

# indecommunity

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## All the news Indeco at the Bauma 2022

From IoT systems  
to rail hammers  
to new equipment  
for mini  
excavators

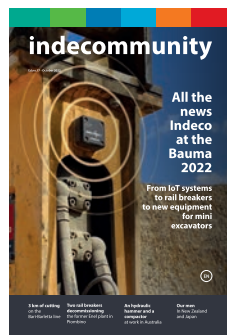
EN

**3 km of cutting**  
on the  
Bari-Barletta line

**Two shears**  
**decommissioning**  
the former Enel plant  
in Piombino

**An hydraulic**  
**hammer and a**  
**compactor**  
at work in Australia

**Our men**  
in New Zealand  
and Japan



#### ON THE COVER

The new Indeconect device mounted on the casing of an Indeco hammer

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## Editorial

### A new energy

It is the right time to "fill up" with ideas, proposals, projects, perspectives that allow us to make the best use of the drive for change. If until yesterday the energy transition was a remote destination, a point in which to head, today it represents a strategic escape route from the storm unleashed by the surge in the price of fossil fuels.

The construction market has always been a driving force in all economies, thinking of slowing it down to save energy would be a "non-solution", as well as banning technologies considered hastily obsolete. Rather, it is necessary to focus decisively on research without biased choices, identifying a mix of synergistic and complementary new generation technological solutions, which include today's biofuels and tomorrow's e-fuels, certainly effective in achieving the environmental objective of decarbonization together with the economic and social objective of energy independence. Only in this way will we be able to transform the threat into a real opportunity for growth and improvement.

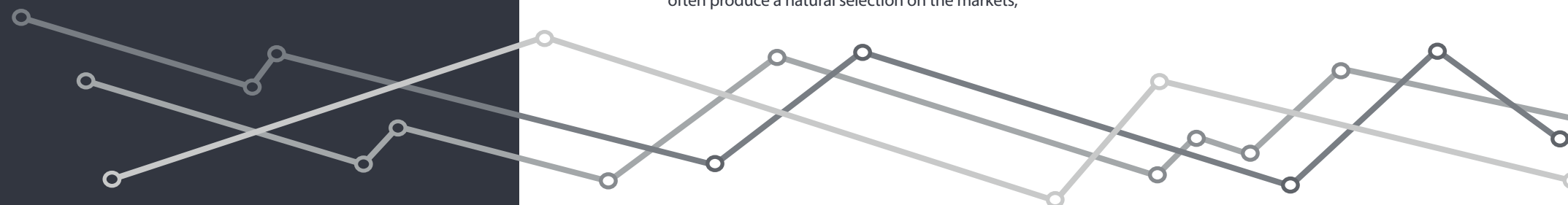
In our sector you can not improvise and crises often produce a natural selection on the markets,

favouring more capable supplier companies and better user customers. We are witnessing and will see more and more radical changes throughout the supply chain, due to the economic and geopolitical challenges we are facing.

Just as the construction criteria and the structure of the construction site change, so do the needs of operators to have more efficient products, more dynamic organizations, more flexible financial and investment solutions.

In the most advanced countries, all actors in the construction world will be obliged to make better products, to use better materials, machines and equipment, to opt for organizations capable of providing the best availability, assistance and economic-financial efficiency. This will facilitate more informed choices, less bound to the sole logic of price. In difficult times, companies like Indeco find the energy to set new goals, to rethink their products, organization and production processes, putting on the plate important investments together with all their expertise, foresight and of course the ability to consciously live the role of the company.

**Michele Vitulano**  
**Responsible Marketing**





## The case

# Indeco takes on a big dig

**The section of the Bari-Barletta railway line that crosses Andria city centre is being moved below ground level, a project that involves digging a 3 km trench. Indeco hydraulic hammers are taking on the job of excavating the whole 250,000 cu m.**



Lowering the tracks that cross the city of Andria is an important step in the renewal of railway transport in the northern region of Puglia in Southern Italy. The project, commissioned by Ferrotramviaria S.p.A. – the company that

oversees 70+ km of the railway line of the Ferrovie del Nord Barese – is part of the more ambitious project to upgrade rail links in the metropolitan area of Barletta, Andria and Trani (BAT province) that serves about 700,000 inhabitants. When finished, the infrastructure is destined to improve mobility within the province since it will facilitate and speed up the public transport system.

