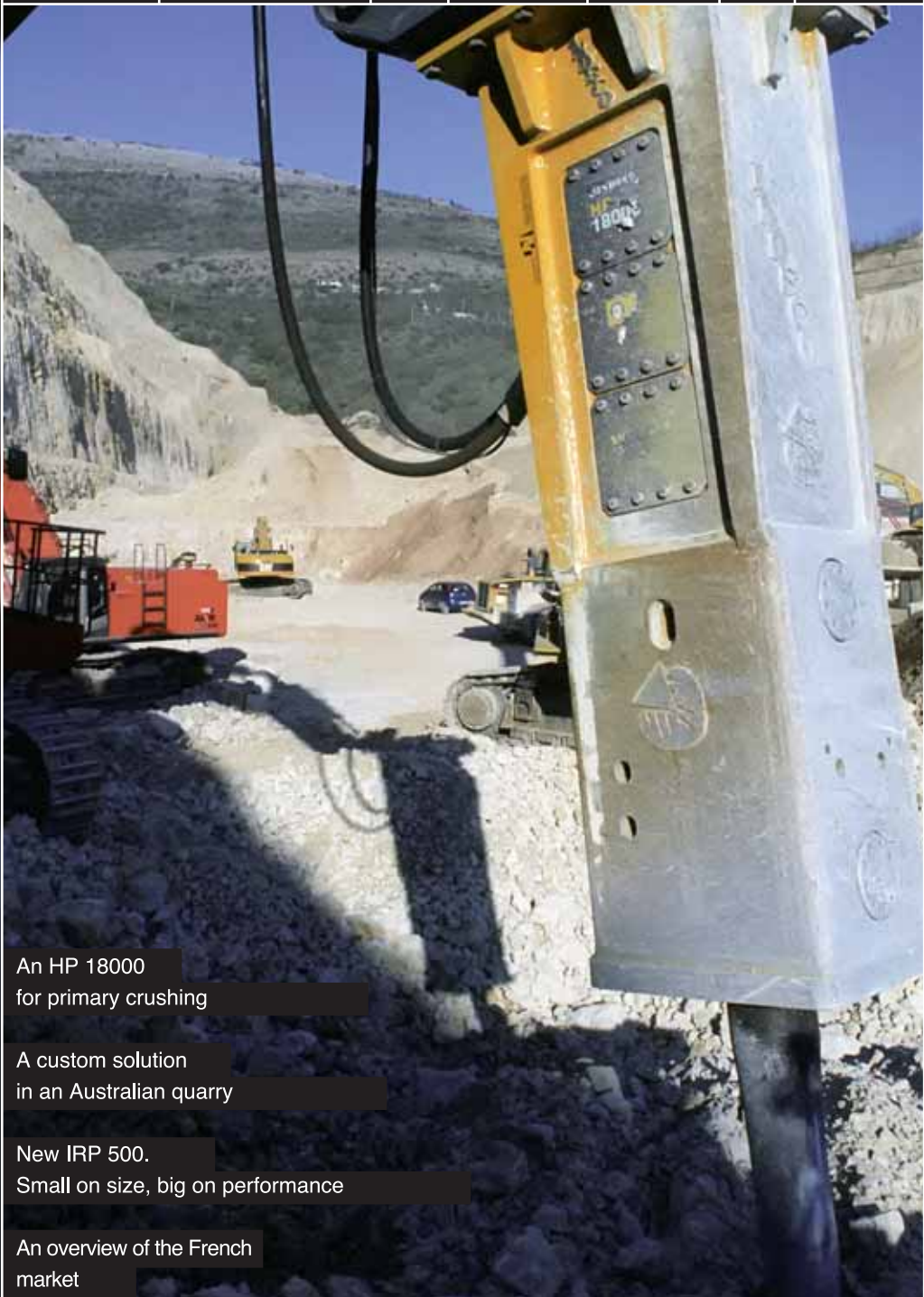


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An HP 18000
for primary crushing

