



**indecommunity**



FRONT COVER  
An HP 18000 at work in an Indian quarry.  
Photo by Lucio Garafalo

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## Editorial

# International by vocation

The internationalization of business is a concept that lends itself to multiple interpretations. Some believe that it means selling one's products abroad from time to time, while others confuse it with mere production outsourcing.

Many large groups in our industry have moved production to low-wage countries with a view to reducing costs, but this is often at the expense of product quality, betraying the values and goals that underpin everything an enterprise does. Ever since our foundation, over 40 years ago, here at Indeco we have preferred to use a multi-channel strategic approach to internationalization.

In the beginning, before the EU came into being, we used to sell spare parts and products through stable partnerships with importers, some of whom still work closely with us.

Over the years, we have gradually changed our approach, according to the strategic importance, size and characteristics of each market. Many years have passed since we founded Indeco North America in 1990 and Indeco Australia in 1992, taking on challenges that were far from easy. Indeco has now become a market-leading

brand today in those countries, where we are known for our quality and reliability. That's because on top of trying to sell our products, we've continued to invest in facilities, equipment and human resources. Indeco UK was established in 1999 to better serve the existing distribution network, made up of dealers specializing in hydraulic accessory rental, sales and service, as well as providing expert consultancy. The same happened in 2011 with Indeco Mexico, followed in 2017 by the launch of Indeco Brasil. We made this investment just as the Brazilian market hit rock bottom, allowing us to improve support for the various retailers and to supply customers more rapidly with products and spare parts, as well as to provide even better pre- and after-sales service. There will soon be another major piece in the Indeco internationalization process jigsaw: in conjunction with a series of local partners, we will be setting up a new joint venture company, to be known as Indeco India.

Milestones along a path created by what here at Indeco we consider the core values of doing business: knowledge, innovation, perseverance. A path that has helped us grow and enrich our experience in the relationship with our customers and partners throughout the world.

**Michele Vitulano**  
Marketing Manager

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## Case history

# From steel to solar power

**Five Indeco breakers demolished the foundations of a former steel mill in Buffalo, New York in an area seeing construction of the largest solar panel production plant in the United States.**

Upon completion, the new SolarCity solar panel manufacturing plant under construction in Buffalo, New York at the former industrial area of RiverBend will be the largest of its kind in the United

States. The project -- one of the latest ventures of Elon Musk, founder of PayPal, SpaceX and Tesla -- is of huge importance to Buffalo because it is closely tied to the city's economic revival and is part of a



broader plan called "Buffalo Billion Dollar Initiative", which aims to attract high-tech companies to the RiverBend site. The new manufacturing hub, built on the grounds of an old steel mill, will occupy a total area of 29.4 hectares (61.5 acres) and annually produce next-generation solar panels in sufficient quantity to generate one gigawatt, establishing itself as the largest and most productive in the Western

Hemisphere. At full production, the modern factory will employ over 2,000 workers in addition to 1,000 working in downstream activities. Site conversion and construction of the new industrial complex were assigned to LPCiminelli, a major contracting firm based in Buffalo that operates along the entire East Coast.

## Underground challenges

Buffalo's Republic Steel plant was in operation for over 70 years before being gradually dismantled in the 1970s until permanent shutdown in the 1980s. Later, all above-ground structures were demolished, leaving the area in brownfield conditions, that is, unready to be rezoned for new development. In 2007, the land was finally reclaimed but not cleared and prepared for construction. When the SolarCity project ▶



**Upon completion, the new SolarCity solar panel manufacturing plant under construction in Buffalo, New York at the former industrial area of RiverBend will be the largest of its kind in the United States.**



**For the demolition job, LPCiminelli used five Indeco breakers**

was drawn up, it turned out that the structures

remaining below the 93,000+ sq. m surface of the new factory, and under the area designated for the utilities network, green spaces and parking lots, still had to be removed. The job involved the demolition of thick foundation slabs, supporting walls, and structures that were part steel, part cement and whose exact location and existence were uncertain. Using only excavators fitted with a bucket would clearly be insufficient; the job would require hydraulic breakers capable of demolishing structures even two or three meters below ground level. What initially seemed a necessary, yet secondary, step with respect to the construction of the new buildings, soon proved a major aspect of the job site. In May 2015, after a year of work, close to 25,000 cu m of concrete had been demolished and hauled away.