The infrastructure upgrade will also have repercussions on the urban fabric of Andria, which will see areas previously occupied by the railway line and its related structures become accessible, making them available for new functions, such as green areas, bike lanes and new public spaces, etc.

The project entails the excavation of a trench under the old line of the single-track railway from the progressive 56+255.58 km to the progressive 59+188.39 km, a total length of 2,932.81 m. It also provides for concrete box structures at the level crossings to allow for the passage of traffic, the construction of water collection tanks, the building of a new station (Andria Nord) and the renovation of the existing Andria Central Railway Station. In May 2018 Ferrotramviaria Spa awarded the project to Consorzio Integra, winner of the integrated contract including the





executive project and completion of the works. Integra, an important cooperative that gathers construction, engineering and service companies, assigned the project to its member, CMB.

## Hard, slightly fractured rock

In geological terms, Andria is characterised by dark grey dolomite and grey dolomitic limestone interspersed with fine-grained micritic or bioclastic white limestone. The dark grey dolomite and grey limestone appear in laminated layers or banks and show extensive weathering. The rock formations are often separated from the so-called red soils, that is, residual terrain with a largely silt grain size, at times accompanied by chalky gravel. As per project specifications the trench must have a depth of -5 to -11 m from the surface

level; but at the level of the water collection tanks the depth reaches over -16 m. Arriving at the bottom of the trench means crossing rocky layers with a high hardness and density due to a relatively low degree of fracturing (average 50-75% on the RQD index). In some areas, the grey dolomite is presented as large erratic rocks with high density and hardness that can even exceed a compressive strength of 150 MPa.

Given the geological setting, the excavation used to dig the nearly 3 km is crucially important for works with a 560-day completion time.

Due to the site's geological characteristics, engineers needed a retaining wall to be built for consolidation before the start of excavation. Also, the presence of nearby roads, and in some points buildings close to the track, called for a solution to counteract the thrusts on the

trench walls. The system consists of micropiles, 190 mm or 220 mm in diameter, reinforced with HEB beams, and in some points with a row of passive soil nails. In the work sequence excavation is performed as the retaining system advances, with the wall progressively sprayed with fibre-reinforced shotcrete; finally, the excavated trench will be cast with the definitive lining.

Since blasting was impracticable due to the urban setting, CMB initially considered using milling machines and roadheaders. In principle, these machines had the dual advantage of creating limited vibrations and ensuring a production of waste material that would avoid secondary crushing for loading and transport. However, given the prevalence of red soils and the uneven stratification of the rock at the base of the trench, the site technical management eliminated this option

as well; the teeth would have lost the capacity to mechanically break the material, causing it to be pressed into the drum of the milling machine, and thereby impact the operation of the excavation system and reduce productivity. At that point, the decision was made to use hydraulic hammers, provided they be high-powered enough and in the suitable number to meet the site requirements and allow a production in line with project scheduling.

## Calling in the professionals

The size of the excavation – involving the removal of over 250,000 cu m of material – and the hardness of the rock called for a subcontractor with the experience and equipment to manage the works and related logistics.



An HP 7000 coupled with a CAT 340 excavator at work in Andria for the excavation of a large cutting



After a careful selection, CMB chose Multiscavi srl based in Andria, whose fleet of over 100 machines, and especially with a solid experience in excavations, backfilling and demolitions, offered the best guarantees for performing the project and organising loading and transport of the vast amount of material to the landfill.

The time frame for the works, the excavation being a major phase, would not allow for delays that would impact the start of other phases and thus the delivery of the whole project.

Sebastiano Liso, manager of the company along with his brother Vincenzo, had this to say: «A trench of these proportions, and the time allowed for excavation, implies a very precise technical and economic evaluation.

This also goes for a company like ours that has a lot of experience in the field and a fleet of equipment of a size and technological capacity up to the task.