A custom solution
in an Australian quarry

New IRP 500.
Small on size, big on performance

An overview of the French
market



editorial

Riding out the crisis

FRONT COVER
The Indeco HP 18000 breaker at work,
photo by Lucio Garofalo

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Although market sales data can sometimes be hard to fathom, current statistics speak loud and clear. The earth-moving equipment sector is in deep recession, both in Italy and elsewhere, with sales falling in some countries by 60-70 %. There are a number of different variables involved: the problems deriving from the credit crunch, the global real estate crisis, the lack of long-term infrastructure investment planning. All of this means that our customers, the firms operating in the construction, earth-moving and public works industries, as well as no longer having easy access to credit and having to deal with shrinking sales, are confused about their short, medium and long-term prospects.

The main behavioural model for all of the players in our industry right now is to "dig in" until the markets stabilise again. But if the short-term strategy is to "resist", in the medium-long term, optimism has to prevail, we have to be ready for change, daring to predict some future scenarios. If the waves of crisis are crashing down on our certainties like some terrible tsunami, we have no alternative but to ride it out like surfers do. Otherwise all that remains is the forlorn hope of perhaps coming back to the surface safe and sound when the storm is over. Crises are of course also useful: they help to weed out the less able players and help the market to mature.

I am sure that all of the firms who will be able to stand out, to innovate, to strategically transform their product and market approaches, even going against the flow, will be the first and perhaps the only ones to find new business opportunities. We have to act faster, plan to change direction as quickly as possible, in the knowledge that our future will be tied to our ability to perform and especially to our ability to react to circumstances.

Here at Indeco, we have already made our decision: when all is said and done, there is no such thing as a wave that is too big to ride.

Michele Vitulano
Marketing Manager

case
history

An HP 18000 for primary crushing



The new HP hydraulic breaker is the biggest built to date. With several of the models already sold around the world, this giant breaker has also earned plaudits from several Italian quarry owners.

Introduced in 2008 in Europe at the last Samoter trade exhibition and in North America during the Conexpo, the HP 18000 has inevitably prompted interest of users having to deal with complex applications (e.g., hardness of the materials, volume of work) or who plan to

make a significant reduction in their use of explosives. A case in point is the Marocca Group, whose numerous activities include operation of one of the most important limestone quarries in Central Italy located in Anagni outside Frosinone. ▶

case history



Exceptional output for a high quality material.

For over 100 years, the Marocca Group has been active in the building, road construction and public works sectors, in addition to the production of high quality limestone aggregates.

The Agnani quarry, which extends over an area of 40 hectares, is mined in compliance with the most up-to-date safety criteria and environmental compatibility. Extraction of the seams is carried out according to a system of steps which facilitates the restoration of the environmental conditions of the quarry by laying vegetable topsoil and planting local tree species. Additionally, the quarry contains a material of high purity (99%) and a brightness factor of 88%, which makes the limestone particularly suited for use in the building industry.

Precisely due to these characteristics, the Marocca Group produces various sizes utilized in 21 different applications in the construction and industrial sectors,

a result possible also thanks to a fully automated crushing and screening plant built specifically for the quarry and able to process over 500 cubic meters per hour. This substantial volume is matched with a mining capacity of the same degree, made possible thanks to the use of Indeco breakers. After using equipment made by a foreign manufacturer, the Marocca Group decided on Indeco as its supplier and has worked with them for the past five years. As points out Alberto Marocca, president and owner of the company, the decision has reaped several benefits: “Essentially, a quarry has an industrial cycle where plant and equipment are utilized for eight or ten hours a day for the better part of the year. Even more than in the construction industry, productivity and reliability are determining factors for maintaining the required volumes. Our decision to use Indeco breakers (editor’s note: a 2500, a 7500, a 12000 and recently the 18000) had this criteria in mind. Our satisfaction stems as much from the robustness of the equipment and its superiority from a technological and construction standpoint, as from the excellent service provided by a local authorized shop operated by the Fratelli Alpassi. For scheduled maintenance and periodic overhaul, the Bari plant also provides servicing.” ▶



case history

A giant breaker for improving production and lowering costs.



