



PRODUCTS AND SERVICES GUIDE



CONCRETEIRON.COM

Don't let your surplus concrete equipment and supplies go to waste. Sell your concrete equipment on the world's premier equipment sales site specializing in the concrete industry.

ConcreteIron.com has applied its 20 years of experience in the used concrete equipment world to build a top-of-the-line equipment sales site. It has all the key features you need to effectively list and sell your used or even new concrete equipment.

- **Simple and Straightforward** interface for listing your equipment in minutes.
- **Clear options for ads**, 90 day, Basic or Featured.
- **Non-complicated pricing** with no hidden costs, and no automatic renewals.
- **Comprehensive Categories** for Concrete Equipment.
- **Use it anywhere that you have internet.** Engineered to work on all sizes of screens from Desktop to Mobile phone without the need to install an app.
- **Expert help is always standing by.** We are always available to answer questions. Either by email at info@concreteiron.com or by phone: 817.837.9812.
- **Google optimized data** helps buyers, from across the globe, to find your equipment FAST.
- **Constantly working to make our site the best**, new features being added often.

Sell your volumetric mixer, laser screed, concrete pump, or any other concrete equipment quickly and efficiently with the ConcreteIron.com.

ABOUT CONCRETEIRON.COM

ConcreteIron Inc. has experienced tremendous growth in recent years, but we realized we could be doing more for our clients and customers. We've provided our equipment brokerage service to more than 8,000 clients worldwide for over 16 years. In that time, we have listed thousands of machines, generating over \$190 Million in global sales revenue. We were only scratching the surface of our industry and wanted to do more to advance how our industry buys, sells, and interacts. With a broader horizon in mind, we chose to expand our services to include self-post classified ads.

You can now access the same database our clients have used for years to cultivate sales opportunities at a fraction of the cost. You'll no longer need to sift through other trading site's ads, hoping to find the concrete equipment and supplies you're looking for. Whether you're looking for quality new or used concrete equipment and supplies, ConcreteIron has you covered. ■

Visit ConcreteIron.com today to sell your used concrete equipment and put some money in your pocket.

Examples of equipment that have been featured on ConcreteIron.com: ►



Gomaco

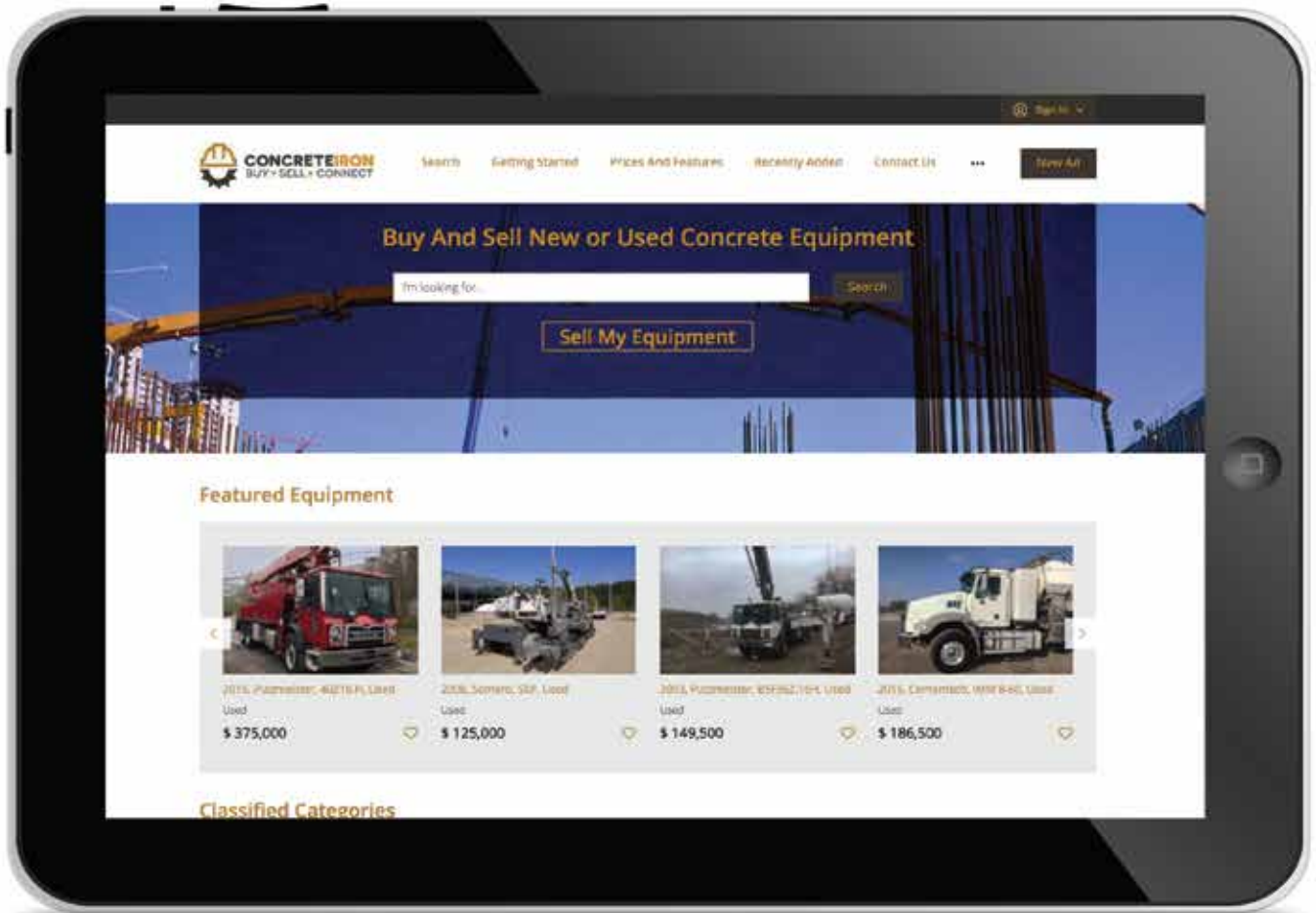


Putz



Schwing

Here's a high-traffic area to sell your new or used concrete equipment.



Based on decades of experience buying and selling concrete equipment, Concrete Iron has created an easy-to-use website to help you reach a highly qualified audience of equipment purchasers around the world.

Here's all it takes to add your ad:

- Go to concreteiron.com
- Fill in a few fields to create your ad
- Get your ad online for 90 days for just \$90—just \$1 a day
- No brokerage fees, no commissions



CONCRETEIRON
BUY • SELL • CONNECT

ConcreteIron.com ■ email: info@concreteiron.com

DEMCO TRAILERS



Demco Manufacturing of Boyden, Iowa, and Spencer, Iowa, has a variety of trailers for all your hauling needs. Demco offers drop deck trailers to move your heavy equipment in and out of the jobsite and a full line of Demco Side Dump trailers for your dirt work and moving needs. These side dump trailers are perfect for rubble removal as well. Demco also has a full line of Gondola trailers that can be used for anything from holding the site debris to collecting the valuable scrap that is generated during demolition.

TRAILER VARIETY

Demco's drop deck trailers come in a variety of sizes and combinations. These are available in spread and closed axle configurations in both spring and air ride models. These trailers range in length from 40 ft to 53 ft. Some of the

more popular models include: the 48 ft-5 ft beaver tail with triple ramps, the triple ramps and triple axles trailers, the straight 53 ft in either tandem or triple axles, or the simple 40 ft trailer.

The Demco Side Dump trailer is known for its strength and capacity in a smaller frame. Through design innovation, we are able to haul more yards and weight in our 34 ft tub than the majority of 36 ft, 37 ft and 38 ft tubs on the market. These high capacities also carry over to our 37 ft tubs on the larger models. The Demco Side Dump is offered in models of all shapes and sizes. These range from the 2-axle standard duty with a 75 K GVW capacity, up to the 5-axle heavy duty trailer with an 85 GVW capacity. Demco also offers a variety of lift and steerable axle configurations. These trailers are built with superior strength and reliability for even the most rigorous jobsite.

The Demco Side Dump also offers user-friendly features not commonly found on the competition's trailers. Demco offers the directional dump system with two points of contact on the driver's side. This allows the driver to dump on either side without having to get out to switch the locking system. This not only saves time, but provides safety to drivers on the jobsite.

REDESIGNED TRAIN CONFIGURATION

In 2018, Demco added the redesigned "train" configurations to the side dump trailers. By updating this proven design, Demco is able to offer the best performance on the market. Watch www.demco-products.com for updates as the new designs become available.

SUPPLYING ALL GONDOLA NEEDS

Demco offers Gondola trailers ranging in lengths from 40 ft to 53 ft and wall height from 3 ft to 8 ft. They offer a variety of axle options: 2 and 3 axles with both front and rear axle lifts available. These trailers are made with Hardox steel and are designed to withstand the day-to-day stress of the construction site or scrap industry. You will not find a superior trailer for these needs.

EVOLVING TO EXCEED EXCELLENCE

Demco, as a company, has evolved over the years and so has its products. Changing to meet customer's needs in the ever-changing construction environment, the quality of its products, and outstanding after-sale support, prove Demco's commitment to the success of its customers. ■



DEMCO

A multitude of hauling solutions to meet your demands



DEMCO

Doing Our Best to Provide You the Best

www.demco-products.com • 1.800.543.3626



DEUTZ

For more than 150 years, DEUTZ engines have supplied customized, cost-effective power to a broad array of machine types and market segments. The nine millionth DEUTZ engine was produced in 2015.

From its headquarters in Norcross, Georgia, DEUTZ Corporation, a subsidiary of DEUTZ AG, supports its product range of 25- to 830-hp

diesel and natural gas engines. The company is committed to providing optimized power solutions from the drawing board to prototype to production release.