Added to that were around 3,000 tons of ferrous material (not only rebars, but also plant components, small rail cars, rails, blast furnace slag and other waste).

## Indeco, the energy champion

As mentioned, right from the project design phase it was evident that the underground structures would have to be removed to permit construction of the new factory, but only once the works were begun did LPCiminelli technicians fully realize how much tougher this step was than expected. Because the steel mill had been active for decades, it had undergone changes and expansions through the years that were impossible to map with precision. Furthermore, preliminary recognition was made even more difficult by the fact that all above-ground structures had been demolished 30 years earlier and no clear

or extensive visual references were left to allow precise identification of reinforced concrete elements, such as foundations, pavement and structural reinforcements to support the mill's heavy plants and machinery.

For the demolition work, LPCiminelli used five Indeco breakers – two HP 5000s, two HP 9000s and an HP 12000 (in USA the HP 8000, HP 13001 and HP 16000). The breakers were used to a great extent, not only to demolish elements in reinforced concrete and structures where the new foundations were to be built, but also to excavate trenches for installation of the large utilities network. To say the project was a huge challenge is no exaggeration: over the course of six months the breakers operated intensively, demonstrating productivity and reliability despite difficult, if at times prohibitive, operating conditions. The job, moreover, involved removing very hard concrete, in some cases over 70 MPa



it is estimated that over 30,000 cu m of concrete will have been demolished and removed to prepare the site for the new SolarCity factory. Commenting on the project, Keegan Lachut, site manager for LPCiminelli had this to say:

“The demolition was incredibly challenging, due both to the quantity of



(70 Kn/m<sup>2</sup> or 10.000 Psi) often cast with rebars with a size 36 or 34 diameter (12 and 10 U.S. size). In more than a few cases the concrete contained beams and other types of iron reinforcement that called for intense efforts for removal. To further complicate operations was the fact that Buffalo, one of the coldest cities in the United States, had been subjected to winter temperatures of -28.5°C (-20°F), freezing the ground and requiring the use of breakers to reach and discover the hidden concrete structures. When excavations have been completed,

material we removed from the ground and because we really didn't know what to expect as the job progressed. All Indeco breakers performed optimally, but in certain situations the one that delivered the best was undoubtedly the HP 12000. I don't think I've ever seen a breaker giving that type of performance. In hindsight, if we had immediately understood how difficult the job would have been and the capabilities of the HP 12000, we would have rented five in place of the other models. ▶



As I said, the other breakers gave excellent performance, but given the hard task they needed more time to get the job done, especially in the most difficult situations". Indeco breakers and most of the machines operated by the contractor were rented from Anderson Equipment, a major distributor of machinery and equipment on the East Coast with 21 branches from West Virginia to Maine. In addition to being an Indeco distributor, Anderson Equipment possesses a rental fleet of 70 breakers, from

of this branch, I think that Indeco breakers offer the dual advantage of having a very wide range and being easily coupled to the Komatsu excavators that we distribute. Other winning features are definitely their longevity and modular construction that allows for easy maintenance." ■



**Rod Dabolt: "I think Indeco today offer the most reliable and productive breakers on the market. They're the only manufacturers with a range that includes breakers such as the HP 12000 and HP 18000".**

the small HP 200 to the HP 12000 (in USA from the HP 350 to the HP 16000). At the Buffalo branch we met rental manager, Rod Dabolt, who remarked: "I think that Indeco offers some of the most reliable and productive breakers on the market today. Indeco is also the only manufacturer whose range includes true giants such as the HP 12000 and HP 18000 which, like the HP 12000 used at the RiverBend site, can really make a difference in the toughest working conditions. As rental fleet manager



