VOLVO CONSTRUCTION EQUIPMENT MAGAZINE

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spirit

SMASH AND GRAB
with the Volvo EC480DL in Amsterdam

IN TUNE
Volvo CE compliance policy

TAKING OFF
New airport in Australia

Volvo CE's new Road Institute in Brazil

Volvo Construction Equipment is as much about people as it is about machines

People operate our machines and their training and safety is paramount and of the utmost importance to Volvo CE, as is explained in our article on page 36 about the history of safety within the company across the ages. The launch of the new Volvo CE Road Institute in Brazil, sister to our Road Institute in the US which is celebrating its 50th anniversary this year, also has the interests of people at heart. Committed to teaching operators and crews how to efficiently, safely and economically exploit our world-class machines to produce top-quality road surfaces, the new institute – featured on page 20 – will serve customers the length and breadth of Latin America.

Spirit's regular Inside Track interview on page 6 features Volvo CE legal counsel and compliance officer Zoi Sazaklidou who explains the company's compliance policy. Again, these are guidelines that are focused on the interests of people and their peace of mind and well-being.

Throwing caution to the wind, however, are the brave sailors who will take part in the around-the-world Volvo Ocean Race which starts on October 4. Yet there are strong parallels between the race and what we at Volvo refer to as 'The Volvo Way'. At Volvo CE, we infuse everything we do at every level with energy, passion and respect for one another, as the sailors on those boats must do for the nine months they are at sea – an eternity by sporting standards. Tune into this incredible event by turning to our regular article about the race on page 42. As usual, ***Spirit*** brings you stories about Volvo CE, its people and its machines from all corners of the globe, with extra content in the form of video reports and more photographs on the ***Spirit*** website and the free ***Spirit*** App.

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ON THE COVER

The Netherlands: Sales Manager Peter Cnossen (left) of Volvo CE dealer Kuiken Construction Equipment on-site with Robert Eerens of Eerens Demolition © Juha Roininen

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IN TUNE WITH VOLVO

A Volvo CE lawyer explains how compliance policy helps her colleagues to do their jobs

by Patricia Kelly

Zoi Sazaklidou is one of a team of three lawyers based at Volvo CE headquarters in Brussels, Belgium, supporting their colleagues elsewhere in the company. As legal counsel and Volvo CE's compliance officer Sazaklidou says there is often a misconception about how the company's compliance policy works. "The aim is not to stop people from doing things, quite the opposite," she explains. "We are here to make sure that people do whatever they need to do but in a safe way."

Greek-born Sazaklidou says that company employees do not necessarily need to do less in order to be safe. "If they use compliance properly, read the policy, and consult the compliance officer and local legal counsel then they can usually do as much as they want to but in a risk-free and compliant way," she says, adding that she feels it is important to help lighten the burden that compliance issues can sometimes impose.

"It can be stressful for someone if in the back of their mind they are not sure they are doing the right thing," she says. "The ability to be able to ask for advice from the compliance officer or legal counsel alleviates that stress – let's leave people to be creative and concentrate on their jobs rather than worry whether they are doing the right thing."

IN TOUCH

Sazaklidou left her home in Veria, northern Greece at the age of 18 to study in London. "I always thought I would go back, but I never did," she says, although she visits her parents in Greece "at every opportunity". A first degree in politics led to a second degree in law. "My grandparents were farmers and my father is a doctor," she explains. "I knew I was never going to be a doctor and I would always do something more theoretical and an inclination towards law came naturally."

Eleven years ago, after 11 years in London, an interest in European competition law took Sazaklidou to an internship at the European Commission in Brussels, leading to work in a private law firm before she joined Volvo CE. She is enthusiastic about the variety her work at Volvo offers compared to private practice.

"What I do here is much more suited to my talents," she says. "It is much more social. I don't just read alone in my office, which is the kind of thing you do when you are in private practice. Here you have to constantly deal with people and support people rather than companies – it is a different kind of dynamic."

SINGING VOLVO'S PRAISES

Sazaklidou says that one of the reasons that convinced her to take the job at Volvo was being told that the company was looking for someone with integrity. "I had never heard that before in an interview and in the back of my mind I thought it might be posturing, but now I realize that the company ethos and morals are important to the people who work here and they don't trade them easily, even for personal gain."