The organization serves as a sales, service, parts, and application engineering center for the Americas, employing nearly 300 people. DEUTZ Corporation also operates a value-

added production facility for some of its key OEM partners, as well as an engine remanufacturing facility in Pendergrass, Georgia.

Strategically located DEUTZ Power Centers and Service Centers are designed uniquely support both OEM partners and end users. For more information, visit www.deutzamericas.com. ■



Along with exclusive remanufacturing agreements DEUTZ has with the JLG and Terex AWP Reconditioning Programs, several hundred more engines are remanufactured and sold to customers all across the Americas.



Each DEUTZ Xchange remanufactured engine undergoes a 300-point reconditioning process, including all of the latest engineering advancements and is tested to make sure it can live up to customers' expectations.



From its Value Add facility in Pendergrass, DEUTZ provides OEM partners with not only a cost savings due to its global purchasing agreements, but also just in time delivery, ensuring that its partners receive engines as needed.



Several thousand engines come through one of three value-added assembly lines each year, configured exactly as its OEM customers demand.



The DEUTZ Application Engineering department partners closely with OEMs to ensure that they're not only approaching the end of the Tier 4 flex period on time, but also providing the best engine configurations.



DEUTZ Corporation keeps plenty of parts in stock for several generations of engines, ensuring that its customers receive the parts they need.



DEUTZ Corporation has a fill rate of more than 95 percent, shipping out nearly 700 parts each day.



More than 500 students come to the DEUTZ Corporation headquarters each year to take part in technical service training classes.



Technical Service Training students receive extensive hands on training diagnosing simulated engine failures.



Highly knowledgeable DEUTZ service staff are at the ready, taking calls from distributors and end users, in order to help get engines up and running fast.



DEUTZ Corporation recently added a Warranty Disassembly Area at its Norcross location, allowing service staff to quickly resolve warranty issues.



DEUTZ Corporation service staff carefully examine each component that comes to Norcross for a warranty claim.

SETTING THE STANDARD WHEN PROFITS AND PRODUCTIVITY ARE ON THE LINE.



914 Series

REMANUFACTURED TO ORIGINAL DEUTZ FACTORY STANDARDS.

- We are so confident about the quality of DEUTZ Xchange engines that we offer a **national three-year limited, fully transferrable warranty**.
- DEUTZ Xchange engines are assembled with 100% genuine DEUTZ replacement parts and undergo a 300-point reconditioning process, which includes all the latest engineering advancements.
- DEUTZ Xchange provides a no-hassle core return policy, and speedy delivery.



912 Series



1013 Series



2011 Series



2012 Series

WHY BUY NEW, WHEN YOU CAN BUY
DEUTZ XCHANGE®

Call us direct today at 770.727.7824!

Or visit your authorized DEUTZ Distributor for more information > www.deutzamericas.com/xchange

EXPRESS BLOWER, INC.

Expand Your Opportunities With Express Blower® Equipment

For 25 years, Express Blower, Inc. has been leading the pneumatic blower truck market through technological innovation, state-of-the-art systems, and practical experience, resulting in a greater number of large-size pneumatic blower machines working in the field today than any other manufacturer. The mantra, “We are selling a business, not just a piece of equipment,” is ingrained in Express Blower’s culture and is reflected in the equipment and customer service provided to its customers.

EQUIPMENT TO MEET EVERY NEED

What began as a true bark or mulch blower has given way to a variety of Express Blower machines, some of which are powerful enough to productively blow aggregates as large as 1.5-inch round rock more than 1,850 feet and compost and soil blends more than 2,000 feet.* When including the available power packages, EB now offers 8 models, plus 2 more through Express Mulcher, an EB product line that features the walking floor and hose reel for companies interested in a more economical machine strictly for mulches and wood chips applications.

SEEDING IS BELIEVING

Innovation has been the foundation of Express Blower. The Supplemental Injection system, the basis for the Terraseeding® application, was patented in 2000 and was the design that quickly gave customers the most profit potential. Descriptively called “seeding with soil,” Terraseeding is a calibrated system to inject grass or wildflower seeds into the blow stream of compost, soil blends, or mulches. The calibration provides an even distribution of seed with the added benefit that blowing in with the organic material increases and quickens seed germination. The process also eliminates many burdensome steps such as wheelbarrowing

soil, leveling and raking, seeding by hand, fertilizing and topdressing over the seed. As a bonus, the blown on application is swiftly completed in relation to other methods and leaves little to no damage to existing landscapes and results in a smooth, professional appearance.



A GREEN MACHINE

Express Blower machines quickly and with little labor install compost erosion control blankets or sediment control berms, each delivering 100 percent ground contact for greater success at controlling runoff and stabilizing slopes—not only providing another revenue stream but also extending the blowing season into the fall and winter months. Terraseed the blanket or berm for a permanent erosion control solution.

With the rising popularity of green roofs, Express Blower again saw an opening to create more demand for its equipment and increase business opportunities for its customers by developing machines with the ability to blow materials “sky high.” While all EB machine models can go vertical for green roof installations, certain models have blown rooftop soil mixes more than 30 stories high, eliminating the need for cranes, wheelbarrows, and manlifts, while decreasing the amount of labor needed for installation.



THE COMPANY

Express Blower claims the industry’s most experienced and knowledgeable people in both sales and aftermarket product support and takes great pride in its superior customer service. Personalized onsite training with purchase, exclusive EB owner’s educational conference, expert technical support, extensive parts inventory to maximize uptime

and productivity, plus exceptional warranty coverage are just a few of the reasons that EB continues to grow and expand its customer base. ■

Whether it is for erosion control, green roofs, landscaping, construction, playgrounds, aggregates or Terraseeding, EB equipment reduces labor requirements, saves job time, expands capabilities, and provides great profit potential. When you work with Express Blower, you are working with the people who know blower trucks and their markets best.

*Performance may vary depending on type and quality of material used, operator proficiency, and jobsite setup, requirements and specifications. Express Blower, Terraseeding, and the Express Blower design logo are trademarks of Express Blower, Inc.



YOU DON'T NEED MORE PEOPLE... YOU NEED MORE MACHINE

Whether you are looking to increase your current green business' profitability and productivity, or you are an entrepreneur looking for an opportunity to capitalize in an emerging market, Express Blower, Inc. has the expertise and equipment to help you realize your vision. We are the **INVENTOR**, the **INNOVATOR**, the **STANDARD**. Call us.

Pneumatic Blower Equipment for:

- Green Roof Material Installation
- Erosion Control Blankets/Berms
- Terraseeding®/Topdressing
- Landscape Mulching
- Playground Chips Installation
- Animal Bedding & Mud Control
- Aggregates

CONTACT US TODAY



541.434.7100
800.285.7227



www.expressblower.com
info@expressblower.com

GORMAN-RUPP PUMPS

For more than eighty-five years, Gorman-Rupp has manufactured the high performance, high quality pumps and pumping systems required for lasting service in the municipal, water, wastewater, sewage, industrial, construction, petroleum, and OEM markets. Our extensive line of pump products include self-priming centrifugal pumps, standard centrifugal pumps, submersible pumps, trash pumps, priming-assisted pumps, and rotary gear pumps. Gorman-Rupp also manufactures a complete line of state-of-the-art packaged lift stations and booster stations that include pumps, motors, controls, piping, accessories, and enclosures.

Through the years, our continued growth has focused on superior pump design, engineering, and customer service. As a result, Gorman-Rupp has become a company known for market innovations and improvements that continue to set standards for the pump industry.

Gorman-Rupp operates two manufacturing plants, producing a full line of pumps and sewage pumping stations with custom-made fiberglass enclosures and electrical control panels.

Gorman-Rupp has over 1,000 distributors throughout the United States and the world that are qualified to give expert advice on pump selection and applications. If you have a service problem, a factory-

trained distributor is only a phone call away. Our distributors are backed by the fastest parts service in the industry. Gorman-Rupp stocks more than 60,000 pumps and parts and ships 99 percent of them within twenty-four hours so your parts will be there when you need them.



CONSTRUCTION MARKET

Gorman-Rupp is the leading manufacturer of pumps for the construction market. Offering nearly 3,000 models, we have one of the largest selections of fluid-handling products in the world. We have built our reputation on the workhorses of the construction pump market: self-priming centrifugal trash pumps. These dependable, versatile performers help

contractors move large volumes of water quickly. We also manufacture an extensive line of submersible, diaphragm, and priming-assisted pumps that offer maximum reliability and service life.

INDUSTRIAL MARKET

You will find Gorman-Rupp pumps operating in the most hostile industrial environments—down in the sub-basements; in the waste sumps; in the heat, steam, grease, and grime; handling the corrosive and abrasive industrial wastes other pumps cannot. Performing reliably month after month, year after year, in all types of waste control systems, pumping solids and debris that would shut other pumps down, Gorman-Rupp industrial pumps are designed for the people who service them.

MUNICIPAL MARKET

Gorman-Rupp sets the industry standard for sewage pumping systems including pumps, motors, and controls (complete sewage lift stations). Our solids handling self-priming and submersible sewage pumps offer maximum dependability and ease of service. Our commitment to “total system responsibility” means you only have to make one call should you encounter a problem with your system, from pumps and controls to the lights and fans in our enclosure. We simply offer the best sewage pumps and pumping systems in the industry. ■





RIVER IN YOUR WAY?

JUST MOVE IT.

Whether you need to bypass river water, take care of a flooded site, or pump out a ditch, Gorman-Rupp Prime Aire® and Prime Aire Plus® pumps are guaranteed to get the job done right. Because these priming-assisted pumps are designed to move large volumes of water fast — even when sticks, stones, and intermittent flow would normally present a problem.

Plus, we offer the best technical service, support, and distributor network in the world to keep you up and running when it matters most.

> Visit GRpumps.com to find your distributor today.

ISUZU COMMERCIAL TRUCK OF AMERICA, INC.

Will Your Next Work Truck Be Gas-Powered?

