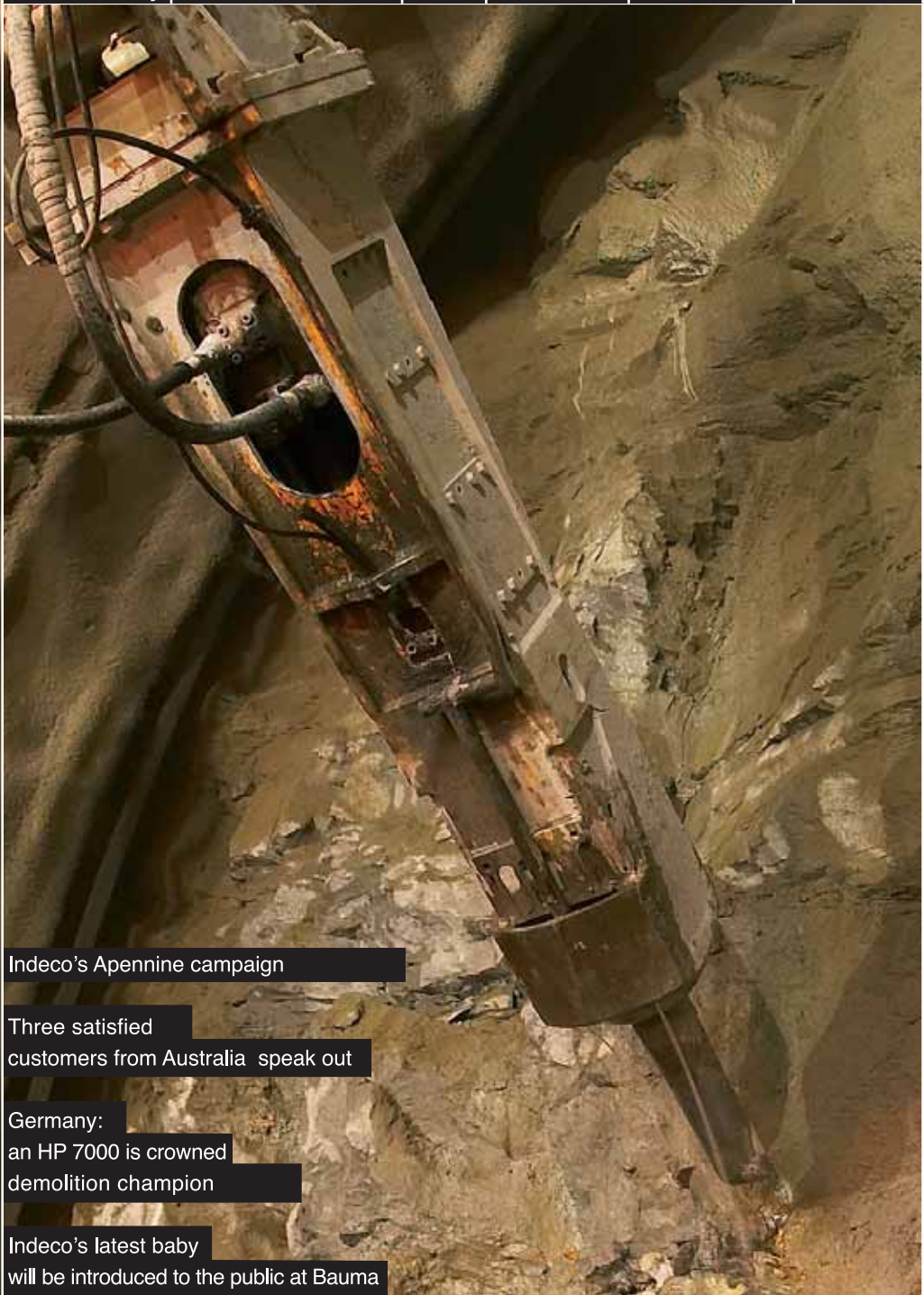


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| n.5/2007



Indeco's Apennine campaign

Three satisfied
customers from Australia speak out

Germany:
an HP 7000 is crowned
demolition champion

Indeco's latest baby
will be introduced to the public at Bauma



editorial

Successful heirs for the Indeco to come

FRONT COVER
The Indeco HP 7000 at work, photo
ART snc di Antonio e Roberto
Tartaglione

