



TECHNO DAYS 2014
Ammann's in-house exhibition

HOME OF COMPACTION
Introducing Ammann Czech Republic

PLANT OPERATION MADE EASY
The new training centre in Australia

PRIME – "ON THE MOVE"
The super-mobile plant takes the world by storm

TITLE IMAGE

The live asphalt laying demonstrations were the highlights at the Techno Days exhibition.



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Hans-Christian Schneider
CEO and member of the Ammann
Group Board of Directors

INTO THE FUTURE WITH INNOVATION AND EMOTION

Dear Readers,

The very first Ammann in-house exhibition at our headquarters in Langenthal took place under excellent conditions at the end of June 2014. At the “Techno Days 2014 – Innovation & Emotion” exhibition, we presented our entire product range to a broad international audience on 10,000 square metres of exhibition space. We showcased our innovative products and services and our experts on six exhibition days to underscore our position among the leading producers of road building equipment. Given more than 5,000 national and international visitors, we can look back on a very successful in-house exhibition.

As a globally operational company, we react swiftly to every new challenge. The development and expansion of local assembly and production plants in India and Brazil and a focus on European roller production in Nové Město, Czech Republic, are all aimed at better serving you, dear customer. At the same time, our research and development department is working flat out to adapt our products to ever-changing market conditions and to continuously improve our product portfolio.

An in-house exhibition like the “Techno Days” gave us an opportunity to show you just how important high-quality products are to us. Everything we do is aligned with

our motto “Productivity Partnership for a Lifetime”. We will still be there for you with solution-oriented services long after you have purchased a product – be it in the form of our local on-site services or in our research activities aimed at improving our products further still.

Please accept my thanks for the trust and confidence you place in our work. I hope you enjoy reading this edition of our customer magazine.

A handwritten signature in black ink that reads "H.C. Schneider".

Hans-Christian Schneider
CEO and member of the Ammann Group
Board of Directors

"TECHNO DAYS 2014"

THE IN-HOUSE EXHIBITION BY AMMANN



The Ammann Group opened its gates from 24–29 June 2014 and invited guests from far and wide to visit the first Ammann exhibition under the name "Techno Days 2014 – Innovation & Emotion". The globally active company presented its extensive range of products and services in the fields of asphalt and concrete mixing plant, compaction machinery and pavers to international customers on a specifically designed exhibition site of 10,000 square metres at the company's headquarters in Langenthal, Switzerland.

ALL IN ALL, AMMANN WELCOMED MORE THAN 5,000 VISITORS TO THE "TECHNO DAYS 2014" IN-HOUSE EXHIBITION.

On six exhibition days, Ammann welcomed many hundreds of visitors from all over the world to the Techno Days exhibition. Following the welcome speech by Hans-Christian Schneider, CEO of the Ammann Group, who has managed the Swiss family business in 6th generation since 2013, customers had many an opportunity to inspect and experience a variety of Ammann products live in action during the exhibition.

Mixing plants for every need

A complete Ammann Elba concrete mixing plant was set up for the exhibition alongside an asphalt mixing plant from the UniBatch range and a road-mobile EasyBatch 90 erected on two trailers. Individual components such as an RAH50 dryer drum, an Amix mixer and the latest generation of burners were also on display in addition to the complete systems. The plant portfolio was rounded off with a pres-



entation of an Ammann Teknomak bitumen modification plant, the as1 plant control software and its versatile components, and comprehensive information on all other Ammann plant types such as the Universal HRT for the highest proportions of reclaimed asphalt.

Compactors and pavers at a glance

Ammann made use of the exhibition to present its comprehensive range of machines.



6 ON SITE



Ammann

Ammann

Numerous Ammann compaction machines from rammers and vibratory plates to medium and heavy-weight rollers were on display during live demonstrations. The latest generations of Rammax trench rollers put their performance and manoeuvrability to the test, whilst the climbing abilities of the latest single drum rollers were demonstrated on an incline. Visitors had an opportunity to experience the new cab concept as well as the various designs and applications of the intelligent compaction measurement and control system, ACE, on a number of machines. A presentation of the Ammann range of pavers rounded off the machine display segment. Each product presentation culminated in a live installation sequence involving various rollers working alongside the Ammann pavers.

A comprehensive range of customer services is the basis for all of Ammann's product-related activities. Customers were able to gain first-hand information on Ammann's proprietary products such as Amdurit wear protection, Ammatex filter bags, spare parts supply, hotline services, training events and service/maintenance options.

The customer events were rounded off with guided tours through the production halls at the Ammann Group's headquarters and evening parties. The highlight in each case was a night-time show with live music, acrobatics and dance performances, and a firework display.

The weekend for employees

Ammann's managers did not forget to think of their employees as well as their customers during the in-house exhibition week. The gates to the "Techno Days" were opened to welcome employees and their families at the weekend. A varied support programme

with a fun park, the Swiss excavator operator championships and various shows and performances underscored the strong bond between the Swiss family-owned business and its employees. All in all, Ammann and its Swiss dealership welcomed far more than 5,000 visitors on six exhibition days to the "Techno Days" in-house exhibition.

Hans-Christian Schneider, Ammann Group CEO: "We had the pleasure of welcoming customers from each of our market segments around the world to Langenthal over a number of days. It is thanks to the dedication and commitment of all involved that we were able to give our guests an impressive and memorable demonstration of our company, our power to innovate and our products and services. The in-house exhibition represents an important investment for the entire Ammann Group in our products, our markets and long-term corporate alignment – all of which is to the sole benefit of our customers. The "Techno Days" provided us with an opportunity to demonstrate our unshakeable motto of "Productivity Partnership for a Lifetime" in direct contact with our customers."



IMPRESSIVE PRODUCT SHOW AT THE DEALER MEETING

The annual Dealer Meeting also took place during the "Techno Days" exhibition. More than 100 Ammann dealers from over 50 nations followed the invitation to attend the event in Langenthal. After the opening and welcome speech, the dealers were informed of product launches, the latest developments and many other topics such as after-sales, marketing tools and the Ammann Elba product range. Following the extensive morning programme, guests were then taken to the "Techno Days" exhibition at the company's headquarters in Langenthal and welcomed with a performance show. The show was an ideal way of presenting a selection of Ammann products to the dealers. The first part of the show concentrated on light compaction machines such as the smallest, most powerful and most user-friendly Ammann compaction machine, the ACR 60 vibratory rammer. Of course, the Rammax 1575 trench roller known around the world had to be there, too. The second part focused on the

vibratory tandem rollers ARX 26 and ARP 95 with ACE. The third section displayed how an AFW 350 paver can replace a grader on site and how the cold laid material is then compacted using an ASC 70 single drum roller. The final part of the show focused on an AFT 500 paver paving a stretch of road that was subsequently compacted using an ARP 95 ACE.

After the show, the guests were divided into groups and taken to various stations with product presentations and workshops. They were also able to visit the production halls during a factory tour. The results from the workshops were presented to all groups and the responsible Ammann employees. Ammann will be able to improve continuously thanks to the many ideas generated in this way.



"ON THE MOVE"

PRIME – ON THE ROAD SUCCESS

30 degrees south and 51 degrees west. These are the geo-coordinates. Every Prime 140 begins the journey to its destination from here. After all, this is where they are manufactured at Ammann do Brasil in Gravataí, in the agglomeration of Porto Alegre far to the south of the country. Transport during delivery is as simple as it is for the plant operators. The Prime 140 simply sets its wheels rolling and is gone.

It happened for the first time in May 2013. The first Prime 140 remained in Brazil. The second managed the jump over the equator and has since been at work in Mexico. Ten plants were shipped to locations in Central and South America within one year. Plant number 7, for instance, has supplied the asphalt for an important transport project by construction company Contek Engenharia in Northeast Brazil since September 2013. "Project PE-280 requires a road surface made of a hot asphalt and concrete mix", explains Hercílio de Souza Lira Filho, Contek's civil engineering expert. "Our goal is to produce 42,000 tonnes of asphalt for this region in 12 months. But we reckon that we will finish within nine months", a statement that conveys just how convinced the engineer is of the Prime 140's constant output.

High output combined with maximum mobility

A Prime 140 has been working for construction company Construtora Simoso in São Paulo in the south-east, the most densely populated and economically significant of Brazil's 27 federal states, since December 2013. It produces the asphalt for road improvement and maintenance work. "Ammann asphalt mixing plants are equipped with a fully automatic, electronic burner that helps save heating oil", explains Fabio Simoso, the company's construction engineer. "The plant has an output of up to 140 tons per hour and is easy to transport", continues the engineer with enthusiasm. Another advantage, according to Simoso, is the plant control system during the production of asphalt: "Asphalting roads requires a long preparation process. The asphalt mix-

ing plant is not needed until the final phase, but the longer the ingredients are mixed, the better the end result."