Gas powertrains have long been a popular option for light-duty work trucks. Construction sites are often filled with various pickups or modified cab-chassis versions that essentially just haul tools and materials. However, when the work calls for heavier duty applications, diesel power has long been the preferred method, historically due to the higher torque output, towing capability, and the GVWR offerings of the chassis, just to name a few. But, are gas-powered work trucks getting the respect they deserve?

Do a quick search online and you can find a number of reviews comparing the benefits of gas and diesel powertrains; they will breakdown everything from gas-powered vehicles having a lower acquisition cost to their environmental impacts. We want to put to rest the myth that gas-powered trucks aren't built for heavy-duty applications. It just isn't the case.

Isuzu knows the demands of the worksite can vary drastically. Isuzu is known for its durable diesel engines, but also offers a durable and powerful gas powertrain. The 6.0-liter V8 engine generates 297 hp and 372 lb-ft of torque and has a 200,000 mile design life. Whether you need more payload capacity, a specific body upfit, or more power to move the load, an Isuzu gas-powered truck should be at the top of your list.

PAYLOAD IS JUST PART OF THE STORY

Isuzu offers gasoline powertrains in the NPR (12,000 lbs GVWR) and the popular NPR-HD (14,500 lbs GVWR). Historically, these chassis have been a great fit for dry van bodies, but today, they used for so much more.

Utility bodies are a perfect upfit for a gas chassis. Service providers like plumbers, HVAC, carpenters, and the like drive modified pickups and cargo vans that lack the organization, payload capacity, quiet ride, and security of an Isuzu truck with a utility body. To meet the demand, Isuzu recently added the Knapheide KUVcc and the Supreme Spartan utility bodies to its Road Ready Body Program, giving dealers and customers quicker and easier access to these quality bodies.

Utility bodied trucks have to provide ample cargo space for the numerous tools and materials with good organization, but they also need adequate payload for the heavier items they haul to the worksite like water heaters, pumps, and AC units. On the NPR, you get over 4,300 lbs payload and over 6,500 on the NPR-HD with a Knapheide KUVcc or Supreme Spartan. To compare, a conventional cab chassis (14,000 lbs GVWR) with the same body would provide about 4,700 lbs payload and be on a longer wheelbase than the Isuzu. The conventional cab lacks the maneuverability and visibility of the Isuzu truck as well.



Other upfits that work well with a gas chassis are a dump body and a landscape dump body. Both are available in Isuzu's Road Ready Program. These bodies are popular with landscapers, roofers, and construction crews hauling dirt and debris. The larger bodies offer more space on a smaller wheelbase and in the case of the Isuzu NPR-HD Gas provide more payload. The NPR-HD can carry over 6,600 lbs of payload with either body. The same bodies on a 14,000 GVWR conventional cab with a gas engine can only haul around 4,800 lbs. That's nearly a ton difference. To match the payload of the NPR-HD with a conventional cab chassis, you'd have to go up to a 16,500 GVWR which will cost you more. Truck buyers often make the mistake of buying a larger GVWR truck than they need. Work closely with an Isuzu Sales Associate to spec your next truck correctly to the intended application.

ISUZU DEPENDABILITY IS THE STORY

Isuzu owners can rest assured that they have a great powertrain backed by a class-leading warranty. The 200,000 mile design life of the gasoline engine shows that it is built for years of hard work. The 5-year 75,000 mile engine warranty says Isuzu has you covered every step of the way.

Isuzu gas-powered work trucks are reliable and capable for a number of heavy-duty applications. So much so that Isuzu recently announced they will be adding a Class 5 gas-powered truck to its lineup in 2020, giving customers a higher GVWR option. ■

A new Isuzu gas truck in 2020 with Class 5 capability, that's respect!



ISUZU
TRUCK

YOUR VOCATION ON AN ISUZU TRUCK



WHY AN ISUZU TRUCK IS THE RIGHT CHOICE FOR ANY JOB:

- Durable V8 gasoline engine with a 200,000 mile design life
- CNG/LPG capable
- GVWR 12,000 & 14,500 lbs.
- Wheelbase 109.0 to 176.0 in.
- Excellent maneuverability and visibility
- Body choices from 10 to 20 feet
- Standard or crew cab options
 - Standard cab seating up to 3
 - Crew cab seating up to 7

WWW.ISUZUCV.COM

Isuzu N-Series vehicles are assembled from component parts manufactured by Isuzu Motors Limited and by independent suppliers who manufacture such components to Isuzu's exacting standards for quality, performance and safety. Truck body is a product of the Knapheide Manufacturing Company. Please see your authorized Isuzu dealer for details.

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JEFFREY MACHINE

“JEFFREY MACHINE HAD A RECORD-BREAKING YEAR IN 2018 AND 2019 IS TRACKING TO BE EVEN BETTER.”

NEW TOOL: ECONO AUGER

To begin with, Jeffrey Machine announced the addition of a new tool to its lineup: the Econo Auger. The Econo Auger still has the standard fabricated drive box and pin, 1-inch-thick flighting with lifting eye hole and Z-pattern hard surfacing for wear protection, 1-inch-thick wall tubing center shaft, and .990 holders and .990 HB conical teeth, offering them in sizes ranging from 12-60 inches in diameter. Though it is being built alongside standard augers, it has several differences that make it more economical. The Econo Auger does not come with the following: drive box gussets connecting the drive box to the flighting to decrease the chance of box to stem failure, wear pads on the flights (which greatly increase the life of the auger), 100-percent bevel on the flighting (to maximize weld penetration), flighting laminate (which greatly increases the strength of the flighting for crowd and torque), .990 tri-holders (which allow customers to run three types of teeth with one tool such as the conical teeth), dirt shovel teeth, and the dragon's tooth. Any combination of these options can be added for an additional charge to customize your tool to fit specific drilling needs.



Econo Auger

ADDITION OF BARIOD PRODUCTS

In addition to adding the new tool, Jeffrey Machine has added Bariod products: EZ-MUD® PLUS Polymer Emulsion, POLY-BORE™ Borehole Stabilizing Dry Polymer, and QUIK-GEL® Viscosifier. These are available for purchase through sales representative at either location of Jeffrey Machine (Birmingham, Alabama, or Euless, Texas). The Texas location continues to add stock tools and teeth, making it a convenient option for shipping parts to different parts of the country in a timely manner.



QUARTERLY GIFT WITH PURCHASE

Jeffrey Machine is also offering quarterly specials this year with purchase. The quarter one special was a pair of deer skin, lined gloves that had the Jeffrey Machine logo branded in the leather. “We got so much good feedback on the gloves and the customers were excited to receive a gift from us with their purchase we decided to offer gifts for the whole year.

“For the second quarter, the gift is a Jeffrey Machine YETI® mug. The promotion is for every order over \$1,000 you will receive a mug,” Sager says. “It’s a nice incentive for the customer and a way for us to say thank you!”

The specials are announced in the Jeffrey Machine newsletter, released at the beginning of each new quarter via email. If you would like to sign up for this, you can do so on the website or by calling the Birmingham office.



Q2 Special

MEET US AT A TRADE SHOW

Jeffrey Machine loves attending trade shows and several are lined up in 2019, including SuperPile (May 1-3) Seattle, Washington; ICUEE (October 1-3) Louisville, Kentucky; and DFI’s 44th Annual (October 15-18) Chicago, Illinois. At these trade shows, Jeffrey Machine will be showcasing different types of tools offered in its lineup and will have sales representatives on hand to answer questions.

“We love attending shows throughout the year. It’s a great way for us to introduce our product to new customers and see our existing customers and show them what we have that’s new. It also gives us a great opportunity to hear about the changing needs of customers since we’re not always out in the field with them—we can then go back and brainstorm and customize new ideas for them,” says Jeffrey Sager, owner, Jeffrey Machine.

DOING WHAT WE LOVE

Sager shares, “We are always excited for each year to continue to get to do what we love and we’re looking forward to many more!” ■

For more information about the complete line of Jeffrey Machine tooling, visit JeffreyMachine.com.



WE ARE THE FOUNDATION



DRIVEN *BY* PRECISION.

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**JEFFREY
MACHINE INC**

BETEK 
Teeth

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2214 W. Eules Blvd
Eules, TX 76040
817.545.8677



Visit our website at JeffreyMachine.com to purchase parts.



MCGRIFF, SEIBELS & WILLIAMS, INC.

McGriff has served clients for more than 100 years. In 1982, several turn-of-the-century financial service companies merged to form McGriff, Seibels & Williams, Inc. (McGriff). As McGriff grew and expanded from its headquarters in Birmingham, Alabama, new offices were strategically opened in Atlanta, Dallas, Denver, Houston, New Orleans, New York, Philadelphia, Portland, San Antonio, Seattle, and St. Louis.

In February 2004, McGriff merged with BB&T (NYSE: BBT) Insurance Services to form what is now the 5th largest insurance brokerage in the nation. McGriff elected to partner with BB&T because of their commitment to support and enhance the culture that led to McGriff's success. We have maintained our independence, customer focus, and exceptional management team. The backing of BB&T, one of the nation's largest financial holding companies, allows McGriff the platform and resources to continue to grow and expand its operations nationally and globally.

CONSTRUCTION RISK SERVICES

Our risk practices group include: construction risk services, surety, energy/marine, commercial, financial services, transportation, and aviation. With more than \$3 billion of group annual premiums placed into the market, McGriff enjoys an excellent relationship with all major underwriting partners.

The construction risk services practice group engages with clients at all levels, from smaller contractors needing risk transfer products to the more sophisticated risk financing options, such as captive insurance companies, self-insured programs, and contractor controlled insurance placements.

Our organizational structure supports its client-centered approach to doing business. It is an extremely flat organization staffed with employees that are first and foremost in the insurance and risk management business, regardless of what leadership level they have obtained. We operate with a minimum of bureaucracy—each group is geared

to respond immediately to customer requests. We understand that our viability as a company depends solely on our ability to meet client needs. The entire organization is structured to fit the customer, because customer satisfaction is our most important objective.