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From father to son, from one generation to the next, values, traditions and experience are often handed down along with passion for one's work. In my case, every day I work as hard as I can to make sure that the enterprise my father started up continues to prosper. And there is Roberto Santoro too, another member of the second generation of breaker-makers here at Indeco. But there is also Andrea Materia, who provides continuity in the long-standing relationship between Indeco and his family company, Emme.Gi. from Rome. Then there's Manuel Cejudo, present and future at Sehapla in Spain, or Razvan Marcu, who represents continuity at Marco in Rumania, or Cor Troost at Troost Baumachinen. Another figure is Adam Jackson, son of JJ, Managing Director of Indeco UK and an excellent salesman for MTK, the biggest Indeco dealership in Britain. Then there is Dean Chiddenton of MH Equipment, one of the first resellers in the UK, along with the Skittrall family firm, now run by George Skittrall. Next on this long list comes Laurent Cheraki, from the second generation of the Indeco importers to the south of France, followed by Gerry Alessi of Alessi Equipment, Indeco dealers in New York, by Vincent Tissières, enthusiastically continuing in his parents' footsteps for the Swiss Tissières firm, by John Robustelli of Jesco in New Jersey, USA, by Julio and Francisco López of Maquina in the Canary Islands, and by Graham Bow in Scotland. And as this magazine is going to be handed out at the Bauma fair, an especial mention goes to Michael Schwenbacher, a pillar of the sales force in Germany just like his father Erwin, who has been with us almost since the beginning. Despite his tender years, Michael is showing not only that he has learnt the lessons his father had for him, but also that he is capable of launching into the sector with a boundless carefree energy, that very few people can match. In fact, he has set up his own company with more than 100 employees and 75 joint ventures around the world. Using his father's experience and combining it with his unique innovative energy, he has been incredibly successful in such a competitive market, so much so that LST has become a leader on the German demolitions market. That said, it is my pleasure to wish everyone on this list of heirs (and apologising in advance if I have inadvertently left anyone out) the same success that our fathers before us had.

Michele Vitulano
Marketing Manager

case history

Indeco's Apennine campaign

Hard rock that has to be adapted to a complex infrastructure. A hydraulic breaker designed to solve the toughest problems. Two rivals in a fascinating contest, and the latest technology from Apulia looks set to win the day.



"A key project in the reliability check which our infrastructure system has simply got to pass". That could be a good way of summarising the Variante di Valico. A fundamental project for traffic flows in Italy, currently being carried out on the A1 motorway, on the stretch of Apennines between Sasso Marconi and Barberino del Mugello. 62.5 km of improvements to traffic flow, cutting journey times between

Bologna and Florence. We went to the site to see some of the equipment being used, in particular the Indeco HP 7000 hydraulic breaker, one of the most advanced pieces of "heavy" equipment. For several months, two of them have been very successfully used in the two shafts being dug at the Galleria Larnano tunnel, between Aglio and Barberino del Mugello. ►

case history



The setting

4 million travel hours a year, 90,000 vehicles a day, with peaks of 24,000 journeys by lorries or coaches – data which underline the inability of Italy's current A1 motorway, especially around the critical area between Sasso Marconi and Barberino.

The improvements currently being carried out by the motorway management firm, Autostrade per l'Italia involve widening the motorway to three lanes in each direction, building a new motorway, known as the Variante, to ease the pressure on the existing one,

and creating a new three-lane stretch of motorway for traffic heading south, and finally rebuilding the Barberino exit from new plans. The works are taking place in eight different municipalities in Emilia and in Romagna and the total cost of the operations runs to around 3.1 billion euros. By the end of the project, 23 viaducts and 23 tunnels will have been built. There are over 5000 people working for the construction firms, with hundreds of machines for roadbuilding, for foundations, for excavations and for transporting and disposing of rubble.

A sword in the stone

The Baldassini Tognozzi Pontello firm started work on site in September 2006. They have currently managed to tunnel 118 m into the southern shaft and 94 m into the northern one.

Both shafts are equipped with two excavators, each mounted with a hydraulic breaker.

Current progress amounts to 3-4 metres a day for the two shafts: "Apennine rock is very variable", explains the surveyor, Giorgio Ivol.

"In the southern shaft, for example, up until about three frames ago, the biggest problems we had were with hardness. At the moment we're moving ahead quite

smoothly there, with good productivity, but we're now having similar hardness problems in the northern shaft". Their New Holland E485 50-ton tracked excavator is mounted with an Indeco HP 7000 with an operating weight of 4000 kg. It is particularly well-suited for such a tough job, as it can apply pressure of 140-150 bars at a power of 76 kW.

"The reason for choosing the two Indeco breakers for the excavators working in the two shafts was because the work is non-stop", said Ivol.

