



**indecommunity**





**FRONT COVER**  
An Indeco hammer in action, helping to build the new track along the Bari-Taranto railway

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**INDECO**  
A TOOL FOR EVERY JOB

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## Editorial

### Ever stronger, ever more international

We have just enjoyed a positive year for Indeco from both a commercial and a financial point of view. A year which saw our products strengthen their position throughout the world. A year when we made improvements in terms of both quantity and quality. Quantity because the number of items we sold went up, both in the hydraulic hammer department, as well as for other demolition and recycling equipment. Quality because we managed to sell ever larger products for increasingly heavy uses, further confirmation that Indeco is now regarded as one of the world's finest hydraulic equipment manufacturers. In fact, we've been strengthening our reputation on the markets, and the growth of the Indeco brand is a direct consequence of the skills shown by everyone around the world who – directly or indirectly – represents it. What does 2019 hold for us? In recent years we have almost stopped drawing up a sales budget, as so many markets are so volatile that it would be difficult for us to achieve our forecasts. Our forecasts for 2019, however, leave some room for some optimism. While one swallow does not a summer make, three swallows start to give a clear sign, and the first 3 months of 2019 are proof of that.

These positive signs were followed by excellent results, so we expect further confirmation of the positive market trend, especially in view of the world's biggest trade fair for our sector, Bauma in Munich. As always, we will be presenting a number of different innovations, with new products, such as the HP 100 hammer and the IRP 5 X rotating pulverizer, new accessories, and even the introduction of an entire new range – IMH hydraulic Mulching Heads, designed and manufactured by our US subsidiary. Last but not least, we are proud to present our direct subsidiary in Germany, Indeco Deutschland BV. A stable organization which will enable us to follow dealers and customers in Germany and Austria more closely, together with support from Indeco Northern Europe in the Netherlands. Another key piece added to the immense mosaic of an ever expanding sales network. A network that is now spreading even to what are traditionally difficult markets, as shown by the recent establishment of Indeco Asia Ltd in Hong Kong and the upcoming opening of Indeco Japan which, together with Indeco Chile, will mark the next big moves in the growth of our brand around the world.

**Michele Vitulano**  
Marketing Manager

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## Case history

# Indeco hammers burn the midnight oil to excavate a new track along the Bari-Taranto railway

**An HP 9000, two HP 7000s, with help in the home stretch from the big gun, an HP 18000, deliver the huge excavation project on time**

Indeco hammers are a bona fide guarantee when it comes to completing a job on time. This job involved digging a series of cuttings, tunnels and embankments for a double-track railway between Bari Sant'Andrea and Bitetto (about 10 km in length) along the Bari-Taranto line, to replace the existing single track. The aim of the project is to connect the two Apulian cities with a high-speed line. The second track is being laid along a totally new route, which means getting rid of no less than 6 level crossings in the town of Modugno, and