## Around the world (India)

### The HP 18000 rises to the challenge of an Indian quarry

**Four HP 18000 breakers are giving their all in a limestone quarry in India. The hardness of the material and the high production output required once again spotlight the advantages of the world's largest breaker currently in production.**

The Chittorgarh quarry in the Indian state of Rajasthan is managed by the cement production division of Birla Corporation, and its limestone supplies the cement factory of Chanderiya owned by the same company and located seven km from the quarry. Birla Corporation is part of MP Birla Group, a multinational conglomerate with over 120,000 employees that does business in 40 countries across a broad spectrum of industries, including mechanics, textiles, chemical energy and cement production. With its seven plants, of which Chanderiya is one of the most important, Birla Corporation has a production potential of over 6.5 million tons of cement per year. Until 2011 the quarry, with reserves lasting over 20 years, was mined by drilling and blasting. In that year, however, the Rajasthan High Court ruled that the technique could ▶



**The Chittorgarh quarry in the state of Rajasthan is one of Birla Corporation's main cement production facilities and supplies the Chanderiya cement factory.**

no longer be employed as it risked damage to the nearby Chittorgarh Fort, a national monument dating to the 14th century. The Court's decision had a consequent impact on the way the quarry organized production, requiring it to reconvert to a method using mechanical systems, and prompting the company to invest in a fleet of machines and hydraulic breakers that would ensure the required production levels.

### The hardness challenge

The Chittorgarh quarry contains enormous quantities of Nimbahera limestone, part of the Vindhyan Supergroup, one of the thickest sedimentary marine deposits of the Precambrian era to be found in India. The formation stretches from west to east in the northern part of the country with several outcrops present in areas of Rajasthan. The part of the quarry currently being mined is characterized by a small plateau and the sedimentary formation has

a form of a basin and dome with synclines and anticlines. The limestone has variable compressive strength according to its color (Pink = 130-150 MPa, Light Grey 110-130 MPa, Dark Grey 120-150 MPa, Green 100-120 MPa), and according to type, a percentage of calcium carbonate that ranges from 72% to 88%. Fragmentation also varies, and this together with the compressive strength, makes the production output strictly depend on the type of material being quarried. The mandatory switch from explosives to mechanical systems posed a challenge from many perspectives, as explained the president of the cement factory, VK Hamirwasia. "The decision of the Rajasthan High Court created the conditions for a change in the way we mine the quarry, as well as production methods and logistics to a certain extent. Our investments have enabled us to guarantee the maximum output achievable using mechanical systems, but because we've had to increase the quantity of material, soon we'll also have to increase the number of

machines and equipment in our fleet too." Right now, 16 excavators (Hitachi 1200, Komatsu 1250, Liebherr 984) attached with seven breakers (four of which Indeco HP 18000) are operating on a rotating basis over three shifts. This does not count other excavation equipment, such as hydraulic rippers and impact hammers. Quarry manager MK Ahmed gave us a description of the production cycle. "The quarry has to supply the cement factory 15,000 tons a day, but with the mechanical systems we're using now, we can only manage to produce 7,500 tons, so we're forced to integrate the production with material from another quarry. This is in part dictated by a problem in the quality of the Chittorgarh material, which does not fully meet the required standards. We should point out that quarrying using mechanical systems yields variable results according to the type of material being broken up. This ranges from approximately 170 tons per hour of fractured material to about 110 tons of compact material.