"So reliability and productivity need to be as high as possible, on a job that will be going on for at least a year." ■

around the world australia

Three satisfied customers from Australia speak out

Arm assembly and Indeco breaker: a perfect match.

Indeco have designed, manufactured and installed a Hydraulic Power Pack, Arm Assembly and Breaker for Hanson Quarry, Hobart, Tasmania. The arm assembly, which is mounted over the crusher mouth, is used to free the large rocks which cause the crusher to break down.

This unit can be operated from the safety of the operator's cabin using electric joy stick controls.

The unit was specifically designed for this installation to enable the breaker to reach into the crusher as well as clear any

blockages on the feeder or in the hopper. They are using the latest series HP 700 Whisper breaker, offering exceptional power with reduced sound levels. Hanson chose Indeco having operated an Indeco 5000 breaker on their 30 tonne excavator for 5 years.

The breaker proved its value on extremely hard rock, underlining the fact that – especially in such cases – Indeco's automatic power and speed variation boosts productivity and reliability in a way no competitive breakers can match. ▶



Indeco breakers smashing through the hardest rock

Working in the Western suburbs of Melbourne, contractors encounter hard basalt rock often only a few centimetres below the surface.

So, it is vital to have rock breakers with the power to break the rock plus the speed to achieve the productivity.

The Fortunato Group have successfully worked in this tough environment for many

years and have proved that with its automatic power and speed variation, Indeco is the most productive.

With 8 big breakers in their fleet, they recently replaced an opposition breaker with a new HP 7000 fitted to a 45 tonne Hitachi excavator.

The operator is delighted with its power and productivity.

The music of change is an Indeco HP Whisper

Multiworks, a family-operated contracting company, were in the market to purchase a breaker for their 4 tonne Komatsu excavator to smash out hard concrete footings.

Previously they had tested a competitive brand, which although having a “space age” appearance would not break hard material, and was so noisy that every one on site had to wear ear protection. So when they went for a new Indeco HP 350 Whisper, it was immediately obvious how easily it broke the hard concrete footings, while the exceptionally quiet performance enabled workers in close proximity to the breaker to speak normally. This added benefit confirmed their decision to buy Indeco – the most suitable breaker for their application.

Another happy Indeco client! ■



Germany: an HP 7000 is crowned demolition champion

The HP 7000 is an impressive Machine. At 4 tons, it is one of the largest hydraulic breakers in the world – and at the same time highly productive and reliable, due to its intelligent hydraulic system.

These features have made the HP 7000 the star of any quarry or tunnelling job, where it runs efficiently and steadily for years. On top of that, it keeps maintenance costs low, as well as wear on the excavator.

But demolishing, with its constant repositioning, irregular work and idle time, different carrier machines, variety of material and of course unfavourable positioning of the chisel means that the demands placed on the HP 7000 are even greater. Dipl. Ing. Ralf Oberföll, technical director of Münzner-Bau GmbH knows about these characteristics.

He also knows that in a demolition job, his partner's ability to provide spare parts and service is essential, because staying on schedule is the top priority.

Münzner-Bau GmbH from Karlsruhe, Germany is a well-known company with more than 50 years' experience. Known for the quality of their work, their fleet and their commitment to the latest machinery, they are one of the market leaders in south-western Germany. Münzner-Bau operates in multiple fields of business and covers all needs from demolition and dismantling to recycling and disposal – though challenging demolition remains the main field of operation. In 2006, the company decided to fit its CAT 330 CLN with approx. 35 tons operating weight

with a new, large hydraulic breaker. The technical director, Ralf Oberföll, was assigned to find a hydraulic breaker that would meet the high requirements of the company. All the big names in the construction and demolition industry were contacted – including LST. All specifications and technical details were compared and discussed.

Tests were run, the results were analysed and the best breakers were compared in the final round, a live demonstration.

The HP 7000 emerged victorious. The LST model is a HD/Whisper version, developed especially for demolition with automated greasing system and steel bushings. Fitted to the CAT 330 CLN, the HP 7000 left the competition well behind. Münzner-Bau was most impressed by the automated adjustment of the energy and frequency of the blows according to the hardness of the material being demolished, reducing the vibrations transmitted to the carrier and enhancing the running smoothness.

And last but not least, LST's 24/7 service and technical competence – a close partner with excellent spare part availability.

Just a few weeks after the purchase decision was made, the breaker got its first job: Münzner-Bau was assigned to dismantle an entire industrial site. The job of the HP 7000 was to demolish huge concrete foundations.

