care Cab. Price range: \$330,000 to \$350,000.



Komatsu Dash 6 Wheel Loaders

The -6 loaders from Komatsu offer a host of improvements, including Komtrax as standard equipment. All are powered by Tier 3 engines that are said to reduce fuel consumption and emissions while improving productivity. Smaller loaders use hydrostatic transmissions and have Variable Traction Control with S-Mode. Bigger loaders have larger-capacity torque converters. Price range: \$60,000 to \$890,000.

New Holland B Series Backhoe Loaders

New Holland's six B Series backhoe loaders feature a sloping front hood and narrow backhoe boom designed to provide optimal visibility. A curved boom lowers the machine's transport height and allows for greater digging forces and digging depths. All models offer Tier 3 New Holland engines by FPT. Price (entry level B90B): \$65,350.



Volvo ECR305CL Excavator

The Volvo 34.8-ton ECR305CL has a body that swings only fractionally outside its track width. A compact design allows it to work next to objects without risk of damage, and it is claimed to have best-in-class lifting capacity and digging force. A new rounded cab offers a sliding door for easy access. Price range: \$265,000 to \$270,000.



Case Wheel Loader JSS Option

Joystick steering (JSS) is available as a factory-installed option on Case's E Series full-sized wheel loaders. Housed in the left armrest, the option includes a joystick lever; a forward, neutral and reverse switch; and a transmission kick-down switch. JSS can be used in all gears and work modes. Case says JSS typically is not offered in this size class, from the 521E to the 1221E. Price: \$6,050.



Liebherr PR 764 Litronic Dozer

The 422-horsepower Liebherr PR 764 Litronic tractor weighs 52.5 metric tons, making it the world's largest hydrostatically driven crawler dozer. A Liebherr D9508 V8 diesel engine drives the machine by means of four variable-displacement pumps and engines, each in a closed circuit. It runs in optimum rpm range, providing maximum torque while reducing fuel consumption. Price range: \$750,000 to \$850,000.



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Light Earthmoving



Hitachi ZX60USB-3 Mini Excavator

Powered by a 54-horsepower Yanmar 4TNV98 Tier 4-compliant engine, Hitachi's ZX60USB-3 ultra-short excavator can reach a depth of 12 feet 4 inches. Features include auto-idling which reduces fuel consumption, automatic shifting based on machine load, and a swing boom that moves 80 degrees to the left and 60 degrees to the right. Hitachi's excavator is available with either rubber or steel tracks. Price: \$71,000.



Gehl V270 Skid Steer Loader

With a rated operating capacity of 2,700 pounds, Gehl says its V270 skid loader is the strongest in its class, capable of lifting up to 3,000 pounds to a height of more than 130 inches. It is powered by an 84-horsepower Yanmar turbo diesel engine with 215 foot-pounds of peak torque. The wheelbase length of more than 49 inches means a more stable ride, and large side screen provides added visibility. Price: \$42,000.

Bobcat M-Series Excavators

Bobcat extends its M-Series mini excavators with the 3-metric-ton E32 and the 4-metric-ton zero-tail-swing E35. Both are powered by 33.3-horsepower diesels and dig 10 feet 2 inches deep. The excavators have also been designed with emissions regulations in mind, boasting an operator-activated auto-idling feature, which idles the engine if machine functions are not used for a period of four seconds, and then returns to the preset throttle position when the operator begins working again. Price range: \$42,660 to \$88,815.



INDUSTRY'S CHOICE



John Deere CT315 Compact Track Loader

Expanding John Deere's line of compact track loaders, the CT315 sports a

small frame, and its interim Tier-4 engine is rated at 45 horsepower. With a 60/40 weight distribution from the back of the machine to the front, the compact track loader balances stability, maneuverability, and power even under load, Deere says. As the company's smallest compact track loader, the CT315 features a 12.6-inch-wide track and an overall machine width of just over 60 inches and has an operating capacity of 1,500 pounds. Price: \$41,000.

Mustang MTL Track Loaders

Featuring a Tier-3-compliant engine, Mustang's MTL track loaders deliver a range of 51 to 92 horsepower and can reach speeds of up to 7.5 mph. Now standard in the track loader line are a new control-handle design that houses additional switches, and a thumb stick that controls the proportional auxiliary hydraulics. Models MTL320 and MTL325 are available with a high-flow option (36 gpm on MTL320, 40 gpm on MTL325). Price range: \$43,000 to \$73,000.



For a complete list of Top 100 Products, visit ConstructionEquipment.com/Top100.

► Yanmar ViO55-5B Mini Excavator

Equipped with a tailor-made hydraulic quick coupler as standard, the Yanmar ViO55-5B mini excavator facilitates single-person attachment changes for a carrier sized at 5.5 metric tons. The excavator reaches a digging depth of 13 feet 8 inches and a maximum digging force of 9,015 pounds. With its true-zero-tail-swing design, the ViO55-5B allows for 360-degree turning of the counterweight within the machine's tracks. Optional is a new angle blade extension which boosts productivity, Yanmar says. Price range: \$69,000 to \$76,000.



Bobcat M-Series Compact Loaders

Bobcat's M-Series compact loaders heralds in an overhauled cab design, featuring 40-percent-larger glass door as well as bigger rear and side windows. Better yet, Bobcat has moved the cab forward, which not only makes the M-Series loaders look different, but it also moves the operator closer to the attachment. The S630 and S650 models are skid-steers, while the T630 and T650 are compact track loaders. At a horsepower of 74.3, the loaders gain a 15 percent boost in attachment performance, Bobcat says. Price range: \$32,895 to \$48,025.



► Mustang 2700V Skid Steer Loader

Running on an 84-horsepower Yanmar Tier-3 engine, Mustang's 2700V skid steer loader has a rated operating capacity of 2,700 pounds. Its vertical-lift boom provides enhanced stability and more than 130 inches of lift height — reaching higher than any competitor in its class, the company says. The loader features an extra-long wheelbase at 49 inches, new chassis design, thick steel plating, and heavy-duty pins and bushings. Optional high-flow auxiliary hydraulics are available. Price: \$45,000.



► Bobcat T110 Compact Track Loader

At just 47 inches wide, Bobcat's seventh compact track loader, the T110, is narrow enough to travel through small openings or grade on constricted lot lines. Equipped with an all-steel undercarriage, the loader withstands tough digging conditions, and the rubber tracks prevent damage to existing turf. The 5,202-pound compact loader has an operating capacity of 1,100 pounds and is powered by a 41.8-hp engine. Price range: \$31,575 to \$33,570.



► Gehl CTL55 Track Loader

Ideal for work in confined spaces thanks to its 58-inch width, the 51-horsepower CTL55 from Gehl weighs in at 6,129 pounds with a rated operating load of 1,246 pounds. The CTL55 features proportional-controlled auxiliary hydraulics, a foot throttle, two-speed drive system, and universal attachment system. Gehl compact track loaders, including the larger CTL65, CTL75 and CTL85, use standard pilot joystick controls. Price: \$39,000.

► JCB EasyControl Servo-Control System

Newly implemented on the JCB 3CX and 4CX backhoe loaders, the EasyControl seat-mounted servo-control system improves backhoe speed by changing the valve block from flow-sharing to full-flow, distributing the maximum oil available to any cylinder. The system also increases operator/joystick feedback, JCB says, by changing the hydraulic circuit in the backhoe from a closed to an open format, allowing lever movements to determine the amount of power available at the bucket tooth. According to JCB, operators should see a 10 percent gain in backhoe cycle speed. Price: \$3,500.



Trucking & Hauling



▼ Dodge Ram Pickups

A system offered for the first time in the market segment, a coil-spring, multilink rear suspension fitted to a solid rear axle provides the Dodge Ram 1500 with ride and handling capabilities unexpected in a pickup truck, the company says. The 1500, introduced new as a model in 2009, is available with Dodge Ram's first-ever crew-size cab, featuring a RamBox cargo management system with weatherproof, lockable, illuminated and drainable storage bins built into bed rails. Price range: \$21,510 to \$43,550.

▼ Komatsu 860E-1K Mining Truck

A new model size within the Komatsu mining truck product line, the rigid-frame, electric-drive 860E-1K features the new Komatsu drive system integrated with Siemens electronic controls. When equipped with a factory-installed trolley system, the 280-ton truck runs on 1,600- or 1,800-volt overhead power lines. Upon



connection to the power lines, the rpm level of the 2,700-horsepower Cummins engine drops to near idle, saving fuel and lowering emissions. Price: \$5 million.

▼ Finn Material Transfer System

Hauled as a trailer, the Finn MTS material transfer system features a reversible main-floor conveyor and cross belt providing the option to unload material on site from either the curb or road side. The reversible cross belt dumps material from the 15-cubic-yard, 11,200-pound-capacity hopper directly into a wheelbarrow. With an empty weight of 6,800 pounds, the MTS is light enough to be towed by most three-quarter-ton trucks.



INDUSTRY'S CHOICE



Ford F-150 Pickup

The Ford truck team adopted a holistic 360-degree approach to revamping the F-150. Results include a tough new exterior

highlighted by a dramatic three-bar grille; a more spacious, flexible and refined interior; and a choice of cab styles and trim levels, highlighted by a new Platinum Series that redefines truck luxury. Beneath the sheet metal, a new high-strength, lighter-weight chassis is the backbone to deliver more horsepower, towing, payload, fuel economy and safety.

For a complete list of Top 100 Products,
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▼ Fitzgerald Glider

By working from a glider kit – a truck shipped from the manufacturing plant without an engine, clutch and transmission – Fitzgerald Truck Sales in Crossville, Tenn. is actually selling trucks and tractors during an era when the industry has struggled. Using rebuilt Detroit Diesel, Cummins and Caterpillar engines and remanufactured Eaton Fuller transmission systems, Fitzgerald has turned out predominately Freightliner gliders, but also Peterbilt, Sterling and Western Star units.