Involved in the corporate social responsibility side of Volvo CE as well as compliance, Sazaklidou says everyone in the company, not just management, "takes these things →

Photographs by Natalie Hill

THE AIM IS NOT TO STOP PEOPLE FROM DOING THINGS, QUITE THE OPPOSITE

In her spare time Zoi Sazaklidou sings with her band Fildisi

seriously and they are happy to do it".

Working at Volvo meant staying in Brussels: "It is an easy place to live – you can be a foreigner but still feel comfortable," she says. After several years, Sazaklidou decided she wanted to learn to play a musical instrument, but instead discovered she had a voice and started singing 'rembetiko' with a band. A type of Greek music, it started underground and developed over the years much as the blues, flamenco, fado and tango have done in other cultures, with lyrics telling tales of the realities of life, both happy and sad.

"I love it," she says. "I grew up with it, so it is very familiar – I have been listening to it all my life."

With her band, Fildisi, she participates in various charitable events especially those supporting the victims of the crisis in Greece, through organizations providing basic things such as food and medicine.

"We all have other jobs and sometimes it is difficult to rehearse, but we have done quite well and are becoming known – it has also been fun."

Back in the office, with a global role that includes sales and purchasing support, Sazaklidou is involved with a variety of legal issues including dealer agreements, litigation, helping commodity buyers negotiate agreements, and explaining changes in the law. "My horizons have broadened since I started at Volvo," she says. "Being based in Brussels, I was more focused on Europe before. Now, there is suddenly China, there is Indonesia, there is Brazil, etc."

MY HORIZONS HAVE BROADENED SINCE I STARTED AT VOLVO

She continues: "Again, it is about supporting people without legal knowledge when they are faced with legal issues. Of course, sometimes I have to tell people that something is not possible, and the best way to do that is to explain why. I always try to find another way of doing the same thing or achieve similar results. I think people are generally grateful and appreciate the support."

Visit the *Spirit* website or *Spirit* App to see a video interview

CLEARED FOR TAKE-OFF

Australia's second biggest inland city will soon have a public airport to call its own, and Volvo CE has a crucial role to play in its construction →

by Andrew McMillen

Photographs by David Ball

Ten million tonnes of dirt and rock must be moved

Building a public airport from a bare worksite – known as a 'greenfield' – is a colossal undertaking by any standard, yet the endeavor is even more remarkable when its owners are working to a tight, self-imposed deadline. "From the turning of the first sod to the first aircraft landing, it will be 18 months," says Denis Wagner, managing director of Toowoomba-based company Wagners, with certainty in his voice.

Brisbane West Wellcamp Airport, located 17km west of Toowoomba in the east Australian state of Queensland, will be the first greenfield public airport to be built in the country since Tullamarine in Melbourne, more than 45 years ago. "Construction equipment is very important to this project," says Wagner. "We're building a 2.87km runway, so it's absolutely critical that we have reliable equipment from which we can get very high utilization."

INTENSIVE

An integral piece of that puzzle is Volvo CE, which Wagners has come to rely on throughout the intensive construction process. "We run a lot of Volvo equipment in that mid-size range, up to 50 tonnes," says the 51-year-old managing director. "We get a good run out of their reliability, operator comfort and fuel efficiency. They're all important to our operation. We're running 24 hours a day, seven days a week, in two 12-hour shifts.

"All of the construction materials for the project are coming from the site; we're crushing the gravel and the aggregate for concrete and asphalt," Wagner continues. "If we were to bring this material in from off-site, we'd need 350,000 truckloads in and out. Commercially, it would certainly be less attractive if we didn't have that material on-site."

Prior to its redevelopment as a 'Code E' airfield capable of accommodating aircraft up to 747, or jumbo-jet size, the 2,000 hectare property at Wellcamp was used as black soil cattle-grazing country. In late May, from a high vantage point, the property's agricultural roots are still visible in the distance: under a clear blue sky, dozens of cattle can be seen chomping away happily behind the half-built airport terminal.