In all four corners of the globe

And then came the Conexpo in March 2014. Once again, a Prime 140 crossed the equator and travelled another 60 degrees latitude to the west. To Las Vegas. 10,000 km as the crow flies. The exhibition piece made such an impression that another 14 plants have been sold since then. During this period, five plants went over the equator, three landed in Mexico and two in Colombia, whereby the latter two are operated by the company Hidalgo y Hidalgo. Two further plants arrived at their destination by sea and are now producing outstanding asphalt in the eastern hemisphere – in the Congo and South Africa.



CESSFULLY WORLDWIDE

Flexible in use

The majority, or two-thirds to be precise, of the plants produced so far by Ammann do Brasil have gone to Brazilian companies. But that doesn't mean they will stay in the country. Many of the large construction companies based here operate across Latin America and also in Africa, even though there is enough to do at home. Improvement and maintenance work on the RS-122 between Caxias do Sul and Antônio Prado in the south of Brazil began in March of this year. The consortium of four construction companies operates not one but two Prime 140 plants on the 46 and 48 km long motorway sections. Ivan Ideraldo Bonet, engineer and technical manager at CSA Construções, explains that the decision for Ammann was made to ensure the high demands on the road-building work would be met in full. "This model also allows mix loading and mixing time parameters for smaller quantities, a feature we find very accommodating for smaller assignments in rural regions." The company Dalfovo Construtora was one of the first in the country to purchase an AFW 350 paver from Ammann. The company's own Prime 140 now sup-

plies the asphalt for the project. "We hope the asphalt mixing plant will work as well as the other machine so we will be able to complete our work even sooner without jeopardising quality", explains company owner Juarez Alex Dalfovo. He intends to use the high-performance plant not only for the production of asphalt mixes for road construction but also for surfacing industrial plots and premises in and around Caxias do Sul.

Thus, 24 Prime 140 plants constructed in Brazil went to work within just one year. This means that the short-term goal of delivering a few dozen plants within a twelve-month period is realistically achievable. Customer opinions demonstrate that the technology inside the mobile mixing plant designed specifically for the conditions in this part of the world meets their high expectations and demands. Things can keep on moving.



A glimpse behind the scenes on the set of the new Prime film "I'm the Prime 140" in Brazil.

The plan was to have it ready in time for the Conexpo in Las Vegas at the beginning of March – the new Prime film. To make sure that happened, shooting started two months earlier in Brazil – in the height of summer. Perfect weather, high spirits, copious amounts of commitment from colleagues and customers alike, and a good film crew that made the best out of every situation no matter how difficult it was. The result is a film that is convincing from start to finish. But it does more than just help sell new plants. The film also played an important role at the Conexpo, where Ammann used the film to explain its professional processes to the authorities. This is how Ammann do Brasil acquired the approval for the "automated 'Finame' grant". It allows Brazilian customers to access credits subsidised by the government for products "Made in Brazil". Obviously a major prerequisite for achieving competitive sales in Brazil.



A drone was also used during the first shoot in Mogi Guaçu/SP. It takes a lot of delicate control, especially when there are so many pylons in the area.



An Ammann engineer, Alexander Vitzthum, Christin Leuthäusser, Karsten Hinrichs (film crew member) and Rodrigo Rodrigues Pereira (marketing manager at Ammann do Brasil) during the shoot in Mogi Guaçu/SP with the Prime 140 belonging to Scala Guaçu.



The plant operator is not only watching on as the film is shot – he is also one of the main actors in the part shot in Mogi Guaçu.



Resources on site are limited, making necessity the mother of invention. Rodrigo Rodrigues Pereira (on the right in the photo) supports the team wherever he can. His knowledge of the Portuguese language makes him virtually irreplaceable.



Filming the Prime 140 owned by Contek Engenharia in Sertania was also adventurous work. A crane with a kind of “bucket” served as a lifting platform. The construction was a bit wobbly but fulfilled its purpose.



Every Prime asphalt mixing plant begins its journey here: the production and assembly halls of Ammann do Brasil in Gravataí.

MORE THAN HOT AIR

INTERVIEW WITH RONALDO OLIVEIRA, TECHNICAL MANAGER AT AMMANN DO BRASIL

The plant introduces itself in the film “I’m the Prime 140”. It is obvious at first glance just how mobile the continuous asphalt mixing plant is. We are, however, a little more sceptical with regard to other claims and decided to speak to Ronaldo Oliveira, technical manager at Ammann do Brasil, where the Prime is manufactured.



It is obvious that the new Prime 140 is mobile, but mobile and mobile are not necessarily the same. What elements contribute towards mobility?

Ronaldo Oliveira: “Mobile asphalt mixing plants usually have wheels and a king pin for attaching the trailer to the truck. You there-

fore only need the latter to transport the plant, which makes the task very easy and keeps transport costs very low.”

Does that mean the trailer is simply detached and the plant set up when it reaches its destination?

Ronaldo Oliveira: “In principle, yes. When we developed the Prime 140, we made sure every detail contributed towards making it easy to transport and quick to set up.”



It was as busy as an anthill. The Prime worked around the clock and the trucks formed never-ending queues. Spatial conditions were very tight so that it took a lot of organisational talent not to get in the way or disturb anyone at work. The climatic conditions were most extreme. It was unbelievably hot in the north of Brazil. Temperatures in excess of 40° C and close to 100 % humidity made working days sweaty and exhausting.

Ammann/fotopizza

What needs to be done to enable the start of production and how long does it take?

Ronaldo Oliveira: "The most important things are electricity, a compacted base, a few steel plates to distribute the weight and suitable personnel to set up the plant. It takes about a week for production to start."

The Prime 140 claims not only to work continuously but also to allow mixing times to be regulated. How is this possible?

Ronaldo Oliveira: "Our plant technology features a controllable discharge valve that allows different mixing times to be set. Depending on the recipe, the as1 Push control system allows the operator to set the time depending on the fill level inside the mixer."

What are the individual elements of the Prime 140?

Ronaldo Oliveira: "The process can be split into three phases: dosing, drying and mixing. But it forms a unit nonetheless. The principle of this type of plant is the same around the world. The differences depend on how these principles are implemented by each company and the skill of the personnel operating the plant."

So separating the drying and mixing processes has advantages?

Ronaldo Oliveira: "Yes, because it allows both processes to be controlled individually if needs be. The most important factor is to keep every process step under control."

The Prime 140 claims to deliver high quality. What else contributes towards the quality apart from separating the two processes?

Ronaldo Oliveira: "A high-quality end product depends on a precise dosing process. The technology used for the dosing conveyor is very important to quality. Other important components include the bitumen dosing pump, a high-quality burner, the heating output of the drums and its insulation, the size of the mixer and its high-quality design, the as1 Push control system and the overall quality of the design. At the end of the day, every component does its job and each one is designed to make it possible to achieve such high quality."

How is the plant controlled? Is it easy?

Ronaldo Oliveira: "The as1 Push control system is extremely user friendly and is a main factor for the outstanding performance of the Prime 140. It was developed specifically to make working on site a lot easier. The software controls the entire process and ensures that everything works perfectly. It is also possible to make manual adjustments if necessary. A computer screen represents the interface between the operator and the plant and continuously displays the entire production process."

In the film, the Prime 140 does not reveal how bitumen is added...

Ronaldo Oliveira: "Bitumen is added by the bitumen pump whose inlet is at a very precise location. This is not just a simple pump but rather a high-precision, frequency-controlled



Professional photos of the plant are also taken during the film shoot. Brilliant blue skies gave photographer Dennis Beyer the best possible backdrop for a few good "shots".



Always a smile on their lips – producer Karsten Hinrichs and camera assistant Alexander Vitzthum – even when temperatures soar above 30° C and the shoot seems never ending.



On a motorway in São Paulo: final adjustments to the camera and shooting the paver scenes can start. The film crew rented a VW in São Paulo to transport all of the equipment and to get that feeling of adventure in Brazil. You couldn't get a cheaper car in these parts. But driving around in 30°C with no air-conditioning is a very special kind of challenge.

Facts and figures from the film shoot in Brazil for the film "I'm the Prime 140".

Time frame:
Nearly three weeks.

Location:
Brazil's east coast in Mogi Guaçu, São Paulo, Sertania and in Gravataí, the headquarters of Ammann do Brasil.

Distance travelled:
More than 6,600 km in Brazil.

Temperatures:
It was Brazil's hottest summer in 30 years. Temperatures ranged between 30°C and 40°C.