▼ Peterbilt 335 Hybrid Dump Truck



A Class 7 Model 335 dump-truck chassis employing Eaton's electric drive system, the Peterbilt 335 Hybrid has a 60-horsepower motor mounted in the driveline ahead of a 6-speed Ultra-Shift automated mechanical transmission. During drifting and braking, the

motor becomes a generator that drags on the driveline to produce electricity, which is then stored in lithium-ion batteries. During launch, electricity courses back through the motor and helps push the truck into motion, saving 30 percent or more in fuel.

▼ Side Dump Contractors Series Trailers

With a hauling capacity of 4 cubic yards, Contractors Series trailers from Side Dump Industries can be tilted up to 45 degrees for easy dumping of materials. A sealed tub and 1.5-inch drain plug makes the trailers useful for water-tight applications, too. Nylon pivot blocks provide smooth trailer pivoting, and a standard 2 5/16-inch adjustable ball hitch ensures easy connection to hitches of varying heights.



► Caterpillar 785D Mining Truck

With the change to a higher-displacement, 1,348-horsepower Cat 3512C HD engine, the Caterpillar 155-ton-payload 785D mining truck maintains fuel efficiency and is compliant with Tier 2 emissions standards. An X-body introduced with the 785D provides volume of 111 cubic yards, compared to the 102 cubic yards of the dual slope body. Safety enhancements include 24-inch-wide stairways and an improved walkway with toe-kicks. Price: \$2 million to \$2.25 million.



▼ International WorkStar Hybrid 4x4 Truck

Designed for medium-heavy use in off- and on-road utility jobs, Navistar offers what it describes as the inaugural four-wheel-drive, diesel-electric hybrid commercial truck – the first 4x4 powered chassis among hybrid commercial trucks. The WorkStar Hybrid 4x4 uses Eaton's electric-drive system to run booms and diggers, thus reducing engine-on operations. It gives customers the option to go green without sacrificing 4x4 versatility.



► General Motors 2-Mode Hybrid System

As put to work in a Chevrolet Tahoe, the 2-Mode Hybrid is so named because its 4-speed automatic transmission has two electric motor-generators and two sets of infinitely-variable ratios, plus fixed ratios in 1st and 2nd gears under high-load conditions. The motors act as generators during coasting and braking, sending electricity to a bank of nickel-metal-hydride batteries, from where the juice is sent back to the motors to help acceleration.



International LoneStar Tractor

With its striking aerodynamic design, Navistar's International LoneStar tractor is turning heads. Such features as d-shaped air cleaners, v-shaped bumper, sloped hood and skirts are sculpted to slice through the wind, not only providing a distinctive look but creating a fuel economy advantage over conventional long-nose tractors. Combined with automotive-style features such as standard ABS, roll stability, traction control and Bluetooth, all preconceptions of heavy-duty trucks are shattered, says Navistar. The headlight bulbs and air filters can even be changed without tools.



Paving/Compaction/Concrete Pumps

▼ Mauldin Silver 16 Screed

The entry into the electric-screed market by paver manufacturer Mauldin, the Silver 16 offers an independent zone temperature control system. The hydraulically powered, 10-kilo-watt generator delivers enough power to heat the screed even with the paver's engine at idle. Single-stage extensions



riding on "Power-Glide" guides stretch paving widths up to 15.5 feet, and power-extending feed tunnels deliver material across the full width.



▲ Vermeer HG8000 Horizontal Grinder

The largest horizontal grinder Vermeer has produced, the HG8000 has a mill-box opening measuring an industry-leading 50 inches high by 71.5 inches wide to process a volume of material usually reserved for tub grinders. The exclusive SmartGrind feature stops and reverses material from feeding into the patented Duplex Drum when the engine rpm drops too low. Reversible hammers and cutter blocks on the Duplex Drum last nearly twice as long as single-sided designs.

► Bomag BPR100/80D Reversible Plate Compactor

A new reversible plate compactor from Bomag, the BPR100/80D offers as standard the Economizer system, which measures soil stiffness and provides instant feedback to the operator, leading to a reduction of up to 25 percent in required passes. Tip Control allows the operator to quickly change direction, and built-in buffers isolate the machine's vibration. Maximum frequency is 3,360 vibrations per minute; centrifugal force is 22,500 pounds. Price: \$25,000.



INDUSTRY'S CHOICE



Caterpillar Tandem Vibratory Rollers

Ranging 23,818 to 30,291 pounds in operating weight and 67 to 84 inches in drum width, the Caterpillar CB54, CB54 XW and CB64 tandem vibratory rollers can be equipped with any of three vibratory systems to match customer needs. A redesigned frame offers an open view to the spray bars and drum surfaces. Other upgrades include dual spray bars for each drum, an adjustable auto-vibe function, and electronic control modules for propel, vibratory and engine functions.

▼ Volvo Milling Machines

Breaking into the milling machine market, Volvo offers a half-lane tracked unit and a compact wheeled machine. The tracked MT2000 offers three distinct engine and drum cutting speeds — an industry first — allowing the operator to select lower speed for higher torque or higher speeds for maximum efficiency. A walk-in engine compartment is a first for milling machines. The four-wheel Volvo MW500 has a cutting radius of 7.87 inches, comparable to three-wheel machines on the market. Price: \$210,000 for MW500; \$525,000 for MT2000.



For a complete list of Top 100 Products, visit ConstructionEquipment.com/Top100.

Morbark 3800 Horizontal Grinder



Equipped with an upturn mill that increases production and component life while creating a more consistent end product, the Morbark 3800 horizontal

grinder has a pinned hammermill that allows for a variety of hammer pattern options. Likewise, it provides the ability to convert to a drum chipper skin without removing the mill. An updated Morbark Integrated Control System (MICS) offers diagnostic and remote troubleshooting capabilities.

McNeilus CNG Concrete Mixer

With what is touted as the first compressed natural gas (CNG) concrete mixer commercially available, McNeilus offers a choice of Bridgmaster and standard versions



on either a Kenworth W800 or T800 chassis. Meeting 2010 heavy-duty emissions standards for nitrogen oxides and particulate matter, the CNG-powered concrete mixers will be fitted with a six-cylinder, 8.9-liter ISL G engine developed by Cummins Westport.



Putzmeister 70Z-Meter Concrete Boom Pump

With 227 feet of vertical reach and nearly 213 feet of horizontal reach, the 70Z-Meter was claimed upon release by Putzmeister to be the world's largest truck-mounted concrete boom pump. As standard on all Putzmeisters from the 52Z-Meter up, Ergonic control technology allows the operator to set parameters that control the pump and five-section Z-Fold boom. The boom can be deployed in Z positions or A-frame configuration.



Terex Roadbuilding Foamed Asphalt System

With this entirely new warm mix asphalt system for Terex asphalt plants, a single-point mixing of water and hot oil produces foamed asphalt that evenly coats aggregate at production capacities up to 600 tons per hour. Mixing temperatures are lowered by up to 90 degrees without the need for costly additives, saving producers on fuel costs while at the same time reducing odor and particulate, carbon dioxide and nitrous oxide emissions at the plant, says Terex. The system consists of an expansion chamber and a programmable logic control (PLC) skid package. Unlike other foamed asphalt systems, the inclusion of a water meter ensures the correct percentage of water is added. A three-way valve allows producers to quickly switch between making warm and hot mix asphalt. Price range: \$40,000 to \$50,000.

Dynapac Tandem Asphalt Rollers

Four new tandem asphalt rollers extend Dynapac's offering in the 8- to 12-ton class to six models. The CC224HF and CC324HF models and the split-drum CC234HF and CC334HF versions offer the market increased centrifugal force and enhanced visibility to the drums. The water tank has been placed under the operator platform, allowing the engine to be moved to the front modular for operator comfort. "Soft" starting and stopping will prevent bowing and cracking in the asphalt layers.



GOMACO IDBI Dowel Bar Inserter

Powered by its own 91-horsepower Cat C4.4 diesel engine, the new independent IDBI attachment will insert transverse joint dowel bars in pavements from 12 feet wide at work behind a GOMACO four-track Commander III paving unit, up to 50 feet wide when behind a GOMACO GP-4000 slipform paver. With no power or hydraulics required from the paver, the self-contained IDBI communicates to the paver via a CAN cable connecting the controls of the two systems. Price: \$430,000 for a 12-foot attachment.





Paving/Compaction/Concrete Pumps



▲ Sany SY5650THB 72 Concrete Pump

Not to be left behind in the concrete-pump height race, Sany claimed a new record with the showing at Intermat of the SY5650THB 72 pump truck capable of reaching heights of more than 237 feet (72 meters). Based on the technology of the company's 66-meter truck, the new model should deliver about 260 cubic yards of concrete per hour. Sany's open hydraulic circuit, with electro-hydraulic proportional buffering, reduces reversing shock and oil temperature.

► Sakai SV610-III Series Soil Rollers

Powered by 148-horsepower Cummins QSV4.5 engines, 12-ton-class Sakai SV610-III Series soil rollers come in three variations, all featuring dual amplitude. The smooth-drum roller weighs 27,555 pounds and is suited for rock and granular materials; the padfoot version weighs 27,710 pounds and is designed for cohesive materials, silts and clays; and the padfoot/smooth combination weighs 32,560 pounds.



▼ Terex RS445C Reclaimer/Stabilizer

With hydrostatic planetary drive at each wheel, the Terex RS445C's four-wheel drive delivers the power and traction for tough road reclamation jobs and stabilization cuts as deep as 16 inches. Four-wheel steering with the availability of four steering modes optimizes machine maneuverability. A center-mount cutter assembly positions the 61,000 pounds of operating weight over the cutter. This is the first Terex reclaimer/stabilizer to include a full-width cab as standard. Price: \$480,000.



► Liebherr LRS 708 Concrete Reclaimer

Requiring no ramps or special foundations for operation, the Liebherr LRS 708 reclaims up to 29 cubic yards of returned concrete per hour, up 55 percent from the previous model. The PLC computer control system not only alerts returning mixer truck drivers of the operational status of the concrete reclaimer, but also provides an audible and visual indication when the mixer truck is in the correct position to discharge into the reclaimer, as well as status of the flow of water into the truck's drum. Price range: \$70,000 to \$90,000.