We've had good results with the hydraulic breakers, whereas the impact hammers have given serious problems when it comes to reliability, also because they are used in areas where the limestone reaches, and sometime exceeds, 140 MPa, a challenge for any mechanical system. Indeco breakers, conversely, have proved very productive and reliable, especially when we consider that they're used on a rotation basis over three shifts in a very heavy application. By now they have racked up a high number of hours in weather conditions that sometimes see temperatures of over 45 degrees. The HP 18000, with its 25.000 joules, is undeniably the most powerful breaker on the market today. What's more, it offers the additional advantage of being coupled with 90-ton excavators, and this is a very positive aspect for us. Besides the clear and immediate savings on the purchase price, there are other longer-term savings on fuel consumption, which may even lead to much lower operating costs over time." ▶

## A test of long-term reliability

Designed as a breaker for special quarrying operations, the HP 18000 is seeing a success that while not up to the levels of the HP 12000, is clearly showing the extent to which this model has hit the mark from a technical and commercial standpoint. The growing obstacles in using explosives due to environmental or safety concerns best explains the interest by many quarry operators for this model of the Indeco range. That said, other reasons have become apparent during the experience in the Chittorgarh quarry, thanks to this model's top-notch reliability even when used in an especially tough application such as the Rajasthan quarry. The four HP 18000 operated by Birla Corporation (their number will soon rise to six ) are utilized for the layers of light grey and green limestone, materials with a hardness ranging from 100 to 120 MPa. The use of Cobra chisels together with the high power available has proven effective, but the breakers are working on a continuous, not sporadic, basis in a demanding application that tests the "physiological" limit of the breaker.



As a result, service plays a basic role in guaranteeing efficiency in a situation where the breaker is constantly forced to give the maximum. This important function is performed by Indian dealer DCS Technoservice, who has a trained technician assigned to the quarry to deal with all maintenance aspects and to coordinate the dealer's workshop mechanics present on-site. This creates the conditions for ensuring the optimum performance of the breakers, as pointed out by Abhay Kaskebar, general manager and partner of the dealership. "The supply of breakers to Birla Corporation has been extremely important to us, not only in economic terms, considering that other orders will soon be following, but also because the prestige of the Birla name is a very important reference for us on a national scale. We also have to consider that the very heavy work of these breakers is a point in favor of their reliability and hence an additional marketing tool. This is also the reason why we've placed ourselves at the total disposal of Birla Corporation, who has perfectly grasped how much they can count on our service beyond the quality of the product itself. From this viewpoint, our thanks go to Indeco, who has consistently provided the technical and sales support to meet the demands of our customers." ■

## Around the world (Italy)

### An HP 18000 takes on the ballast challenge

In a quarry near Canosa di Puglia in the southern Italian region of Apulia that produces railway track ballast, an Indeco HP 18000 FS (Fuel Saving) hydraulic breaker again proves to be the best alternative to drilling and blasting when explosives are not an option.





**The Pozzelle marble quarry has been going since the late 1980s, and has recently begun to produce railway ballast.**

The Pozzelle quarry is located a few kilometers from Canosa di Puglia (in the province of Barletta-Andria-Trani) along provincial road 181 and is characterized by the occurrence of Ambrato and Serpeggiante marble typical of the area. Active since the late 1980s and managed by the company CO.MA Srl, the quarry recently showed to have good potential for the production of crushed stone used for track ballast. A set of surveys and laboratory analyses indicated that the deposit also contained metamorphic carbonate rock with dolomitic characteristics dating back to the formation of the Apula platform during the Cretaceous period. The rock is considered ideal for the production of ballast because it meets the standards contained in UNI EN 13450 of the general contract specifications for civil engineering works (part ii - section 17) of RFI (Italian Railways). These specifications provide that the track ballast be produced with material found only in nature, that it be possessed of good compression strength, resistance to abrasion (Los Angeles coefficient) and to frost and be

free of harmful fibers such as asbestos. Laboratory tests demonstrated that rock samples from the Pozzelle quarry had a strength of 139-144 MPa and a resistance to abrasion according to RFI LArb values of under 20, thus being classified as ballast of the first (LArb <16) or second (LArb <20) category depending on the case.