Amount of film material:
5 hours and 950 GB – quite a challenge for data handling.

Praiseworthy:
The unlimited friendliness and helpfulness of the Brazilian people, whether customers or colleagues.

Watch it on YouTube/Ammann Group



Ammann/fotopizza



Highly mobile and powerful Primes from Ammann produce quality asphalt around the world.

dosing pump. The bitumen pump is one of the core components needed to produce asphalt of a good quality. It can be fitted with a bitumen counter as an optional extra."

And why is the filter system maintenance-free, as it claims?

Ronaldo Oliveira: "The filter system is very modern. This means it has very low maintenance requirements and a very long service life. The filter bags last so long because the air flows through them at low speed. The cleaning system does not use any aggressive cleaning agents and therefore contributes towards good filter performance."

How is the mixed asphalt loaded onto the truck?

Ronaldo Oliveira: "The asphalt mix is loaded onto the truck by a scraper conveyor. This component is very important to the entire process and ensures that all of the mix is discharged from the mixer. Our design makes sure that the mix doesn't crumble and is easy to lay on the road surface."

The Prime 140 gives no indication as to whether other substances such as reclaimed asphalt, fibres and perhaps even pigments can be added. Is that not possible?

Ronaldo Oliveira: "As I mentioned earlier, a great deal of thought went into the design of the Prime 140 to ensure it fulfils many different market requirements. The Prime 140 can therefore work with many different materials such as reclaimed asphalt, fibres, external fillers, recycled fillers including pig-

ments, rubber bitumen and other modified bitumen types."

Are there any other options?

Ronaldo Oliveira: "Every Prime 140 can feature a large number of options depending on the customer's needs and wants. We are currently developing a new optional command cab."

After all you have said, it would seem the promises the Prime makes in the film are anything but hot air and that one can only agree with the Prime 140's claim that "My power is your advantage" – do you agree?

Ronaldo Oliveira: "Yes, that is absolutely correct. There is nothing else to add."

THE UNIVERSAL 240 BOUGHT BY THE HILLHOUSE QUARRY GROUP STARTED PRODUCING THIS YEAR AND CAN HANDLE A RECLAIMED ASPHALT PROPORTION OF UP TO 25%.



Ammann/fotopizza

GOOD NEWS FROM THE ISLAND

PROMISING SIGNALS FROM GREAT BRITAIN

As in many other countries of Europe, the UK market has experienced one of the worst and longest recessions. Overall, asphalt production dropped from far above 30 Mtpa to 20 Mtpa. Some of the existing mixing plants were mothballed or closed completely and the capacities aligned to the decreased demand in the whole sector. There are, however, initial signs of a market recovery.

Finally, after long years of a shrinking output, the UK road-building, civil engineering and service sectors in general have been seeing the start of an improving situation since mid 2013: according to national statistics published in August, asphalt output grew by 11% in the second quarter of 2014 – measured on 4 rolling quarters. This unexpectedly rapid recovery has led to bottlenecks in the market and short capacities in the area of

transportation, aggregate and bitumen, mixing capacity and, last but not least, availability of competent and experienced staff.

In addition, important structural changes in the UK asphalt market may result from the recently announced global merger of Lafarge and Holcim. While this merger is, in many countries, primarily concentrated in the cement and concrete market, it does

have a substantial impact on the UK asphalt industry: Lafarge Tarmac and Holcim-owned Aggregate Industries operate around 50% of the asphalt plants in the UK as the two major companies. In the big picture, things are looking much better than has been seen for a number of years and there are good prospects for the future. Nevertheless, asphalt producers continue to evaluate their investment decisions carefully.

Changes at Ammann in the UK and Ireland

November 2013 represented a milestone in the development of Ammann operations in the UK and Ireland. With the spin-off of the compaction equipment business to A+Y Ltd, the asphalt mixing plant business moved forward with a new structure as Ammann UK Ltd. Pavemac Ltd, however, remains unchanged as a partner for Ammann paving equipment. This new setup allows all three entities to represent Ammann interests with even more focus and effect.

The latest change occurred with the acquisition of German concrete plant manufacturer Elba by Ammann in early 2014. From 1st July 2014, Ammann Elba, who has an excellent reputation in the UK for

manufacturing high-quality concrete plants, is represented in the UK and Ireland by Ammann UK Limited.

Hillhouse Quarry Group with a new Universal 240

Despite the tough times affecting the UK asphalt market over the last years, Ammann was nonetheless able to finalise a number of important projects recently. Earlier this year, Scotland's Hillhouse Quarry Group completed the commissioning of their new asphalt production facility in Glasgow.

Strategically placed to serve Glasgow and the central belt of Scotland, the new facility compliments the existing plants operated by the Group at the Hillhouse Quarry site in Troon. This Ammann plant sets new standards in efficiency and economy of

operation, environmental compliance and reliability. In line with Hillhouse Group's ongoing policy of maximising the use of re-cycled materials and reducing the carbon footprint, the new plant is capable of utilising up to 25 % re-cycled asphalt and operating 100 % on secondary fuels.



Hillhouse Quarry Group Managing Director Robert McNaughton

said: "The Glasgow project marks an important step in the development of the Hillhouse

Quarry Group. In order to complement our existing operations, the Glasgow plant had to be capable of large production tonnages whilst maintaining the ability to meet flexible customer demands and efficiency

The Universal 320 owned by Aggregate Industries was commissioned near Heathrow Airport in May 2014 and is equipped with an RAH50 RAP dryer that allows up to 50% reclaimed asphalt to be added to the mix.





Two existing plants owned by Aggregate Industries were equipped with an RAH50 dryer drum by Ammann last year.

of operation. We believe the new Ammann plant gives us a great opportunity to service a full range of customers from collect trade through to national framework contracts. We look forward to a long and successful working relationship with our customers and with Ammann."

Two new plants for Aggregate Industries

After a broad and intense assessment of plant and technology concepts, Ammann were delighted to be awarded a multi-plant contract from one of the market-leading companies Aggregate Industries Limited. The first of these plants came on stream in May 2013, immediately going on to 24x7 working and has so far produced in excess of ½ million tonnes of asphalt for the market area around Sheffield. In May 2014, the second plant near Heathrow airport on the outskirts of London commenced production, again starting round the clock working to service the very demanding market in that area. These latest developments for Aggregate Industries are no ordinary plants. Both of these plants have the RAH50 RAP dryer installed that allows up to 50% recycled materials to be added to the mix.

Retrofitting existing plants for higher RAP exploitation

Besides the fact that recycled asphalt is gaining importance in the new plant design, more and more emphasis is also being given to increasing the usage of reclaimed asphalt in existing plants. Two further important sites within the production network of Aggregate Industries have been successfully retrofitted with the above-mentioned RAH50 dryer over the last 12 months. This strategically important change allows a significant increase in RAP usage and therefore ecological and economical gains with a relatively short economical payback period.



Ammann's contribution to the asphalt community

The major businesses in the UK construction industry join in a series of events, conferences and research forums about the future development of producing, laying, and recycling asphalt. Ammann is engaging itself more and more in this area. In addition to membership of the UK Mineral Processing Association (MPA), Ammann now regularly supports the UK Institute of Asphalt Technology (IAT) as a main sponsor and contributor of technical lectures. This year's annual conference was held in St Andrews and, with its training day, golf tournament, president's dinner, technical conference and exhibition, attracted 200+ key people from the industry.

THE SUPERQUICK OWNED BY JOHANN BUNTE IS AS RELIABLE AS EVER AFTER ITS THIRD RELOCATION.



AWACS SURVEILLANCE AIRCRAFT TAKE OFF AND LAND ON ASPHALT PRODUCED BY AN AMMANN MIXING PLANT

THE SUPERQUICK LIVES UP TO ITS NAME

Dismantling and loading the plant. Transporting the plant more than 1,000 from Poland to Germany on 30 trucks. Then setting up the plant and taking it back into operation. And all that in just four weeks? Construction company Johann Bunte shows that these are not simply target figures but actual reality.

This was the third relocation of the Super-Quick asphalt mixing plant owned by Johann Bunte. This time to produce 140,000 tonnes of asphalt for the runway at the NATO air base in Geilenkirchen (Germany). The 12-million-euro project to refurbish the 3-kilometre-long and 45-metre-wide run-

way – that's about as wide as a four-lane motorway – kicked off in May 2014. Repairs to the existing concrete runway had been carried out time and again in recent years. Safety reasons made a complete refurbishment unavoidable. More than 3,000 people work at the 620-hectare NATO air base. It is located

near Geilenkirchen, Germany, in the Teverener Heide close to the Dutch border. The AWACS air base is home to the E-3A Component, one of the two flying units of the early warning fleet and NATO's first and only multi-national flying unit. Seventeen NATO aircraft are stationed at the air base in Geilenkirchen.