▼ Rayco RH1754 Horizontal Grinder

A new product offering for the manufacturer, the RH1754 places a horizontal grinder into the hands of a small contractor, says Rayco. Capable of grinding a variety of wood waste products to produce high-quality mulch, the Rayco RH1764 is available as a self-propelled unit on a steel tracked undercarriage or a towed unit light enough to be pulled behind most 1-ton pickups. Radio remote control and magnetic head pulley are standard features. Price: \$130,000 and up.

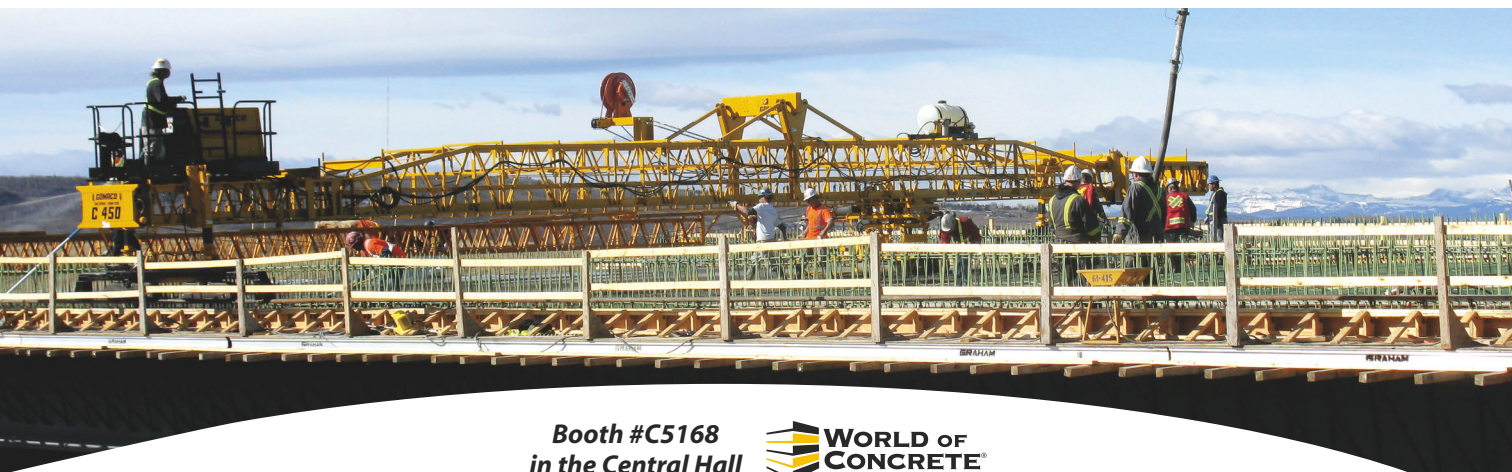


▼ Hamm HD+ Series Rollers

A new pivot assembly centered beneath the cab provides better load distribution and driving stability for the HD+ Series articulated tandem rollers. Compared to the HD Series, only a few turns of the steering wheel are needed to turn the roller on the new models. With the Hammtronic machine control system, HD+ rollers automatically govern engine speed for optimum performance.



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Light Equipment



▲ Allu D-Series Screening Bucket

Allu D-Series includes 12 different screening bucket attachments ranging in weight from 3,600 to 7,300 pounds that can produce either 1/2- or 1-inch end product. Attachments can be mounted on 16- to 40-metric-ton excavators or 6- to 25-metric-ton wheel loaders. Price range: \$39,600 to \$87,800.



▲ Atlas Copco HB 3600 Breaker

Suitable for hydraulic carriers in the 35- to 63-metric-ton weight class, breaker fills a gap among classes previously available. Atlas Copco's HB 3600 accepts maximum hydraulic flow of 79 gpm at 2,610 pounds per square inch and delivers an impact rate of up to 560 blows per minute. Price: \$110,000.

▼ Parker Hannifin TireSaver System

Independently adjustable shanks offering three positions each allow dozer operators to, as needed, shorten or lengthen the

shanks on the ripper. The three-inch-thick steel shanks can be angled past the vertical in either direction, providing for the optimum ripping angle. Price: \$15,000 CAN.



▲ Lincoln Electric Power Wave C300

Portable Power Wave C300 has multiprocess power source and Power Connect Technology for automatically switching between 200 to 600 volts and 50 to 60 hertz. It uses the Tri-brid Power Module, which delivers an efficiency rating of 88 percent at 250 amps with a 0.97 power factor.

▲ Morbark Model 30 NCL Disc Chipper

By eliminating the cab, loader and feed bed from the Model 30 RXL, Morbark designed a lighter, easy-to-transport wood chipper that retains power and productivity. With larger feed and throat openings, as well as power choices up to 1,000 horsepower, the compact NCL model still utilizes the established 83-inch disc with three or four knives.



INDUSTRY'S CHOICE



Bobcat Toolcat 5610

Toolcat 5610 utility work vehicle features a three-point hitch and hydraulic

power take-off for rear implements, and can operate more than 40 front-mounted Bobtack attachments. A hydraulically driven motor and high-flow auxiliary hydraulics combine to power the available 540-rpm PTO. Price: \$50,965.

For a complete list of Top 100 Products, visit ConstructionEquipment.com/Top100.

▼ E2 Systems Portable Conveyor

E2 Systems conveyor attaches to 2.5-cubic-yard wheel loaders, and the maker claims the 60-inch conveyor has outperformed standard material-transfer placer systems by two to one at about one-fourth of the cost. Unit is operated from inside the cab of the machine using the hydraulic controls and the power of the wheel loader. Price: \$128,500.



▼ Wacker Neuson G 180/G 240 Generators

The 180-kVA G 180 and 240-kVA G 240 sizes mate Tier-3 John Deere diesels to Mecc Alte alternators. The switchable G 180 offers simple and safe selection of either three-phase or single-phase power. Wacker Neuson says the G 240 provides three

phase power by utilizing a unique board that ensures proper voltage connection, eliminating wiring errors. Price: \$90,000.



▼ Doosan Infracore Portable Power Blackhawk MVS-6

Blackhawk MVS-6 mobile video surveillance security system allows remote monitoring of job-sites or other outdoor areas at substantially lower cost than hired security, says Doosan Infracore. The self-powered unit combines solar and diesel technology into a hybrid power system that provides up to six months of uninterrupted operation. Price: \$55,000.



each model provides 24 hours of continuous operation per single tank of fuel.

▶ Terex Super Quiet Generators

Generators offered by the Genie arm of Terex come standard with a permanent magnet generator for a quicker response to changes in loads, resulting in better voltage regulation for motor starting and non-linear loads. The fuel capacity on

▶ VT LeeBoy Challenger V Broom

Self-propelled broom features a 7-foot brush by Sweepster, new joystick controls that put all brush functions at the operator's fingertips, and improved operator visibility. Brush can be angled +/- 40 degrees and rear steering allows the unit to pivot around its own center.



▶ Indeco HP Series Breakers

Indeco's biggest HP Series hydraulic hammer can hit with 18,400 foot-pounds of force and is suited to use with excavators in the 135-ton range. The breaker automatically modulates the power and the frequency of hammer blows to match the hardness of the material to be broken.



▶ Nye DR3 Triple Ripper

Independently adjustable shanks offering three positions each allow dozer operators to, as needed, shorten or lengthen the shanks on the Nye ripper. The 3-inch-thick steel shanks can be angled past the vertical in either direction, providing for the optimum ripping angle. Price: \$15,000 CAN.



Miller Electric Wildcat 200

Wildcat 200 provides industrial-strength welding and generator performance in a small package. The 6,500 watts of peak generator power and 200 amps DC Stick/TIG welding output is similar to the larger Bobcat 225, yet in a 345-pound machine. The smaller footprint allows users to more efficiently use truck space. It can also decrease fuel consumption because of the unit's light weight. Fully enclosed case protects the engine and internal welding components. It is powered by a 14-horsepower Subaru that carries a 3-year warranty. The unit has a 3-year warranty on the generator and welder, too. Price: \$3,197.



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Drilling & Trenching



◀ Ditch Witch RT10/RT12 Trenchers

Two new walk-behind trenchers from Ditch Witch, the RT10 and RT12, offer fully hydrostatic steering and a choice of high-floatation tires or heavy-duty oscillating tracks. Independent ground drive controls make steering simple; they also allow the use of a backfill blade to complete the job. Both machines have easy-to-use, color-coded controls. Roto Witch attachment enables the operator to bore under sidewalks or driveways. Price range: \$8,295 to \$8,995.

▶ Vermeer RTX100 Pedestrian Trencher

With the intuitive VZ Steer system, minimal operator effort is required to control the direction of Vermeer's RTX100 pedestrian trencher. By moving the handlebars in the direction the operator wants to go, the machine responds accordingly. The trencher features interchangeable tires and tracks, which allow the unit to be configured for maximum productivity in various ground conditions. It has the ability to trench up to 36 inches in depth and 4 to 6 inches in width. Price range: \$11,000 to \$12,500.



Vermeer XTS1250 Utility Tractor

Vermeer offers a steel-track version of its 120-horsepower quad-track utility tractor. With relatively no breakover point, the steel quad-track system is said to maximize tractive effort and stability by maintaining constant four-point ground contact. Differential locks also allow the operator to provide full power to all four tracks. The machine is capable of pulling plow blades up to 42 inches and is equipped with a 5,000-pound-capacity reel carrier. The XTS1250 also features automotive-style steering, a servo-controlled ground-drive system and standard planetary axles. Price range: \$180,000 to \$190,000.

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Lifting and Material Handling

▶ IMT Articulating Crane

IMT says 17 of its 22 articulating cranes are new or improved, with lift capacities ranging from 1,740 to 35,405 pounds. Eight mid-range cranes have been introduced in two configurations: the single-link option offers higher lift capacity at full boom extension as well as high speed in extreme positions; the double-link option provides precise and regular movements and is ideal for lifting in high positions. Price: \$13,000 and up.