The Marocca Group was one of the first to purchase the HP 18000 in Italy; the breaker is attached to a 120-metric ton Hitachi 1200 excavator fitted with a Lenhoff quick coupler. A strategic decision to increase productivity, comments Alberto Marocca: “We discussed at length the purchase of the breaker and the machine, two major investments, but in the end we were convinced that the benefits over the short and long term would be significant. The excavator coupled with the HP 18000 breaker does the work of two mid-sized machines and manages to reduce the size of the hardest blocks of materials without any problem, while enabling us to clean the seam faster, which is a critical procedure for guaranteeing safety and a correct conformation for restoring environmental conditions later. We fitted the machine with a quick coupler, so that we can switch the breakers with the bucket or ripper with

the minimum time necessary, and also take advantage of its power for preliminary operations too, such as removing topsoil and other material that covers the limestone seam. Using the HP 18000 also provides another benefit from the point of view of production and logistics, because it allows us to reduce the need for explosives, resulting in substantial savings in time and production costs. The breaker boasts such power (editor’s note: 25,000 joules) that it can work in areas where even the highly efficient HP 12000 we’ve been using successfully for so long wouldn’t be able to give satisfactory results. The costs of purchasing the breaker and excavator can therefore be reabsorbed much faster than you would imagine.” Furthermore, Indeco breakers have proved to allow a more rational use of explosives and to increase production, again with major savings as the result. ▶

case history

The advantages of a breaker over explosives.

More and more, breakers are being seen as an outright alternative to explosives rather than just as auxiliary equipment to use afterwards. From Western Europe, the trend is shifting to North America where only a relatively low number of companies that operate quarries have fully understood the advantages of the breaker. With large-sized breakers excellent advantages can be gained in terms of production, costs and the quality of the material. The breaker can guarantee continuous production, whereas using explosives requires various stages and long downtimes (preparation of the rounds, distancing of personnel, cessation of activities, etc.). Add to this, when mining very precious material the breaker minimizes the quantity of waste inevitably produced by explosives. The breaker can also create the profiles necessary for environmental restoration, today a critical requirement for any mining activity, while it also performs the primary crushing. The breaker substantially reduces the problems caused by explosives disturbing communities in areas surrounding the quarry. Lastly, in the medium and long term the hourly cost of an operator and of an 80-100 metric ton excavator fitted with a large breaker (underlining the importance of machinery size in cost-to-benefit ratios) offers a substantial reduction in production costs with respect to the operating cycle performed with explosives. ■



around
the world
australia

A custom solution in an Australian quarry

An interesting case history from Australia shows that Indeco do more than just selling their own excellent products, and aim to satisfy all of their customers' needs.

The setting was the basalt quarry at the Northern Quarries site in Epping, Victoria, which for 12 years has been producing concrete aggregates and Class 1, 2 and 3 crushed rock for roads construction. When Northern Quarries built a new Primary Crusher Module

comprising a single toggle jaw crusher and hydraulically powered reciprocating plate feeder, they realised that to guarantee high production, any blocking, jamming or bridging of rocks in the jaw or on the feeder must be quickly eliminated. ▶



**around
the world**
australia

Indeco Australia, a preferred supplier to this quarry for twelve years, were called upon to resolve the problem with a custom-designed system - a hydraulic arm and pedestal assembly mounted with an Indeco HP 1500W capable of removing the oversize rock. Quite a challenge, further complicated by the fact that quick and easy maintenance and operation of the crusher was critical. The solution was to mount the entire unit, including the hydraulic pack, onto a purpose-built frame attached directly above the hopper, with a 4-metre long arm. No expensive mounting tower was required, plus the hydraulic power pack operating the feeder had enough capacity to also operate the arm assembly.

The Indeco custom-built design enabled a huge saving in building material, costs and time, but most importantly delivered a more efficient and productive system that is easy to operate. Another innovative design of the system is that it can be operated from the mounting point of the arm - which gives an unrestricted view of the crusher jaw, or by mobile radio control which can view



any blockage via cameras viewed from the remote operating cabin.