### Quarrying without explosives

The proximity to provincial road 181 and the need to reduce the quantity of dust produced due to the intense agricultural activity taking place around the quarry precluded drilling and blasting, a method never used anyway since the site had been destined from the beginning for quarrying blocks for ornamental stone, a process performed instead by mechanical cutting. The unfeasibility of using explosives, a better technique for producing large quantities such as track ballast, prompted CO.MA Srl to consult a company with the experience and machinery to perform the full quarrying cycle, the primary and secondary

crushing, as well as its stockpiling. Production was contracted out to D'Oria Giuseppe e C. Srl from Andria, which has experience operating in the roadworks and concrete sector. As we were referred to by quarry manager, the particular strength of the rock and the processes required to produce a quality material called for a company with expertise in the aggregates sector: "This quarry is unique because depending on the quarry face, either ornamental stone or material for track ballast can be produced. For a certain period, these two activities will be conducted in parallel though not in equal percentage; in fact, it will be the ballast that will be commanding most of our efforts. That said, aggregate production differs greatly in the quarrying techniques and logistics employed compared to ornamental stone. These are the reasons why CO.MA Srl preferred to give the job to a specialist." To best handle the difficult task of quarrying a material of such hardness and



unconfined compressive strength, which never goes below the 100 MPa, and with very little fracturing, the contractor D'Oria decided to purchase an Indeco HP 18000 FS and a Hitachi 870 90-ton excavator which it paired up with another Hitachi Zaxis 350 33-ton excavator mounted with an HP 9000 the company already owned. The second breaker is used to reduce the blocks designated for ornamental stone, which whether due to imperfections or cracks must instead be utilized as a material for ballast production; however, this second breaker is put to work especially to reduce the volume of material designated for ballast produced by the HP 18000, at times in dimensions too large to enter the crusher for primary crushing.

### The challenge of ballast

The production of track ballast is subject to rigid requirements by RFI on both quality and quantity. In practice, the supplier, in addition to guaranteeing the characteristics laid down in the specifications, must assure that the material is stored and stockpiled in a controlled manner, that the storage areas must be identified, and that these areas guarantee that the material withdrawn maintain certain standards. This, essentially, involves that all phases of production that come after the quarrying of the rock (i.e., handling, crushing, screening, storing and loading) must guarantee product quality. The capacity to perform production and logistics was also underlined by Giuseppe Massari, the CEO of D'Oria: "Although we have considerable experience and enjoy an excellent reputation in the concrete production sector, which at any rate involves the management of aggregates, ballast is something else. We had to equip ourselves very specifically for this ▶





## HP 18000, the solution for large-scale production

Designed to respond to special quarrying requirements where large-scale production is demanded, the Indeco HP 18000 is having success in markets where drilling and blasting has seen a gradual decrease. Today Indeco is the only producer to offer a breaker with 25.000 joules, a machine that nevertheless maintains the versatility and rapidity of a smaller class of breakers. Despite the large size and high performance, the HP 18000 also has the advantage of being coupled with 90-ton excavators, a feature that translates into higher mobility in the quarry and especially lower fuel consumption, and that means higher profitability. With a striking rate that can get up to 460 blows/min and a 250 mm chisel, the HP 18000 can assure impressive productivity if we consider the quantity of rock that is broken up and demolished. The HP 18000, like the rest of the Indeco breakers range, also boasts a ratio between input and output power that is highly favorable for achieving optimum efficiency. The breaker also comes with the ABF (anti-blank firing) system, a patented technology that only Indeco offers, which considerably improves efficiency and extends the life of the breakers. ■

activity -- one I do not hesitate to define as challenging -- first with a breaker such as the HP 18000 FS, the only one currently on the market with such size and power.