Each base had an edge length of 2.5 m, made of heavily reinforced concrete and embedded in sand.



A total of approx. 1500m³ heavily reinforced concrete had to be demolished and removed in less than 7 days. "Thanks to the HP 7000, with a chisel tool diameter of 180 mm and the automated adjustment to the material, this challenge was met with just one single excavator." That was

what the technical director Dip. Ing. Ralf Oberföll had envisioned – operation in perfection: 120 loads of 1500m³ heavily reinforced concrete in 7 days with just one single excavator. Impossible? – Not for a HP 7000 HD/W in the special demolition version by LST.

around
the world
germany



LST Group – a success story, made in Germany

The LST Group was founded in 2001 in Seefeld near Munich by Michael Schwienbacher. Due to their excellent service and innovative marketing strategy, LST was able to establish itself on the market and grow considerably each year, managing to purchase and integrate several rivals and manufacturers.

Today, LST is one of the market leaders in its line of business in Germany.

LST's business areas include Construction and Industrial Machinery, Consulting, Logistics and the core business, Excavator Attachments and Tools for Demolition, Recycling, Mining and Civil Engineering.

LST is a manufacturer, service provider and foremost a sales organisation.

Its headquarters is located in the Bavarian town of Herrsching, near Munich, and the 30.000m³ warehouse and manufacturing plant are located in Zwickau, Saxony.

Numerous sales offices and service workshops around the world form a close link with their customers and resellers.

LST operates as a stand-alone brandname, that stands for quality "made in Germany".

It is a conscious choice not to offer the cheapest products, but cost effective products and long-term value.

That policy applies to all 30 of their core products, with hundreds of versions in the field of demolition equipment alone.

The desire to achieve quality and long-term value brought LST and Indeco together. After one very successful year, the two companies agreed on a closer working partnership, under which LST became Indeco's exclusive representative in Germany. Today, Indeco hydraulic breakers are delivered in LST's blue and orange colours as OEM products.

LST's customer service and local presence combined with Indeco's technical perfection and performance created an extremely powerful and competitive team.

The engineering department adjusts all LST products to its customers' needs and to LST's quality requirements.

Final assembly and quality control of all products takes place in the main LST factory in Zwickau, which is also one of Europe's largest warehouses for demolition equipment spare parts.

LST's business philosophy is based on professionalism and long-term relationships.

The slogan "be a part of it" shows their ambition to bring its partners together into one strong and successful team.

Their dedication and desire to cooperate with their partners have made LST into what it is today: a successful group of companies with more than 100 employees and 75 joint ventures around the world.

around
the world
germany



From left to right: Michele Vitulano, Marketing Manager Indeco; Rinus Raaijmakers, Sales Area Manager Indeco; Kerstin Lindl, International Sales Manager LST-AWT; Michael Schwienbacher, CEO LST Group; Jan Peuker, Marketing Manager LST Group; Simon Meitz, Public Relations Manager LST Group; Gianfranco Salvemini, Sales Area Manager Indeco. ■

around
the world
brazil

Indeco enrolls in the Brazilian arm

Five Indeco HP 2500 hydraulic breakers have been sold to the Brazilian armed forces for an significant civil engineering project: two aqueducts which will be transporting water from the São Francisco river to Brazil's arid north-east region.

The units sold were as follows:

2 HP 2500's for 2 CAT 320's

2 HP 2500's for 2 New Holland E 215's

1 HP 2500 for a CASE CX 220.

In 1998, another army unit had bought an Indeco 2500 from the importers, Copex. Now, with this sale of 5 more breakers Indeco have, through Copex, become exclusive suppliers for the Brazilian army. ■



An IRP 1250 rotating pulverizer pulls a ceramics factory apart



Demolition work on the Tognana factory in Monopoli, close to Bari, began towards the end of January 2007, and is scheduled to finish by June 2007, when the area once occupied by this once great ceramics factory will be landscaped to make way for a brand new shopping centre.

The work is being carried out by Intini Angelo srl, a company which specialises in the earth-moving, construction and roadworks businesses.

The premises cover an area of 56,000 square metres, with an estimated 52,000 cubic metres of material to demolish, which will then need to be separated, before disposing of the rubble.

The work involves demolishing ground-floor warehouses with reinforced concrete structures, lined with prefab concrete panelling and large glass lighting units. There is also a huge basement area whose supporting structure is made up

of reinforced concrete units up to 100 cm thick. The company decided on a rotating pulverizer because its versatility enables all the primary demolition to be done by one excavator, as well as separating out the steel rods.