RISK MANAGEMENT PROGRAM

Just as design is important to a construction project, program design is equally vital to a risk management program. MSW integrates best management practices with innovative and traditional risk solutions to achieve the optimum cost-effective approach for our clients. The following are some key strategies that we utilize when tailoring your risk management program. These proven strategies are very effective in reducing the overall cost of risk for our construction and industry clients.

Risk Financing: We evaluate financing options that make practical sense for each client, whether it's a captive insurance alternative, a highly leveraged guaranteed cost placement, or a Consolidated Program approach for the construction team.

Safety Management Consulting:

Reducing losses is the only sure way to control long-term insurance expenses. From pre-job assessments to drafting a safety manual, from substance abuse to orientation and training, MSW's safety professionals will work with clients to implement a comprehensive safety program. A hallmark of our program is our focus on prevention—we work closely with the project teams to identify and prevent losses before they occur.

Claims Management: With properly managed claim efforts in place, the results of losses can be mitigated. This requires both knowledge of the claims business and knowledge of the contracting business.

Risk Allocation: Risk management services include a Best Practices audit on contract documents to insure that risks

are allocated properly, and in our client's best interests. This involves contract reviews as well as subcontract audits for risk allocation compliance. This aspect of the business is often overlooked by our competitors.

Loss Analysis: We work with a client's existing loss history to not only compute expected losses, but to understand how and why the losses occurred. This analysis is a critical step in overall program designs.

THE SURETY GROUP

McGriff, Seibels & Williams' Surety Group focuses exclusively on meeting the contract and commercial surety bond needs of our clients. We provide surety programs for a wide range of industries, including construction, energy, financial, manufacturing, retail, healthcare, and real estate.

Our surety programs are tailor-made for each client, and we work hard to make each relationship a long-term partnership. We know that every client is different, and we work closely with each of them to understand their unique needs. Awareness of strategic goals is a critical prerequisite for development of a successful program. ■

For more information about McGriff, Seibels & Williams and the services offered, visit www.mcgriff.com.



Steven Davis, Director and Senior Vice President, McGriff, Seibels & Williams

Groundbreaking Risk Management

Whether you're about to set structural steel on a 40-story building or install a 400-mile pipeline spread, consult our professionals to leverage over 100 years of construction risk knowledge and experience.



McGRIFF, SEIBELS & WILLIAMS, INC.
CONSTRUCTION RISK SERVICES

McGriff.com/construction

NIAGARA MACHINE

Protecting the Value of Concrete Floors

Niagara Machine, Inc., is a concrete flooring and surface preparation specialist that sells a full line of top brand equipment for concrete repairing, resurfacing and polishing, including Lavina® concrete grinding/polishing machines and diamond tooling, Terrco® grinders, BlastPro® shot blasters and scrapers, DiamoPro® HEPA dust extractors, air scrubbers, pumps, and accessories.

The company also offers contractors and building managers an extensive line of concrete repair products, fillers, sealers, stains, dyes, and coatings that includes Prosoco® and Ameripolish® brands, and the flagship of Niagara's line—DiamoPro® UV HS Plus®. In addition to serving as an all-encompassing resource for equipment, diamond tooling, and concrete chemicals, the company provides extensive training in the selection and operation of equipment, tooling and chemicals, as well as on-site consulting services.

DIAMAPRO UV HS PLUS

Among Niagara's most innovative concrete chemical products is DiamoPro UV HS Plus, a high-solids, one-component, aliphatic urethane coating that offers unprecedented protection from abrasion, chemical corrosion, and microbial infestation. The coating is virtually impervious to surface damage and staining caused by petroleum products, pharmaceuticals, foods, de-icing agents, and industrial chemicals. It also exceeds the friction-wearing capabilities of traditional coatings, effecting substantial reductions in marring and chipping caused by forklifts, pallet movers, and other material handling equipment.

EASE OF INSTALL

DiamoPro UV HS Plus cures immediately upon exposure to ultraviolet light, virtually eliminating the hours or days of curing-time that conventional epoxies require. As a portable UV light is passed over the wet coating, a photo-initiator reacts with the UV rays to instantly cure the film and form an extremely hard, cross-linked bond. This feature enables DiamoPro UV HS Plus to be applied with minimal interruption of service during remodeling or restoration projects. Floors may be prepped and cured overnight, on weekends, or at periods of low service demand. Installers also have the option to coat one section at a time, immediately returning cured sections to full service. DiamoPro UV HS Plus also brings exceptional efficiency to new construction projects, enabling different trades and construction crews to use floors as soon as curing is completed.

ANTI-MICROBIAL AGENT

Applications where floor sanitation is critical, such as the healthcare, pharmaceutical, food service, and food processing industries, are particularly well-served by DiamoPro UV HS Plus. The coating is enriched with Microban®, an anti-microbial agent that attacks the reproductive systems of bacteria to prevent their growth and spread. DiamoPro UV HS Plus goes to work immediately upon curing to ensure optimal prevention of health-threatening microbial agents.



LOW VOC CONTENT

DiamoPro UV HS Plus is inherently safe to install. The coating has a very low VOC content of 3 grams/liter, and is virtually odor free. Inhalation and flammability hazards are essentially non-existent. It offers the flexibility to be applied at any temperature, requires no primer coat, and has an extremely long shelf life. As it is rolled on, the coating fills the pore structure of the concrete surface and does not need to be applied thickly to achieve optimal protection. DiamoPro UV HS Plus is a one-component system that requires no mixing, and is available in matte and gloss finishes.

Customer and employee safety are also ensured with DiamoPro UV HS Plus. The cured surface meets all state and federal regulatory criteria, including the National Floor Safety Institute's certifications for the coefficient of friction.

CERTIFIED INSTALLERS

Certified DiamoPro UV HS installers are available nationwide. These installers have successfully completed comprehensive, hands-on, factory training in prepping, coating, and curing to ensure the highest quality results. In addition, DiamoPro coating technicians are available for around-the-clock consultation and design assistance.

KNOWLEDGEABLE TECHNICIANS

Whether it's questions about our equipment and tooling or one of our chemical treatment products, Niagara Machine technicians are always on hand to offer recommendations regarding each customer's needs. Our mission is to help restore and preserve the performance and value of flooring by putting the right equipment into the right hands. It's a goal that's being realized at hundreds of diverse applications across the nation.

Niagara Machine is headquartered in Erie, Pennsylvania, with warehouse/showroom locations in Charlotte, North Carolina; Gloucester City, New Jersey; North Bergen, New Jersey; and Orlando, Florida. The company also has field representatives and inventory at nine sales offices across the nation. ■

For more information, call 800.622.2048, email info@niagamachine.com, or visit www.niagamachine.com.

IF IT'S A DURABLE FLOOR YOU WANT PREP WITH LAVINA AND COAT WITH DIAMAPRO



LAVINA
by SUPERABRASIVE

The combination of Lavina equipment and DiamaPro UV-HS coatings has proven to produce a floor that can undergo extreme physical and chemical wear. This floor system cures instantly, will not chip, and is easy to install. Call for more information or to set up a demo.

- Concrete grinders that are user friendly
- Stands up to heavy traffic
- Cures instantly with a UV light
- Little to no downtime
- Resists harsh chemicals, like battery acid
- Contains Microban® antimicrobial
- Safe and aesthetically appealing
- Easy to maintain



NIAGARA
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ESTABLISHED 1954

The Ultimate Concrete Floor

800-622-2048

www.niagaramachine.com

XTREME MANUFACTURING

XTREME XR3034: Versatility at 30,000 lbs



XR3034 with pole grapple carriage

Las Vegas-based Xtreme Manufacturing is one of the leading manufacturers of high specification telehandlers in North America, with an increasing global customer base. Founded in 2003, Xtreme Manufacturing offers a range of 16 models of heavy-duty telehandlers with capacities ranging from 6,000 lbs to 70,000 lbs and lift heights ranging from 19 ft to 70 ft. Designed to outlast and outperform anything else in the industry, Xtreme has set the standard for safety, productivity, and reliability.

THE IDEAL BALANCE

The Xtreme XR3034 ultra high capacity roller boom telehandler is the ideal balance of reach, height, capacity, and maneuverability. Delivering up to a 34 ft maximum lift height, and up to a 30,000 lbs lift capacity, the XR3034 is an incredibly versatile telehandler engineered to withstand the toughest working conditions.

Most commonly used in mining, oil & gas, general construction, and infrastructure, the Xtreme XR3034 is used in a variety of applications due to its high capacity and flexibility on the job. Telehandlers, which as the XR3034, also deliver a lower operating cost than mobile cranes, which are commonly deployed for similar capacity applications. A telehandler requires one trained operator, whereas a mobile crane commonly requires a certified crane operator, plus the use of crane oilers and flaggers, as well as the time and costs incurred for set-up and dismantle of the crane for each use.

THE XTREME DIFFERENCE

All Xtreme telehandlers, including the XR3034, share key attributes that constitute "The Xtreme Difference," including 360-degree operator visibility from the cab, an integrated

machine rated lift point for suspended loads, long-life boom rollers for smoother operation and minimal maintenance, and specially designed controls that allow the operator to keep one hand on the steering wheel at all times. A wider than industry-standard outrigger stance provides additional stability, and standard auxiliary hydraulics means that the lift can be fitted with a wide range of attachments for flexibility on the job.

Using a 173 hp, Tier 4 Final Cummins engine, the XR3034 is equipped with a 72-gallon fuel capacity and has a 72-inch fixed carriage as standard. The lift utilizes Xtreme's D-class carriage to handle higher capacity loads.