◀ Genie S-80 and S-85 Telescopic Boom Lifts

Along with fixed axle widths, a faster elevation time at 68 seconds, and improved software, Genie's updated S-80 and S-85 telescopic boom lifts feature a virtual pivot boom design. The design keeps the weight of the boom over the chassis' center of gravity as it elevates, eliminating the need for additional counterweight. With the fixed axle widths, total machine width remains at 8 feet 2 inches, both on the trailer or worksite. Price range: \$203,540 to \$234,250.



▼ JLG 619A/723A Telehandlers

Expanding JLG's line of compact telehandlers, the 619A provides nearly 6,000 pounds of capacity at a maximum reach height of 19 feet, and the 723A handles nearly 7,000 pounds at a maximum height of 23 feet. The telehandlers, both of which are equipped with all-wheel steer, are maneuverable even in crowded jobsites, according to JLG. The company also says operators will enjoy the spacious cab, tilt steering, joystick-control design, and the built-in LCD screen that provides on-board diagnostics. Price range: \$85,000 to \$100,000.



INDUSTRY'S CHOICE



Manitowoc Grove GSK55 Crane

Manitowoc's Grove GSK55 combines a Grove GMK3055 all-

terrain crane upper with a specially designed chassis that acts as a trailer. Customers then use the truck tractor of their choice to transport the crane. The chassis has its own 139.5-horsepower Iveco engine that provides full power, operating all the crane's functions. Maximum capacity is 60.5 tons, and it has a 142-foot main boom.

▼ Elliott 30105DT Crane and Digger Unit

Packaged on a tracked carrier with an available enclosed operator's station, the 30-ton-capacity Elliott 30105DT is designed for off-road craning applications. The Elliott 30105DT crane and digger unit offers a main boom length of 105 feet, tip height of 115 feet and, with the radio-remote-controlled work platform, personnel working height up to 162 feet. Long-stroke outriggers are designed for greater ground penetration and stabilization. Price: \$249,000.



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► Maniwoc Grove TM500E-2 Truck Crane

The 45-ton-capacity TM500E-2 replaces the TMS500E in Grove's truck-crane line. The new crane is equipped with a 29- to 95-foot four-section boom, and a longer 32- to 102-foot four-section boom is optional. Maximum tip heights are 102 and 110 feet. Spring front suspension and air rear suspension provide a comfortable ride at up to 65 mph.



► Stellar EC4000/5000 Service Cranes

Expanding Stellar's EC Series service cranes, the EC4000 is a 16,000-foot-pound crane with maximum lift capacity of 4,000 pounds and comes with either a 16- or 20-inch reach. The larger EC5000 comes in at 25,000 foot-pounds with maximum lifting capacity of 5,000 pounds. Standard on the EC Series is a radio remote control. Price range: \$8,900 to \$15,000.



► Pettibone 1530 Extendo Telehandler

The 15,000-pound-capacity 1530 features a lift height of 30 feet 10 inches. When equipped with a front baler attachment, Pettibone says the machine becomes suited for use in high-way construction and pipe-yard applications. Standard equipment includes full time, four-wheel-drive planetary axles; four-wheel, two-wheel and crab steering modes; and rapid response piston pump hydraulics.



► MEC 5492RT Scissor Lift

The 5492RT scissor lift from MEC reaches a working height of 60 feet, MEC's tallest. It also features a large work platform, measuring 20 feet 10 inches long and is extendable to 24 feet 9 inches with the optional extension deck. Powered by a turbocharged engine, this four-wheel-drive scissor lift with oscillating axle can lift up to 1,500 pounds. Price: \$105,000.



MEC 91ES Electric Scissor Lift

The 91ES Series, MEC's new large-deck all-electric rough-terrain scissor lift, boasts working heights of up to 47 feet and gradability of up to 40 percent. Thanks to the electric-drive system, the 91 Series, which uses eight 6-volt 375-amp-hour batteries, is inexpensive to operate, saving users \$600 to \$800 each month in fuel costs, MEC says. It's also more environmentally friendly than fuel-powered lifts, and it can be used indoors. Other features include full-height drivability, fast cycle speeds for lift and drive, a rear oscillating axle, and an optional four-wheel-drive Quad Trax drive system. Price range: \$70,000 to \$82,000.

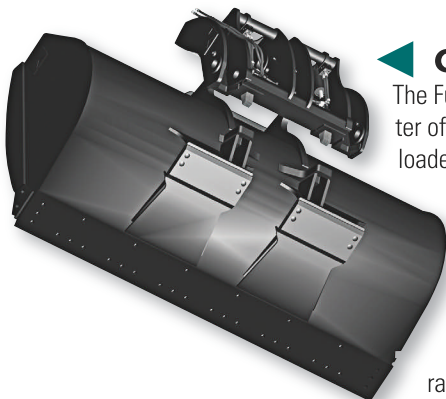


► Sellick S Series Forklift

Sellick has expanded its S-Series line of vertical mast forklifts with model S160-4. It has full-time, four-wheel drive and four equal-sized wheels, with a turning radius of 150 feet. The 16,000-pound-capacity forklift has a 114-horsepower, turbocharged Dieselmex 444 and a fully automatic power-shift transmission.



Ancillary Products



Caterpillar Fusion Coupler

The Fusion quick coupler moves the load's center of gravity closer to the machine so that the loader performs much like it is using a pin-on bucket, with no change in tipping load.

The patented design uses wedges to pull the attachment tight to the machine in two directions. With the Fusion system, Caterpillar customers get one common interface across the entire range of small and medium wheel loaders.

Huss FS-MK Diesel Particulate Filter

Filter is verified by CARB, qualifying it as a VDECS and filters as Level 3+ diesel emission control systems for use with most on-road engines through 2006 model year, and most off-road diesel engines through the 2008 model year. Huss proved to CARB that multiple FS-MK filters can be mounted in series on vehicles to accommodate diesel engines of any size and PM output level.



OEM Data Delivery Telematics System

At the heart of the company's new secure fuel system, a wireless device identifies each vehicle, its location and the fuel dispensed to it. Following dispensing, data such as equipment hours, mileage and gallons dispensed are collected automatically, and GPS coordinates are stamped into the record. Price: \$700; monthly subscription, \$12 to \$19.

INDUSTRY'S CHOICE



Cummins Filtration Fleetguard Air Cleaner

Fleetguard Direct Flow air cleaner is designed to minimize air-flow direction

changes, which Cummins says will provide up to 50 percent greater performance and longer air-filter life in a smaller product profile than conventional designs. It was developed to meet specific requirements of Tier 4 Cummins and other engine platforms with an integrated air intake system. Price range: \$75 to \$175.

Intellitec Yard Dog

Pressing the button on the key-fob control disables and enables construction machines' electrical systems to guard against equipment theft. A wirelessly controlled relay, which disconnects the battery from the starting circuit, is designed for easy installation. Because it isolates the battery from the load while the vehicle is not in use, it prevents battery drain while it stops thieves. Price range: \$180 to \$220.



For a complete list of Top 100 Products, visit ConstructionEquipment.com/Top100.



Intergis Kuva Asset-Tracking Device

Configurable wireless device uses GPS/GSM system technology. Easily attached to a machine, the device provides location, time/date, and motion data transmitted to a remote server. Users track transmissions via a web-based mapping or satellite imagery application. Price: Equipment \$375, data plans start at \$14.99 per month.

Dromone Quick Coupler

Cast-steel hydraulic quick coupler weighs about 30 percent less than excavator quick couplers with fabricated steel bodies, the company says. A hydraulic circuit locks the coupler from the cab, and the locking mechanism is always visible from the cab allowing the operator to visually confirm that the coupler is fully engaged. Price range: \$2,500 to \$3,500.



OPW Petro Vend K800

Hybrid fuel-control system is now available with the FSC3000 fuel-site controller built in. Thanks to the integrated FSC3000, the K800 Hybrid can connect via Bluetooth to a host computer, allowing operators to wirelessly update card files, change their site configuration, and transfer other data at distances of up to 320 feet.



Quixote Moveable Vulcan Barrier

Designed to be repositioned as work zones change, barrier enables the opening and closing of lanes in minutes. The portable, crashworthy steel barrier can be moved around by using the Vulcan Transfer Attachment that works with equipment such as a skid steer or wheel loader. Price: \$250 per foot.



Atlas Copco SmartRig

ROC F9C is one of a family of smart drills having a fully computerized control system that utilizes CANbus technology to control all drilling functions. It makes proportional adjustments by the millisecond to suit rock conditions and to ensure maximum penetration rate and consumable life, the company says. In addition, the satellite and CANbus features on the F9C enable automatic drilling to a pre-determined depth and automatic feed alignment to ensure the exact GPS location and angle of the hole are achieved.

The computerized system permits multiple levels of optional upgrades, such as GPS guided shot planning that can be pre-loaded into the machine from a removable card, automated drilling to certain elevations based on the shot plan, and full measurement and documentation of drilling parameters after drilling is completed.

ROC F9C links shot planning, drilling, blasting and crushing, and this is all made possible through its accuracy from GPS interaction and hole straightness through computer-controlled drilling adjustments. Price range: \$600,000 to \$650,000.

Michelin X One XZY3 Tire

The X One XZY3 tire expands the line of wide single truck tires to include on- and off-road applications. It is an all-position radial designed to replace a truck's dual assemblies for weight and fuel savings in vocational operations. Michelin says the rubber compound for the XZY3 was selected to maximize chip and cut resistance and complement the long-life tread design and its 23/32 original tread depth.



Ancillary Products



Trimble Tablet

Powerful enough to run SCS900 Site Controller Software, Trimble Tablet is a rugged portable computer that eliminates the need for multiple computing devices on the jobsite. The long battery life; solid state disk; and tough, rubberized design allow the computer to operate in the harshest conditions. Price: Begins at \$5,000.