Actually, there are several challenges to meet on this job site, starting with the hardness of the rock, which isn't the only aspect that we

evaluated carefully; organisation and logistics have a big role in this project too.

Bear in mind that we're working in a trench that expands to 19 m only at the Andria Central Railway Station, but for most of the section it's only 7.5 m wide. So we need to accurately determine the positioning of the machines and the mobility at the site to avoid slowing down operations and creating safety risks.

The excavation also depends on the completion of the consolidations performed first, so a degree of flexibility in weekly job scheduling is needed.»

## Indeco delivers reliability and productivity

The rocks along the section have a strength of 35-150 MPa, so they are a true test of the hammers' power and performance.

The sheer size of the excavation and the continuous operation of the Indeco attachments over a period of months only intensify the application, which is actually more

similar to a quarrying job than an infrastructure project. Productivity and reliability are obviously key factors in a situation that, unlike a quarry cycle, also requires strict adherence to a schedule that is tied to the progress of the job site as a whole.

As Sebastiano Liso said: «We've been using Indeco hammers for a few years now, and after trying out other manufacturers' attachments, we now count an HP 7000, two HP 5000, an HP 3500 and an HP 3000 in our fleet. At the Andria site, we're using an HP 7000 coupled to a CAT 340 excavator and two HP 5000 coupled to CAT 330 excavators. This application immediately presented a challenge to prove the reliability of both the machines and attachments; the hammers, especially, were constantly submitted to stress. It's hard rock along the entire section, but what's really tough is the dolomite, or pietra nera as we call it here.

In some areas we come across huge, very dense erratic rocks that put the hammers to a hard test. But this is the difference between Indeco and other hydraulic hammers; when well matched to the machine and used by expert operators like ours, these attachments yield excellent results despite the tough application. All the hammers' components come under stress, especially considering that these attachments have already racked up hundreds of hours of excavation and have to operate for several months before completing the project. When it comes down to it, reliability is an even more decisive factor on this job site; if it doesn't satisfy the productivity requirements, it could even turn our margin into a loss. From this standpoint, Indeco is a real insurance policy». The productivity demanded on the Andria site is also guaranteed by Indeco's solutions for all hammers of its range: in fact, the HP 7000 and the two HP 5000 used for excavating the trench feature a special hydraulic system



