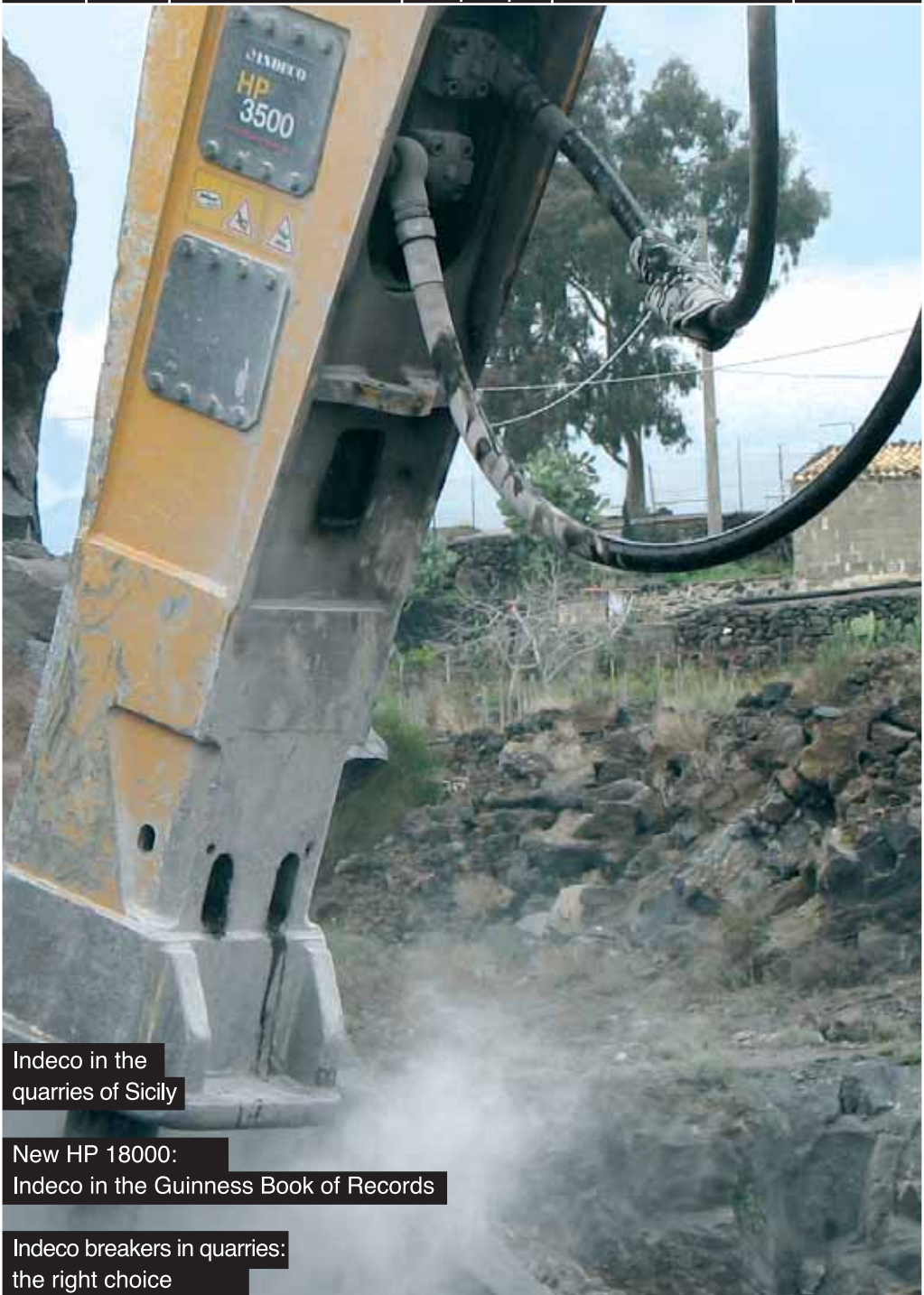


# indecommunity

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n.6/2008



Indeco in the  
quarries of Sicily

New HP 18000:  
Indeco in the Guinness Book of Records

Indeco breakers in quarries:  
the right choice



FRONT COVER  
The Indeco HP 3500 breaker at work,  
photo by the journalist Maurizio  
Quaranta