ROBUST MACHINE

Designed to deliver a long working life, the XR3034 benefits from a heavy-duty, all-steel construction. Weighing in at 49,100 lbs, the XR3034 has a robust chassis with a 148-inch wheelbase, ground clearance of 15 inches, and a turning radius of 16 ft, 8 inches. Contributing to the robustness of the machine, the chassis is supported by Kessler axles, which are commonly used on rough terrain cranes.

High-capacity telehandlers are being utilized for the gap between where telehandler capacities stop and smaller rough terrain cranes pick up. They are typically used to move large capacity items around the jobsite, whereas mobile cranes require extra time to set up, pick up a load, place it on a truck, dismantle, move, and re-set up to pick the next load.

Many options are available for the XR3034, including a choice of open and enclosed cabs, with heat and air conditioning, as well as multiple fork tines and carriages, including a side tilt carriage. The XR3034 can be further customized with attachments, including a 72-inch pole grapple, sling mount, truss booms, and buckets. Attachments, such as our pipe and pole grapple, also increase opportunities for telehandlers within the utilities and infrastructure sectors.

LONG WORKING LIFE

Designed to provide a long working life, all Xtreme telehandlers are backed by an industry-leading 10yr-5yr-2yr warranty, and are built in the USA. The Xtreme XR3034 is available to order now. ■

For more information on the Xtreme XR3034, visit www.xmfg.com/xr3034.

CEMENTING YOUR AMERICAN DREAM

XR3034 30,000 LBS CAPACITY | 34 FT LIFT HEIGHT | 173 HP

Turning pipe dreams into reality. Capable of lifting up to 30,000 lbs. and available with a range of innovative attachments, such as the pipe and pole grapple, the Xtreme XR3034 can handle your largest project ideas.

Designed with safety, reliability and serviceability in mind, Xtreme proudly manufactures in the U.S.A. to help you build your American dream.



XTREME
MANUFACTURING

www.xmfg.com

ALLIANCE TIRE GROUP

More Rubber in the Galaxy Hulk SDS Solid Tire

GALAXY
APPLICATION SPECIFIC, PURPOSE BUILT.

MORE RUBBER. MORE PERFORMANCE. THE GALAXY HULK SDS.

For the toughest job sites, you need the toughest tire on your skid steers and loaders: the Galaxy Hulk Severe Duty Solid (SDS). The Hulk SDS features an aggressive block lug pattern more than 2 inches deep—**36% deeper than conventional solid tires**—made with cut- and chunk-resistant compound for longer life.

Plus, the skid steer version of the Hulk SDS is mounted on a 16-inch rim to give you more than 4 times more usable rubber to the 60J line. That's extra wear even after the tread is gone. It all adds up to lower total cost of ownership—and a higher return on investment.

Talk to your Alliance Tire Group (ATG) dealer about the Galaxy Hulk SDS, visit www.atgtire.com or call us at (800) 343-3276



ATG A GROUP COMPANY OF
YOKOHAMA

www.atgtire.com | 800-343-3276 | #atgtire

TFor the toughest demolition and construction sites, Alliance Tire Group (ATG) builds the toughest tire on the market: the Galaxy Hulk SDS. "SDS" stands for "Severe Duty Solid," and every word reflects improved performance.

Of course, it's solid—**inches of puncture-proof rubber** that eliminate downtime due to the punctures, slashed sidewalls, or burst casings that can sideline pneumatic tires and put a machine out of commission for hours. But there's also the Hulk SDS's steel creel bead assembly for turning torque into power. There's cut- and chunk-resistant compound that also minimizes heat buildup. And, the Hulk SDS features an under-tread tie bar that stabilizes the centerline chevron blocks, minimizing tread flexion for a longer service life.

The Hulk SDS features a rugged block tread that combines traction with wear resistance, boosted by a flat contact patch that improves grip while minimizing wear. The tread blocks are 36 percent deeper than standard solid skid steer tires—a full 79/32 inches, more than 2 inches deep—delivering more grip for far longer.

And, ATG came up with an ingenious way to provide even more rubber. Instead of building the Hulk SDS skid steer tire for the 20-inch rim that most solid tires are designed to fit, the Galaxy Hulk SDS is built with the same outer diameter pressed onto a 16-inch rim. That means the Hulk SDS has four times more usable rubber to the 60J line—**inches of extra wear even after the tread is gone.**

On the job, there's no time for downtime, and every investment has got to deliver a positive return. With more rubber and more hours of reliable service than standard solid tires, the Galaxy Hulk SDS eliminates downtime, even in the most severe environments, and delivers a lower total cost of ownership. That adds up to profit, plain and simple. ■

APPLIED MACHINERY SALES

Merlo for Flexible Jobsite Performance

Whatever the jobsite demands, there is a Merlo solution. Merlo's range of telehandlers—compact, heavy duty, high capacity, and panoramic—and Rotos offer lift heights up to 115 feet, operating capacities up to 25,000 lbs and many beneficial features.

This year, Merlo rolls out its new telehandler modular design with "Plug & Play" electronics. Within this new design are a number of operator efficiency enhancements. There is the wide, split door for easier access to a spacious, climate-controlled cab and ergonomic seating. This cab offers 360-degree visibility (thanks to its low, side-mounted boom) to ensure the operator has the load and working environment in sight at all times. The new dashboard hosts a streamlined control panel and larger LCD. The electronic joystick is intuitive and the function buttons are positioned for easier access.

Merlo telehandlers, depending on models and capacities, are equipped with a hydrostatic transmission, frame leveling, and precision side-shift for better load placement. All have a no flex, ground engaging boom that accepts a large variety of attachments.

One of the newest Rotos coming to the USA, with the latest modular design, is the Roto 50.35S Plus. This Roto has a 115-ft lift, 96-ft reach and a 20-degree tilt cab. It also boasts the new ACSC software system. In real time, this program collects machine parameters such as load position and weight, boom extension angles, stabilizer position, and attachment information. It then analyzes the data to create the load diagram seen on the highly visible LCD.

Merlo offers a number of telehandlers and Rotos to fit any job specification. To see the full Merlo line, visit www.ams-merlo.com. Contact your local dealer or Applied Machinery Sales for more information. ■

Applied Machinery Sales is an importer and distributor of world-class equipment for construction, agriculture, and rental businesses. It offers sales, service, training, and dealer opportunities.

Contact information: 803.327.4949, info@appliedmach.com.



For every application there is a Merlo telehandler.

Lift heights up to 115'.

Operating capacities up to 25,000 lbs.

Frame leveling. Precision side-shift.

Accepts variety of attachments. Ground engaging.

Cabs designed for operator efficiency.

Visit ams-merlo.com to see the full line

Learn more from your local dealer or



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AMS is the official importer and distributor of Merlo equipment for the USA.

APPLIED MACHINERY SALES

Built for Power. Designed for Agility. VF-Venieri.

VF-Venieri earthmoving equipment is now available in the USA. Globally recognized for building innovative loaders with solutions for any number of applications, the VF-Venieri lineup includes articulated front loaders, articulated and rigid backhoe loaders, telescopic loaders, compact front loader, and compact backhoe loader.

Well known for building power, balance, stability, and safety into every machine, VF-Venieri earthmoving equipment also offers greater breakout force, a surprisingly compact footprint, and easy operation.

Depending on model and type of loader, VF-Venieri earthmoving equipment comes equipped with hydrostatic transmissions, "Z" front bar linkage, inching brake pedals, precisely balanced weight distribution, frame-mounted rear oscillating axles, turbo cooled diesel engines, and acceptance of a variety of attachments.

Plus, higher operator efficiency is engineered into every cab. The enclosed cab offers 360-degree visibility (minimizing blind spots), better ergonomics, exceptionally efficient ventilation system with automatic and manual climate control, sound absorbent materials, and special anti-vibration rubber shock absorbers.

“WITH A GREATER BREAKOUT FORCE AND COMPACT FOOTPRINT, VF-VENIERI EARTHMOVING EQUIPMENT IS EASY TO OPERATE.”

For versatile high performance, low maintenance, and premium value look no further than VF-Venieri earthmoving equipment. Now available through its distributor Applied Machinery Sales (AMS) and your local dealer. To see the full line of VF-Venieri equipment, visit www.ams-venieri.com. ■

Applied Machinery Sales, located in Rock Hill, South Carolina, is an importer and distributor of world-class equipment for construction, agriculture, municipalities, and rental businesses. AMS offers sales, service, training, and dealer opportunities.

Contact information: 803.327.4949, info@appliedmach.com.

Higher Breakout Force
Simple to Operate
Increased Visibility



Venieri SPA
EARTHMOVING MACHINES



Built for power, designed for agility. **VF-Venieri** earthmoving equipment brings a higher level of performance and greater economic efficiency to every job.

The VF-Venieri line-up includes articulated front loaders, articulated & rigid backhoe loaders, telescopic loaders, compact front loader, and compact backhoe loader.

See the full line of these versatile earthmoving solutions at ams-venieri.com

Contact a local dealer or AMS to learn more!

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Applied Machinery Sales, located in Rock Hill, SC, is the official importer and distributor of VF-Venieri earthmoving equipment for the USA.



CONVEYOR APPLICATION SYSTEMS

Innovative material placing equipment, that's what Conveyor Application Systems (CAS) specializes in. In today's working environment, equipment that creates efficiencies, reduces labor and overhead costs, and gets the work done in record time, is worth its weight in gold, CAS black and gold. Whatever the application, if you move material, you should own CAS material placing equipment. Made in the USA!

At CAS, it's always about performance. We build On-Road slingers like our CAS FatBoy. With capacities that range from 22 to 45 yards, production rates of 2-4 yards a minute and up to 150 ft of placing distance, the ability to bulk offload, and overall performance that is unmatched in the industry. The CAS FatBoy is the future of slinger trucks. Unlike traditional slingers the FatBoy has a 32-inch wide zero-degree feed floor, 16-inch wide placing conveyor, and a nearly vertical triple walled Hardox Steel box. What does all this mean? It means, you can place more material in less time, it's safer to drive with its lower center



of gravity, volumes of material effortlessly flow with precision placement, and its versatility allows you to keep it working all the time.