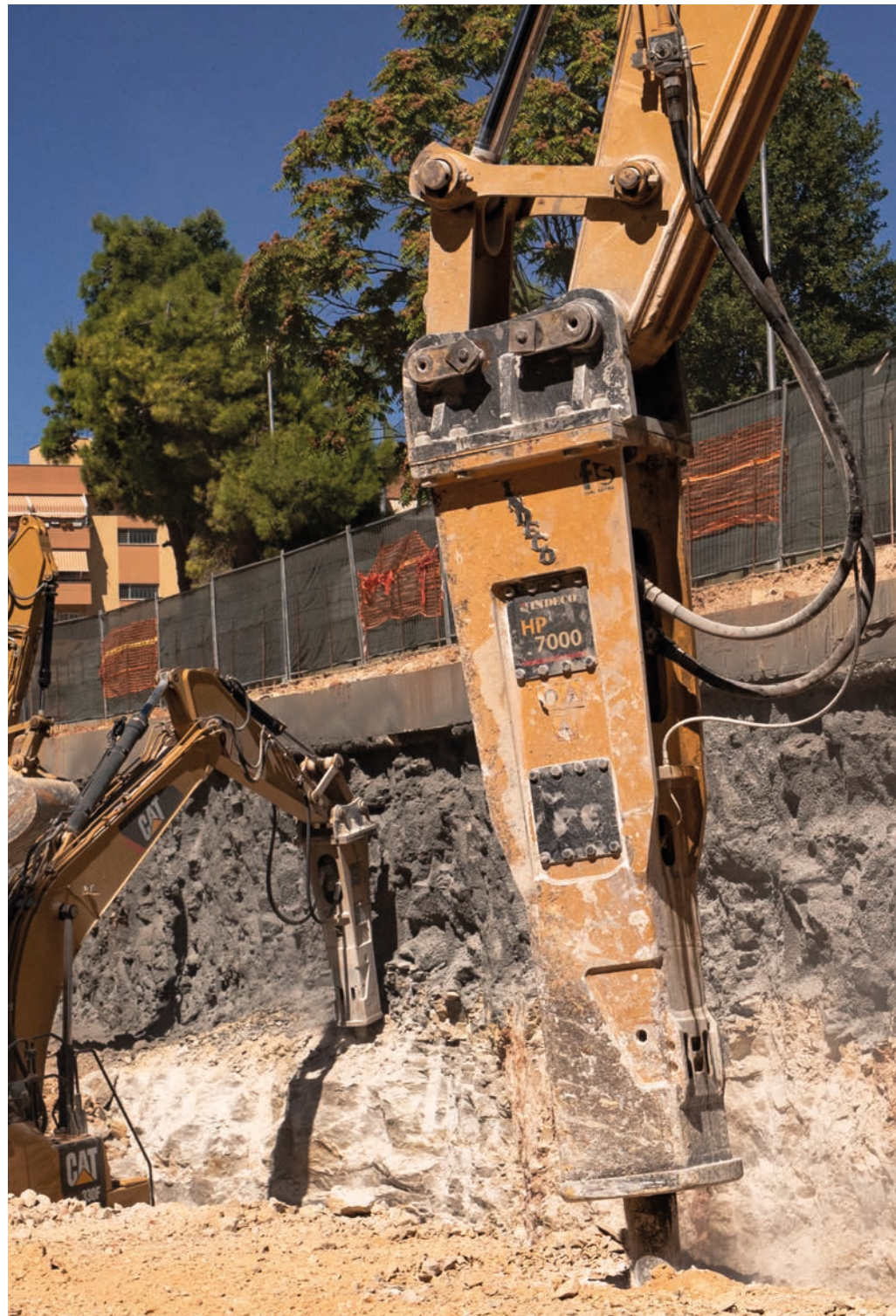
One of the two HP 5000 coupled with CAT 330 excavators complete the fleet at the Andria construction site





that automatically varies energy and blows according to rock hardness. The hydraulic power delivered by the excavator is thus optimised all to the advantage of productivity and overall output which is distinctly higher. The dual damping system instead helps to

minimise stresses to the boom and subject it to the least amount of vibrations possible; an advantage also achieved by the optimum ratio between weight and power. ■



## From the world (Italy)

# Two Indeco shears for decommissioning the former Enel plant in Piombino

The decommissioning of the former Enel plant in Piombino is one of the largest and most complex construction sites of this type in Europe. Over 70,000 tons of steel to be demolished, reduced in volume and sent to the foundry. A commitment that sees Perino Piero Srl employ two Indeco ISS 20/30 and ISS 30/50 shears that, after months of hard and continuous work, are proving their value in the field.

When we talk about the demolition of steel structures, we do not always have in mind the real operational difficulties of dealing with construction sites that have nothing ordinary about them. As in the case of the former Enel plant in Piombino where Perino Piero Srl, one of the most important Italian companies specialized in reclamation and demolition, has been working for about a year on the complete decommissioning.

We are talking about one of the largest thermoelectric power plants in Italy. A plant that used to provide 1,280 MW

of electrical power and that today has all the undisputed charm of great industrial architecture.

Built in the early 70s, it started working in 1977 and 1978, with the launch of the first two groups of 320 MW each. In 1988 and 1989 the last two groups entered service. Therefore, we are talking about four sections powered by fuel oil operating in a Rankine cycle. The plants occupy a total of 40 hectares located within an area that extends for a total of about 140.

The construction site, very complex both from an environmental and operational point of view, aims to return the area completely cleared and reclaimed for the subsequent construction of a large tourist facility.

The plant deconstruction works began at the end of 2021 and are proceeding to schedule according to a plan for functional and complementary operations where demolitions and reclamation go hand in hand.

And where two Indeco ISS 20/30 and ISS 30/50 shears play the leading role.