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## editorial

# Of breakers and toothbrushes

Here at Indeco we believe wholeheartedly in what we say and what we do. That makes it impossible for us to hide our disappointment when we notice a trend that has been going on in our sector for some time now. I remember when I was a lad, going to trade fairs with my dad. There was a different atmosphere back then: firms based their communication on how reliable their products were, how robust and easy to use. Then retail marketing began to creep into industrial sectors, and even in the niche hydraulic breaker market a rush began to come up with so-called add-ons and innovations that brought no real advantages with them. In the mid 1980s, Indeco were the first manufacturers – followed by one of our biggest rival firms – to come up with a great innovation: the "Intelligent breaker", capable of adapting its performance according to the type of job. In other words – less talk, more substance. Today's marketers try to push the "constant energy breaker", even though all fixed-blow breakers already have such a feature. And in the same way, manufacturers keep trying to come up with miraculous innovations, along the lines of toothbrushes: anti-blank firing systems, breakers without side bolts, low maintenance breakers, solid body breakers and so on. In the meantime, for the second time in our history, we have designed and built the biggest hydraulic breaker in the world: the HP 18000. My appeal goes out to those who design and develop products, to all customers (whether Indeco users or not), to great salespeople: let's stop all these "distractions", let's get back to substance, concentrating on what really matters – running costs, reliability and how much a product actually yields. Let's think more in terms of giving our customers wholesome food rather than "nouvelle cuisine". That's the only way we are all going to get back to competing on a level playing field.

Michele Vitulano  
Marketing Manager

quarry focus  
S. Italy

## Indeco in the quarries of Sicily

### From the island quarries, three fascinating testimonials on using Indeco breakers



Three different situations with one thing in common - heavy use of Indeco breakers. The Cava Bordonaro quarry in Palermo, Cava Giardinello in Termini Imerese and Cava Perni on the slopes of Mount Etna at Adrano. The first two are mountain quarries extracting dolostone, a sedimentary carbonate rock that contains a high percentage of the mineral dolomite (chemically speaking a double carbonate of calcium and magnesium), while the third extracts basalt, a volcanic rock - originating from Etna - made up of silicon, aluminium, calcium, magnesium and iron.

Breakers are used in different ways, according to the type of rock, to the structure of each quarry and to the extraction techniques and equipment management ethos: so breakers will be used either for primary extraction, or else blasting will be used for that and breakers then used for secondary breaking and reducing the size of the rock; in other places, they practise stepwise excavation or else the next stage, i.e. after removing overburden, each of which requires different breakers and/or tools. Let's now look at each quarry in more detail. ►

## quarry focus S. Italy

### Cava Bordonaro quarry

Located within the municipality of the Sicilian capital of Palermo close to the suburb of Borsellino, the quarry produces stone for aggregate base courses or for asphalt or concrete mixes, and conglomerates.

Salvatore Schiera, technical manager at the quarry and highly-experienced explosives expert, tells how “we carry out stepwise quarrying: blasting for primary demolition and using the breakers for secondary breaking, i.e. reducing the size of the blocks to get them ready for crushing”.

The quarry has belonged to the Bordonaro family since the early 1960s, and is well-equipped, having two wheeled loaders, two crawler excavators, two dumpers, five quarry vehicles, as well as various Indeco breakers.

Pietro Bordonaro, managing director and head of the firm, explains “The nature of the excavator and the type of rock we are dealing with on a daily basis on this face - a dolostone, a carbonate of calcium and magnesium that is extremely hard, but not at all abrasive - meant we went for a HP4000”.

“It’s the fifth Indeco breaker we’ve bought in the last six years. - continues Bordonaro - We first went for one on the advice of a fellow quarryman, who persuaded us to borrow his own breaker and try it out properly in our quarry: we were immediately struck by its great



resistance and the outstanding productivity on this rock... add to that our strong sense of Italian-ness and the excellent rapport that grew up with Francesco Raco (Indeco area manager for Sicily), and it will be clear why we decided to go for these breakers in a big way”.