The remote camera system not only adds to the safety of the operator, but also allows the quarry to work in all weathers. When a rock bridges the feeder, you can clearly see what's happening, break the rock and quickly get the system going again.

Plant operator Mark Hutchinson has been impressed by the performance, "It is so quick and simple to use, I actually enjoy operating it" and the Indeco HP1500W breaker has adequate power to easily handle any oversize basalt rocks blocking the crusher or feeder. ■



**around
the world**
australia

**Two more HP 12000
breakers strike gold in
Australia**

Further increasing its already excellent customer base, Indeco Australia have recently supplied to more HP 12000 hydraulic breakers to the local market. Both Azzona Drainage and Armstrong Constructions have added the giant HP 12000 breaker to their growing fleet of Indeco equipment.



Azzona Drainage



A new HP 12000 for Azzona Drainage who have been using another for nearly 12 months under solid conditions, and who are delighted with its productivity and efficiency. “We were so impressed by the performance of the first HP 12000 that we decided to buy another one”, explains Azzona Director Rob Di Giandomenico. “It has saved us a lot of time and money and hasn’t missed a beat.” Established in 1980, Azzona is a well respected market leader in the civil construction industry, specialising in a diverse range of projects from earthworks to sewer and stormwater drain construction. With over 28 years experience, Azzona has constructed thousands of kilometres of pipelines throughout Melbourne and its surrounding suburbs. They have worked extensively on new estate developments in the Northern and Western Suburbs of Melbourne to the current excavation at Laurimar Estate in Doreen. Ezio Di Giandomenico from Azzona has been operating the Indeco HP 12000 and

has been very impressed by what he’s seen. “The rock here has been really hard, but the Indeco hammer has handled it without any problem at all” said Ezio. “Normally with rock this hard we would have needed to pre-drill and blast it, but not with the new breaker”. As well as its performance, Azzona have also been amazed by the increased productivity of the HP 12000. “Our work rate has increased dramatically: it has taken the new Indeco hammer one week to do what our previous big breaker would have taken one month to do” said Ezio. “It has significantly increased our productivity which in turn has lead to a huge saving in both time and money”. In addition to the HP 12000, Azzona is also operating a fleet of other Indeco equipment including 14 rock breakers and 5 compaction plates. “We’ve had Indeco hammers for years. We know how good they are and they’ve never let us down” says Ezio. “As well as the performance, Indeco’s back up and service is also excellent”. ■





For Bill Armstrong, it will be his first HP 12000 after running 3 existing large Indeco breakers. “We had a demo of the Indeco HP 12000 and were very impressed with what we saw” said Bill. “Our existing Indeco hammers have always done the job, but the new HP 12000 will allow us to get a lot more work done, especially with deep trenching in solid rock” said Bill.

Armstrong Constructions are Civil Engineering Contractors operating since 1975 delivering essential services and civil infrastructure to asset owners, project managers and major developers. They have worked extensively in the maintenance and construction of large-diameter mild steel pipelines throughout Australia.

“Customers are constantly looking for machinery to get the job done quicker and more productively, therefore increasing the demand for bigger and more powerful excavators and attachments”, says Bill.

“The Indeco HP 12000 is just right for us”. New and improved features have enabled Indeco breakers, such as the HP 12000, to work in applications where they previously would never have dreamed of before.

With the productivity and field-proven success of Indeco’s HP 12000, we expect to see many more start operating throughout Australia.

Indeco’s development of the HP 12000 breaker is another example of the company’s commitment to introducing truly innovative products that bring real advantages to their customers. But a high quality product still needs to be equally complemented with high levels of service, support and back-up. And this has been the real key to Indeco’s long-established and continued success in Australia. ■

The word “porfido” (Italian for porphyry) conjures up pictures of Trentino-Alto Adige, where the stone has been quarried and cut for centuries.