In the foreground, however, is a non-stop hive of human activity and industry. Nearby, two pits from which rocks →

BRISBANE WEST WELLCAMP WILL BE AUSTRALIA'S FIRST PUBLIC AIRPORT CONSTRUCTED WITHOUT GOVERNMENT ASSISTANCE

The Wellcamp project operates 24/7

Denis Wagner, managing director of Toowoomba-based company Wagners

Volvo machines are used on a daily basis

are blasted, excavated and carted away lies the imposing, 45m-wide runway, roughly one-quarter of which has been sealed awaiting its final bitumen covering to be laid. In the center of the property is a concrete plant, which will produce an estimated 26,000m³ of material to be used on-site.

WORLD FIRST

"All the concrete on the aircraft pavement will be done using a proprietary Wagners product called Earth Friendly Concrete, or EFC," says Wagner. "It's concrete with no cement in it. This is the first airport in the world to be built using EFC; on this project alone, our carbon emissions will be reduced by 6,600 tonnes simply through using EFC."

Volvo CE plays a part in this global innovation: "We have a Volvo L90F wheel loader that batches all the EFC and puts it into the concrete batching plant, where it's discharged," explains Wagner. Elsewhere on-site, equipment including 46-tonne Volvo excavators, wheel loaders from L90s up to L220s, and A40F articulated haulers are used on a daily basis.

Privately funded by Wagners at a cost in excess of AUD$100 million (US$94m; €69m), Brisbane West Wellcamp will be Australia's first public airport constructed without government assistance. The company was founded in 1989 by the four Wagner brothers and their father, Henry, in Toowoomba, whose population of 165,000 makes it Australia's second-most populous inland city. Situated 130km west of the Queensland state capital, Brisbane, the Toowoomba-based company's core business today is in construction materials and mining services. Wagners employs 850 people globally, and has completed work in Russia, the Middle East and the Pacific Islands.

"Brisbane West Wellcamp will service the passenger market of Toowoomba and the Darling Downs," says Wagner. "There are 334,000 people living in the airport's catchment area. We expect to get to 500,000 passengers a year fairly quickly. There are only 13 houses within a 3km radius of the runway, so the impact on local community is fairly minimal."

Adjoining the completed airport will be Wellcamp Business Park, which will accommodate commercial office space, retail, hotels and manufacturing.

The only things working harder than the 150 Wagners staff on-site are the machines themselves. Having recently passed the one-year mark and with the company's self-imposed 18-month deadline from start to finish in mind, it will not be long before Brisbane West Wellcamp Airport is cleared for take-off. Six million from an estimated 10 million tonnes of dirt and rock had been moved by the end of May, and each productive day brings Wagners closer to its goal of the terminal opening for business in the fourth quarter of 2014.

LIGHT AT THE END OF THE TUNNEL

Volvo machines are helping to build the world's longest undersea road tunnel from Stavanger to Solbakk →

by Chloe Doyle

The nine-tonne short swing radius excavator for ultimate maneuvrability

Photographs by Gorm K Gaare

For years, people living on the 50,000 remote islands bordering Norway's long and jagged coastline have driven on and off ferries to avoid lengthy road trips as they shuttle from one island to another. Now the Norwegian Road Administration has come up with a solution to deal with expensive and time-consuming ferry services. It has commissioned the construction of the Solbakk (Ryfast) undersea tunnel from Stavanger on the south-west coast to Solbakk on the south coast of Rogaland.

Stavanger, Norway's fourth largest city, has a population of 170,000 and is currently booming thanks to its role as the center of the country's offshore oil and gas industry. The Ryfast tunnel will eventually replace the ferry service currently running from Stavanger to Tau.

Burrowing underground for more than 14km and incorporating a pair of parallel tunnels, each with two lanes running in opposite directions, it will be nearly 300m below sea level at it lowest point. Estimated at a cost of NOK 5 billion – more than €610 million – the project will be funded by toll charges and the local government. When it opens in 2019, 4,000 vehicles a day are expected to use the tunnel, increasing to 8,000 by 2035.