They chose an IRP1250, mounted on a Hitachi "ZAXIS 460" weighing around 46 tons.

A second excavator mounted with a handling sorting grab and/or HP12000-HP9000 hydraulic breakers is being used on site for transporting rubble.

This is the first time that INTINI have used a pulverizer.

They always used to use hydraulic breakers, but following recent changes to the regulations which now require building materials to be separated out before disposal, pulverizers have become a must.

And using a pulverizer has also made the job much quicker.

Indeco's latest baby will be introduced to the public at Bauma

The smallest fixed pulverizer, for excavators with an operating weight of 5.5 to 16 tons.

Technical data	IFP 400
Excavator weight	tons 5,5 ÷ 16
Pulverizer weight	Kg 550
Jaw opening	mm 525
Height	mm 1400
Width	mm 1300
Jaw width	mm 330
Oil delivery	l/min 80 ÷ 120
Maximum working pressure	bars 250
Maximum clamping force at tip	tons 35
Maximum clamping force at shears	tons 110
Shear length	mm 100
Max cutting diameter	mm 35
Closure time (no-load, at 200 l/min)	*sec 1,7
Opening time (no-load, at 200 l/min)	sec 0,8
Hydraulic connections	3/4"

* without regeneration valve



Like the other pulverizers in the range, the new IFP 400 will have innovative design, huge opening of the two jaws and a powerful hydraulic system, making them outstandingly productive and extremely versatile, both in secondary demolitions on the ground and in primary demolitions of floors and pavements, external walls and low vertical structures. One of the benefits of Indeco pulverizers is their hydraulic system with its "regeneration valve", which snaps the mobile jaw shut, enabling all of the force available to be applied for crushing the

material. Of course, this system speeds up the cycle of opening and closing the jaws, thus improving productivity.

Indeco pulverizers also regulate the distance between the cutters located inside the jaws, so as to cut the steel rods inside reinforced concrete more efficiently.

Indeco of course have used the latest technologically advanced materials for manufacturing the pulverizers, specifically designed for top resistance and to withstand high levels of wear and abrasion. ■

our people

John Jackson Codename JJ, Indeco UK's secret weapon

For the last 25 years, John Jackson, aka JJ, has been the enigmatic head of Indeco's British secret service. His talent and expertise on the technical front are matched by his commercial acumen, enabling the CEO of Indeco UK to control the whole of the country, from England to Scotland, and from Wales to Ireland, providing support for his dealership network and striking fear into the hearts of his competitors. The figures speak for themselves – record sales in 2006 look likely to be broken again in 2007. With his suitcase always packed for the next undercover mission, reliable sources inform us that he can often be seen straying outside his home territory to carry out reconnaissance operations in Southern Italy, at Indeco headquarters. Once he reaches his destination, this master of disguises manages to blend in with the local population, helped by his very un-English Mediterranean looks and by his soft spot for fresh seafood, primitivo wine and of course beautiful women. His outstanding knowledge of the geography of Bari enables him to pinpoint with amazing accuracy the location of the nearest pubs in the city, and he can tell you the first name of every barman he has come across there. He has only two known weaknesses – he draws a total blank when it comes to football (word has it that he once asked a famous England footballer what he did for a living) and he insists on

telling jokes using some enigmatic code which no-one has yet been able to crack. But these slight drawbacks are more than made up for by the crates of delicious salmon which his friends at Indeco Italia are delighted to receive at Christmas time. And that is not all. JJ is also grooming his successor – his son Adam, who sells Indeco breakers for our biggest UK dealers, MTK, thus proving once and for all that blood is thicker than water.



trade fairs



Photo of the Indeco stand at Fematec 2006 (Argentina)



Photo of the Indeco stand at SAIE 2006 (Italy)

The next dates for your diary

SED
UK 22nd-24th May 2007

MAKINEXPO
Sweden 1st-3rd June 2007

CTT
Russia 12th-16th June 2007

HILLHEAD
UK 26th-28th June 2007

NORDBAU
Germany 6th-9th September 2007

BALTIC BUILD
Russia 12th-15th September 2007

EXPO SIBRAM
Brazil 24th-27th September 2007

BUILTEC
Ukraine 2nd-5th October 2007

BICES
China 16th-19th October 2007

FEMATEC
Argentina 16th-20th October 2007

SAIE
Italy 24th-28th October 2007



your photos

An Indeco HP 7000 at work in Aguilar, Colombia. Photos: Francisco Isaza, FIZA Ltda.