The Indeco shear at work in  
the former Enel plant





## Environmental obligations

The former Enel plant in Torre del Sale is located within the Orti Bottagone wetland managed by the WWF. It is an interesting wildlife oasis where many bird species find refuge, including flamingos. The area has been expanded by another 12 hectares and is part of an overall framework of environmental enhancement. It is located by the sea where in the tankers that brought the fuel oil for the boiler's operation used to dock in the ad hoc port opposite. At the edge of the port area stands the Torre del Sale, an ancient fortress erected in the late Middle Ages that served as a defence and sighting for the then Principality of Piombino. These are very stringent obligations that pose various technical difficulties for demolition within the construction site. This is why both boilers and chimneys will be demolished with techniques that are non-invasive and require machines and equipment appropriate to the task.

For the boilers, we will proceed by emptying from below and the subsequent and gradual lowering of the elements with hydraulic jacks for the gradual demolition.

The chimneys will instead require the use of specific mobile bridges to carry out a gradual and controlled lowering through demolition with small mechanical means. A technique that involves the demolition by degrees of the artefact with the disposal of the material inside the chimney. From here, it will then be possible to remove all the resulting material and send it for disposal or recycling through access to the base.

## Reclamation and removal of plants

The removal of the plant systems is certainly the most spectacular operation. Here, there are machines and equipment in action that highlight their potential in a harsh and selective environment every day. We are talking about elements that are "off the scale" such as boilers,



The Indeco ISS 30/50 shear used for the demolition of over 70,000 tons of metal structures

engine room, filters and chimneys that, at first glance, allow you to immediately understand the complexity and difficulty of the work. The numbers at stake are not easy to manage. We are in fact, talking about over 70,000 tons of steel to be demolished, reduced in volume and sent to the steel mill for complete recovery. Before the demolition of the artefacts, it is

necessary to remove and dispose of any liquids still present in the plant. In addition to this, almost all plant elements are covered with insulating layers of stone wool. Material that must be encapsulated, removed, and disposed of with great care. The total figure exceeds 300,000 square metres of material to be treated, bagged and sent for disposal.

## Steel as the protagonist

The operational phases of the construction site are conceptually simple. To date, in fact, the five tanks that contained the fuel oil for the operation of the boilers have been completely demolished. Four have a capacity of 50,000 cubic metres and one 100,000. The Indeco shears were, therefore, among the first ever to enter the scene. The ISS 20/30 is almost permanently installed on a Doosan DX340LCN-5 hydraulic excavator, while a Kiesel KMC600 demolition excavator uses the larger ISS 30/50. Both are constantly engaged in the demolition of the artefacts and in the subsequent cutting of the material for volume reduction. An Operation that facilitates the loading of material to be sent to the foundry.

## A hard job with no let-up

The two pieces of equipment are subjected to very tight operational rhythms where, especially in the demolition phases, they are subject to very hard use. To safely and rationally demolish the plants, it is often necessary to move large elements. Operations that can heavily stress the two shears. In particular, the ISS 30/50 is the most stressed. But since its arrival at the construction site, it is still operating with the original blades. The ISS 20/30 is mainly engaged in cutting the demolished steel and dismantling the plants that conveyed the fuel oil to the boilers.

"They are two pieces of equipment that we bought after a field test" explain Fabrizio and Giuliano Perino, the two brothers owners of the Turin company. "We had in fact rented the ISS 20/30 for a job to be carried out inside a plant in Turin. The machine was a real and positive surprise, and so we decided to buy it together with the ISS 30/50.

The latter was even more surprising and is tackling gruelling work in the Piombino shipyard. It's shape that facilitates the





demolition and displacement of large metal elements.”

The shipyard was judged positively right from the start, as the Perino brothers explain, “We have very professional operators who, also thanks to our advice, try different types of equipment without having prejudices of any kind. We seek a continuous dialogue with them, asking for everyone’s opinions in order to increase the efficiency of the construction site. Well, the two Indecos were a success right from the start, and the fact that our collaborators use them so assiduously is a clear sign of appreciation. To date, we have not had the slightest problem, and the productivity is very high”.