LONG STRETCH

The first and longest phase of the project has been contracted to Marti IAV Solbakk DA, part of the Marti Group, a privately owned family business established in 1922. The company is responsible for the 8km stretch of tunnels starting from Solbakk, with 1,200m already drilled and blasted in each tunnel during Phase 1 of the project. With headquarters in Moosseedorf, Switzerland, the company employs 4,000 people worldwide and during the tunnel building's busiest phase around 200 of its staff will be on-site.

Marti schedules its drill-and-blast operations six days a week, 10 hours a day, using a traditional mix of explosives. The blasted rock is then transported a maximum 500m from the tunnel face to the crusher. Excavation of the blasted rock runs 24 hours a day and 1.3 billion tonnes of rock will eventually be removed to create the tunnels.

Among 20 or so major pieces of equipment at the site are five Volvo L250G wheel loaders, two ECR235DL and ECR88 short swing excavators, and one EW180D wheeled excavator – all brand-new purchases in August and December 2013. A Marti conveyor belt connected to the crusher transports blasted rock from the tunnels to the nearby coast to be used as in-fill materials.

"The rock we are drilling and blasting is extremely hard but this is normal in Norway," says André Pas, project manager at Marti. "The Volvo machines are made to handle tough conditions and we have had no problems even though we use them nearly every day for long shifts. Life in the tunnels is hard for any equipment but Volvo is a premium brand and we conduct regular maintenance and service work, helping to ensure the machines keep running at their best – as they are essential to our operations."

WHEEL LOADERS HAVE BEEN MODIFIED AND STRENGTHENED

"We are dependent on the Volvo wheel loaders," says Ulrik Benthin, workshop leader. "Our L250G wheel loaders have been modified for tunnel conditions, and include more safety features such as stronger windows and additional lights. Even though the terrain is particularly hard here you can barely feel the rock and rubble underneath when you drive the wheel loader. It's a smooth ride and comfortable for the operators who are in the machines a long time every day." One of the wheel loaders has clocked up more than 2,000 hours since September last year. The excavators are also modified for additional safety, including extra lights and protection for windows and cylinders.

SMOOTH OPERATION

"The Volvo machines are running well and the good thing about Volvo is there isn't a long wait for any machine parts," says Andreas Jakobitsch, workshop manager. "It is important that the machines don't have any downtime because we need seamless and continuous operation to keep on schedule. We have a mechanical workshop on-site for any work needed."

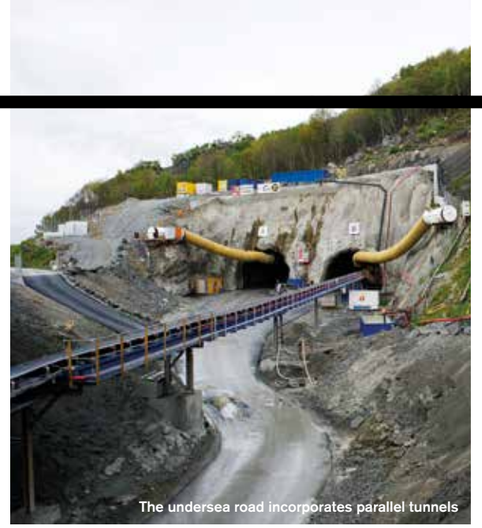
With such an ambitious and difficult project, safety is of the upmost importance, in evidence throughout the entire construction area. For example, employees can shut themselves into a fireproof oxygenated chamber in case of fire or rockfall.

"Marti ordered the machines from the Norwegian Volvo dealer, Volvo Maskin AS, and the company uses Volvo equipment in many of its other projects around the world," explains Ove Folkvord, Volvo CE area manager in Rogaland. "Safety is very important to the company, which is why some of the machines have been modified and strengthened for tunnel conditions. We visit the site regularly to make sure their machines are in full working order and carrying out their duties with maximum efficiency."