The equipment assures the targeted rate of production, approximately 700-800 cu m of material quarried in an eight-hour shift, without failing to deliver excellent performance and reliability. This is not a secondary issue because by the end of the year we have to have 50,000 cu m of material ready for delivery, since RFI wants to have ballast available at a moment's notice. And it is exactly for this reason why the other phases, i.e., the primary crushing performed in the quarry, followed by secondary crushing, screening and cleaning carried out here at our headquarters, must be monitored carefully. The choice of the HP 18000 was extremely important because it gave us the possibility to solve the first and most important problem, that is, the production of material, which is truly very hard and not fractured. In this quarry the power of the breaker and the experience of our operators are maximized to the fullest.”

## Around the world (Mexico)

# Two HP 3000 ABFs for Mexico's longest tunnel

**Both Indeco hydraulic hammers were used at the Aca-Túnel jobsite in Acapulco.**



One of Mexico's most popular holiday destinations, Acapulco has been suffering from serious traffic congestion, especially on the road from the city centre to Juan Álvarez international airport. As well as plaguing residents and playing havoc with tourist figures, the traffic jams are to be found in particular along the stretch between Acapulco Bay and the Diamante and Puerto Marques suburbs, which currently means climbing La Escénica, the panoramic mountain overlooking the city. For this reason, in 2013 the city authorities took the decision to bypass the traffic jams by digging a tunnel of some 3.2 kilometres in length under the Cumbres de Llano Largo mountain. The contract for excavating the two tunnels was awarded to the Aca-Túnel

consortium made up of two private companies, ICA and CARSO. ICA has been the largest construction company in Mexico for decades, and over the years it has been awarded contracts for such key public works as roads, dams, bridges, public buildings, airports, etc.

Grupo Carso is a conglomerate of companies owned by Mexican magnate of Lebanese origin, Carlos Slim, the richest man in Mexico and one of the wealthiest anywhere in the world. The Carso Group includes a construction company that has built a series of other public works. Maquinter, Indeco's distributor in Mexico, sells and rents out construction machinery equipment in various different states in the Mexican Republic. Aca-Túnel sent them a provisioning request for Indeco hydraulic hammers. Indeed, Indeco hammers had recently been successfully used by ICA in Oaxaca state on a road-building project. The two HP 3000 ABFs (in USA the HP 5000), mounted on Caterpillar 320 excavators, were chosen for their excellent performance even when used horizontally during tunnel excavations and finishing. Once again, Indeco products are living up to their reputation, repaying the trust which experts from various construction sectors around the world have placed in them. ■

## Innovations

# A time of major developments for Indeco

For some time now, here at Indeco, we'd been planning the launch of a series of developments across most of the product range. We're looking to give yet another boost to the productivity and reliability which are the hallmarks of our product range. We've done this by further improving the positive qualities of our range, with some crucial enhancements, as well as by broadening the range by launching new products to meet the needs of our end-users, for the first time crossing into new territory for us, outside our comfort zone of the demolition sector.



We have upgraded the hydraulic system on our **hammers**, so that the HP series has now also become **Fuel Saving (FS)**. Compared to other manufacturers' models of equivalent weight and performance, Indeco hammers require less oil per minute and lower operating pressure. And as using lower hydraulic power means reducing the rpm on the carrier, this leads to fuel savings of up to 20%, while ensuring optimum performance and maximum productivity. This advantage is even more clear-cut if we compare the Indeco hammer with gas- or gas/oil-powered breakers of similar sizes manufactured by our competitors. That's quite a plus, both for the environment and for your margins, which grow in proportion to the size of hammer you're using. All of the hammers in the Indeco HP range will be displaying the FS badge.



All of the HP Fuel Saving breakers save up to 20% on fuel consumption

The new IFP and IRP pulverizers, now more robust and featuring interchangeable teeth



As regards the **IFP fixed and IRP rotating pulverizers**, as well as a few improvements to make them more robust, the new models have interchangeable teeth on the mobile jaw (welded onto a bolt-on plate and secured with special latches) for optimal penetration of the material being demolished.