“Our faith in this company,” concludes Bordonaro “means we are now thinking in terms of taking out a programmed maintenance contract, along the lines of one we had a few years back with Maia for our earth-moving equipment.

That should enable us to get the benefit of programmed maintenance by an Indeco technician every 500 hours, as well as a complete service every 1000, and that should protect us against any problems in the field or troublesome machine downtimes”. ▶

## quarry focus S. Italy

### Cava Giardinello quarry

With its 7.5 million cubic metres rockface, this quarry is located in Termini Imerese, with a lease lasting another 15 years. Unlike Cava Bordonaro, blasting is not allowed here: so “primary breaking is carried out totally by breakers HP 5000 and HP 9000, which also reduce the blocks before they can be loaded onto dumper trucks and taken away for crushing” says quarry lessee Francesco Butitta. “It was only recently - continued Signor Butitta - that we

started working with Indeco: we now have four Indeco breakers, two HP 5000s and two HP 9000s, and there is no question in my mind that I am fully satisfied.

Our direct relationship with the manufacturer, the company and its authorised workshops are always on hand at our quarries, and a great rapport with the sales team – these factors all go to underline how pleased we are with the choice we made”. ▶





## Cava Perni quarry

The next quarry is in a totally different landscape and social context - Adrano is a small town on the slopes of the volcano, inside Mount Etna National Park, and the rock which the Perni family have been extracting for over forty years is basalt - a black, extra-hard extrusive igneous rock.

Alessandro Canciullo - nephew of the founder Luigi Perni - takes us on a tour of the quarry, and we chat beneath the breaker while it carries on working. "For a while we used explosives, but it was so expensive, and harder to get licences, so we turned to Indeco for the primary breaking, after first removing the overburden above the basalt - and that other material is used as an aggregate base course for road-building".

"Using the chisel tool - continues Canciullo - the breaker is good for producing an output of 250 m<sup>3</sup> a day of primary winning; then, after replacing the chisel with a blunt tool, the next step is to break up the blocks. "We used to have only foreign brands of breaker - concludes Canciullo - until we met Signor Raco at the Bologna Trade fair and became part of the Indecommunity: at the time we purchased one UP 3500 and then in October 2006 we got ourselves an HP 3500. There is no doubt in our minds that they are great breakers, with an excellent quality-price ratio and efficient and timely after-sales service, though we haven't needed any special intervention on their part". ■

## Indeco breakers in quarries: the right choice

**Indeco breakers are proving more popular for primary winning in quarries than ever before. Let's find out why.**

Tucked into the steep tree-covered hills near Potenza in Southern Italy, lies the small, highly efficient Lopardo quarry. Output from the quarry is 150,000m<sup>3</sup>/year and the current site has around five years worth of production left. However, the Lopardo family has already started the applications process for a new site nearby. The stone from the quarry is used for an array of applications, with much of the production going into the road construction market. ►



## quarry focus

S. Italy

Though they have been using Indeco breakers since 1991 for secondary winning, it is only in the last two to three years that the firm has switched from drilling and blasting to using Indeco breakers for primary winning. There were several reasons for this switch. Increases in explosives prices meant that blasting no longer had any cost benefits, while increasingly tough restrictions due to security and environmental requirements meant that it was becoming too complex to organise. As the firm had plenty of good experience using hammers for secondary breaking, it had become apparent that it would be far easier to start using them for primary winning as well.

There have been knock-on benefits too. Switching to primary winning with breakers delivers better quality aggregates containing fewer micro-cracks. And there are environmental benefits too, with reductions in noise, vibration and the risk of fly-rock. In fact, hydraulic breakers have been used in other European quarries for primary winning for at least 15 years, this has generally been due to environmental factors such as when a site is close to housing. But, as the Lopardo quarry is showing, primary winning with the latest generation of more reliable breakers is now an economically favourable option too that also helps reduce the bureaucracy involved with blasting.