TUNNEL VISION

Phase 2 of the project – the Hundvåg tunnel – extends 5.5km at 95m below sea level. Once opened, this part of the tunnel will see 10,000 vehicles passing through each day, rising to 25,000 by 2035. But the last part of the project, Phase 6, will involve building roads for better access to the tunnels and using the blasted rock to reclaim land from the sea for a new car park and bus terminal on the coast. The company even has a boat, the *MS Marti*, to carry out offshore work inspections. The group has 88 subsidiaries active in Switzerland, Germany, Spain, Austria, Norway, Slovakia, Chile, Ukraine, Russia, India and China and specializes in large-scale tunneling works, having completed many essential tunneling projects worldwide.

As gigantic a project as it is, the Ryfast tunnel is just one part of a major reorganization of Norway's road network. The country's Public Roads Administration plans to build another undersea tunnel from Tungeneset to Arsvågen, starting in 2015 and scheduled for completion in 2022.


The undersea road incorporates parallel tunnels


Volvo CE's Ove Folkvord (left) with Ulrik Benthin, Marti workshop leader

Short swing excavators at work


Andreas Jakobitsch, Marti workshop manager


André Pas, Marti project manager


The undersea road on the plans

Owning a Volvo is not compulsory, any customer may enroll


Babliton Cardoso, Volvo CE head of the Road Machinery Division for Latin America

WINNING WAYS

Volvo's new Road Institute is paving the way to success

by Tony Lawrence

People often talk about 'win-win' situations, but Babliton Cardoso, Volvo CE head of the Road Machinery Division for Latin America goes one step further when he refers to Volvo CE's recently launched Road Institute in Brazil – he is talking "win-win-win".

"The facility will turn operators and executives who attend its courses into winners," says Cardoso. "They'll build better roads, which means vehicle owners in the region will benefit as well. And ultimately, Volvo CE wins when people see what our state-of-the-art road machinery can really do."

The new center, which opened earlier this year in Brazil's southern city of Curitiba, is committed to teaching operators and crews how to efficiently, economically and safely exploit world-class machines to produce top-quality road surfaces. It is a sister facility to the Volvo CE Road Institute in the United States, which is about to celebrate its 50th anniversary.

Cardoso, a mechanical engineer with more than 12 years' experience working with heavy construction and road-building equipment throughout Latin America, Europe, Africa and the Middle East, adds: "The Road Institute will be key to implementing and developing Volvo CE's long-term strategy for road machinery here.

"It will be very similar to what we have in the US and we will benefit from their experience, although we will of course adjust our approach to fit the needs of Latin America, which can sometimes be quite different."

BEST PRACTICE

The Institute's fundamental mission in Curitiba is to teach paving and compacting best practice and best principles. Some employers can be tempted to put the emphasis on speed, expecting their operators to learn on the job. "But we think it's best to get things right from the very start," Cardoso says.

The US Road Institute, which runs courses at Chambersburg in Pennsylvania and Phoenix in Arizona, dates back to 1965, when leading road-building equipment manufacturer Blaw-Knox set up a training program in response to a marked expansion in road building in North America.

The response has been positive

THE TRAINING IS A VALUABLE WAY TO IMPROVE, INSPIRE AND RETAIN STAFF

Brazil, Latin America's largest economy, is a perfect base for a second such facility. Around two-thirds of Brazilian goods are currently transported by road, while billions of dollars are being pumped into infrastructure projects by the government, and supplemented by private-sector investment. The Latin American economy as a whole has been growing significantly in recent years.

THE REAL THING

Reaction to the new Institute, which will also offer seminars on soil compactors and motor graders, has been enthusiastic, with customers set to visit from all over Latin America. Employers see the training as a valuable way to improve, inspire and retain their staff in an increasingly competitive environment.

The Institute provides a vast area where trainees can practice handling road-construction equipment. There are several tracks designed to help them learn how to adjust, operate, and control typical equipment such as motor graders, vibrating rollers and compacting machines.

"We are particularly proud of our compaction and paving simulation area – it's unique," says Luiz Vieira, Volvo CE's Head of Competence Development in Latin America, who has been with the company for six years. "It takes up 9,000m² of the 10,000m² site. Students can operate our pavers in external conditions that simulate the real challenges faced every day on a job site. It's been built to resemble a real road as closely as possible, loaded with curves and elevations. The training is performed with wet sand that perfectly simulates asphalt. Sand is easy to work with and when the class is over it's easy to clean everything and start over," says Vieira.