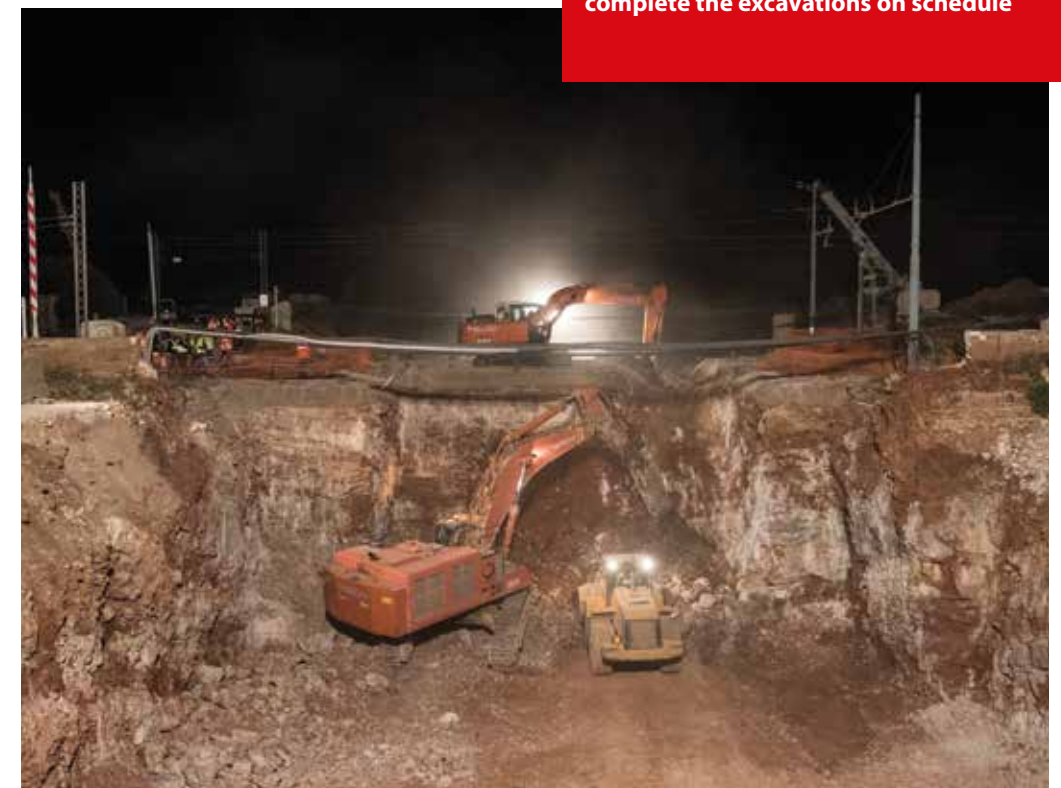
helping both to increase the amount of rail traffic and to ensure faster train journeys. The excavations and reinforced concrete works were entrusted by RFI SpA, a company in the Ferrovie dello Stato group, Italy's national rail corporation, to Matarrese Srl. The overall length of the stretch involved is 12 km, including two along the pre-existing route, as well as ten kilometres of new line along a cutting where 1.5 million m<sup>3</sup> of limestone had to be excavated - says Matarrese Srl Technical Director Giovanni Loiudice - the



main hammers used for the excavations were an Indeco HP 9000 and two HP 7000s. Daily production was approx. 750 m<sup>3</sup> for the HP 9000 and 550 m<sup>3</sup> for the HP 7000 over the course of around 800 working days, in line with expected performance targets. The high-performance hammers enabled the job to be completed on time, while complying with excavation requirements. At the intersection with the pre-existing track, night trains had to be cancelled, leaving just 55

hours to build the new underlying rail section and put back the overlying track. For this part of the job, we used an Indeco HP 18000 hammer, which reduced excavation times from the 20 hours planned to just 8 hours, with hourly production of about 500 m<sup>3</sup>.

**Indeco breakers work overtime to complete the excavations on schedule**





## Around the world (Italy)

### Indeco attachments productive and reliable, and not just on paper

#### Four HP hammers, one IMP 20 and one IRP 23 X demolish the buildings at a former paper mill

The contract for the partial demolition of a disused area at a former Cartiere Paolo Pigna paper mill, in the small Northern Italian town of Alzano Lombardo, was won by local Bergamo firm Leonardo SpA and carried out by the Bergamelli firm from nearby Nembro, a firm founded in 1965, specializing in excavations, demolition, highway and civil works, as well as industrial construction. Indeco customers since 2015, Bergamelli chose to use a range of Indeco products on this job: two HP 700 hammers, one HP 500 and one HP 150, an IMP 20 multiprocessor in crusher configuration for the primary demolition of heavy concrete and one IRP 23 X mounted on a Volvo EC 290 to demolish the floors, slabs and surrounding walls.