We also build Off-Road Slingers. Our flagship model for more than a decade has been our AT7. This unmanned, remote-controlled, all-terrain slinger offers innovation, durability, and performance that is only limited by the owner's imagination. The AT7 is 4-wheel drive with a 12-ft footprint; it has independent 4-wheel drive, crab steering,

and the ability climb a 3:1 slope. The AT7's speed and agility to navigate off-road terrain allow its owner to create material placement efficiencies most people only dream about. As fast as you can load its 7-yard hopper, the AT7 can place a variety of materials (beach sand to 6-inch stone) up to 150 ft with precision and at production rates of up to 1,500+ yards a day with one operator and one piece of equipment.

CAS material placing equipment—**Increase your bottom line today.** ■

SLING ON-ROAD OR OFF-ROAD, INTO SPRING WITH CAS

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FAT BOY **AT7**

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DOMINION EQUIPMENT PARTS

Established February 1998, family-owned and operated Dominion Equipment Parts LLC celebrated its 20th anniversary last year.

In just two decades, Dominion has become the OEM provider for Yanmar and Morooka equipment parts, developed its own brand of high-quality rubber track replacements, and is one of the nation's leading track importers, supplying rubber tracks for 38 crawler equipment brands.

Dominion is also a distributor of undercarriage parts for top brand names including Bobcat, Caterpillar, Gehl, Kubota, Takeuchi, and Mustang, providing sprockets, rollers, and idlers. It is the solely authorized North American distributor of specialized, compact dumpers and concrete trucks manufactured by Fiori. Its geographic range includes the 48 contiguous

United States, Canada, Mexico, and South and Central America.

Dominion initially shipped nationwide from Richmond, Virginia, its original base of operations. To improve delivery times, Dominion established distribution hubs in Dallas and Cincinnati, then added Jacksonville, Sacramento, Albany, and Portland. In 2015, it added a Canadian hub in Leduc, Alberta. Each was chosen for its logistical efficiency to give the region's customers same-day shipping with next-day delivery. Customers who choose to can also pick up their tracks or parts right from a regional warehouse, since each distribution hub also has a dedicated sales staff.

One of Dominion's greatest assets is a strong dealer network offering Dominion Rubber Tracks and



associated parts, including Yanmar and Morooka. The network includes United Rentals, the largest rental agency on the continent with more than 960 locations.

Going forward, Dominion is focusing on improving its inventory and distribution capabilities even further, as well as supporting the Fiori Group machines it introduced in 2016. The compact, user-friendly vehicles increase productivity, flexibility, and operator safety in confined spaces such as narrow lanes, alleys, and tunnels. They are ideal for working in crowded city centers or in environmentally sensitive habitats and valued landscapes with restricted access. ■

MORE CONTRACTORS RELY ON US.

We're proud that Dominion Rubber Tracks are the

#1 SELLING RUBBER TRACK

brand in America.

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EFFICIENCY PRODUCTION

Efficiency Production—America's Trench Box Builder™—is an Arcosa Shoring Products Company. Efficiency provides the widest selection of standard and custom trench shielding and shoring systems, including:

- Steel and Aluminum Trench Shields
- Steel Manhole Shields
- The Industry leading **Build-A-Box™** Aluminum Modular Trench Shielding System
- Hydraulic Shores, Rescue Shores, Hi-Clearance Shores, and Hydraulic Aluminum Shields

UTILITY AND INFRASTRUCTURE

Efficiency Production's versatile products are designed specifically for safe and cost-effective installation of utility systems and infrastructure improvements. All products are P.E. certified to meet OSHA standards. Additionally, Efficiency Production manufactures the country's PREMIER Slide Rail System, supported by the manufacturer's *Special Operations Shoring Division*; the nation's most experienced team of Slide Rail experts and installers.

CONSTRUCTION SUPPORT

Efficiency also supplies and services a full range of construction support equipment, including:

- Stone Mizer™ Bedding Box Material Containers
- Porta-Tank™ Water-tank & Power-Spray System
- Road Plate
- Pipe Pullers
- Fall Protection
- Tire Mud Cleaners

With a staff of professional engineers, product specialists, and a state-of-the-art manufacturing facility; Efficiency provides trench shielding and shoring equipment throughout the United States, Canada, South America, and many other parts of the world. Efficiency also offers a full range of custom engineering support, including: pre-bid CAD system drawings; special application design for highly challenging jobsite conditions; sales, marketing, and customer service support; and on-site installation assistance from the country's foremost Slide Rail System and Trench Shielding Specialists. ■



If your employees are working in a **TRENCH**, they are working in a **DANGEROUS** place.

Protect them by using a **trench shield** or other **shoring equipment** from **Efficiency Production**.



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ISUZU MOTORS AMERICA, LLC

Isuzu REDTech™ New 4HV1 Power Unit

Isuzu introduced its first Alternative Fuel Power Unit in 2019 during the ARA Rental Industry Show in California. Isuzu, a leader of reliable Engine technology since 1916, has now created these robust alternative fuel products to supply the growth within the Off-Highway, Industrial, and Rental markets. The 4.6L Engine provides a range of dependable power in LP: 82.5 hp (61.5kW) @ 1800 RPM or 56.3 hp (41.9 kW) @ 2200 RPM. In Natural Gas: 78.4 hp (58.5kW) @ 1800 RPM or 79.8 hp (59.5 kW) @ 2200 RPM.

From the beginning, Isuzu has been known as a leader in Diesel engines so it becomes a natural progression to create Alternative Fuel products with the same qualities that they have been recognized for more than 100 years.

Isuzu is **reliable** because of their global leadership in manufacturing of high

technology engines, trucks, and buses that are being used throughout the world. Resources dedicated to continuous improvements through thousands of employees who are disciplined in engineering, manufacturing, and management help ensure the right products for customers.

Isuzu has always been concerned about the earth. Their **Eco-friendly** Diesel engines use a unique technology applied in low load environments achieving Tier 4 Final without a DPF (Diesel Particulate Filter). Each engine is precision tuned for its highest efficiency, reducing oil and fuel consumption.

Isuzu engines are built **durable** because of an optimized robust fuel injection system with efficient distribution, including a precise cylinder-to-liner fit which enhances proper combustion and eliminates excessive



New 4HV1 Power Unit, Natural Gas, or Liquid Propane

oil consumption throughout the life of the engine.

Technologically advanced so every application is designed to meet customer specifications and engineering validated for each environment. Isuzu engines provide reliable performance, durability, and high thermal efficiency to help eliminate downtime. Reliable, quiet, fuel efficient, and low maintenance have always been Isuzu hallmarks. ■

Isuzu **Reliable** 4L Engines...

inside every REDTech™ 4L Power Unit.

Reliable



The Isuzu 4L 2.2L (30-49 kW) engine has always been reliable, eco-friendly, durable, and technologically advanced. The same qualities that make the best Power Units. Contact your local Isuzu Distributor and experience **reliable** power today.



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Partnership Brings Together Compact and Large Equipment

Since 1994, IHI Compact Excavator Sales has been distributing high-quality equipment throughout North and South America. Family owned and operated by Mike and Markie Smith, the company has always prided itself on outstanding service, quality, and customer satisfaction for more than 20 years.

Compact Excavator Sales located in central Kentucky has been the largest distributor for the IHI Equipment brand in the world. Whether it has been supplying crawler carriers to the oil and gas industry or mini excavators, skid-steers, track loaders and concrete buggies to the rental industry, Compact Excavator Sales has developed a reputation for expertise, integrity, and unparalleled customer service.

IHI Construction Machinery Limited, the former supplier of machinery for

Compact Excavator Sales, was acquired by Japanese equipment manufacturing company, Kato Works, in November 2016. Kato Works has been in the equipment manufacturing business in Japan since 1895. The company produces large construction equipment including: large hydraulic excavators with weights ranging from 16,000-101,000 lbs, rough terrain cranes, all terrain cranes, boring trucks, street sweepers, and wheeled cranes.

IHI produced compact equipment along with tracked crawlers, dump trucks, and rubber track cranes making it the perfect match for the full line of large construction equipment that Kato Works currently produces today.

With the acquisition of IHI Construction Machinery CES (Compact Excavator Sales) will now partner with The Kato Group to distribute mini

excavators, compact track loaders, rubber tired skid-steers, and crawler carriers to North and South America.

Kimiyasu Kato, president of Kato Works released a statement on the outlook of the new partnership between Kato and Compact Excavator Sales saying, "There is no doubt the North American market is one of the most important markets for our group. Together, Kato Works and CES will aim to increase and expand sales in the U.S. by combining our resources."

Compact Excavator Sales is very excited for future endeavors with our new business partner. The updated manufacturing facilities and technology that The Kato Group has will not only help increase the overall customer experience but will also allow CES to expand its footprint throughout North and South America. ■

Family owned and operated, KATO Compact Excavator Sales has been committed to distributing high quality equipment to the construction industry for over 25 years.



KATO CES

COMPACT EXCAVATOR SALES, LLC

Phone: 800.583.1447 • Fax: 270.737.0419

WWW.KATOCES.COM

LANDOLL

ICON Model 6510 Construction Disc

Building on the tandem disc harrow technology from its parent company, Landoll Corporation, ICON has introduced a new Model 6510 Construction Disc, designed to handle the rigorous demands of construction sites and land clearing. The first of its kind from ICON, the 6510 boasts one of the highest weight-per-blade specifications in the industry—719 lbs per blade—to easily cut through compacted soils and heavy vegetation mats.