## A construction site organized with rationality and method

The Piombino shipyard is managed in a very rational and methodical way. The huge dimensions of the area and the plants require a meticulous organization to keep the complex decommissioning works running to schedule.

To date, about 50 people are engaged on-site, including technicians, operators and

reclamation workers. There are currently five hydraulic excavators in action with operating weights between 25 and 90 tons. Two of these are equipped with demolition arms capable of reaching maximum heights of 28 and 36 meters.

In support, there are two industrial handlers that deal with both the loading of scrap metal on transport vehicles, and to assist in the handling of materials during the reclamation and demolition works.

All machines are equipped with demolition equipment, including the two Indeco ISS 20/30 and ISS 30/50 shears.

“These are two pieces of equipment that are proving to be fundamental for the construction site” underline Fabrizio and Giuliano Perino “They are constantly at the forefront and contribute in a fundamental way to the progress of the work. We are two people open to field experimentation. And both the ISS 20/30 and the ISS 30/50 brilliantly passed the test of the construction site. The demolition of this plant is a formidable battlefield for shears and the Indeco have fully demonstrated a value that we had heard about but had never used ourselves”.■

## From the world (Australia)

## An HP 1200 hammer and an IHC 75 serving civil construction in Australia.

“Ours is a family business founded by my father in 1994,” says Gavin Negrin of Nugget Haulage PTY. LTD -. Initially we dealt with the transport of materials to and from the construction sites with a trailer truck. In 2007, with my entry into the company, we bought the first excavator and started our activity in the housing sector.



I currently own two Komatsu excavators: a PC138 and a PC35 that we use to carry out excavation works. Before 2007 I worked several years in the civil construction industry for another company that owned several Indeco hammers and I got to use the HP 3000 model, a fantastic product that could work all day without missing a beat.

For this reason, when it came time to buy a hammer for my business, I had no hesitation and purchased an HP 1200 that fits my Komatsu PC138 excavator perfectly.

The particular design of the housing and the position of the connecting pipes allow you to use the hammer in the cutting avoiding any damage. Mainly I use the Indeco hammer to carry out drainage excavations or for electrical systems, rock excavations, or boulder reduction.

I also own an Indeco IHC 75 compactor, a product with an exceptional design and performance that has given me excellent results even in deep cuttings, with a reduced number of passages thanks to its hydraulic power, with a consequent saving of time.

Based on the experience accumulated over the years, I would not hesitate to recommend Indeco products, for their efficiency, ease of use and maintenance, as well as for the excellent spare parts supply service”. ■





## News

# Indeco at the Bauma 2022 with the latest trends

As always, Bauma represents an important showcase for Indeco to exhibit the latest main trends in arrival to an audience of qualified operators. Innovations that, once again, arise from the careful listening of its audience of users and the accurate analysis of the main trends in progress on the market. First of all digital transformation and the introduction also in the field of hydraulic attachments of technologies compatible with the standards of 4.0 Industry. And then again, the one that tends to prefer the use of small operating machines and consequently, requires increasingly smaller and more efficient equipment, to ensure optimal and prolonged productivity over time. Finally, a separate chapter concerns the improvement and future expansion of the range of forestry equipment, on which Indeco North America is focusing its technological investments and dedicated personnel.

## Indeconnect System: Indeco launches the Internet of Tools

The first manufacturer to launch the “smart hammer” on the market in 1985, today, Indeco is still among the first to offer a range of hydraulic attachments with 4.0 technology.

This is thanks to the new remote monitoring system “Indeconnect”, based on the principles of the Internet of Things to prevent equipment obsolescence and maintain their high performance over time. The system consists of a proprietary device to be mounted on the various equipment, provided with 4G technology for wireless interconnection to the network and a cloud-based web platform

accessible from mobile (via app) or PC, with which to consult the data transmitted in real-time by each installed device: hours of work performed, working position in space, Hydraulic oil temperature, ambient temperature, GPS location and so on.