Despite the abrasive stone, these breakers have proven reliable in the conditions, achieving good productivity and utilisation. The huge Indeco HP 9000 (mounted on

a 45 tonne class Fiat-Hitachi FH450-3 excavator) has now clocked 3,000 hours, while the newer of the Indeco HP 5000 has reached 4,000 hours. Although the 9000 is not a low noise unit, the sound levels it produces are considerably lower than for earlier-generation units of this size. Indeco's marketing manager, Michele Vitulano, explains that this has been achieved by putting special polyurethane seals at the base of the hammer unit, which reduce internal vibration around the cylinder area and have the added benefit of extending component wear life. This update has been so successful that it is now a standard feature on all the larger Indeco breakers. ■

From left to right Cataldo and Salvatore Lopardo.



## New HP 18000: Indeco in the Guinness Book of Records

**For the second time ever,  
the world's biggest rock breaker is an Indeco.**

Indeco breaks all records with its new HP 18000, the biggest hydraulic breaker in the world. Its sheer size is breathtaking, not to mention its performance, making it the ideal breaker for huge earthworks, primary winning and extra hard rocks.

4.6 metres high, weighing 11,05 tons, it can handle tools with a diameter of up to 250 mm, and has a destructive potential that is far and away the best of any breaker on today's market.

Despite its size, the HP 18000 can also be rapid and versatile, achieving a striking rate of up to 460 blows per minute. That sort of speed is quite incredible when we think how much rock is moved.

Compared with other breakers, it has greater hydraulic efficiency, i.e. a better ratio between input and output power, and this leads to greater energy yield.

This has been achieved by introducing new technological systems and improving existing ones throughout the Indeco range.

The new automatic power and speed variation system makes the Indeco giant more sensitive, and so more adaptable to the material it is demolishing.

The CDPS, or Collateral Damage Prevention System, sends a signal to the operator if the breaker is operating in sub-optimal conditions, warning him to stop working so as to prevent any damage.

The external regulation system on the casing eliminates any clearance between the breaker and the wear plates within the housing, further reducing any damaging vibrations. Even the housing has been specially reinforced to withstand the huge mechanical stress that a breaker of this size has to deal with. ▶



The mounting bracket is interchangeable with that of the HP 12000, a distinct advantage as the same carrier can now be used for two different breakers.

Other great features, which it has in common with all Indeco breakers, are the centralised greasing system and the tool retainer protection system, which prolongs tool life. But even more importantly, in such a powerful breaker, is the Indeco range's ability to carry out its work even under conditions of poor stability. In such cases, the carrier cannot transmit all of its weight to the breaker, or else it means the operator working under conditions of partial visibility, or at a very acute angle, with the breaker working either head-up or head-down. Some typical cases include vertical rockfaces, secondary demolition, under-water or tunnel excavations (head-down) where there is an increased risk of blank firing.

Many manufacturers attempt to limit damage by claiming to have systems to combat blank firing, which often prove ineffective or even damaging. Indeco breakers are so versatile that such extreme conditions are simply an opportunity to prove their reliability - and they manage to work continuously, smoothly, and uninterruptedly.

All in all, Indeco's new champion is living proof of the company's commitment to coming out with true technological innovations that are both reliable and productive. And that is the record they are most proud of. ■

## around the world EAE

## Three giants among the desert rocks



Indeco dealers in the Arab Emirates, EAE (Emirates for American and European Cars LLC) recommends the Indeco giants to its customers for working on the hard rocks of the desert.

At a client quarry in Fujairah, one of the seven Emirates, where limestone dominates, an Indeco HP 12000 breaker attached to a Terex RH30 is producing an average of 1000 tons per hour of crushing materials. These excellent results led the client to purchase another HP 12000, to mount on a PC 800. Meanwhile, another Indeco HP 12000 is exploring another type of rock, called Gabro, in the emirate of Ras Al Khaimah. Gabro is a very hard material to break. But for the high-tech Indeco breaker, this was no problem at all. ■

## around the world brazil

*An Indeco HP 3000 and a UP 3000, each mounted on a Volvo EC240BLC demolishing a building and digging the foundations for a new civic centre in the Brazilian city of São Paulo. It took 4 months to complete the job of demolishing the concrete structure and excavating the sandstone rock, achieving breaker productivity of around 50 m<sup>3</sup>/hr.*



## our people

## Recmac: twenty years with Indeco

### A unique company specialising in sales of demolition equipment and after-sales assistance.

Founded in 1987 by Bruno Ramello and Paolo Mardegan, the two men who still run the company today, Recmac has been especially active in the north-west of Italy, having sold over 1200 Indeco hydraulic breakers in its sales area.