The 90-day demolition job saw Indeco products work 8 hours a day with daily production of 200 m<sup>3</sup>.  
"We were already using Indeco hammers. Adding the pulverizer and multiprocessor to our fleet provided further confirmation of the quality and reliability of Indeco products and of their after-sales and technical support" says company owner Martino Bergamelli.  
"Using Indeco equipment actually meant we were able to complete the job well before the deadline".  
Once again, Indeco products prove efficient and reliable on site. And not just on paper.

The IRP 23 X pulverizer demolishes buildings at the former Pigna paper mill



## Around the world (Italy)

### An Indeco IHC R 150 shatters the deadlines

Fabrizio Pasini, based in Valgoglio, near Bergamo, in Northern Italy chose an Indeco IHC R 150 compactor for building reinforced and unreinforced earth embankments and for backfilling trenches.  
Mounted on Euromach and Kaiser spider excavators, the rotating compactor did him proud, completing the job in just five days.  
"I chose Indeco for its quality products and the efficiency of its after-sales service and technical support.  
The Indeco IHC R 150's rapid compaction capacity made it an effective and indispensable tool on the jobsite.  
After only 3 months, I also bought an HP 1200 hammer, which I'm sure will live up to my expectations".





## Around the world (Austria)

### In Austria, an ISS 20/30 shear working at full throttle

**The shear was used successfully in the demolition of a disused gas pipeline**

In December 2018, Indeco dealers in Austria, Doralco GesmbH, based in Oeynhausen just outside Vienna, fulfilled an order for an Indeco ISS 20/30 shear.

The shear is currently being used on various jobsites belonging to ÖMV, a firm which over the last 50 years has managed a number of different gas pipelines throughout Austria. Mounted on a Kobelco excavator with a working weight of approximately 31 tons, the ISS 20/30 shear, with a working weight of about 3600 kg, is being used for demolitions by the main contractor Habau, part of an Austrian group that has been operating for

over 100 years in sectors such as building, civil engineering, construction of gas pipelines, prefabricated buildings and tunnelling. Before this job, the shear had already made a name for itself in the company, without showing any signs of wear, when it had been used to demolish approximately 22 kilometres of pipeline with an external diameter of 300 mm and a thickness of 12 mm. Due in great part to the efforts of Doralco, Indeco products have been highly successful on the Austrian market, with a number of hydraulic hammers and pulverizers being sold last year.



## Around the world (Australia)

### Indeco attachments in action in the Melbourne subway

**Indeco hammers of all sizes, multiprocessors and pulverizers all help excavate a new station**



The Metro Tunnel - also known as the Melbourne Metro Rail Project - is a metropolitan rail infrastructure project that will make a significant difference to mobility in the city of Melbourne, Australia. The project involves the construction of twin 9-kilometre rail tunnels between South Kensington station (north west of the Melbourne City Centre) and South Yarra (in the south east) with five new underground stations. Work began in 2016, and then in 2017 sections of Melbourne's Central Business District (or CBD) were closed for demolition work, to make way for the construction of the tunnel and new stations. This area includes City Square, where the CBD South station known as Town Hall Station will be built, and where Indeco products

were used to demolish buildings and underground parking to make room for the new station. The demolition was entrusted to City Circle Demolition and Excavation, a Melbourne-based company founded in 1981, specializing in excavations, demolition and recycling. Critical issues include the lack of space available and the noise limitations imposed in the Central Business District during working hours. The company therefore started off using small hammers and excavators to create the entrance and thereafter used larger excavators equipped according to the job at hand, either with an Indeco multi-processor or with a hammer, working for about 8 months on 8-hour work shifts. City Circle became an Indeco customer in 2016 and since then has purchased several products from Indeco



Australia, which has been supplying the local market since 1993. Their fleet is currently made up of eight breakers, three of which are small (HP 150, HP 500, HP 700), three medium (HP 1200, HP 1500, HP 2500) and two large (HP 3500 and HP 7000), plus three multiprocessors (one IMP 15 in shear configuration, one IMP 35 and one IMP 45) and an IRP 29 X rotating pulverizer.