Asphalt mixing plant Ammann Universal SuperQuick – fast to relocate with just 12 transport units

- Cold feed 8 ADL10
- Drying and heating system T 25100
- Dust extraction AFA 57
- Mixing tower Universal SuperQuick
- Filler feed 2 × 50
- Hot aggregate silo 350/4, integrated in the mixing tower
- Binder feed E-Bit 3 × 40 + 2 × 50
- Steel frame foundations
- Electrics and Ammann control system
- BCD silo
- Mobile concrete foundation for BCD silo
- Generator

Relocated for the third time

The Johann Bunte construction company of Papenburg was chosen from among seven bidders to carry out the large-scale project. The provider of general construction services used its Ammann SuperQuick built in 2007 to produce the asphalt. The plant produced 100,000 tonnes of asphalt at its first site in the Polish town of Bratoszewice before relocating to Skepe 150 kilometres to the north. There it mixed 350,000 tonnes for the S10 motorway. The plant then relocated to the A1/A2 motorway junction in Strykow. Once there, it produced another

350,000 tonnes of asphalt for a 21 km stretch of the A1 motorway from Piatek to Strykow.

Johann Bunte employees Andreas Lukait, project manager, and Andreas Götza, operations manager, report on the 1,000-kilometre relocation project to Geilenkirchen in Germany.

That really sounds like a new record! How long did the last transport and the dismantling and setup processes take and how many people were involved?

“We appointed an external company to do the job. Five fitters and an electrician dismantled the plant in Skepe. It was then transported on 30 trucks by motorway to Teveren. Dismantling and transport took two weeks, from 31 March to 14 April 2014.”

What happened next?

“After the Easter break, it took six fitters and two electricians just one week to set up the plant in Teveren. We commissioned the plant and its power supply via a generator in cooperation with Ammann between 5 and 10 May 2014.”



Ammann/fotopizza

The SuperQuick concept makes it possible to completely dismantle asphalt mixing plants and install them at a different site in just a few weeks – without any concrete foundations.

When was the first asphalt mix produced?

“Production started on 10 May. We mixed some smaller batches for various areas around the air base. Production for the main construction project started the next day with a base layer batch of 2,300 tonnes.”

What challenges did you have to overcome?

“We had to tackle a few hurdles on the

way. For instance, we had to obtain very heavy goods transport permits in the brief amount of time available to us. Finding a suitable location to set up the plant was not so easy, either. We finally chose a plot of just 35 × 25 metres with a bidirectional incline and a difference in height of 50 cm. We also had to comply with regulations for aviation operating areas in military security zones. And we had to guarantee operational readiness by 11 May at the latest. We were ready right on time.”

How is the plant running during everyday operations?

“Our Super-Quick had a certain amount of downtime after completion of the A1 in Poland without being mothballed. Commissioning at the air base went smoothly nonetheless. We have been very pleased with its continuous, trouble-free operation since 11 May!”

NATO military air base Geilenkirchen

3,000 people work at the 620-hectare air base.



NATO

“Boeing E-3 Sentry” is the military name for a Boeing 707-320 used as an AWACS surveillance aircraft by the air forces of numerous countries. The search radar above the plane’s fuselage is its most striking feature.



NATO

The Ammann SuperQuick concept

The Quick variants of Ammann asphalt mixing plants do not need any concrete foundations. They are mounted on steel frames and are therefore suitable for relocation. The SuperQuick concept goes yet a step further to enable an even shorter on-site installation time. Mixing plant relocations with disassembly and reassembly are possible with just a few transport units and are cost-effective and fast. The steel frame foundations for each component serve as templates during assembly to make installation easier. Cable duct module, power panel, operator pedestal, cabling and mixing tower supports are pre-mounted onto the frames. This makes it unnecessary to readjust the plant components during the next installation. Frames are bolted together wherever possible and expedient.

Intelligent tolerance interfaces make assembly even easier. The flanges fitted with compensators are able to compensate for angle and length deviations between plant components, for instance on the raw gas channel between drum and dust extraction unit. This does away with the necessity to realign plant components when the mixing plant is installed at the next site.



JOHANN BUNTE Bauunternehmung GmbH & Co. KG is one of Germany’s leading construction companies with a long history and a supra-regional presence. Found in Papenburg (Emsland) in 1872, BUNTE is today a general construction contractor with numerous subsidiaries and shareholdings and a broad range of services that enjoys success on a national and international level.



AMMANN CZECH REPUBLIC

HOME OF COMPACTION IN AMMANN GROUP

Ammann Czech Republic a.s. based in Nové Město nad Metují is the Ammann Group's competence centre for rollers. Since it was founded, the subsidiary has been renowned for developing new technologies and products in the field of heavy compaction machinery. The Czech plant took over the production of Ammann's light and medium weight rollers in the summer of 2014.

Ammann has successfully tied in to the construction technology of the Stavostroj company and the metalworking facilities in the Czech Republic hailing from the last century. The production of automatic cranes, fast lifts and conveyor machinery for the construction industry began here in 1946. Heavy

compaction technology was added step by step. Collaboration with the Ammann Group stabilised the company's position after restructuring and secured new sales markets around the world. Today, the production plant in Nové Město nad Metují produces rollers for compacting earth and asphalt as well as

pneumatic tyred rollers with an overall weight of up to 25 tonnes.

Machine development work has always focused on output, high safety and operating convenience. Reducing emissions and fuel consumption are top priorities, as are inno-

vations in the field of intelligent compaction by optimising the entire process. It is thanks to the cooperation between experts from all areas of compaction that Ammann today can offer a comprehensive range of state-of-the-art compactors and guarantee the best quality for its customers.

Ammann compaction machines fulfil the strictest demands and standards

Last year, Ammann Czech Republic introduced its largest contribution to date to the market for heavy compaction machines. The introduction of the latest T4 engine technology to the entire product range of rollers went hand in hand with a comprehensive review of the portfolio in consideration of the design, ergonomics and operation. All single drum rollers, pneumatic tyred rollers and tandem rollers are now equipped with Tier 4i Euro 3B or Tier 4 engines that meet the strictest emission standards.

Additionally, Ammann is the only manufacturer in the world to offer new functions on medium-sized rollers that were previously reserved exclusively for the heavyweights: the intelligent compaction measurement and control system ACE^{force} and asphalt temperature measurement. These machines also meet the latest requirements with regard to ergonomics, safety and operational effectiveness.

Development as a priority

Ammann Czech Republic is investing intensively in research as a driver for the long-term development of the Ammann Group. Activities centre around a well-oiled team of engineers of which many a competitor is more than a little envious. Some of the "hard core" have been with the company since the 1980s and ensure the company benefits from outstanding continuity. Young employees from related areas as well as graduates from collaborating technical universities are continually added to the team.

Concentration of compaction machine production in Nové Město

In the summer of 2014, Ammann Czech Republic took over and integrated the production programme of lightweight asphalt and trench rollers from the Ammann plant in Langenthal. The first machines that have just



The first light and medium weight rollers produced at the Czech plant are ready for shipping to England.

left the new production lines in Nové Město are proof that the local team can master the conversion and challenges with the support of colleagues from Switzerland.

The measure will result in additional synergies in all corporate areas, but in particular in procurement, production, development, sales and logistics. The increased volume will ultimately enable additional investments to be made in production effectiveness, quality and, last but not least, further product improvements within the scope of development. This concentration of a truly comprehensive product portfolio is unique in the segment and gives the company an important strategic competitive advantage.

From Nové Město to the markets of the world

Ammann Czech Republic has always banked on the local environment, local talent and their loyalty. After many years, the entire sales, product and service team is an

inseparable component of the international community of compaction machine manufacturers and is much respected by competitors. All employees come from Nové Město and its surrounding areas; many of them have grown with the company and know it well from their involvement in different functions. They can depend on one another and are reliable contact partners for customers and dealers alike.

The company continues to focus on expanding its global presence through standardised products that are adaptable to the specific requirements of each market. The basis of all machines, or the technical concept, is modified according to region; this optimises costs and guarantees customer service and the availability of spare parts. The organisations for production, sales and service in Latin America, India, Southeast Asia and South Africa are the perfect complements to the internal corporate structure. The cornerstone of our global competitive ability rests firmly on the connection to the parent company.