Vermeer CL80

Attachment can turn a Vermeer Commander track tractor into a cable layer, specifically meeting the challenges of installing wind-energy transmission lines. The cable layer attachment can singularly sort, configure and feed three cables — one ground wire, one conduit with fiber-optic cable and one tracer tape — placing and securing the cables all in one pass. Price range: \$30,000 to \$35,000.



Topcon Tierra

Web-based telematics service provides seamless, customized data transfer from and to in-field equipment, Topcon says. Tierra's main features include machine control/dashboard, diagnostics, geofencing and video.

Leica PowerGrade

Leica's grade control system can be moved from machine to machine, simply by lifting the control panel off one machine and snapping into place on another. The unit uses the PowerSnap docking station, which retains machine-specific settings.



Made Sky Radio

Aftermarket sensor system detects nearby power lines and sends a signal to a central unit in the machine. Sky Radio system can be installed on aerial work platforms, concrete pumps, or other equipment that reaches significant heights.



JRB VersaLoc Coupler

Incorporating a "new concept," JRB's quick coupler for excavators handles multi-pin spreads and various pin diameters, allowing the operator to change out a large variety of attachments in seconds without leaving the excavator's cab. Also, the coupler is designed to compensate traditional force loss by creating a lower offset. The repositioned offset results in better breakout force.



Claire Lonestar Diesel Particulate Filter

Lonestar filter is verified by CARB, qualifying it as a VDECS. The passively regenerated product is built around a modular design that adds a lean NOx reduction catalyst to the wall-flow diesel particulate filter that is common to most Level 3+ VDECS. The lean NOx catalyst makes Lonestar the only VDECS verified at Level 3+ Mark 2, adding a 40-percent NOx reduction to the 85 percent PM reduction required for Level 3 status.

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Internet Bidding Is Giving Auctioneers a Run for Their Money

Equipment sellers and buyers gain as the shift to online auctions heats up competition between dedicated Web remarketers and site auctioneers who've added electronic paddles

It's no secret that the used-equipment trade is one of the few reliable growth sectors in construction today, but the magnitude of sales shifting to online auctions could change how used equipment is marketed even after the economy recovers. Auctioneers — IronPlanet, Ritchie Bros., a growing list of others — say the number of Internet buyers and volume of purchases they're conducting online suggest that the growth of Internet construction-equipment auctions compels used-equipment buyers and sellers to investigate online auctions.

Thirty-six percent of respondents to a ConstructionEquipment.com poll said they've purchased machines via online auction. Skid steer loaders, compact track loaders, mini excavators and wheel loaders are the machines they are most likely to buy online. Forty-two percent of respondents have sold equipment in online auctions. They're most likely to sell backhoe loaders, wheel loaders, crawler dozers and light equipment such as welders, generators, pumps and compressors.

Ritchie Bros. Auctioneers, a 50-year-old company that added online bidding to its on-site events in 2002, sold \$3.57 billion worth of equipment in 2008 — nearly 20 percent (\$700 million) of that to online bidders. The company conducted 340 unreserved auctions in 2008, often holding two or three auctions around the world on the same day. All of the company's auctions are broadcast live over the Internet, so bidders can choose to partici-

pate in person at the auction site, or in real-time from their computer. Internet bidders listen to the Ritchie Bros. auctioneer live via the Web. They can study photos and complete descriptions of lots being sold. To bid, they click on a button that reflects the asking price.

The \$600 million worth of equipment Ritchie Bros. sold to online bidders during the first nine months of 2009 represented a 20 percent increase compared to the first nine months of 2008. Internet bidders have made up about 30 percent of the total unique registered bidders at each Ritchie Bros. auction so far this year, and these Internet buyers have bought or been the runner-up bidder on 35 percent of lots offered online.

Almost 123,000 unique, individual equipment buyers from more than 180 countries have now registered and are approved to bid online with Ritchie Bros. — about 32 percent growth in the past year. Since launching its real-time online bidding service, the company has sold almost \$3.1 billion worth of trucks, equipment and other assets to online bidders, making Ritchie the largest online equipment seller in the world.

IronPlanet, which began producing dedicated, online-only equipment auctions in 2000, posted record sales in 2009's third quarter of \$123 million — an increase of 61 percent over the third quarter of 2008. All of IronPlanet's sales are online, with the company marketing machines much like eBay or other general Internet auctions. But IronPlanet

Ritchie Bros. eClerks follow the auctioneer's call and update the asking price electronically for online bidders and for displays like this one at an auction site.

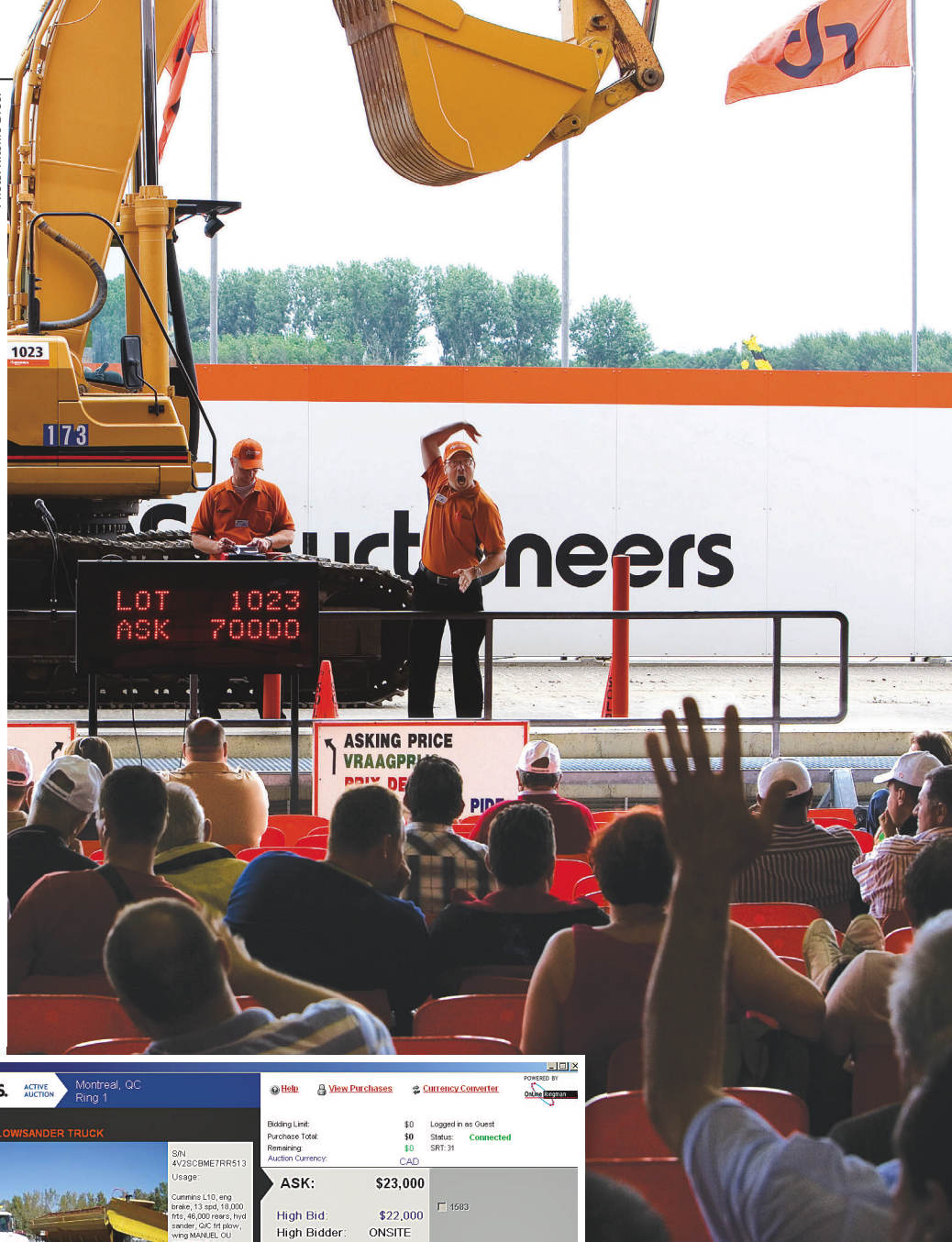
outperforms generalists with weekly sales events supported by salespeople whose job is to help match buyers with machines on the block. Global marketing — including tele-sales, advertising, direct mail, and e-mail — generates significant interest in specific auction items.

IronPlanet's \$337 million in total 2008 sales was 45 percent greater than 2007 sales, and they sold 42 percent more in 2007 than in 2006. In September the list of registered IronPlanet users exceeded 500,000, and about 10,000 new equipment buyers register each month. Individual auctions are currently averaging more than 15,000 visitors. Jeff Jeter, executive vice president, says the company is on track to grow about 40 percent this year.

Ritchie Bros.' and IronPlanet's growth trajectories suggest conditions favoring dedicated online auctions. While Ritchie's sales to Internet bidders is growing dramatically, the

mature company's gross auction proceeds for the first nine months of 2009 were essentially flat compared to 2008, while IronPlanet recorded a 25 percent increase.

Jeter attributes IronPlanet's growth to the electronic auction's ability to deliver market prices for machines on the block, at lower selling costs than many competing channels.




Montreal, QC Ring 1

rb RITCHIE BROS. Auctioneers

ACTIVE AUCTION Montreal, QC Ring 1

LOT # 1583
AUTOCAR ACL T/A FLOWSANDER TRUCK



SIN: 4V2SCBME7RR513
Usage: Cummins L10, eng brake, 13 spd, 18,000 hrs, 46,000 miles, fwd sander, Q/C lift plow, wing MANUEL, OU CONTROL, A/LA SORTIE / MANUAL OR CONTROL AT CHECK-OUT

Other Views

Mouse over thumbnail for enlarged preview

Bidding Limit: \$0
Purchase Total: \$0
Remaining: \$0
Auction Currency: CAD

Logged in as: Guest
Status: Connected
SRT: 31

ASK: \$23,000

High Bid: \$22,000
High Bidder: ONSITE

1583

LOT	Status	Lot Description	SIN	Usage	Photo
1583		AUTOCAR ACL T/A FLOWSANDER TRUCK	4V2SCBME7RR513		
1584		FORD LT3800 T/A FLOWSANDER TRUCK	1FDZ790URV40859		
1585		VOLVO T/A FLOWBUMP TRUCK	4V2JCB0EP681952		
1586		FORD 5500D T/A FLOWSANDER TRUCK	1F3C700123VA04741		
1587		MAZDA CR13 T/A FLOWSANDER TRUCK	1M2AA14177W017239		

Follow current lot

Auctioneer's Message:

Online bidders are able to follow the high bid and asking price while listening to the live call from the auction site. They can also scroll through photos of the lot for sale or other lots.