"We are familiar with several Indeco products, their hammers, pulverizers, multiprocessors

and shears" say Peter and Tim Skidmore, respectively director and manager of City Circle Demolition and Excavation

"Indeco products are always good performers and guarantee excellent production. What's more, their commercial and technical support are second to none, which is crucial when we have tight deadlines to meet".



One of the Indeco tools used to make room for the new Melbourne subway station

## Around the world (Mexico)

### Indeco Mexico beats the competition 10-4

Excellent results from Indeco Mexico who, in just 6 months sold no less than 10 hammers to Volvo dealer Ascendum.

Their first order was for three HP 7500s (the American equivalent of the HP 4000) for their customer CODESA, a construction company in Querétaro, 200 km north of México City.



The project involved building a 700-metre-long vehicle bridge with a maximum height of 7 metres and the excavation and removal of approximately 14,000 m<sup>3</sup> of basalt.

The bridge is located in Querétaro on the road to Celaya - known to locals as "colonia Balvanera" - hence the name "Balvanera Bridge".

There were two critical issues: as it was so close to the city, no explosives could be used, even though the basalt was particularly hard; and the need to complete the job quickly so that the road could be opened up to traffic just as soon as possible.

The first three hammers proved to be a great hit, so the company purchased another seven Indeco hammers, five HP 7500s (HP 4000 in Europe) and two HP 8000s (HP 5000 in Europe).

The Indecos were not the only hammers on the jobsite. In fact, another dealer had sold them some demolition hammers from a competitor brand in a package with the excavators.

Having to work for 20 hours a day in extreme conditions, the Indeco hammers stood out in terms of performance, thanks also to the excellent assistance and consultancy from Indeco North America, who managed to solve all the technical problems just as soon as they arose.

In the end, the bridge was completed on time, due in no small part to the work done by the Indeco hammers, who ended up beating the competition 10-4. Message received!



## Around the world (Brazil)

### Brazil: an HP 600 digs the way for optical fibre

Once again, Indeco attachments mean quick, inexpensive results

Jofege Pavimentação e Construção Ltda was founded in 1986 in Itatiba, near São Paulo. They specialize in highway surfacing and in road and railway construction.

They became an Indeco Brazil customer in 2018, purchasing an HP 600 FS which they mounted onto a CAT 416E excavator to carry out a demolition job on concrete and asphalt at Ipaussu on the Tavares highway. The project is estimated to take 9 months, and involves digging trenches to install an optical fibre network.

The Indeco hammer proved to be an excellent choice, putting in a total of 490 hours on the jobsite, with daily production of 150 m<sup>3</sup>, and enabling Jofege to meet the deadline and also reduce consumption, thanks to the Indeco Fuel Saving system.

"We were already well aware of the quality of Indeco products", declared José Barbosa and Renê Alves Barbosa, respectively President and Technical Director at Jofege Group.

"We chose to use the HP 600 FS for its on-site efficiency, its lower consumption due to the Fuel Saving system and immediate technical assistance even when it comes to spare parts".



The hammer used for 490 hours, with production of 150 m<sup>3</sup> a day

## Around the world (Brazil)

### Brazil: an HP 4000 FS hammer making progress in São Paulo

The hammer was used to help complete the city's huge ring road

For more than two decades, Brazil has been building the ring road known as the Rodoanel Mário Covas or SP-21, stretching 176 km around the Greater São Paulo area, connecting all ten major highways leading into the city's metropolitan area.

Its name is a tribute to Mário Covas, governor of the state of São Paulo who died in 2001, a year before the first section of the Rodoanel was completed. The remaining sections were then completed in phases, except for the northern section, which is expected to be completed by the end of 2019.