Modernising and restructuring the Ammann Czech Republic a. s. production plant

Shortly after its integration in the Ammann Group, Ammann Czech Republic invested heavily in converting its production premises. The investments flowed mainly into refurbishing the two production halls and creating a modern production environment. A new painting plant was installed and the machine pool completely redesigned so that the production of machine frames and rollers and the organisation of assembly including testing are now at a very high level. Ammann Czech Republic is currently in a further development phase. Project work on the painting plant,

extensions to the roller production area and improvements to important technologies will be completed over the next two years thanks to growing sales figures and the concentration of compaction machine production in Nové Město. In addition to strengthening production, improvements will also be made to development capacity, software, testing facilities and the scope of performance for service, training and product presentations for customers.

AITC – Ammann Training Center in Nové Město

Ammann Czech Republic recently made a successful investment in the new Ammann Train-

ing Center. The facility reflects our philosophy of maximum support for our dealers and customers with regard to their knowledge of our products, applications and machine-related services. New and existing dealer network employees participate in the training events for the entire product range that are regularly organised by the team of qualified trainers.

The assembly lane for single drum rollers at Ammann Czech Republic.





Ammann faced up to the competition with three pivot-steered tandem vibratory rollers of type 95-2.



The disc spreader provides the perfect surface finish on the blacktop.

RESEARCH PROJECT: COMPREHENSIVE COMPACTION CONTROL

FIT FOR THE **ROADS OF TOMORROW**

Ammann put its compaction systems to the test together with three other construction machine manufacturers within the scope of a research project on the B10 motorway near Pirmasens in Germany. Whilst traffic has long since reclaimed the motorway, scientists and technology developers are hard at work analysing the data gained from the "competition". Their findings will serve as a basis to define future standards for road construction.

"We can do it and we want to do it!" was the response of Ammann's construction machine specialists as soon as the project was announced. The confidence that they would do well is based on a strategy of research and innovation that goes back more than ten years. In other words: on the well-established ACE technology with which the Ammann group's Common Research and Development

Department is setting new standards on the world's markets.

Hot summer, cool road-builders

One paver and twelve single drum rollers on five kilometres of road. It is admittedly a somewhat strange image of everyday life in the business. In contrast to a "normal" assignment – where machines from one and the

same provider are at work – the job in July was handled by machines from four different manufacturers.

Whilst road construction company Juchem of Niederwörresbach spread the asphalt mix on the B10 with a paver, rollers from Ammann and three competitors took care of compacting the sections assigned to them. The fin-



Radiometric compaction measurements rounded off the machines' measurement data.

The three AV95-2 machines equipped with ACE and GPS were able to communicate with one another and put on a convincing display of efficiency.

ish was applied by an Ammann tandem roller equipped with a disc spreader.

It was doubtlessly a challenge for the operators to have to drive a different roller each day. After all, every product brand has its own specific operating concept. However, the representatives of the four manufacturers agreed that the drivers had operated each machine and system in the best possible way.

Pave, compact, measure

The paver determined the speed as the convoy of trucks waited patiently to empty its steaming asphalt mix: 2.5 metres per minute for the binder course and 3.5 metres per minute for the top layer. The conveyor screws turn continuously at a constant speed to apply the hot mix over the entire lane width of 7.5 metres

with an even flow of material. Then the rollers come and compact the still soft, black surface. The driver's task is to ensure adherence to the calculated roller schema of speed, pass length and sequence as well as the number of passes.

Electronic systems are used to avoid driver fatigue and help the operators maintain their concentration level. The driver's view moves to and fro between monitor display and road surface – routine and technology ensure safe and reliable work progress.

Radiometric compaction measurements – for instance using a Troxler Pave Tracker – were regularly carried out and documented.

The client – the Federal Highway Research Institute – and the project supervisors – the

Institute for Highway Research at the University of Siegen – had defined a clear objective for the competitors gathered on the B10 near Pirmasens in Germany. The aim was to demonstrate the influence of comprehensive compaction control on the quality of the finished blacktop in conjunction with the use of new technological options such as telematics, GPS positioning, modern data processing and transmission as well as the latest optimised machine technology.

Trend-setter through innovation

The three pivot-steered AV 95-2 tandem vibratory rollers with a working weight of 9.5 tonnes at work on the B10 were able to provide a practical demonstration of the advantages of the intelligent ACE compaction system when it comes to comprehensive com-

Thomas Remy, Sales Manager – OEM Business Manager at Ammann: “To be involved in this research project as one of the four ‘protagonists’ is of importance to Ammann. The assignment is considered a meaningful reference project. Our ACE measurement system serves companies as a self-monitoring tool and enables drivers to achieve the best compaction results with as few passes as possible. Permanent measurement and automatic control during the asphalt installation process are decisive factors.”



Wolfgang Brandl, product manager for large machines at Ammann: “The research project on the B10 is another practical test for our rollers equipped with the ACE compaction control system. We also wanted to use the disc spreader to prove we can deliver high quality results in every area. The disc spreader is flexible in use and easily operated by the driver at the push of a button. Spreading the chippings homogeneously over a width of 2 to 6 metres ensures an ideal non-slip surface.”



Lukas Recher, research/development at Ammann: “Our creative team accompanied the scientific aspects of the project. As co-developers of the Ammann compaction technology, we are very interested in receiving feedback from the roller operators. Their feedback tells us which machine features are accepted and put to use in everyday work. Our objective is to make the operator’s job easier without compromising on the best possible quality.”



Dirk Hartmann, roller operator at Juchem: “I have worked in road construction for 33 years and have gained experience with different types of disc spreader. One of the advantages of the disc spreader on the Ammann roller is that I can set and adjust its functionality from the operator’s cab. The amount of chippings and how evenly they are spread depends on the selected speed of disc spreader.”



paction control. The Ammann rollers were equipped with GPS-supported high precision Topcon technology and were able to communicate with each other.

The increase in load-bearing capacity was measured as the rollers made each pass and the compaction output adjusted accordingly. The ACE system regulates amplitude and frequency continuously and steplessly in consideration of the asphalt temperature. A clear bonus for the final quality of the installation: the exciter technology integrated in the ACE drum automatically transfers the steplessly generated amplitude vertically into the substrate.

It was also demonstrated that Ammann’s ACE technology not only contributes towards a high road surface quality but also optimises work processes and significantly relieves the strain on the operator.

All’s well that ends well ...

An asphalt surface compacted using high-tech equipment needs to be made “non-slip” before it is opened to traffic. Another Ammann machine was therefore also at work on the B10. Although it had no impact on the outcome of the competition, its successful results are nonetheless widely acknowledged. An efficient disc spreader was attached to a pivot-steered AV 95-2 ACE roller. It efficiently covered the entire width of the new road and spread the material evenly over it.

The use of the disc spreader as an add-on to the Ammann AV 95-2 roller helped achieve a positive overall result that soon enabled traffic to travel safely.

Ammann Compaction Expert

The Ammann Compaction Expert or ACE, available as the powerful measurement system ACE^{force} with an absolute stiffness measuring value for all standard vibration machines or as the professional ACE^{pro} measurement and control system with a unique, power-driven, automatic stepless adjustment of frequency and amplitude, is suitable for both asphalt installation and earthwork. Both variants are equipped with a simple, integrated documentation system (ADS).



Making a virtue out of necessity: Ammann’s training centre meets with keen interest in Australia’s asphalt segment.

PLANT OPERATION MADE EASY

NEW TRAINING CENTRE IN AUSTRALIA

Ammann Australia celebrated the official opening of the training centre in Queensland on 27 May 2014. Numerous leading asphalt producers from across the country participated in the event to make it a huge success. During the day, participants were able to learn more about the courses on offer, the learning objectives and contents, as well as teaching aids such as the as1 control system simulator.

The asphalt industry does not offer many training options for mixing plant operators, as Ammann Australia has discovered over the past few years. Plant operators currently share information among themselves or invest in training measures for their operators by sending them to international training events overseas. The establishment of a regional training centre in Queensland will help meet customer needs. Ammann is

the first plant manufacturer on the Australian market to offer customers an opportunity to engage in efficient and local training measures.

Recognising market needs

“Our employees take care of all types and brands of asphalt mixing plants throughout Australia. They are always being approached by production employees and local managers

seeking a solution for standardised operator training events”, says Luke Fraser, Service and Installations Manager at Ammann. In keeping with its guiding principle of “Productivity Partnership for a Lifetime”, Ammann has invested in providing local support to the Australian asphalt industry to offer urgently needed training measures and set new standards for all employees working in the asphalt industry. To this end, Ammann has com-



The premises of the training centre in Queensland offer course participants ideal surroundings for successful learning.

bined its global resources and long-standing expert knowledge from its training centre in Langenthal with the experience and knowledge of the local market. The training courses developed against this background are aimed at extending the operators' skills and knowledge with regard to the asphalt production process. The two training centres worked closely together to create 15 new interactive courses with more than 800 new presentation slides that cover the needs of beginners and advanced learners in the following main areas:

- Preventing accidents on Ammann asphalt mixing plants
- Process technology for asphalt production
- Mechanical functions of the Ammann asphalt mixing plant
- Maintaining Ammann mixing plants
- Training for the as1 control system

The courses provide exact explanations on how asphalt mixing plants work and on how to get the best out of a plant and its components.