Online Auctions



Photo: Ritchie Bros.

Sellers working with Ritchie Bros. benefit from the mature company's reach, now extended with buying-prone bidders on the Internet.



Growth of IronPlanet's dedicated online auctions relative to on-site auctions augmented by Internet bidding is unclear given the amazing volume of equipment currently being remarketed.

Instituting weekly auctions every Thursday early this year marked something of a turning point. Frequency of the convenient online option, Jeter says, attracts sellers of national-accounts caliber.

"Particularly in the economy we're in, companies like the ability to manage their inventory on a time-to-turn basis — they like that short time to cash," he says. "They're comfortable that the price performance is going to be there, and it cost them less to sell.

"They don't have to transport it to a yard,

so it cost them less for transportation. Typically our commission cost is a little bit more favorable versus the traditional auction channel," he says. "And the seller ultimately makes the decision on any make-ready that they want to do to a piece of equipment. "I can get you equal or better price performance at 6 to 11 percent lower cost to sell, and I can give you an auction platform every week. That's why we're seeing a lot of the growth."

IronPlanet has scheduled weekly auctions into 2010. Supplemented with twice-monthly auctions by the company's year-old European operation and monthly auctions out of its Australian startup, next year should hold many weeks with two or three IronPlanet auctions.

Terra Construction Group confirms that

IronPlanet delivers about a 10 percent improvement in residual value. The Florida site-work contractor makes profitable use of their auction schedule, too.

"What works so well for us," says Lorie Waldrop, Terra's general manager, "is that IronPlanet has auctions every week. When we order new equipment, it's delivered over a four-month period. With IronPlanet, we can stagger what we sell based on when our new equipment arrives."

Adding online bidding to an on-site auction — like Ritchie Bros., Alex Lyon & Son, Yoder & Frey and many others

have done — doesn't carry with it the same burden of proof as the all-online auctions of IronPlanet. Sellers who are convinced that live auctions bring reasonable prices for their equipment welcome the larger bidding audience created when those auctioneers take bids from the Web.

H. L. Wiker Inc. was one of more than 300 consignors at Ritchie Bros.' two-day, \$23 million October unreserved auction in Maryland. The Lancaster, Penn.-based excavation company sold 20 machines. More than 2,500

on-site and online bidders from 40 countries and all 50 states registered to bid. Some of the excavation company's equipment went to buyers from Kenya, Thailand and Peru.

"The returns from the auction exceeded our expectations," said co-owner and vice president Jeff Wiker. "We're not limited to the local market with Ritchie Bros.; they reach that worldwide audience, and I'm sure that's why we saw the results we did."

"When there are no minimum bids or reserves, like at our auctions, it levels the playing field for all buyers," says Bob Armstrong, chief operating officer with Ritchie Bros. "The auction is transparent and fair for everyone involved. And at the end of the day, the buyer is happy with his newly acquired item. And the seller is happy because he's received true global market value for his item."

"You've got to have reach — about 60 percent of the items sold in IronPlanet featured auctions have international bids, and 25 percent of all items sold go to international buyers," says Jeter. "That international buyer ultimately helps support price performance for the seller."

Electronic bidding also supports sales efforts that help match buyer needs to the machines up for bid. IronPlanet's inside salespeople mine each week's bidding results for the runner up and third-place bidder on lots similar to the machines in the currently featured auction.

"We have created a better business model to reach more people globally in the used equipment market," says Jeter. "Our growth in registered users is a testament to the strength of IronPlanet's marketplace and the value we deliver."

And growth in Ritchie Bros.' online bidding also suggests their business model — live auctions from sites around the world, and the accompanying transportation and make-ready costs — continues to prosper.

"We find that most of our online bidders actually want to see the item in person prior to bidding," says Armstrong. "Our ability to marshal equipment in one location makes it a one-stop-shopping marketplace for equipment

Photo: Cat Auction Services



buyers. While online bidding is growing and is a great service to equipment purchasers, we know that the live auction is what our customers will continue to want."

One such customer is Salmon Earthmoving Services, based in Queensland, Australia. This third-generation earthmover rental company often sends people to the United States to test and inspect equipment at several Ritchie Bros. auctions. They return to Australia to bid online.

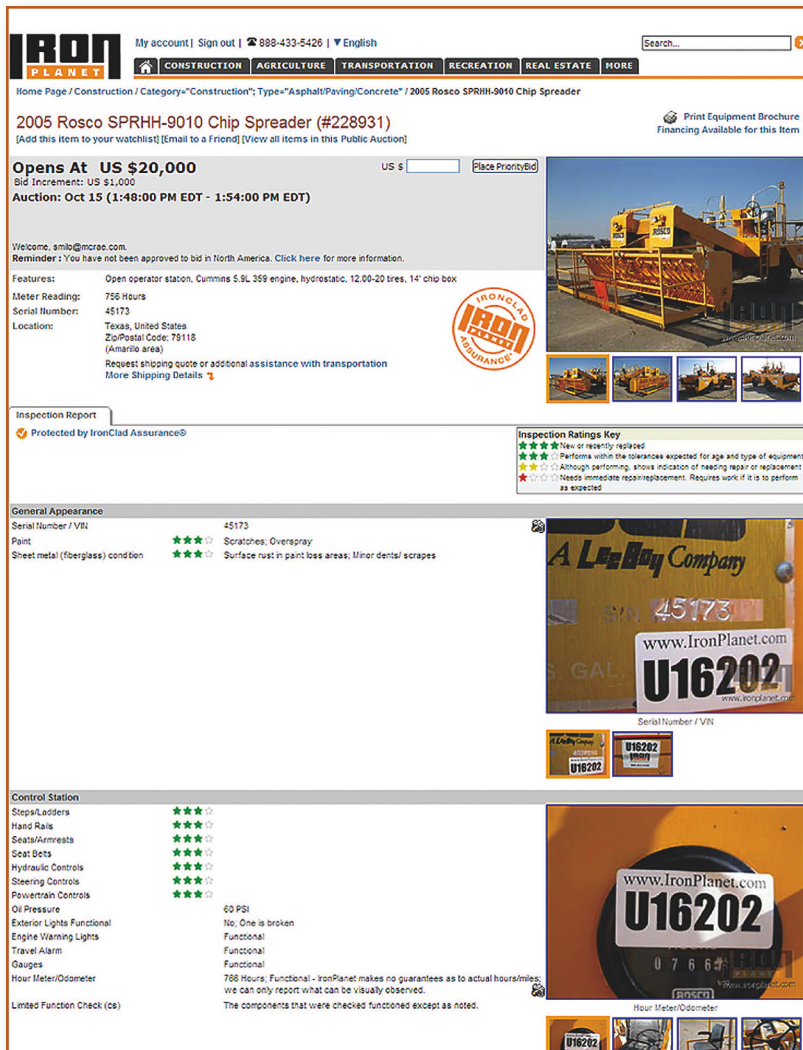
"I would never buy anything sight unseen," said Nick Salmon. Online bidding allows the company to research machines in several locations and then bid even if sales are going on simultaneously. "We know what we're bidding on and we're not away from the business for long. The (Ritchie Bros.) Internet system works well for us."

"We're selling used, income-producing assets — these are not commodities," Armstrong adds. "They're not collectibles; they're not brand new. These are things you really need to inspect, test and compare to buy."

Picking up on the success of on-site auctions that incorporate online bids, a consortium of Caterpillar dealers just managed to convince Peoria to bestow the brand on Cat

A consortium of Caterpillar dealers is backing a venture called Cat Auction Services that held its first auction a year ago. Internet bidders can follow the on-site auction and bid from their computer screens.

Online Auctions



IRON PLANET My account | Sign out | 888-433-5426 | English

Home Page / Construction / Category="Construction"; Type="Asphalt/Paving/Concrete" / 2005 Rosco SPRHH-9010 Chip Spreader

2005 Rosco SPRHH-9010 Chip Spreader (#228931)

[Add this item to your watchlist] [Email to a friend] [View all items in this Public Auction]

Opens At US \$20,000

Bid increment: US \$1,000

Auction: Oct 15 (1:48:00 PM EDT - 1:54:00 PM EDT)

Welcome, smlo@corp.com

Reminder: You have not been approved to bid in North America. Click here for more information.

Features: Open operator station, Cummins 5.9L 359 engine, hydrostatic, 12.00-20 tires, 14" chip box

Meter Reading: 756 Hours

Serial Number: 45173

Location: Texas, United States

Zip/Postal Code: 79118 (Amarillo area)

Request shipping quote or additional assistance with transportation

More Shipping Details

Inspection Report

Protected by IronClad Assurance®

Inspection Ratings Key

- ★★★★★ View or recently replaced
- ★★★★☆ Performs within the tolerances expected for age and type of equipment
- ★★★☆☆ Although performing, shows indication of needing repair or replacement
- ★★☆☆☆ Needs immediate repair/replacement. Requires work if it is to perform as expected

General Appearance

Serial Number / VIN: 45173

Paint: ★★★★★ Scratches; Overspray

Sheet metal (fiberglass) condition: ★★★★★ Surface rust in paint loss areas; Minor dents/scraps

Control Station

Steps/Ladders: ★★★★★

Hand Rails: ★★★★★

Seats/Armrests: ★★★★★

Seat Belts: ★★★★★

Hydraulic Controls: ★★★★★

Steering Controls: ★★★★★

Powertrain Controls: ★★★★★

Oil Pressure: 60 PSI

Exterior Lights Functional: No. One is broken

Engine Warning Lights: Functional

Travel Alarm: Functional

Gauges: Functional

Hour Meter/Odometer: 768 Hours: Functional - IronPlanet makes no guarantees as to actual hours/miles; we can only report what can be visually observed.