Once completed, the project aims to facilitate traffic flow within the city and improve connections between the eastern and western sections of the ring road, helping to connect up Guarulhos International Airport with the port of Santos. During the course of the job,

an Indeco HP 4000 FS hydraulic hammer was used, recently purchased by the R3CICLO demolition company, which specializes in the management of waste materials for recycling. The hammer, mounted on a HITACHI ZX350 excavator, did about 200 hours of work on-site, removing rock at a rate of 150 m<sup>3</sup> per day and helping to build new stretches along the 47.6 km which included the northern section of the ring road.

Further confirmation of Indeco products' efficiency, rewarding the choices made by the R3CICLO group, which became an Indeco Brazil customer last year.



The hammer used by R3CICLO working on the São Paulo ring road



## A 2019 overflowing with innovations great and small

It's Bauma year again, and with that comes another opportunity to show off our latest Indeco products to the market. These range from major changes, such as an entire product range for specific applications in the forestry sector, to the completion of existing ranges by launching smaller models, designed to meet users' specific needs.

No less important are the technological upgrades, which have been introduced to further improve the performance of some of Indeco's mainstays; and finally we will be showing the improvements to a key system which protects operators' health and preserves the proper functioning of the large hammers used in tunnelling.

### The new range of IMH Mulching Heads

Indeco's new IMH series of hydraulically-driven, boom-mounted Mulching Heads were designed to turn your excavator or miniloader into a powerful land-clearing tool, helping to fell and clear vegetation, and dramatically reducing processing costs and times. Tailored to fit a wide range of carriers from 5 to 50 tons, IMH Mulching Heads feature HARDOX® components for lasting reliability and efficiency. Performing a wide variety of tasks, including tree felling, site preparation, invasive vegetation species management, storm damage removal and clean-up applications, an IMH Mulching Head – available also in the SG Stump Grinder version – can replace a whole crew of workers equipped with chippers and chainsaws. In addition to this clear advantage, the initial investment is low and maintenance costs are reduced. In addition to cleaning up soil quickly, effectively and safely, IMH Mulching Heads give you a decidedly more environmentally-friendly alternative to slash-and-burn, as well as putting unwanted vegetation back into the ecosystem as mulch, which protects and fertilizes the soil.



**IMH Mulching Heads do the work of a whole crew of forestry workers**



### HP 100, the micro-hammer with macro performance

The Indeco range of small hammers is expanding with a new product, the HP 100, the smallest in the range, which is still capable of outstanding performance. The HP 100 was designed for the increasingly popular mini-excavators from 0.7 - 0.8 tonnes, when having to use a hammer in a restricted working area. The challenge, which was superbly met, lay in trying to make a hammer that could work with a decidedly reduced oil flow rate - from 15 litres upwards - that would maintain maximum hydraulic efficiency despite weighing under 60 kg. The result of Indeco's experience and technology is the HP 100, which has a larger diameter than hammers in the same class and truly remarkable impact energy per blow, which reduces demolition times and ensures high productivity levels.



**The HP 100, the ideal tool for 0.7-0.8 tons mini-excavators**

### IRP 5 X, mini pulverizer, maximum productivity

There is another little newcomer in the Indeco range of pulverizers.

Weighing just 570 kg, the IRP 5X is officially Indeco's smallest rotating pulverizer, tailored for the increasingly popular smaller carrier ranges. Indeed, it's far more common for contractors to be faced with a demolition job in a restricted working area, where a constant effective force can help reduce working times and maximize productivity. The success of the operation was due in part to the hydraulic cylinders which are decidedly oversized compared to the attachment and in part to the large jaw opening, among the widest compared to other pulverizers in the same class. Extra-strength HARDOX® steels were also used for the IRP 5 X, in order to withstand

the strong pressure, wear, abrasion and prolonged use in any type of application. Like the other models in the IFP and IRP series, it has interchangeable teeth on the mobile jaw, which ensures optimal penetration and unbeatable productivity.