Broad range of teaching aids

One major advantage of Ammann training centres is the use of different teaching aids such as:

- Interactive 3D models
- PowerPoint presentations and customised animation films
- Plant components used to demonstrate maintenance work
- Shared learning of practices used throughout the industry
- Fully functional as1 control system simulators
- Exchange of experience between course participants

“The simulator enables course participants to gain valuable experience in a safe and controlled training environment without being exposed to the stress and pressure that would accompany learning under actual production conditions. Simulator training enables Ammann's highly professional instructors to simulate control system errors and malfunctions via remote control and establish how course participants would react and cope with the problem in a real situation. Employers now have an additional option to train employees without running the risk of wasting material or causing unnecessary plant downtimes”, explains Paul Vandersluis, Managing Director of Ammann Australia.

Comprehensive course programme

The basic course (designed first and foremost for new employees and people from

outside of the industry) provides an introduction to the production sequence, process basics and plant safety; it explains the plant's components and their functions, basic maintenance work and how to operate the plant correctly.

The follow-up training course provides operators who already have a basic understanding with a detailed overview of plant operation and parameter settings, maintenance work and troubleshooting, plant optimisation through maximising efficiency and the use of evaluation functions integrated in the control software.

The advanced training course is aimed at experienced Ammann plant operators who want to become true experts with regard to plant functionality, special maintenance work

and the analysis of energy consumption and production quality.

The production manager course enables senior production employees (including production supervisors and managers) to call up and evaluate valuable protocol data and statistics from the as1 control system to get the best out of the plant and its operating costs.

Sandro Baumgartner, Director of Training and Support, Ammann Switzerland Ltd: "Developing the new training courses to meet the needs of the Australian market was a huge challenge. It is an important step towards better fulfilling customer needs and strengthening Ammann's customer service."

Although the training courses are designed around Ammann plants, some of them are

tailored specifically to the users of other asphalt mixing plants. The majority of training courses planned for 2014 have been booked out since the training centre was founded, making it necessary to schedule additional courses to cope with the increasing demand.

Training centre in Langenthal

The first Ammann training centre for plant and control technology was opened in Langenthal in 2006. The centre offers training courses for asphalt and concrete mixing engineers as well as general customer training events. It also offers regular advanced learner courses for Ammann fitters to maintain and improve the quality standards of Ammann customer services.

The first training centre for plant operators was opened at the headquarters of the Ammann Group in the Swiss town of Langenthal in 2006.





READYCON IN THE PHILIPPINES TRUSTS IN AMMANN PLANTS

JESUS F. IGNACIO – IN THE ASPHALT BUSINESS FOR DECADES

“Why do I need to be published in the Ammann Magazine?” was the initial reaction of Jesus F. Ignacio, President and General Manager of Readycon Trading and Construction Corporation, in response to our request for an interview. Readycon is one of our oldest customers in the Philippines and operates two Ammann plants. Reason enough to find out a little more about Readycon.

Mr Ignacio, you purchased the first plant in 2001. How did you find out about Ammann at the time?

Jesus F. Ignacio: “Ammann was referred to us by a local agent. We never had a preferred brand at that time when we were looking for a new asphalt plant. We knew of brands like Barber Green and Nigata but they were

very expensive then. When an Ammann dealer knocked at my door, he presented the Ammann product range. When we ordered the plant, we had difficulties securing euros so the sales representative offered a flexible solution to purchase the plant. I also decided to buy a new plant because the Clean Air Act was put into effect in 1999, so I needed

to change my old plant (Barber Green) due to this law. We finally bought our first Ammann asphalt plant in 2001. We were very happy with the performance of the plant within months of continuously running it. Although the plant would randomly shut down during production, the plant was relatively simple that we were able to fix the problem quickly.



not happy with its performance, so we decided to decommission and instead buy a new plant. I also recall a service technician from Ammann who installed our first Global 160 plant, who told me: "Mr Ignacio, you have to buy your second Ammann plant because the spare parts are interchangeable; you can have

your parts stocked as they are usable for both Ammann plants."

"So, we decided to buy our second Global 160 plant in 2012 and the plant was operational in early 2013. The second Ammann plant caused us headaches to start with. I can



Readycon

Readycon's corporate values are the mainstays of the company's long-term success.

Jesus F. Ignacio and Readycon provide asphalt and concrete for the greater Manila area.

It is also very interesting for you to know that we did not rely so much on technical support and service from Ammann during the period of 2001 until early 2012."

Is that true? You did not rely on Ammann Technical Service during that period? When was the first time you requested to service your plant?

Jesus F. Ignacio: "I cannot recall anymore when we first asked for assistance from Ammann, but it was during the period of early 2012. There was one instance where we asked for some spare parts, but it was very seldom then that we requested Ammann to send their people to our plant. This made me hesitate to buy such an expensive plant without any backup, but we were very lucky with our first plant."

"Before we bought our third asphalt plant (our second Ammann asphalt plant) in 2012, we purchased an Almix Plant in 2007. After four to five years of operating the Almix plant, we encountered a lot of problems and I was

Readycon





The second Global 160 has produced far more than 200,000 tonnes of asphalt since the beginning of 2013.

say that production-wise, the plant is more efficient than the old plant, but in the beginning we were faced with numerous quality issues with some of the outsourced materials from China. When comparing both plants, it is safe to say that the older Global 160 plant was built much better when compared to the newer Global 160 which is not 100% built

READYCON TRADING AND CONSTRUCTION CORPORATION

Readycon Trading and Construction Corporation (RTCC) is a leading construction company in the Philippines with a focus on the production and supply of high-quality, ready-mixed asphalt and concrete, road construction and heavy plant hire. The company makes use of state-of-the-art batch mixing plants and equipment operated by highly trained personnel. RTCC is committed to providing its customers with the best service and to improving the country's roads and infrastructure to drive the nation's economic development forwards. RTCC currently supplies the greater Manila area (Manila city, Central Luzon and Calabarzon) from its asphalt and concrete mixing plants and administration offices in the industrial area of Manggahan, Pasig City, and the concrete mixing plants in Cabuyao, Laguna.

in the EU. But this plant is now also producing reliably and even with lower consumption rates for fuel and electricity. Nevertheless, we are still happy with our purchase and the customer service that we have received from Ammann as far as addressing these issues are concerned."

Do you have records on how many tons the old Global 160 produced from 2001 until today? What is the maximum tonnage your two plants are producing when in full production?

Jesus F. Ignacio: "With the first plant we have produced over 2 million tons of asphalt, and 200,000 tons of asphalt with the second one up to today."

When did you establish Readycon as a company?

Jesus F. Ignacio: "We started Readycon in 1988. I was formerly working with my father, Victorio G. Ignacio, as the General Manager for Asphalt Operation at Asphaltrade, the company established by my father way back in 1969. I started Readycon in 1988 by leasing my father's asphalt plant (Barber Green brand) as well as leasing out various equipment and the property where the plant was located. As we grew, we invested in new road

machines like pavers and single and double drum rollers. We engaged in our own projects through government tenders and we were also selling asphalt to small and medium-sized contractors who usually had local government projects on road rehabilitation and asphalt overlaying."

What were the challenges you faced with the Ammann plants and how does Ammann support you?

Jesus F. Ignacio: "You can imagine, those were turbulent times. Because we sold a lot of asphalt to our customers, it was very vital to deliver good quality constantly. In this regard, we could rely on Ammann plants. At the moment, there are still problems to be solved, especially with matching the two plants. The new plant is from a more recent generation, so it is sometimes difficult to figure out the differences. We tend to compare the old Global 160 with the new one. We also embarked on some retrofitting on the old plant to modernise it. Just recently we retrofitted the drier of the old plant with the hopes of improving its performance."

How many years have you been involved in this kind of business?

Jesus F. Ignacio: "I myself started in 1969 as an employee with my father, and as years went by I learned everything about operations and how to manage an asphalt plant. I had first-hand experience on how to operate road rollers and asphalt pavers. I started without any technical background and I only acquired my skills and knowledge in my decades of working with asphalt plants. This is my passion and it keeps me fit."



A total of 31 participants accepted the invitation to the first dealer training event in Southeast Asia.

SOUTHEAST ASIA

DEALER TRAINING IN SINGAPORE

Ammann has built up its presence in Southeast Asia over the past years. Ammann Singapore Pte. Ltd. manages and appoints dealers and business partners to service the market and forge closer ties to customers.