Through the use of Indeconnect it is now possible to obtain a series of advantages:



Monitor productivity, making sure that each Indeco tool is working as planned



Check the operation, verifying the equipment's different internal and external parameters in real-time, to ensure that it is used in optimal conditions and appropriately



Increase security by remotely controlling the location of the equipment through GPS geo-location



Plan maintenance, monitoring in real-time the health status of each Indeco tool, also through the automatic alert and messaging system that allows you to order spare parts and minimize machine downtime



Optimize the rental by supervising and controlling the management of the rented equipment



An Indeconnect graph for smartphone productivity monitoring



## IRC rail cutters: high speed in rail recycling

The transition from traditional to high-speed rail networks, taking place in all the most industrialized countries in the world, inevitably passes through the disposal and recycling of hundreds of thousands of kilometres of tracks. Hence the need to equip itself with adequate tools to process heat-treated steels to withstand enormous pressures. The new IRC rail cutters are hydraulic tools specifically designed for cutting railway, tramway and metro rails. The particular design of their jaws, combined with the efficiency of the hydraulic system and the robustness of the machine body in special HARDOX® steel, allow the cutting of rails up to 75 kg of mass per metre, with hardness up to 300 Brinell. Two rail cutter models are available, IRC 20 and IRC 30, designed to operate at best on the different track standards present in the EU, USA and Asian countries.

The new IRC rail cutters for cutting railway and subway rails.



Dual interchangeable wear plate as standard on new IRC models

## IRP pulverizers: double plate for double protection

The excellent results obtained, in terms of lengthening the tool's life through the insertion of an anti-wear plate on the mobile jaw of the IRP pulverizers, have pushed Indeco to adopt the same precaution also on the fixed jaw. The interchangeable plate will preserve the supporting structure of the pulverizer, allowing it to withstand strong pressures, abrasions and prolonged uses in any type of use.

## ISS 8/13 shears: large cut, small size

A top model to complete the range of Indeco ISS shears. A slightly bigger model than the ISS 5/7, can be used on excavators from 6 tons. Among its distinctive features are the short and sturdy structure, low weight, perfect balance, the design of the jaws modified to optimize the cutting power and increase maximum opening, the presence of four interchangeable and reversible knives and the latest generation piercing tip.

The new shear ISS 8/13 model completes the range



The new IMG 300 Multi Grabs for excavators from 3 tons



## Multi Grabs IMG 300: the range expands downwards

As has already happened for other ranges of Indeco equipment, the Multi Grabs have expanded to make room for a new model, the IMG 300, compatible with small excavators (starting from 3 tons) increasingly requested by the market.



## IMH mulchers: a technological upgrade on the entire range

Recently undergoing radical restyling, the Range of Indeco mulchers are now being further modified through a series of “fine-tuning” interventions that further increase efficiency and reliability. Small but significant improvements have been made on the transmission and placement on the drum of the interchangeable teeth, now equipped with a “bite limiter” that prevents maximum penetration into the wood. In this way, it is possible to use larger teeth, such as The Indeco Cobras, to obtain a finer mulching and a more fluid shredding action that stresses the machine less and increases its productivity, making the most of the ratio between the weight of the equipment and the hydraulic capacity of the excavator.



The new IMH mulchers are now equipped with “bite limiter” for an easier shredding action

## Indeco Lube: automatic greasing even on small hammers

Another big novelty concerns the small equipment. This time it concerns smaller class hydraulic hammers that, starting from the HP 200, from now on will be equipped with a single centralized greasing point to which the Indeco Lube automatic greasing unit can be connected. This is an innovation loudly requested by users and promptly accepted by the Indeco Research and Development office. ■



The automatic greasing unit, now also usable on small hammers from HP 200 upwards