SUITED TO THE CONSTRUCTION INDUSTRY

“Despite incorporating some of the best features from Landoll disc harrows, like the hydraulic leveling system and maintenance-free rockshaft pivot bushings, we designed the ICON 6510 to be uniquely suited to the construction industry,” explains Gary Douglas, product support manager for ICON Industries. “That meant incorporating maximum strength throughout and designing it for the type of reliability that helps reduce maintenance and downtime on busy worksites.”

ICON engineers started with a ridged 8-inch x 8-inch x ¼-inch and 8-inch x 6-inch x ½-inch box-beam frame that offers enough under-frame clearance to prevent trash build-

up or clogging. Thanks, in part, to its 11,500-lb weight and large 32-inch by 10-mm notched disc blades, the 6510 provides up to 15 inches maximum penetration depth to cut, level and mix the soil across the full 10 ft, 9-inch working width. Featuring 17½-inch blade spacing on both gangs, front blades are set on a 20-degree angle, while the rear gang features an 18-degree blade angle for a level finish.

HEAVY-DUTY DISC

“Everything about the ICON 6510 Disc is heavy duty,” Douglas adds. “That includes the 2¾-inch gang bolts, extra-thick scraper blades, triple-sealed bearings, and 4,000 psi hydraulic hoses. Even the lift and transport system uses 4½-inch x 8-inch and 4½-inch x 12-inch welded hydraulic cylinders and 32/1550 x 16.5 SL tires with 8-bolt wheels.”

For maximum maneuverability and control, the 6510 also features a 360-degree swivel pintle hitch and a draft system that can be hydraulically adjusted on the go.

READY TO WORK

It’s ready to handle any construction application or woods site preparation. ■



General Construction & Site
Maintenance Scraper Systems



BUILT TO HANDLE IT

MODEL 821 PULL TYPE SCRAPER	MODEL 1242-1642 SPEED BLADE
	
ROLLING PACKER	MODEL 6510 CONSTRUCTION DISC
	



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ICON reserves the right to change models, designs, and/or specifications without notice or obligation.

A LANDOLL® Company

MAX USA CORP.

TwinTier RB441T Delivers Speed and Efficiency

MAX manufactured the world's first battery-powered rebar tying tool in 1993. This then, new technology, transformed the reinforcing steel industry by increasing worker efficiency, cutting operating costs for companies, and reducing back and musculoskeletal injuries amongst reinforcing ironworkers. Every generation of MAX rebar tying tools bring greater efficiency and productivity to jobsites around the world.

The TwinTier RB441T is the latest innovation in the history of MAX rebar tying tools. The TwinTier, a 6th generation rebar tying tool, simultaneously shoots two 19 ga. wires around rebar intersections to form a tie equivalent to the strength of a hand snap tie. The TwinTier's large jaw allows users to tie #3 x #3 up to #7 x #7 rebar. One coil of the TwinTier TW1061T regular steel wire can produce up to 240 ties. MAX also offers poly-coated, electrogalvanized, stainless steel and Buy America Certified wire options for the TwinTier.

Equipped with three new innovative mechanisms, the TwinTier is the most efficient battery-powered rebar tying tool in the world. The TwinTier's Dual Wire Feeding Mechanism (Pat. Pending) increases productivity. Its Wire

Pull-Back Mechanism dispenses the precise amount of wire needed to form a tie, reducing wire consumption. The Wire Bending Mechanism (Pat. Pending) produces a shorter tie height, allowing for a shallower concrete pour.

MAX rebar tying tools are conservatively 5x faster than hand tying. With an approximate tying speed of 1/2 a second, the TwinTier decreases the time spent tying, consequently reducing the man hours necessary to complete a job. MAX rebar tiers can be operated with the use of a single hand. This benefit allows reinforcing workers to use their free hand to hold rebar in place, hold several pieces together, or support the weight of their back while bending over to tie flatwork.

Applications for MAX rebar tying tools include, but are not limited to: tying for Precast Plants, PreFab Plants and Yards, Road and Bridge Construction, Foundations, Commercial Buildings, Electrical Conduits, Radiant Heating Tubes, Pools, Razor Wires, and Retention Pools.

MAX employs more than 200 R&D engineers focused on continually innovating new products with highly innovative features to support the ever-evolving needs of professionals in the field. ■

MAX TWINTIER™

DOUBLE THE SPEED | COST SAVINGS | SHORTER TIE HEIGHT

The TwinTier RB441T is the 6th generation rebar tying tool from MAX, the inventors of the World's 1st Battery Powered Rebar Tying Tool. Equipped with 3 new innovative mechanisms the TwinTier is the most advanced and efficient rebar tying tool in the world.

LEARN MORE
ABOUT THE TWINTIER



MAX

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MB CRUSHER AMERICA

The World Leader for More Than 15 Years

For more than 15 years, MB has been a leader in the fields of crushing, demolition, and recycling by designing, producing, and selling the very first jaw bucket crusher.

Since 2001, MB has offered the largest line of patented crusher buckets all over the world. With extensive innovation and development, MB now offers crusher buckets for excavators, skid loaders, and backhoes of all sizes.

GLOBAL REACH

The values of the family owned business have enabled MB to reach levels of internationally recognized excellence. Founded and headquartered in Italy, the company establishes itself globally through seven international subsidiaries with logistic centers located on different continents, as well as an extensive

network of authorized dealers and service support throughout the world.

The biggest advantage at MB is the quality of its organization. Inside the new MB Headquarters, with a total area of more than 180,000 square feet, MB manages all phases, from research and development to production to sales. The company controls the complete supply chain to ensure the products are of the highest "Made in Italy" quality.

60 YEARS EXPERIENCE

With more than 60 years of crushing experience in the excavation, road work, quarry, and demolition sectors, the Azzolin family had a vision of a crusher applicable to excavators. With the flexibility and mobility of an accessory and the performance of a larger machine, they wanted to

replace the traditional crusher in most applications. It was this vision that resulted in the first worldwide patented crushing bucket.

COMMITTED TO THE CUSTOMER

MB strives for customer satisfaction and is dedicated to providing 24-hour support to ensure complete service, every step of the way. For this reason, MB has been awarded and recognized for its products and global sales results. MB takes pride in being the best-selling crusher bucket in the world with more than 90 percent market share.

LOOKING TO THE FUTURE

MB always looks forward to the future through the development of new tools and accessories to satisfy customers' needs. ■



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Mi-T-M CORPORATION

Providing the Perfect Combination

The Mi-T-M AGW Combination Series features an industrial air compressor, generator, and arc welder. Tough and dependable, this series offers the versatility of either a 20 or 30-gallon tank model, designed to mount into standard service bodies, or a base-mount model. Both allow easy access to controls and are the perfect tool for those customers who need the support of all three machines, yet wants the convenience of one piece of equipment.

Mi-T-M offers this complete on-site workshop for construction, structural steel, and equipment repair professionals. We've taken a two-stage air compressor and combined it with a 5000-watt generator, but we didn't stop there. These powerful machines also include a 170- or 220-amp arc welder, powered by an industrial-duty 688cc Honda or 420cc Mi-T-M-branded engine, all featuring an electric start.

Dependability of high quality equipment is vital in every industry, so is working with equipment that can save both time and money. The combination air compressor, generator, and arc welder is the ideal tool for emergency field repairs in remote locations. Save room on your service truck with this versatile all-in-one solution.

At Mi-T-M, our goal is to build the best equipment made in America's heartland, mighty, damn, good equipment. Our employees take pride in their everyday job of manufacturing equipment with the familiar black and gold logo. The Mi-T-M name means quality and craftsmanship. It stands for pride in what we do. Proud that what we do matters to the hard working men and women in our industry. ■

For more information, call 800.553.9053, or visit www.mitm.com.



At Mi-T-M, we pride ourselves on building mighty, damn good equipment. It's what sets us apart from our competition. Our industrial line is built to withstand demanding work conditions. When you purchase equipment with the Mi-T-M name on it, you are buying dependable equipment that is designed, built, and tested by good people. **Mighty. Damn. Good.**



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POSEIDON BARGE, LTD

Poseidon Barge, Ltd is a Sectional Barge manufacturer located in Northeast Indiana that rents and sells barges and accessories to the marine and heavy construction industries. Its sectional barges come in a variety of hulls sizes: 4 ft, 5 ft, 7 ft, and 10 ft. They are multi-functional, commonly used in bridge, marine construction, and dredging projects. There are a full line of adaptable accessories for each of the product models: Spuds and Spud Wells, Deck Cleats, Hydraulic Double Drum Winches, Rake Sections, Thrusters Systems, and much more.

Poseidon is an innovative company that listens to its customers and develops new product based on that input. In the last year, Poseidon launched its 50 CY Hopper Barge that was an immediate success. Customers had been asking for a solution to



transporting rip-rap materials, or dredge spoils, for quite some time, and Poseidon answered the call. The 50 CY Hopper can be attached to others to make a large flotilla, and each single unit is truckable.

In January 2019, Poseidon added in-house steel grit blasting and painting booths, capable of handling its largest barge as well as other large commercial products.

Poseidon also offers a full line of fabrication and design services, providing these services to the marine and commercial markets.

Poseidon Barge has been a premiere barge manufacturer in

the industry for more than 25 years. We are proud to offer one-stop shop capabilities to not only the marine industry, but for commercial fabrication/finishing needs.

Poseidon Barge, Ltd is located in Berne, Indiana, and has more than 90,000 square feet under roof. ■

POSEIDON® Barges

Traveling the highways to get where other barges can't

POSEIDON Sectional Hopper

- 50 Yard Hopper Box
- Four Point lifting points
- 1.6' draft empty in fresh water
- Two (2) each —18" deck hatches
- Made to the same dimensions as the Poseidon® P2-40' x 10' x 7' barge
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POSEIDON Barge, Ltd

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SALEM HYDRAULICS CO.