**The IRP 5 X is officially Indeco's smallest rotating pulverizer**



## IMP, innovation in the multiprocessor range

As well as now having an even more robust body, the IMP multiprocessor has been redesigned, further increasing its maximum jaw opening, while its demolition, pulverizing and cutting geometries on the various jaws have been improved. The jaws have also undergone another key improvement. Indeco IMPs in crusher and pulverizer configurations have interchangeable teeth that - unlike other products on the market - rather than being disassembled individually, are all removed together, as they are welded onto a bolt-on plate which is anchored to the jaw. This not only greatly speeds up replacement, but also improves grip, giving the attachment greater durability. The shear version has also undergone substantial innovation and now shares the same characteristics that makes Indeco shears from the ISS series so unbeatable. The blades are now fully reversible and

interchangeable so that they can be used for cutting at any angle, and they have a dual-profile piercing tip system, with differentiated upper and lower tips, for a clean gradual cut.



IMPs in demolition crusher and pulverizer configurations now have interchangeable teeth

## Updates to the Anti-Dust system

The IDA Dust Abatement system, already available on some of the hammers in the Indeco range, has been updated in line with the latest OSHA guidelines in order to protect workers even more against exposure to microparticles of crystalline silica. We are launching a low-pressure Dust Abatement system, which is to be optional for small hammers. The technology involves moving the steam-producing plate from its previous position in the lower part of the casing to the area where the mounting bracket is attached, which enables it to cover the whole working area and reduce the amount of dust produced, even on windy days. What's more, the new system doesn't need a high-pressure pump and the sprayers turn on automatically only when the hammer is in action, thus also reducing water consumption.



## Our people

### Vincenzo Ratti: our borderless technician

"The suitcase on the bed, getting ready for a long journey" these lyrics to a 1970s hit are a perfect description of our own Vincenzo Ratti. Born and raised in Lecco, ever since he has been on the road carrying out technical interventions on products or holding training courses at dealers' premises around the world. He has been building up his wealth of experience from a tender age as an equipment technician, especially on hydraulic hammers, first working with another major company in the sector and then here with Indeco since 1991. That was a time, with the launching of Indeco Milan, that a large team of technical staff was formed who, like him, helped to spread and consolidate our presence in Northern Italy. Since then, a whole host of retailers, customers, repair shops and even competitors all over the world have had the opportunity to enjoy Vincenzo Ratti's professionalism and helpfulness. For example, in Chittorgarh in the Indian province of Rajasthan, he gave pizza-making lessons to a local restaurateur who then made that into a trend throughout the area. But his favourite destination of all is Scotland, with its lakes, its scenery and its Celtic culture, full of traditions, music and fine food and drink. And perhaps a few years ago, a younger Vincenzo Ratti with longer hair could easily have been mistaken for a modern Braveheart. He never leaves home without his flow meter and, like a skilled doctor, he's always ready



to treat the ailments of the equipment and machinery he inspects. And with the same dedication he uses to maintain the largest hydraulic hammer in the world, the Indeco HP 18000 (or 25000 in the USA), our Vincenzo also faces the challenges posed by good food and fine wine. Over the years he has learned to express himself in English, French, Spanish and Portuguese, as well as in Italian, Lombard dialect and even Apulian, learning as he works alongside with most of his Indeco colleagues. When he gets back from his long journeys, it's time to take care of Indeco Milan and once he gets to his house, also of his beloved cat. His passions for politics, for Juventus and for Ferrari are common knowledge. They are nothing, however, compared with his unlimited love and dedication for his daughter Rosemary, his greatest pride, especially now that she's achieved success in her chosen subject, chemistry. Slàinte Vincenzo! - to your health, Vincenzo! - as our Scottish friends would say.



# Our strategic bases in Northern Europe

## Indeco Deutschland

Inaugurated in January 2019, our new subsidiary, Indeco Deutschland GmbH, aims to increase Indeco's market share in Germany and Austria and consolidate our leadership among demolition equipment manufacturers. The head of the company is Managing Director Hans-Werner Streck, who has over twenty years of experience in construction machinery, supported by Walter Lutterbach, Indeco agent in Germany and Austria since 2015 and a professional with 30 years of industry experience. They're looking to strengthen the sales and service network, so as to provide all customers with the right type of service for a leading global brand.