Successful initial event

All sales partners support the Ammann brand and advertise the entire product range from the smallest compactor to the largest asphalt mixing plant. Ammann Singapore organised its first product training and invited Ammann partners to participate in a two-day training in Singapore to improve their knowledge and sales skills. The response was indeed impressive with 31 participants attending the event.

The event focused on sales staff and aimed to increase their confidence in the products and expand their background knowledge of Ammann and its organisation. They were also introduced to the world of asphalt, road construction and compaction.

From substrate work to spare parts

The training programme was designed to

explain the machines and equipment needed to construct a road. The first module focused on earthwork and substrate compaction, the mix for the lower base course, the installation of asphalt layers and the production of asphalt at a mixing plant. The following modules concentrated on the relevant product, its particular strengths and on sales arguments. The course addressed every product group and how to deal with customer service, spare parts and our online platform in detail. Each attendee was presented with a certificate confirming their successful participation in the course upon its completion.

The response from the first dealer training in Southeast Asia was very positive; future events will be held on a regular basis. They will strengthen the partnership and network and promote brand awareness.

The dealer network of Ammann Singapore in Southeast Asia:

<i>Country</i>	<i>Dealer/Agent</i>
Malaysia	Sunway Enterprises
Indonesia	PT United Equipment
Philippines	Cleamco Industrial Corporation
Thailand	Ariya
Singapore	Teesin
Myanmar	Melservices
Nepal	Auto-Electro-Mech
Sri Lanka	Hovael



The ESM 30 doesn't need much space. It is seen here at the end of the building site where it supplies the mortar for the construction of the U5 metro tunnel in Berlin.



The mortar it produces is filled into a transport container that is taken by crane to the tunnel portal and transported into the tunnel together with the tubbings.

GERMANY

THE NEW U5 – A MILESTONE FOR BERLIN'S TRAFFIC INFRASTRUCTURE

The gap-closing U5 is a unique and complex civil engineering project at the heart of Berlin's busy inner city. Public transport authority BVG is extending the U5 line from Alexanderplatz to the Brandenburg Gate where it will connect with the already finished U55 to form the new U5. The new line will benefit the environment as it will reduce the number of privately-owned vehicles in the inner city. The Red Town Hall, the Nikolai Quarter and the Museum Island will all be reachable by metro. Once the gap has been closed, the U5 will not only be the metro line with the most landmarks, but also the first to be completely barrier-free.

An Ammann Elba ESM 30 supplies the mortar

A tunnel boring machine such as the one

used for the U55 section between the Brandenburg Gate and the Bundestag is also being used for the U5 line. In principle, tunnel boring machines are like giant moles that dig through the earth and clad the tunnel as they do so. Around 1.2 km of the total 2.2 km stretch between Alexanderplatz and the Brandenburg Gate will be built underground by a tunnel boring machine. The two 1.6 m long tubes will have a diameter of 6.7 metres. The tubbings (ready-made concrete components) used for the tubes are individual elements that form a ring inside the tunnel. Mortar is injected between the tubbings and the tunnel shell. The mortar is supplied by Bilfinger Construction's Ammann ESM 30. A small super-mobile concrete mixing plant that is ideal for the tight conditions in a city like Berlin.

Bilfinger Construction

Developed as an engineering and service company, Bilfinger builds, maintains and operates real estate and infrastructure as well as buildings for industry and energy providers. Performance portfolio: tunnel construction, offshore, networks, special civil engineering projects, power plant construction, harbour construction, steel construction, general engineering, prestressing technology, maintenance, shuttering, planning, building materials technology, logistics and machines and plant. Locations: headquarters in Wiesbaden; many locations in Germany and throughout Europe.

FRANCE

PARTNERSHIP IN PRACTICE – IN GOOD TIMES AND IN DIFFICULT

For more than 20 years, Ammann and the company STPI situated in the Département Haute-Saône in France have maintained business relations that have developed continuously as STPI has grown. STPI's president Claude Marconot explains how he has come to appreciate the relationship with Ammann over the years.

Claude Marconot: "We have come to appreciate the technological development of Ammann's machines over the past two decades, in particular with regard to their compaction machines. We also appreciate the commitment of our contact partners when it comes to selecting the best solution for the task in hand. That is why we consider Daniel Beard and André Hellegouarch of Ammann France as valuable partners who we trust implicitly."

"It is relatively easy to sing the praises of machines or contact partners, but I cannot

speaking about machines from Ammann without thinking of experiences we have shared with the people at Ammann."

"We acquired a single-cylinder compactor, an AC 180 single drum roller, back in 1997. At the time, Ammann had started to produce and sell this compaction machine. It soon became obvious that we had drawn a losing card and had all kinds of problems with the machine."

"However, the people at Ammann France never shied from their responsibility in a situation that could have led to an argument or even a breakdown of our relationship. We were ultimately fully convinced of the Ammann team's commitment and will to keep their promise."

"Today, we have two asphaltting groups equipped exclusively with machines from Ammann. One group has a small AFW 150

paver and, for compaction, an AV 20-2 roller, an ARX 26 K tandem vibratory roller and an APF 1250 single direction vibratory plate; the other group has an AFW 350 E paver, an articulated AV 70 X tandem roller, an AV 20-2 roller and two APF 1250 vibratory plates; we also have an AP 240H pneumatic tyred roller to support the groups when necessary."

"STPI banks exclusively on compaction machines of every size and type from Ammann – to date more than 50 machines, and we can only congratulate ourselves on such a wise choice."

Claude Marconot, the president of STPI, has turned the company from a 15-strong company to an enterprise with 100 employees in just 20 years.

An STPI asphaltting group equipped exclusively with machines from Ammann.



ENGLAND

PAVEMAC DEVELOPS A
TRAMLINE PAVER

The AFW 150 converted by Pavemac made it possible to complete the tramline project with the required precision and sustainability.

Ammann's UK dealer Pavemac responded to an invitation by City Asphalt of Nottingham, England, and arranged a visit to discuss the various options, services and machines that Ammann and Pavemac could provide. City Asphalt had received a contract to build 20 miles of new tramlines in Nottingham. The base layer and covering layer between the concrete plinths that support the tramlines had previously been filled in by hand. The company set about seeking a more efficient and precise way of dealing with this task. They were looking for a machine capable of working in tight spaces that would take up little room between the concrete plinths.

During the visit, Pavemac discussed Ammann's mini-paver AFW 150 and its advantages, assuring the client that the company had the necessary experience and expertise in the field to manage the project successfully.

A new solution was needed

Pavemac arranged a demonstration with the standard version of the AFW 150; however, this model only has a paving width of 870 mm which would make the task far more difficult to handle. The precision required to lay the asphalt between the concrete plinths could not be achieved with conventional

steering. A more precise solution was needed. The project was reconsidered with the experts from the technical department. And so the idea was born that if it was not possible to work between the tracks, one could work on them like a tram: that was the start of the "AFW 150 Tramline Special Edition".

The modifications comprised attaching steel guide rollers to the outside of the existing rubber wheels on the rear section and fitting a new support with steel wheels to the front. Both modifications were implemented easily on site. An additional filling funnel was fitted to the existing container to enable asphalt to be filled from the front.

The Pavemac team returned to the construction site once again and surprised the customer with the solution they had developed so quickly. The City Asphalt team was then able to tackle and complete the project successfully with the modified AFW 150.

GERMANY

AMMANN ELBA WEAR PROTECTION EWP



Wilhelm Mayer (left) and Michael Graf in front of the mixer equipped with EWP at Mayer Transportbetonwerk GmbH.

EWP is a comprehensive wear protection set from Ammann Elba. It is made from highly resistant polyurethane and offers an excellent price-performance ratio. It is designed to fit exactly on the mixer shaft and paddles, discharge funnel and feeder skips. Wilhelm Mayer, owner of Mayer Transportbetonwerk GmbH in Östringen, Germany, explains in an interview with Michael Graf, After-Sales Director at Ammann Elba, why he decided in favour of EWP.

Mr Mayer, how did you find out about our new product?

Wilhelm Mayer: "An Ammann Elba service employee spoke to me about it."

Was the installation an easy process? Who carried it out for you?

Wilhelm Mayer: "Yes, the slotted and precisely fitting design of the EWP makes it very easy to slide it over the mixer paddles and shaft and bolt it into place. My son and I installed it ourselves. It took about an hour."

How long have you been using the product for? How many m³ have you produced since then?

Wilhelm Mayer: "We installed it at the beginning of April and have meanwhile produced more than 20,000 m³."

Mr Mayer, how do you rate its wear resistance properties?