New by name and new by nature, the **Indeco IMP multiprocessor** has been redesigned, given a more robust body, and its maximum jaw opening has been further increased, while its demolition, pulverizing and cutting geometries on the various jaws have been improved. The jaws have been updated to make it easier to dismantle and replace and now offer better grip. Its pulverizer version now has interchangeable teeth. The shear version now has all of the features of the ISS Series Indeco shear (reversible and interchangeable cutters, and a dual-profile piercing system). The range has also been modified and extended.

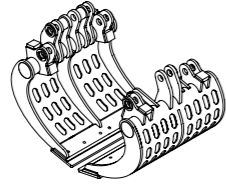


New geometries and faster jaw replacement on the IMP multiprocessor

And the most revolutionary change comes with **the new IMG grabs**, which have evolved from the previous IDG demolition grabs. On a single housing, using the same hydraulic circuit both for opening/closing and for rotation, the new IMG grabs are now made in 5 different versions for 5 different specific jobs in various sectors: ▶

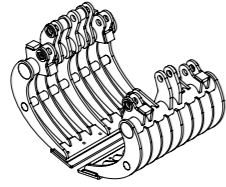


The new IMG grabs are now made in 5 different versions



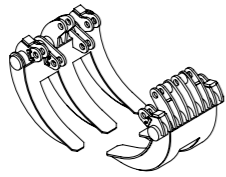
### IMG S Sorting Jaws

Ideal tools for sorting waste materials from demolition work, from clearing stony ground, and from dredging of rivers and seas, and so on.



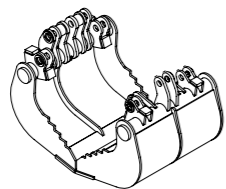
### IMG D Demolition Sorting Jaws

Ideal for light demolition jobs, such as demolishing wood and brick structures, the IMG D can also be used to select and handle waste materials. It is also perfect for recycling and recovery.



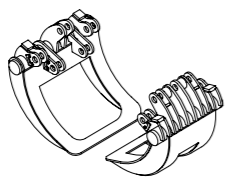
### IMG H 3 + 2 Material Handling Jaws

Designed to facilitate handling of large objects such as scrap metal, vehicles for demolition, and other demolition scrap, the force transmitted by its hydraulic rotation system to the interlocking teeth provides a safe powerful grip.



### IMG L Loading Jaws

The geometry of the jaws is designed for maximum payload, making them ideal for moving earth, gravel, sand, mud, boulders, agricultural and industrial waste, urban waste, minerals, and plenty more.



### IMG T Timber Jaws

Designed to combine maximum gripping force with the lightest possible weight, facilitating the handling of large tree trunks in forestry operations.

Finally, all of the silent demolitions and material handling products have been given the same rotation mechanism which will now be used on all rotating products

## The new Indeco ISS 30/50 hydraulic shear. The market asks the question, Indeco has the answer.

In light of the experience we've been building up over recent years in the recycling and demolition fields, here at Indeco we have redesigned and optimized the ISS hydraulic shear range, resulting in the launch of the new ISS 30/50 shear. The innovations we have brought in with the ISS 30/50 will be gradually extended to all the other models. Indeco customers have long been used to products of superior quality and performance, especially when it comes to hydraulic breakers. And so, while they enjoyed using the ISS series hydraulic shears, they also often asked for further improvements such as greater closing force, more durable components subject to wear and tear, an even faster and more efficient open/close cycle (even though Indeco was already the best on the market), ever more robust and at the same time more compact shears. The Indeco R&D department took up the challenge, coming up with a fine solution in the new ISS 30/50. Even at first glance, the differences are striking - the shear is 25% shorter than on current models, even though