Limited Function Check (cs): The components that were checked functioned except as noted.

Photo: IronPlanet


stands behind the inspection report, guaranteeing that what you see in the inspection report is what you get when you receive the equipment. They will work with buyers to resolve any discrepancies with a repair or, if necessary, a refund.

IronClad Inspections are thorough, with measurements of all the empirical performance parameters such as oil analysis results, hydraulic pressure checks and flow rates. Basic operational functions are cycled and described, and the online reports share all of the results in amazing detail. But there are buyers who simply do not believe a general inspection can tell them what they need to know about a machine intended for particular work.

In 2008, 29 percent of the bidders at Ritchie Bros. auctions submitted bids via the Internet. Ritchie has about 123,000 registered online bidders — about one-fifth that of IronPlanet's — but those buyers purchased more than twice as much equipment in 2008 (\$700 million worth). Ritchie Bros. exacts a deposit of 25 percent of bidding limit, which ensures that registrants are committed to bid.

Over the long run, sales statistics may favor dedicated Internet auctions because high-volume machines such as skid steers, backhoe loaders and utility wheel loaders tend to be more commoditized purchases. Units in the 2,000- to 5,000-hour range are likely to be in reasonably uniform condition, which can be confirmed with a fairly standard inspection. It's not as necessary to transport them to an auction site if you can find enough buyers online who will pay market rates based on a third party's inspection report.

On-site auctioneers continue to provide the best-suited venue for selling unique or high-dollar machines that demand some hands-on inspection. Added online bidding supports higher prices for these machines thanks to the Internet's reach.

Inevitably, it seems there are some machines that can reliably be sold online and some that will do best in an on-site auction. Auction venues have become numerous, and the best will offer potential buyers the chance to bid via the Internet. 

IronPlanet's IronClad Assurance program provides an exhaustive inspection report on each machine, with plenty of photos. The auctioneer stands behind the inspections and will rectify any discrepancies with repairs or, if necessary, refund.

Auction Services, a year-old venture for re-marketing used equipment that emulates Ritchie's hybrid of on-site and Internet bidding.

Caterpillar equipment sold through Cat Auction Services is inspected and prepped for sale by professionals who know the products intimately. Machines that meet certain guidelines are offered with a special 90-day, 250-hour warranty issued by Cat Insurance. The factory warranty is honored by all North American Cat dealers.

IronPlanet's answer to those who want to inspect a machine before they spend tens of thousands of dollars on it is their IronClad Assurance program. Built on professionally rendered inspections and reports, IronPlanet

More Online

Online Auctions List

<http://www.constructionequipment.com/article/CA6704146.html>

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A man in profile, looking upwards, with a small yellow construction vehicle (a skid steer loader) balanced on his forehead. The vehicle is positioned as if it's resting on his brow, symbolizing the weight of construction equipment purchases on the mind.

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McLaughlin Goes Xtreme with Excavation

Underground utility contractors able to take advantage of air and water vacuum excavation with new machines branded exclusively for Vermeer

The newest vacuum excavator introduction by McLaughlin meets a growing market demand for more powerful air vacuums, but by still combining a water vacuum system offers a more complete on-site solution for contractors, says company president Dave Gasmovic.

The Xtreme line of combination air/water vacuum excavators was introduced at this fall's International Construction and Utility Equipment Exposition (ICUEE) in Louisville, Ky., as the first McLaughlin-made machine to boast a positive displacement blower rated at 1,200 cubic feet per minute (cfm). The actual model on display was the second built; a Pennsylvania gas contractor bought the earlier prototype.

"We've been doing vacuum excavators for probably 14 years. What we have seen as vacuums have been developing is that most of them were hydro vacs, but now with water becoming a scarcer resource and it being hard to dispose of wet mud in a tank, more and more people are looking at doing air vacuuming," says Gasmovic, whose company two years ago signed a private label agreement with Vermeer under which all of its vacuums are made for and sold by Vermeer and that company's authorized dealers. "One of the problems with air is always that air breaks up a lot quicker than water does. Water has a lot more destructive power, air disperses quicker, so what we have done is up the power on some of our vacuums and made a combination air-water vac.

"What the 1,200 cfm does is give you a lot more air speed to move the material out of the hole, get it up faster and let you dig faster. It's got a built-in on-board air compressor, so you don't have to have a second compressor on the job, and it still does have a water system, because some ground conditions just aren't going to allow you to dig with air."

Meeting the market's want for air vacuums including notably in Europe, the Xtreme vacuum excavator uses a three-stage "cyclone" filtration system that, while accommodating wet vacuuming excavation also, spins the dry material as it comes out of the tank, taking the dust out and leaving very little final material in the final filter. "The nice thing about when you do air vacuuming, you're able to put the material back in the hole you've done the excavation from, if they allow that," says Gasmovic, "or at least



With its positive displacement blower rated at 1,200 cubic feet per minute, the Xtreme product line takes the combination air/water vacuum excavation technology to the next level, says McLaughlin president Dave Gasmovic.

even if you have to bring in clean backfill, it's easier to dispose of dry material than it is wet material.

"Even though we're not using water and we say it's dry vacuuming, the ground still has moisture in it. If we're using air in this, it's still going to be sticky, and if you don't have enough air speed, you start to clog and then you have to deal with the clogs."

Powered by a 99-horsepower Kubota diesel engine, the Xtreme line has a water system rated at 5.6 gallons per minute that produces up to 15 inches of mercury and 3,000 pounds per square inch of pressure. The unit on display at ICUEE had a 500-gallon spoil tank. "The only thing you'd maybe want different is to go to a larger spoil tank, to be able to stay on the job longer before you have to go dump," says Gasmovic. Tanks holding 800 and 1,200 gallons are available.

The combination air/water vacuum excavator is available in either a trailer- or skid-mounted configuration. Looking ahead, there may be room for a larger model, says Gasmovic, but it is not McLaughlin's intention to get into the manufacture of full truck sizes, focusing instead between that range and what is now offered.

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2011 F-SuperDuty Gets New Diesel, Gas Engines

Ford's own Power Stroke will replace the Navistar V-8, and a new gasoline V-8 will succeed the old V-10

Ford's 2011-model F-SuperDuty trucks are getting two new engines and a 6-speed automatic transmission with a live-drive power take-off, plus fresh interiors including new seats and a "flow-through" console with a 110-volt inverter. The F-250 through 550 pickups and chassis-cab models will continue with the bold exterior styling introduced in the '08 model year and computer-based Ford Work Solutions options.

The new 6.7-liter Power Stroke diesel was designed and will be built by Ford itself to replace 6- and 6.4-liter V-8s supplied by Navistar International. The long-running agreement ends in December following financial and legal squabbling between the two companies, and the Ford diesel will go into production in Chihuahua, Mexico, next year, Ford executives say.

The new diesel will be optional in 2011-model F-250 to F-550 pickups and cab-chassis trucks. It will use selective catalytic reduction to help meet EPA's 2010 emissions rules. It will eventually replace Ford's V-10.

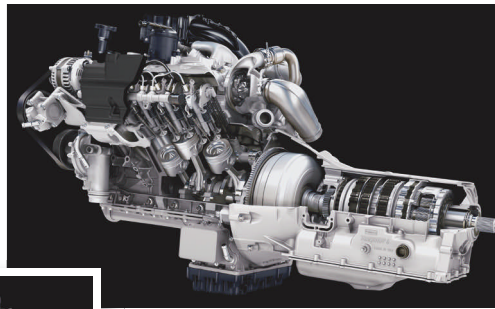
The 6.7-liter (409-cubic-inch) Power Stroke's design includes a compacted graphite cast-iron block and aluminum heads, which help cut weight by 160 pounds compared to the current diesel. It also has in-board-mounted exhaust manifolds and a "single sequential" turbocharger, all bolted inside the cylinder-bank valley. Instead of the current double-turbo scheme, the new turbo has one exhaust turbine and two air-compressor turbines for fast response. Close coupling of exhaust components reduces the amount of piping, which contributes to weight loss.

The new gasoline V-8 has an "oversquare" bore of 102 mm and stroke of 95 mm for a displacement of 6.2 liters or 379 cubic inches. It uses port fuel injection, has two spark plugs and two large valves per cylinder, and a single overhead camshaft with variable valve timing. The engine will burn regular, 87-octane gasoline and any ethanol-gasoline blend up to E85.

The 6.2-liter gasoline engine is to be assembled at



2011 SuperDuty trucks will continue with bold styling and be powered by new Ford diesel and gasoline V-8s.



Ford 6.7-liter Power Stroke V-8's exhaust system, including its Honeywell-Garret two-stage turbocharger, is mounted inside the cylinder-bank valley. It's mated to a new 6-speed TorqShift automatic with live-drive PTO capability. The new diesel will use SCR to help it comply with 2010 emissions limits.



New 6.2-liter gasoline V-8 was torture-tested in lab cells and run in a Raptor pickup in the 2008 Baja 1000 race. It, too, will run through the new 6R140 six-speed automatic transmission.

Ford's Romeo, Mich., plant, in time for production of the new SuperDuty, slated for April. Power and torque ratings of the new engines will be announced later.

Both new engines will be mated to the 6-speed TorqShift, designated 6R140, while the current 5-speed TorqShift will be used with other gasoline V-8s. The 6-speed has an enhanced Tow-Haul mode with integrated engine exhaust braking and Progressive Range Select and a Manual mode, allowing drivers to select the gear to suit their needs. It also has optional live PTO capability that can power a plow, trash compactor, dump hoist, salt spreader and mixer while the truck is stationary, on the move or engaged in stop-start operations.