And there in Italy’s northernmost region, Quarry and Construction visited a quarry just outside Albiano, to see how an Indeco HP 5000 deals with porphyry. The site belongs to the Silpa Srl firm, which has been one of the major mining companies on the local scene for over 40 years.

Meeting reporters at the quarry was Andrea Filippi, one of Silpa’s directors, an expert on porphyry and everything connected with it.

When asked “Why an Indeco HP 5000?”, Andrea Filippi replied: “We needed a big machine to break off the blocks of porphyry and cut them so that they could be loaded onto trucks and taken to be shaped: we trusted Indeco quality and the after-sales assistance that the company promised us. There is so much work to do here and machine down-times are a big problem: it was becoming vital to be able to rely on 360° support from the dealer. Given the type and quantity of rock, we went for an HP 5000, which works in combination with a 90-t New Holland E385 B carrier. We extract over twenty tons of porphyry per day: the breaker is active five-six hours a day at most, because it is so efficient and powerful that it only takes a few minutes to cut the stone down to size.”

All Indeco breakers are “intelligent” because they automatically adjust their frequency and energy per blow to the nature of the rock that needs demolishing.

With rocks as hard as porphyry, this breaker reduces, for example, the frequency of the blows, while at the same time increasing operating energy.

Another key point in such applications is robustness, an aspect Indeco has focused highly on, ensuring both greater stress-resistance and the ability to deal with higher working pressures and oil deliveries. With the HP system, Indeco have managed to optimise the hydraulic performance of the system, making it easier to fine-tune the breaker, significantly increasing the power delivered and improving the frequency and energy per blow. ▶





around the world italy



Other crucial features include the dual shock-absorption system, the quick-change interchangeable bushing and the centralised greasing system, all of which of course significantly reduce maintenance costs. In addition, the quality of the materials used is of huge importance, such as the special low-alloy steels which greatly lengthen the average working life of the most important breaker components. What happens to all of the porphyry which the big Indeco breaker quarries on the Silpa site? All of the material is shaped and transformed into a wide variety of products. Andrea Filippi reminds us that “Silpa deals with the whole porphyry production line, from extraction to the finished product: cubes for flooring, kerbstones, slabs, flagstones, steps, a bit of everything. With the HP 5000 we manage to extract material for all these types of product. Porphyry is a wonderful rock, but you need to know how to treat it properly: then it becomes so resistant to freezing and thawing that it never needs to be

repaired. The porphyry from this area, as well as being compact, is a particularly lovely purply shade of red, which increases its commercial value.”

Zoom: Silpa Srl

Silpa Srl was founded in 1964 in Albiano, near Trento. Over the last 44 years, the firm has specialised in extracting and cutting porphyry, which has led to the creation of a huge range of quality products which will last over time. All of the cutting and shaping phases are supervised by the production managers, in order to ensure the robustness and resilience of the rock, but also the elegance and craftsmanship of the finished products. ■



New IRP 500. Small on size, big on performance

The smallest rotating pulverizer, for excavators with an operating weight of 10 to 20 tons.

It may be small but it packs a great punch! The latest addition to Indeco's rotating pulverizer range was designed to express the greatest possible breaking power when used on mini- to midi-range carriers (12-18 t the optimum combination, with

10-20 t also being feasible). The new IRP 500's features enable it to achieve excellent productivity even on less accessible terrain which requires the use of smaller, more agile machinery. ■

Technical data	IRP 500
Excavator weight	tons 10 ÷ 20
Pulverizer weight	Kg 900
Jaw opening	mm 560
Height	mm 1860
Width	mm 820
Jaw width	mm 340
Oil delivery	l/min 150 ÷ 200
Maximum working pressure	bars 320
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 1
Hydraulic connections	3/4"
Oil delivery for rotation	l/min 10 ÷ 15
Pressure regulated for rotation	bars 80
Connections for hydraulic rotation	1/4"
Rotation speed	rpm 8
Compatibility of attachment plate with breaker mounting bracket	HP 1200