Wilhelm Mayer: "Simply outstanding – there is virtually no visible sign of wear. Only the edges are slightly rounded. I think it will meet our service life expectations in full."

Has using the EWP reduced caking on the shaft?

Wilhelm Mayer: "We have always used a very effective and powerful high-pressure cleaning system in our mixer. The EWP has achieved a clearly noticeable improvement. It has shortened the time spent cleaning the mixer further still."

Are you generally happy with the product?

Wilhelm Mayer: "Yes, EWP fulfils the expectations I place on such a product."

Mr Mayer, when you purchased the product, you suggested drilling precise holes for attaching the product to make fitting easier. We have implemented your suggestion. What is your opinion?

Wilhelm Mayer: "We have worked together with Amman Elba for a long time. Regular discussions and visits from your sales and service staff have resulted in numerous successful improvements in the past. It is important to me to mention that my experience with products of your company has always been positive."



The comprehensive wear protection set EWP made of highly resistant polyurethane.



The photo speaks for itself – a small amount of residual concrete on the edges is all that is left after cleaning.



The Prime 140 asphalt mixing plant was on display against an impressive backdrop in Las Vegas.



Ammann presented a broad selection from its product range at the well-attended exhibition booth.

USA Conexpo

Ammann presented a broad selection of compaction machines at the Conexpo in Las Vegas, USA (4–8 March), including rammers, vibratory plates, trench rollers, tandem rollers and an ASC 110 single drum roller. Visitors were also able to learn more about

Ammann and its products via an interactive touch-screen.

In general, there was a strong focus on Ammann pavers and the Prime 140 asphalt mixing plant. Both products were brought closer to the public by means of attractive films, animations, photos and knowledgeable exhibition personnel. The Prime 140 on show was a very special highlight and a real crowd-puller at its location between the Trump Hotel and the Wynn Hotel at the

heart of Las Vegas. Customer events during the evening with dinner and shows rounded off the exhibition program.

ITALY Samoter

This year's Samoter was held in Verona in cooperation with Asphaltica (8–11 May). The fair counted 450 exhibitors from 27 countries and 40,000 visitors.

Ammann presented a broad selection of its products and innovations on 1,000 m² of exhibition space. Among them were the

super-mobile asphalt mixing plant Easy-Batch 140, the AFW 350 paver and a cross-section of Ammann's efficient compaction machines. An Ammann Elba concrete mixing plant and an emulsion production plant were also on display. The product show was rounded off by a presentation and demonstration of the as1 control system and its versatile modules. Ammann welcomed numerous guests with whom interesting discussions were held. A large number of Italian plant owners, operators and customers found their way to the Ammann booth in addition to many international guests.

When the exhibition was over, a number of guests attended the special events "AIT by Night" that took place on the premises of Ammann Italy. In addition to an evening meal in an elegant marquee, the guests were also able to enjoy a spectacular show consisting of light effects, fire, dance and music surrounding the large UniBatch asphalt mixing plant. They welcomed the opportunity to get to know Ammann better, to network with colleagues and learn more about the products.

The generous exhibition stand in the hall featured a range of compaction machines and pavers alongside an EasyBatch 140 and an Ammann Elba mixer.



The customer events on the premises of Ammann Italy in Bussolengo were very well attended.





The appearance at the CTT was once again a complete success – Ammann is well known to Russia’s road builders who have a keen interest in the company’s technology.



The illustration on the drum shows the otherwise concealed vibratory unit.

RUSSIA CTT

The 15th international exhibition for construction methods and technology, the CTT, in Moscow (3–7 June) covered an area of some 130,000 m² and attracted around 37,000 visitors from Russia and 34 other countries. Ammann was at the heart of the exhibition

and presented various products including lightweight compaction machines and vibratory rollers, a pneumatic tyred AP 240 H roller, an ASC 150 single drum roller and an AFT 350 paver on 641 m² of exhibition space. The new ARX 90 tandem roller, the Rammax 1575 trench roller and the mixing and weighing platform for the Ammann Elba concrete mixing plant were presented to the Russian visitors for the first time. Ammann’s exhibition booth attracted the attention of many a visitor and was particularly popular among the

managers and technical experts of road construction companies. The live demonstrations of rollers, vibratory plates and rammers were always very well attended. The graphics on the drum of the ARX 90 tandem roller also caused quite a stir. They served to illustrate the otherwise concealed design of the roller’s vibratory block and drive mechanism.

ENGLAND Hillhead

In June of this year, Ammann UK participated in the Hillhead exhibition which, as every year, took place in a quarry in Buxton, Derbyshire, UK (22–26 June). The show attracted more than 17,500 visitors and was a complete success. The Ammann subsidiary put on an attractive show at the stand it shared with local machine dealer A&Y Equipment and

paver dealership Pavemac. The display featured an RAH50 asphalt recycling drum alongside a large selection of compaction machines and pavers. Customers also had an opportunity to learn more about the products via an interactive touch-screen and a demonstration of the as1 control system. The new subsidiary Ammann Elba and its concrete mixers and plants was also represented.

Hillhead followed directly after the successful conference held by the “Institute of Asphalt Technology” a week earlier in St. Andrews, Scotland. Ammann was a main sponsor of the event together with COLAS. Around 200 key players from the asphalt sector took part.

Ammann’s products and services made a lasting impression on the many visitors who came to the booth. This year, many senior executives also made time to visit the exhibition.

A highly motivated Ammann crew was on hand to answer the questions posed by guests and visitors.



Ammann presented its extensive product range at Hillhead in cooperation with local machine dealers A&Y Equipment and Pavemac.



CUSTOMER SERVICE COMPETITION TO CELEBRATE THE WORLD CUP

Even though our customer competition has been running for years, there was nonetheless a first this year. It was the first time that customers from every area joined in, i.e. machine customers and asphalt plant customers as well as customers of our new subsidiary Ammann Elba in Ettlingen. This is why four TV sets were the main prizes during this year's competition. All in all, around 500 customers from more than 20 countries and four continents tried their luck in the competition. Brazil was the clear favourite for most of our customers. Just under 40% banked on the host becoming world champion.

Top 5 rankings of our customers

1. Brazil
2. Germany
3. Spain
4. Argentina
5. Italy

Congratulations to all the winners!

The four TV winners were informed by telephone in advance and the TV sets handed over on time for the kick-off of the first game. Our congratulations go once again to Robin Klepsch, Stefan Mittelstädt, Günter Weigl and Willi Scherrer. Just under 100 other customers are also lucky winners as they bet on Germany winning the World Cup and will now receive a cordless screwdriver from Bosch.

We would like to thank all customers who took part and wish you a prosperous and successful year. Stay on the ball – your customer service team is always there for you.



Who would have thought. Mr Willi Scherrer Senior and his son from Switzerland could hardly believe their luck. They owe it all to Mrs Scherrer who filled in the cards and took them to the post office. When Rolf Schneider, sales consultant at Avesco, came to present the TV, he was able to admire an old Ammann jaw crusher that the customer had restored and positioned next to the entrance to the premises.



Robin Klepsch of M-Asphalt was just mixing 40 tonnes of asphalt when Fritz Apel of Ammann Asphalt GmbH in Germany appeared to present him with his TV. Of course, the World Cup ball stood right next to his as1 control system. "It's all a bit crazy", he said later. "Two years ago my boss won the television during the European Champions Cup. I simply clicked on the Ammann homepage a few times to join in and now I have won."



An extremely happy Stefan Mittelstädt of the BAM company in Nuremberg, Germany, and Heiko Gräber, responsible for customer service/spare parts at Ammann Verdichtung AG in Hennef, Germany, seen here during the presentation of the TV. Stefan Mittelstädt never thought he would win – it just goes to show you never know. Joining in really is worthwhile.



Günter Weigl won the television in Austria. He could hardly believe his luck when we phoned him up to tell him the good news. No one has his plant under control better than him. Efficient mixing and getting the best out of the plant – that is what characterises the mixing engineer at Granit Graz. The TV was presented by Christian Königsdorfer, head of customer service at Ammann Austria.

Productivity Partnership for a Lifetime: impressions from the Ammann world



> Ammann compaction products caused quite a stir among the visitors to the "Open House" event held by long-standing dealer Williamson Equipment of Edmonton in Canada.



> More impressions from the "Techno Days 2014" – the Ammann Group's in-house exhibition.

> Send us your photo

Send your best Ammann photos together with a caption to the following email address:
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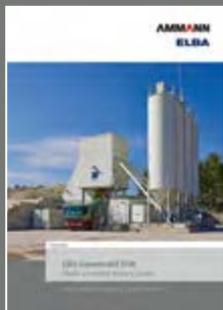
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