Ford's 2011 SuperDuty trucks will have higher payload and tow ratings, and pickups will have a fifth wheel and substructure attached to the frame at the factory. An electrical plug is inside the bed for towing gooseneck trailers, and the integrated trailer-brake controller works with the truck's service brakes for maximum effectiveness and safety.

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Market Watch Lite

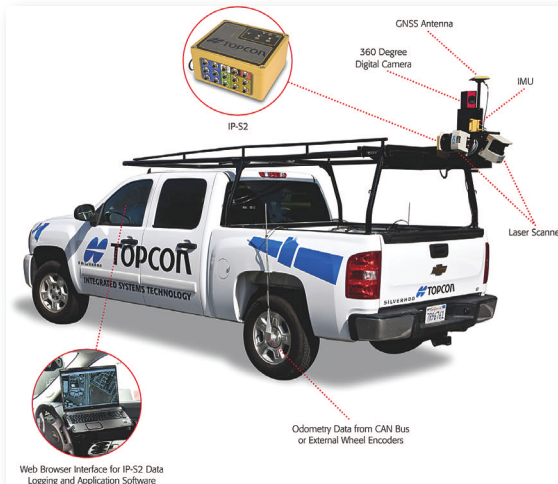
By KATIE WEILER, Managing Editor

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▶ Topcon

A vehicle-mounted, mobile 3D precision mapping and survey system, IP-S2 combines dual-frequency GNSS signal tracking and positioning with inertial measurement to integrate laser scanning and digital imaging. By using 3D laser scanners, LIDAR "point cloud" and/or cameras, the data collected is integrated, time-stamped and geo-referenced.

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▶ Alliance Tire

Designed for both on- and off-road applications, Alliance's new Mobile Crane Radial tire has all-steel casing and a special tread compound designed to reduce heat build-up for extended performance. According to the company, the non-directional tread design delivers a smooth ride with precise steering characteristics on-road, as well as good traction off-road.

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◀ RMT Equipment

Providing 115 degrees of viewing, the Track-Vision rear-mounted camera from RMT provides heavy-equipment operators with a wide-angle view behind their machines, thanks to a 7-inch color flat-screen monitor installed in the cab. The on-board safety backup camera features a heated lens surface to prevent condensation or frost and is accurate in extreme low-light conditions, says RMT.

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Keytroller

Genie Card wireless automatic card-ignition enabler helps prevent equipment theft by means of ignition hot wiring. With a Keytroller wireless device installed in the ignition, the ignition is enabled only when a Genie-Card-holding operator is in close proximity. The driver is then able to start the equipment with his key. When the driver walks out of range, the wireless relay again disables the ignition.

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▶ Asphalt Drum Mixers

Asphalt cement tanks store and monitor liquid asphalt cement and are compatible with ADM and other brands of asphalt plants. Available in a vertical or horizontal/portable configuration, the tanks have a serpentine coil arrangement to provide a heat exchange area of more than 1,200 feet. Constructed of heavy-duty steel, the tanks offer storage capacities from 10,000 to 35,000 gallons.

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Star Industries

With a load capacity of 2.75 cubic yards and 12,000 pounds, Model 1450 heavy-duty crane trash skip from Star is designed to be hoisted with cable or strap slings measuring 10 feet or longer in length, and easily discharged via its sloped end. To dump the skip, the two forward slings are disconnected from the lifting eyes with the lifting line slack. The skip is then lifted with the rear slings still connected, effectively dumping the load from the sloped end.

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Caterpillar

The 3.0 version of Caterpillar's FleetCom-mander surface mine monitoring and control system has a new blending functionality in the assignment module that enables the mine controller to specify the type and quality of materials delivered to the dump, stockpile or processing plant. The new feature is fully integrated with production planning and key performance indicator summaries.

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OEM Data Delivery

At the heart of the new secure fuel system, a wireless device identifies each vehicle, its location and the fuel dispensed to it. Following dispensing, data such as equipment hours, mileage and gallons dispensed are collected automatically, and GPS coordinates are stamped into the record. Management is alerted to unauthorized use.

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Market Watch Lite



Atlas Copco

Atlas Copco added the 1,654-pound MB 750 to its line of hydraulic breakers. Specified for machines in the 10- to 17-ton range, the breaker operates under 2,030 to 2,465 psi and delivers 370 to 800 bpm. The tool diameter is 3.9 inches. Double retainer bar system and DustProtector II maximize service life, the company says.

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Worksaver

With models for use on skid steers and tractor loaders, new free-floating 9-foot snow blades from Worksaver feature 5-degree lateral oscillation that allows the attachment to follow ground contours. The reinforced 27-inch-high moldboard angles left or right, and includes extension trip springs for controlled break-over in snow and adjustable-depth skid shoes that rotate for longer wear.

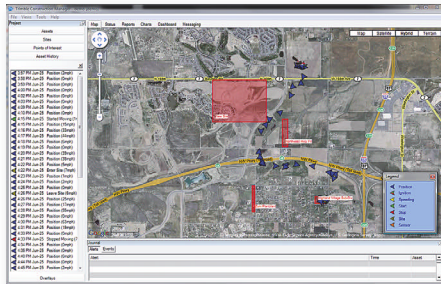
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Trimble

Trimble upgraded Construction Manager remote asset-management software to version 2.4. It now offers fast and user-friendly maps provided by Google Maps API Premiere. With the added functionality, it displays street, terrain, hybrid and satellite imagery as background for mapping sites and tracking construction assets. It also includes new asset properties for calculating fuel use.

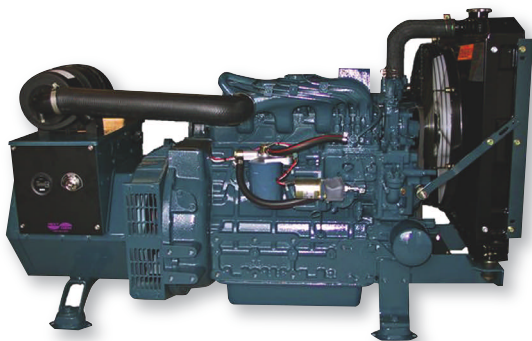
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Caterpillar

With six variations between three basic models, Cat's new B-Series orange-peel grapples offer a working volume range from 0.75 to 2.0 cubic yards for scrap, recycling and material-handling contractors. The four tines of each grapple are fabricated of wear-resistant Hardox 400 steel; optional weld-on inner wrappers can be added for work in abrasive materials.

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Next Generation Power

With models ranging from 5 to 40 kilowatts, the low-speed, radiator-cooled generator line is driven by four-cycle Kubota engines. The single-bearing Next Gen sets operate at 1,800 rpm and feature a brushless rotating field exciter and generator-mounted solid-stage electric voltage regulator. A 12-volt electric starter and battery charging alternator come standard.

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Case

For attachment to skid steers and compact track loaders, Case's power side discharge bucket is available with a choice of left- or right-discharge positions, and comes with adjustable discharge gates. Models come in 60- and 72-inch sizes for sand applications and 72- and 84-inch sizes for handling sawdust. Standard power side discharge buckets are likewise suited for spreading such materials as stone, mulch or aggregate.

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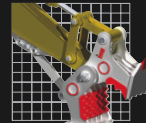
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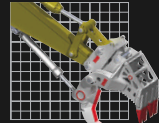
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Model	TLB 535 ESI	Kubota	Case	Cat
Manufacturer	Allmand Brothers	Bobcat	Case	Caterpillar
Engine make	3LD1	D1105-T	445/M2	3054C DIT
Engine model	0.0	31.5	76.0	97.0
Net engine power - hp				
DRIVE	Hydrostatic	Hydrostatic	Synchromesh/Pwr Shift	Synchromesh/Pwr Shift
Transmission type	1/1	1/1	4/4	4/4
No. of speeds (fwd/rev)	5.5	4.7	24.5	26.8
Max. travel speed - mph	2WD	2WD	2WD/4WD	2WD/4WD
No. of drive wheels	2WS	2WS	2WS	2WS
Steering configuration				
HYDRAULICS				
Hydraulic pump flow - gpm	2400	--	3060	3811
Relief valve pressure - psi				
BACKHOE				
Backhoe bucket width range - in	12" - 36"	--	12" - 36"	12" - 36"
Max. dig depth, optional extended stick - ft/in	7' 8"	--	11' 2"	13'
Loading height, standard stick - ft/in				

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Komatsu Brings Hybrid Excavator to America

Komatsu introduced its first hybrid excavator to the North American market. The Hybrid PC200LC-8 offers many of the same features, capacities and specifications as the older, fully hydraulic PC200LC-8, but the hybrid excavator bests the standard version in fuel consumption and emissions, according to Komatsu.

Fuel savings is a result of Komatsu's hybrid system, comprising an electric swing motor, power-generator motor, capacitor and diesel engine. When the operator stops swing-arm motion, the braking force generates energy, which is then converted into electricity, sent through an inverter, and finally stored in the capacitor. The electricity in the capacitor is discharged quickly, sending a burst of energy to the upper structure and the engine.

Watch it at ConstructionEquipment.com/Digest

2010 Annual Report and Forecast

A new year is coming, and hopefully it will treat the construction industry better than 2009 did.

The 2010 edition of *Construction Equipment's* long-running Annual Report & Forecast features interactive charts, maps and graphics that illustrate how contractors, rental, government and other construction sectors performed in 2009, and what's in store for them in the year ahead.

Cat Intros New Mining Trucks

Caterpillar has revamped its largest mining trucks. Introduced at a mining event in October, the 250-ton 793F and 400-ton 797F mechanical-drive trucks are powered by Cat's new C175 diesel engine, which runs at 2,650 horsepower for the 793F and 4,000 horsepower for the 797F. Cat also previewed the electric-drive 795F and a remote-control driven D10T dozer.



Latest Big Iron Blog Posts

- Rod Sutton warns fleet managers of new emissions regulations on the horizon for 2010
- Mike Anderson talks heavy-equipment terminology
- Watch what happens when a large Liebherr excavator dumps a bucket of water onto a car below

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