Recmac has worked with Indeco from the outset, later being awarded the exclusive official Indeco dealership for Piedmont, Liguria and Valle d'Aosta.

On September 22nd 2007, at the company headquarters in Buriasco, near Turin, they held an open day to celebrate 20 years in business.

The event proved very popular, with over 150 guests, both customers and suppliers, taking part. For the occasion, Recmac put on a special exhibition of all the equipment it produces and sells.

Special guest of honour was the Indeco HP 12000, which had the honour of being given its own "hangar". Plenty of room was also given over to the rest of the Indeco range, with the breakers that Recmac has for hire also being on show.

To mark the occasion, our particular thanks and recognition go out to our two leaders. Over their twenty years of business in the earthmoving sector, Bruno and Paolo have always provided their customers with all their technical and commercial knowhow,

as well as a healthy dose of humour and understanding.

In the hope that there will be many more such occasions to celebrate, Recmac would like to thank all those who have placed their trust in us and have supported our efforts, enabling us to provide top-quality products and services. ■

All the Recmac staff with the two owner-directors on either side of the HP 12000 breaker.



our  
people

A strategic partner for  
Indeco UK



Established in 1982, Gordon Bow Plant Hire celebrated their 25th year in business in October 2007. They are based in Broxburn which is ideally placed near Edinburgh, Glasgow, Fife and Stirling and allows them to supply a service to their customers over a large radius of Scotland's central belt. Gordon Bow Plant offers a varied range of plant from 1.5 tonne tracked mini excavators to massive 33 tonne tracked excavators, 180° rubber-tyred backhoe excavators and 360° rubber-tyred excavators. Their hire fleet includes Hydrema dump trucks, forward tipping dumpers and telehandlers with reaches between 5m and 14m. A field service department and skilled plant operators support the above equipment. With most of their plant offered for hire on either an operated or self-drive basis, they give customers a varied choice. Since taking on the Scottish leg of the Indeco dealership late in 2003, they have built a fleet of hydraulic attachments including breakers, compactors and augers, and they can service excavators between 0.9 tonnes and 40 tonnes. Over the years, Gordon Bow Plant Hire have hired and sold new Indeco breakers to several major players in the Scottish plant and construction industries - including Owen Plant Hire and S & D Contracts of Glasgow, Crummock (Scotland) Ltd of Edinburgh and Grampian Contracts of Aberdeen, WJ Harte and Dunne Plant Ltd of Bathgate. ■

In the photo above Mr Gordon Bow, owner of Gordon Bow Plant Hire Ltd; below, an Indeco HP sold to Dunne and Pennant



trade  
fairs



Photo of the Indeco stand at Samoter 2005 (Italy).



Photo of the Indeco stand at Bauma 2007 (Germany).