## Our people

### A new Indeco landmark in New Zealand

Crush & Screen Ltd was founded in 2020 and filled the gap due to the absence of crushing and screening machine hirers on the New Zealand market. The growing success as a specialist in this area has led the company to look for other complementary product lines

brand's reputation and the high performance of its products, the presence of a direct subsidiary in Australia was a key factor in the choice of Indeco, as it guaranteed a quick and punctual supply of spare parts. From now on Crush & Screen will supply the entire Indeco product



that would meet the demands of its customers. The most natural choice fell on the hydraulic equipment used in sectors such as civil engineering, construction, demolition, quarry extraction and recycling, which on the local market showed a deficit in terms of quality, performance and reliability. Precisely for this reason Crush & Screen decided to position itself at the high end, choosing a leading attachment manufacturer on the international market such as Indeco. In agreement with Indeco Australia, at the beginning of 2021 Crush & Screen obtained the exclusivity for the sale of Indeco equipment in New Zealand. In addition to the

range, hammers, pulverizers, compactors, shears, multi grabs, multifunction and mulching heads throughout the territory of New Zealand, both for sale and for rent. A strategic factor, the latter, for the diffusion of Indeco products on the new market. Many customers, in fact, decided to buy the Indeco equipment after verifying the quality by renting it. The crush & screen business combined with Indeco's international brand reputation are making their mark on the New Zealand market, where customers of all sizes are literally won over by the performance of Indeco hydraulic equipment. ■



## Our people

### Japan Pro Shop, our partner in the Land of the Rising Sun

The Japanese market has been a priority in our minds for years. An important market both for the presence of the largest manufacturers of machinery and equipment in the world and for the number of pieces sold annually.

A difficult market, be it for its strong competitiveness, its geographical and cultural distance, or the need to ensure products and services suited to the needs of the local operators.

For this reason, in the last few years, we have focused on finding the right partner who would allow us to not only sell our product, but also create an organization on site that can satisfy both commercially and technically the demands of Japanese companies.

It was in one of the past editions of CSPI Expo, the main trade fair of the sector held annually in Tokyo in May, that we were lucky enough to meet our friend and partner Mr Hidetoshi Nakagawa, or 'Hideo', for short.

We immediately developed a relationship of empathy and collaboration, and Mr Nakagawa quickly became our point of reference in the Land of the Rising Sun, a strategic partner to plan the marketing of Indeco products in Japan.

Long-time expert in the rental and sale of machinery and equipment, Mr Nakagawa, President of Japan Pro Shop, welcomed in his organization experts in the sales sector and after-sales service. Thus, Japan Pro Shop will be able to cover the entire territory of Japan from North to South, laying the foundations for what could become the future Indeco Japan.

Japan Pro Shop is headquartered in the Niigata Prefecture, which stretches along the coast in central-western Japan. In our travels to these magnificent places, we were also able to



Michele Vitulano, Sales and Marketing Manager, with Mr Hidetoshi Nakagawa, President of Japan Pro Shop

appreciate the ancient customs, the traditional residences, the sanctuaries, the onsen (hot springs) of the thermal villages of the hinterland, as well as the quality of the most important local food products: rice, sake, fresh fish. A heartfelt thanks to our friend Hideo, a jovial and very hospitable person, who is helping us to better understand the uniqueness of this extraordinary country and to adapt our range of products and services to the real needs of the market. ■



Michele Vitulano and Michele Sornatale of Indeco with Mr Hidetoshi Nakagawa and the participants of the demo day at Kobelco in Niigata

## Fairs

### Our next appointments

#### The Big5 Construct Kenya

9-11 November 2022

Nairobi (Kenya)

#### Conexpo Con/Agg

14-18 March 2023

Las Vegas (USA)

#### Samoter

3-7 May 2023

Verona (Italy)

#### CSPI Expo

24-26 May 2023

Tokyo (Japan)

#### Matexpo

6-10 September 2023

Kortrijk (Belgium)

#### Ecomondo

7-10 November 2023

Rimini (Italy)

#### Excon

12-16 December 2023

Bengaluru (India)



Indeco stand at the Bauma 2019 (Munich)





**Targeting your needs,  
and delivering  
cutting-edge solutions.**



That's what we've been doing for over 45 years. Targeting your needs on your jobsites, delivering the best response in terms of reliability, efficiency and productivity. Discover how, by scanning the QR code on this page. You will get an overview of the wide range of Indeco hydraulic shears, to help you choose the model best suited to your needs, to your carrier and to the job at hand.

[www.indeco.it](http://www.indeco.it)