* without regeneration valve



HP Series: innovation continues with the ABF system

Innovation at Indeco is not just a matter of new products, but also of improving existing ones. A case in point is the brand new Anti Blank Firing system (or ABF). Installed as standard on all of the midi- and maxi-range Indeco breakers, the system cuts out blank fire by eliminating

any down pressure from the breaker whenever the tool is not resting firmly on the surface to be demolished. This increases the service life of all components subject to wear and tear, as well as reducing stress to the breaker body and excavator arm. ■

An overview of the French market

This edition of our newsletter is published to mark the Intermat Fair. We have tried to give a brief overview of the French market with the Indeco area manager who deals with sales in France, Gianfranco Salvemini, asking him questions that aim to gain a better understanding of the overall situation and inviting him to introduce us to our dealers and resellers.



Can you briefly describe the French market?

It is an advanced mature market with an in-depth understanding of all demolition functions and applications. This is the country where "the hydraulic breaker" was born.

As in all mature markets, all of the biggest demolition equipment manufacturers are here: Europeans and Japanese, but also Koreans and other Italians.

In common with English-speaking and northern European countries, the hire market is bigger than the end-buyer market, especially for commoner applications such as demolition, roadbuilding and foundations. For tougher applications such as quarrying, large demolition jobs and tunnelling, breakers are purchased and used by the same firms.

The French market is rather price-sensitive, but also requires quality, especially when it comes to product reliability.

Of course, the differences between various geographical areas are reflected in big differences in usage and in product mixes. What trends has the French market been undergoing in recent years?

In the last five years, France has been growing strongly and steadily, in line with many other European markets.

But it should be pointed out that it has only managed to recoup a situation of stagnation (if not contraction) which had lasted for several years from the end of the 1990s. What is the trend as far as Indeco are concerned in this market?

Indeco are following the general trend, with increases that are in line with the growth in the market.

What are Indeco's policies in France?

We have begun to reorganise our sales network in order to meet our customers' expectations and requirements more closely, so as to supply the increased French demand for Indeco products. ▶

our people

We are providing support for our distribution network, with sales policies specially designed for resellers, closer to market expectations. We currently have a network of small, mid-range and large resellers throughout France, who can provide products and services to the whole country. They are sales outlets offering earth-moving machinery and equipment – with brands such as HITACHI, DOOSAN, NEW HOLLAND – and are capable of providing pre-sales advice and post-sales technical help that is both timely and extensive.

At this difficult time on the world markets, what signals is the French market sending out?

Like all of the other European markets, France is going through a period of great uncertainty. All of the players are putting off their decisions until the Intermat fair in Paris, though here at Indeco we don't

think that the fair will mark a turning point for the domestic market. For that to happen, a plan needs to be drawn up by the French government to stimulate and relaunch the industry, and that has not yet taken place.

We reckon that, in any case, alongside Germany, France will be the country least affected by the current economic crisis. We recently sold and installed the first Indeco HP 12000 in France on a CAT 365 to a key customer who used to be an NPK user, and that seems to me like a good sign. ■

trade fairs



The Indeco stand at Samoter 2008 (Italy).



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SEMCO
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Tel. 0033 3 20960500 - www.semco-sa.fr

PACA VENTES
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The next dates for your diary

SEEBEE
Belgrade, Serbia - 22nd-26th April

MASZBUD
Kielce, Poland - 12th-15th May

BATIMAT EXPOVIVIENDA
Buenos Aires, Argentina - 2nd-6th June

CTT
Moscow, Russia - 2nd-6th June

M&T EXPO
Sao Paolo, Brazil - 2nd-6th June

WORLD OF CONCRETE
Mexico City, Mexico - 16th-18th June

PROJECT LEBANON
Beirut, Lebanon - 16th-19th June

MATEXPO
Kortrijk, Belgium - 2nd-6th September

EXPOSIBRAM
Belo Horizonte, Brazil - 21st-24th September

EXCON
Bangalore, India - 25th-29th November



gb

your photos

An Indeco HP 3500 working on conduits in Morocco's Atlas mountains. Photo by Souldi Abderrahmane.