For more than 40 years, Salem Hydraulics Co. has been serving the Mobile and Industrial industries as a leader for hydraulic attachments and components. Beginning back as far as 1978, "Leadership," "Honesty," "Character," and "Quality" are just a few of the words to describe how Salem Hydraulics looks at and conducts business. Building relationships for more than four decades has insured over the years that to us, our clients matter. Joining our team 15 years ago, Technology & Hammer (T&H) attachments have proven to be a great partner, providing new generative technology, combined with competitive cost efficiency and with the same values we stand by. T&H with their outstanding merit in the world along side of their powerful performance, breaking technology, and innovation, enables Salem Hydraulics to provide excellent quality and competitive pricing. T&H offers a broad range of attachments:



Hydraulic Breakers, Drum Cutters, Quick Couplers, Compactors, Crushers, Sheers, Magnets, Grapples, etc.

Offering a wide range of different hydraulic hammers (16), drum cutters for

fitting 3-56 ton size machines, hydraulic quick couplers to make changing from buckets to attachments an ease, hydraulic compactors from 2.5-10 tons of continuous impulse force, hydraulic crushers and sheers carrying 42-355 tons of crushing and cutting force with four interchangeable jaws (pulverizing, demo, multipurpose crushing, and shear) for making quick work of all demolition. Large range of hydraulic magnets with lifting capabilities 5000-24,200 lbs, hydraulic grapples for handling recyclables materials. The T&H line, like Salem Hydraulics' line, stands up to its motto of "Beyond Innovation."

When you need the job done right, quickly, and at a competitive cost basis, you have found the right place. Salem Hydraulics Co. is ready to assist you in your next journey of attachments or any rebuild/remanufacturing of your old attachment or hydraulic components. Please don't hesitate to contact us and let us go to work for you! ■

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SUNFLOWER BOAT & BARGE

Expands Marine Equipment Rental Fleet

Sunflower Boat & Barge of Dubuque, Iowa, is a one-stop-shop for contractors working over the water. Sunflower maintains an extensive fleet of marine construction equipment and related accessories available for lease. Sunflower expanded its fleet in 2018 by adding a new construction crane barge built in house, and two new 600 hp truckable tugboats. Planned expansion for 2019 includes two more new construction crane barges and three additional 600 hp truckable tugboats.

The first of the new crane barges measures in at 120 ft x 54 ft, while the second will be 120 ft x 40 ft. Designed specifically for floating large cranes, these new barges will provide optimal crane platforms for bridge building contractors or anyone else needing large and strong platforms.

Sunflower Boat & Barge's existing fleet includes numerous inland river crane barges, material barges, and deck/spud barges of various sizes. Sunflower also leases portable sectional barges, available in four different sizes (3 ft, 4 ft, 5 ft, and 7 ft hull depths), allowing for configuration of a work platform that fits each customer's unique needs and also allowing access to nearly every inland water. Sectional barge platforms can be designed to support projects ranging from floating plant operations for painting and drilling jobs all the way up to configurations designed to handle heavy cranes.

In addition to barges, Sunflower has traditional tugboats ranging in size from 300 hp to 1,800 hp, as well as truckable tugboats from 300 hp to 600 hp. Hydraulic dredges? Yep, they have



them too, again, in a range of sizes to fit the requirements of your project. Dredges vary from 8 inches up to a new in 2015 Ellicott 1270. Crawler cranes ranging from 45 ton to 450 ton are also available for lease and can be loaded to barges from their facility in Dubuque, Iowa. Additional equipment available includes spuds, spudwells, and spud winches, as well as long reach excavators, dredge pipe, and heavy rigging and lifting gear. ■



Available for Lease:

- Sectional Barges
- Spud Barges from 75x32 to 195x70
- Hydraulic Dredges
- Truckable Tugboats from 300 – 600 hp
- Traditional Tugboats
- Support Equipment



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safer impalement protection and ease of installation are hallmarks of the Carnie Cap impalement protection system. They are national OSHA compliant and CAL-OSHA approved. The caps are easy to use and only two caps are needed per 8 feet of rebar (3 per 8 feet in California). They're incredibly cost effective; instead of having to purchase a cap for each rebar, you can use far fewer pieces and still get better protection. They're rarely knocked off or lost, so neither money nor precious time searching your jobsite for lost caps is wasted. Plus, these caps are reusable. Carnie Caps are made in the USA and shipped in boxes of 100. Ask about quantity specials. Check the website for additional information and safety articles. ■

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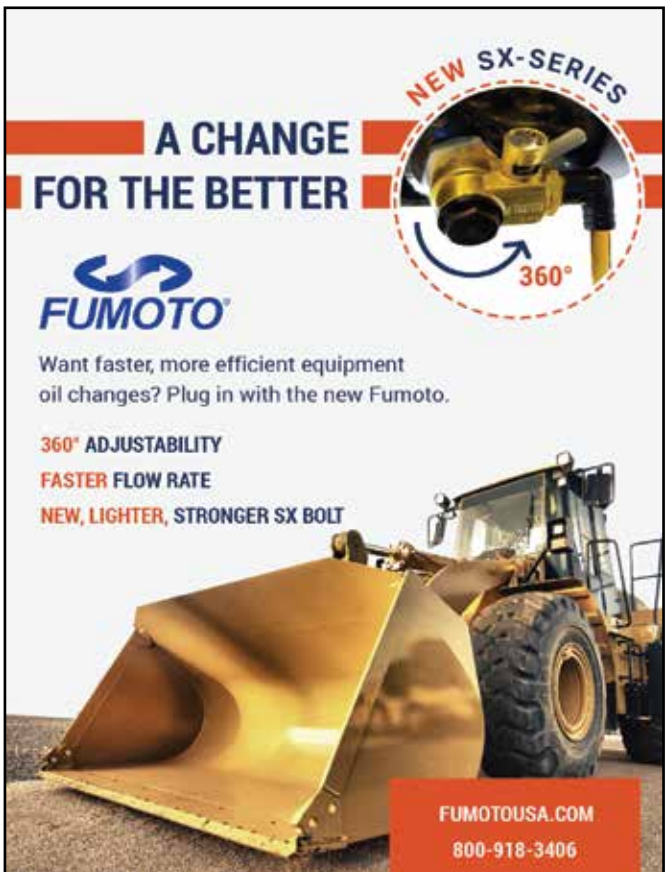
SX Industrial Engine Oil Drain Valves

The new Fumoto SX Industrial Engine Oil Drain Valves are your solution for equipment oil changes. Bringing versatility and adjustability to industrial applications starting at 18mm thread sizes, these unique 360-degree rotating drain valves make changing oil clean and efficient, so you can get your equipment back on the jobsite. The trademarked design features:

- **360-degree adjustability.** You can place the valve and lever wherever you choose, making it more convenient to activate the valve than ever before.
- **Faster flow rate.** Fumoto has increased the size of the ball valve resulting in some applications draining at double the speed of previous valve models.
- **New lighter, stronger SX bolt.** The new bolt is made of duralumin alloy, providing strength and durability while also reducing stress on the oil drain port.

Fumoto Valves are the solution to striped oil pans, only needing to be installed once. They are designed to last the lifetime of your engine. ■

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GRAMMER

GRAMMER Seats North America opened its doors in Shannon, Mississippi, in 2014 as a production facility for seats in the construction, agriculture, material handling, and turf industries. Prior to this, GRAMMER Inc operated in Hudson, Wisconsin, from 2001 to 2014. Sales, marketing, and engineering continue to reside in Hudson to this day continuing to support our customers within the region. Today, the Shannon/Tupelo facility has incorporated assembly, foam and cushion operations, prototyping, quality care, warehousing, and shipping all under one roof.

Day in and day out, heavy construction operators are exposed to intense vehicle vibrations, leaving them susceptible to back problems and even serious injury. GRAMMER seats are here to keep operators healthy, no matter how brutal the conditions. Built with advanced materials and industry-leading suspension systems, GRAMMER seats reduce the job's nastiest vibrations and maximize comfort. ■

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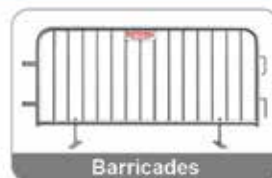
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Product availability varies by region.

TALBERT MANUFACTURING

The Talbert 60CC/55SA-LD lowbed trailer features a 108-inch swing radius, 26-ft deck length, industry-leading 18-inch loaded deck height, and 8-ft, 6-inch deck width. This trailer is rated at 110,000 lbs. Capacity in 1/2 Deck Length two point rigid load base with a 132-inch swing radius and 3+1 E1 Nitro axle extension or 120,000 lbs. Capacity in 1/2 Deck Length two point rigid load base with a 108-inch swing radius and 4 axles close coupled. Of course, Talbert can customize to suit ones needs.

The E1Nitro™ axle extension, which enables the 55-ton capacity, uses a combination of hydraulic fluid and nitrogen to equalize axle pressures, providing proportionate weight distribution of each axle grouping. This optimizes the range of suspension movement, which minimizes stress and provides a smooth ride. In addition, the E1Nitro features a bearing pivot and pivot lockout for backing the trailer. Users also can hydraulically lock in axle loads regardless of terrain. The versatility of this trailer and the functionality to switch between a close-coupled and spread-axle configuration gives operators the ability to meet the many varying state requirements. This added flexibility reduces costs by eliminating the need for additional permitting. ■

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The Porta-Pit was designed with the goal of capturing, containing, securing, as well as treating, the washout water on the jobsite. It has the additional benefit of being portable, easy to use, and simple to maintain. Our systems are uniquely designed for efficiency and have been awarded patents by the U.S. government. They are durable, will not rust or corrode, and require no scraping for cleanup. The Porta-Pit comes in a variety of configurations from 12-ft tall to 48-inches tall, all with lid options for optimal containment. We have bins that fit under boom pumps, as well as bins for concrete trucks to washout into. ■

Let us help you find the perfect solution for your particular washout needs.

Contact us today for more information: 626.893.4170.