it manages to achieve a proportionally wider jaw opening. The hydraulic cylinder has been redesigned and enlarged. On the one hand, this means that the corresponding maximum cutting force is much higher, and on the other it speeds up the processing cycle under no-load conditions (open-close), in part also due to a new design for the regeneration valve. Both the fixed and the mobile jaws have been strengthened by up to 40%. Finally, Indeco's forty-year experience with heat treatments has led to improvements to the material used and to the treatment of the main blades to make them more durable and wear-resistant. The ISS 35/60 was designed using the same innovative criteria as for the ISS 30/50. These two shears replace the older ISS 30/60, thus keeping both sets of customers happy - both the ones who prefer lighter equipment while maintaining good cutting performance, and those looking for top performance who don't mind using slightly heavier carriers to achieve it. ■



After launching the ISS 30/50 and ISS 35/60 shears, Indeco will soon be extending the updates to the whole range of hydraulic shears



## Our people

# An urban cowboy... Indecommunity



There's a technical wizard at Indeco, responsible for Field Sales and Service in the Western United States: his name is Jim Allen. When you meet him, you soon realize he never takes off his trusty cowboy hat, at least not as far as we can tell. That's why, throughout most of our Indecommunity, Jim is known as the "Urban Cowboy", a nickname he laughs about, though everyone knows he doesn't love it. One thing is sure though, and that's the fact that Indeco sees Jim as a cornerstone of the whole organization. Jim's undisputed professional and technical skills have made him Indeco's "go-to man" for hard-to-reach jobs and high-profile accounts. It's no coincidence that here at Indeco North America one of the catch-phrases has become "Send Jimmy". There is a major demolition job starting in Chicago? Send Jimmy. There is a dealer in Mexico City that needs training? Send Jimmy. There is a trade show next month in Las Vegas? You guessed it! Send Jimmy. Prior to joining us, Jimmy owned his own business in the field of heavy equipment maintenance and repair. During a renovation at Denver International Airport, he was introduced

to Indeco when a mutual customer was installing a huge Indeco MES 12000, and soon afterwards, in 2000, he became a member of the Indeco family. Since then, Jim has been all over the shop: from Merida, in southern Mexico, providing support for our colleagues at Indeco Mexico, all the way up to Yellowknife, in the extreme north of Canada for breaker installation. Between these two poles, there's probably not a single town he hasn't been to over the years, serving hundreds of Indeco dealers and customers. Jim Allen makes his home just outside of Denver, Colorado, where between one journey and the next, he cherishes his time spent with his wife, four children and three grandchildren. And in his spare time, Jim is an avid hunter and ¼ mile drag strip racer. Jim, our Indeco Urban Cowboy. ■



## Trade fairs



Indeco booth at Bauma 2016 (Munich)



Indeco booth at Intermat 2015 (Paris)

# The next dates for your diary

### Isri 2017

New Orleans (United States) - 22nd to 25th April

### CTT

Moscow (Russia) - 30th May to 3rd June

### Construction expo M&T

São Paulo, Brazil - 7th to 9th June

### NFDC Demo Expo

St. Albans (UK) - 22nd to 24th June

### Matexpo

Courtrai (Belgium) - 6th to 10th September

### Excon

Bangalore (India) - 12th to 17th December



## YOUR PHOTOS

An IFP 19X pulverizer used by Clive Hurt (Plant Hire) of Leyland along with an HP 3500 to demolish a 1.2 mile-long sea defence wall in Fleetwood (UK). The old sea wall is just 50 cm further inland from the newer one, so Indeco dealership MTK Breaker Hire & Sales Ltd recommended purchasing this pulverizer for its great manoeuvrability. This would enable the customer to demolish the old sea wall quickly and efficiently without coming into contact with the new one.

With thanks to:

Clive Hurt Plant Hire

[www.clivehurtplanthire.co.uk](http://www.clivehurtplanthire.co.uk)

MTK Breaker Hire & Sales Ltd

[www.mtk-breakers.co.uk](http://www.mtk-breakers.co.uk)