Hans Werner Streck

## Indeco Northern Europe

Indeco Northern Europe is the central warehousing and sales point for Indeco dealers in Central and Northern Europe. The office and warehouse are located in the Dutch town of Mierlo, in a strategic position enabling them to supply the whole area with spare parts. Deliveries to Germany and Belgium are almost as quick as domestic ones, and prices are very low even for all the other countries in Central and Northern Europe. Products and spare parts arrive from Bari on a weekly basis and, where available, can even be delivered the day after the order is received, thanks to the cutting-edge ERP software they use and the ability of managers Rudi Spinner and Erik Allard.



Rudi Spinner



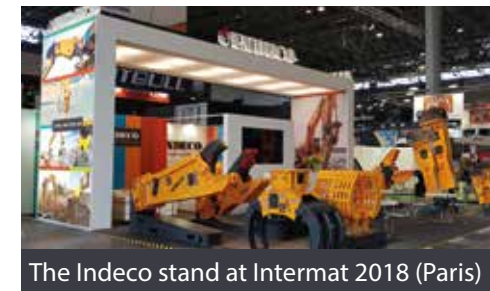
Walter Lutterbach



Erik Allard

## Trade fairs

## The next dates for your diary



The Indeco stand at Intermat 2018 (Paris)

### Intermat Asean

Bangkok (Thailand) - 5/7 September 2019

### Matexpo

Courtrai (Belgium) - 11/15 September 2019

### Conexpo Latin America

Santiago (Chile) - 2/5 October 2019

### Ecomondo

Rimini (Italy) - 5/8 November 2019

### Indonesia Infrastructure

Jakarta (Indonesia) - 6/8 November 2019

### Philconstruct

Manila (Philippines) - 7/10 November 2019

### Excon

Bangalore (India) - 10/14 December 2019

### Mining World Russia

Moscow (Russia) - 23/25 April 2019

### Heavy Max 2019

Doha (Qatar) - 29 April/1 May 2019

### Expo Construction & Expo Design

Bogota (Colombia) - 14/19 May 2019

### CSPI Expo

Tokyo (Japan) - 22/24 May 2019

## We say goodbye to two special people

Indeco wishes to pay tribute to the memory of two key members of our great family:

**Marjorie Shirley Fitzgerald**, a leading light at Derek Fitzgerald Plant Ltd in Loughborough, Leicestershire, UK. Like many women working in our sector, she could appear tough, but once you got to know her she had a heart of gold. Many will remember the tears of joy she shed when she was awarded a plaque in commemoration of her work, at the Indeco 40th anniversary celebrations.

**Guido Alpassi**, had been working with Indeco since 1982. Together with his brother Carlo, they were the people to go to for sales, rental and repairs of construction machinery in Veroli and the whole province of Frosinone. This calm, capable, good-natured man was a faithful partner for Indeco. We will never forget his enthusiasm and pride when exhibiting our products at local trade fairs.



We would like to express our gratitude to them both, and send their families and friends our warmest hugs.





# YOUR PHOTOS

An IRP 18 X mounted on a Doosan DX255LC-5 excavator being used near the south-western Polish city of Wrocław, by Przedsiębiorstwo Rodzinne MERTA & MERTA sp. z o.o. The company, which specializes in recycling and material sorting, purchased the rotating pulverizer from our dealers Grausch i Grausch and is using it to break up reinforced concrete slabs before they are sent to the mobile crusher.

## Acknowledgments:

Przedsiębiorstwo Rodzinne MERTA & MERTA sp. z o.o.  
[www.gruz.com.pl](http://www.gruz.com.pl)

Grausch i Grausch Maszyny Budowlane Sp. z o.o.  
[www.maszynybudowlane.pl](http://www.maszynybudowlane.pl)