The next dates  
for your diary

CONSTRUMA  
Budapest Hungary 9th-13th April

INTL BUILDING FAIR  
Belgrade Serbia 15th-19th April

CONSTRUCT EXPO UTILAJE  
Bucharest Rumania 16th-20th April

EDIL LEVANTE  
Bari Italy 17th-20th April

SMOPYC  
Zaragoza Spain 22nd-26th April

GRADITELJSTVO  
Zagreb Croatia 22nd-26th April

SED  
Corby UK 13th-15th May

CTT  
Moscow Russia 17th-21st June

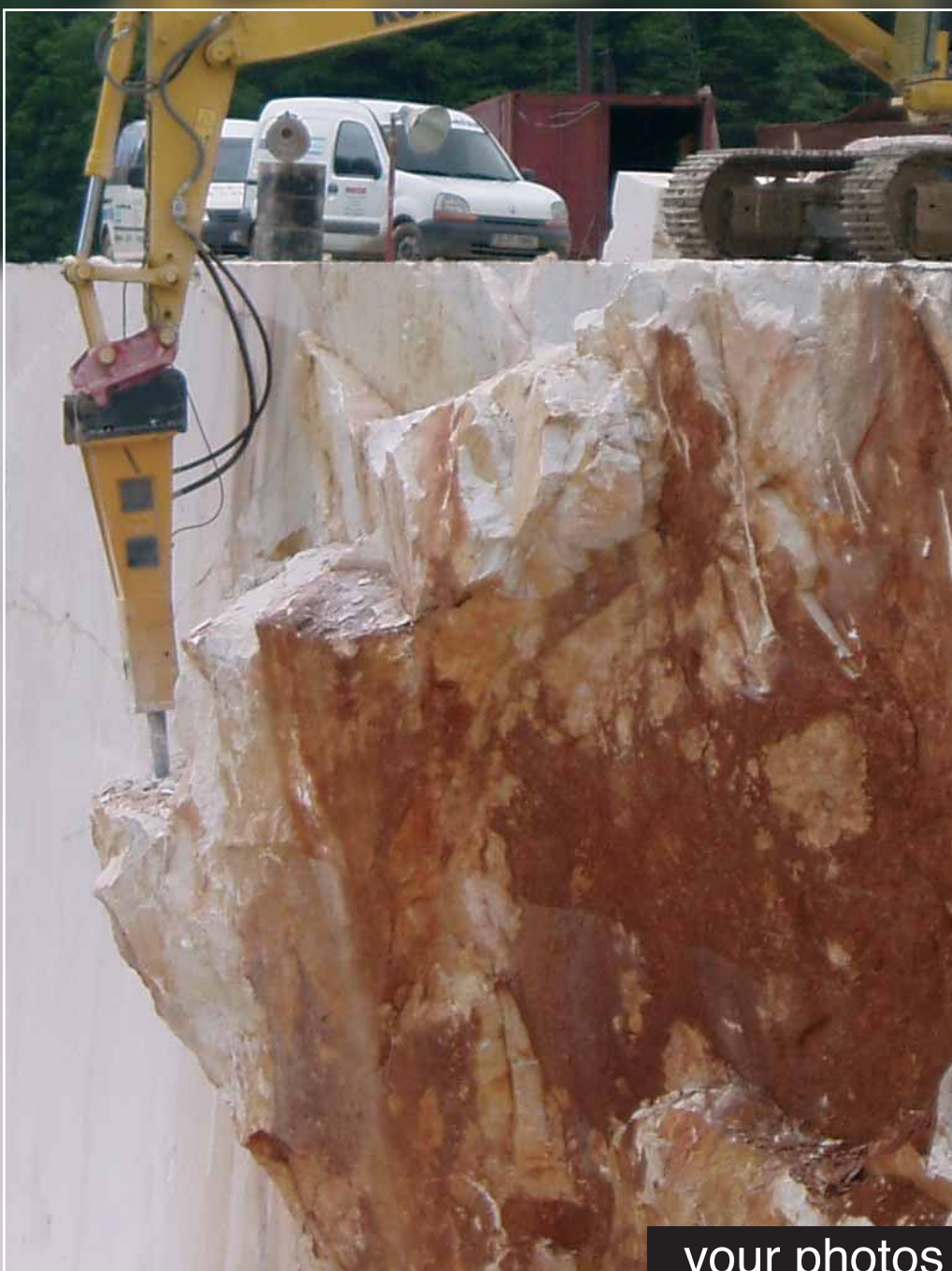
BALTICBUILD  
St. Petersburg Russia  
10th-13th September

COSTRUNOR  
Braga Portugal 24th-28th September

MACHINE BUILDING  
Plovdiv Bulgaria  
29th September 04th October

FEMATEC  
Buenos Aires Argentina 7th-11th October

CONMEX  
Dubai U.A.E. (United Arab Emirates)  
20th-23rd October



**your photos**

An Indeco HP 5000 mounted on a Komatsu PC 450-7 being used in a marble quarry in Rumania. Photo sent in by Razvan Marcu from MARCOM, the Indeco dealership in Rumania