"We began by offering five different training and seminar sessions for customers, ranging from paver, grader and asphalt and soil compactor operation and application techniques to best practices in road building and basic paver maintenance."

RELIABLY INFORMED

The training, which combines theory and practice, also includes the options presented by wheeled and tracked pavers, different types of mixes, compaction densities, screeds, and vibratory and tamper technologies.

In reality, laying roads is an unforgiving business. Mixes, heated to 95-150°C, have a limited shelf-life, so good operating disciplines, matched with excellent machine reliability and maintenance, are key. If pavers break down, whole crews are affected – compactors as well as the delivery trucks.

Many people are surprised at just how much science and technique are involved. They are also surprised that owning a Volvo is not compulsory. "Any customer can enroll," says Cardoso.

"The idea is to help customers deliver a better job. Although the techniques discussed can be applied to any machine, we want to help customers working with Volvo road construction equipment to get the most out of it. Our high-quality machines are loaded with simple yet highly sophisticated resources that deliver a superior-quality job. We aim to bring customers closer to Volvo and its Road Division – in that way, everyone wins."

Visit the *Spirit* website or *Spirit* App to watch a video related to this article

Photographs: © Guadalupe F Presas/Prata Gelatina; © Olho de Vidro/Silvio Aurichio

INTRODUCING REMANUFACTURING

Volvo CE's China Remanufacturing Center in Shanghai draws on more than 70 years of remanufacturing experience →

by Wenming Dai / Photographs by Henry Zhang

THE CENTER EMPLOYS STATE-OF-THE-ART EQUIPMENT AT EVERY STAGE OF PRODUCTION

Operations Manager Bob Yoo (left) and Center Director Alexander Pajari with workshop staff

ECO-FRIENDLY OPTIONS SUCH AS REMANUFACTURING ARE IN GREATER DEMAND NOW

Remanufacturing is the process of renovating used products to the same condition as new products. It minimizes the use of raw materials and limits depletion of the earth's mineral resources. With respect to both environmental care and lowering costs, people are becoming more willing to recycle, reuse and make the best use of limited resources.

Volvo CE feels this should be no different in the construction industry – as evidenced by the Volvo Reman program, arguably one of the company's most resource-friendly initiatives, offering customers a range of revitalized components.

For Volvo CE, remanufacturing involves more than just recycling and reuse: it starts as early as the component design phase and covers its entire life cycle.

Machine components that have reached the end of their life are remanufactured using high-quality genuine Volvo parts. This results in a good-as-new component able to reassure customers that it is guaranteed by Volvo, along with all the machine uptime, long service life and lower owning and operating costs that go with it.

BATTLING TRADITION

Remanufacturing has been accepted in Europe and North America for many decades where it accounts for up to 20% of dealers' revenue, yet it is a concept nascent to China. If an engine breaks down, the normal practice is to have it repaired or even changed – the former option could mean unreliable quality while the latter may prove too large an investment compared to the value of the machine.

"The market is big enough, but customers are not yet aware enough," says Alexander Pajari, Product Support Director for Volvo CE China. "We are working on transforming mindsets, not just products and prices as in any other business," he concludes.

To Chinese ears 'remanufactured' sounds more like 'repaired' or 'recycled'. And for those Chinese who traditionally care about 'face' – meaning social standing or prestige – anything 'second hand' or 'used' is looked upon with suspicion. When customers are faced with remanufactured engines that are cheaper than repaired engines, the tendency is to doubt whether they really are as good as new ones.

"Even dealers look askance when we give them the prices – they think they are just too low to be true," says Pajari, Director of the Center and responsible for its development.

The 2,000m^2 complex built up by Pajari and his colleagues, including Operations Manager Bob Yoo, is located in Jinqiao, Shanghai's suburban industrial zone, home to many top automobile manufacturers and IT giants.

Unveiled in December 2013, it is Volvo's first remanufacturing center in China. This joint operation among companies in the Volvo Group provides Chinese customers of Volvo Construction Equipment, Volvo Trucks, Volvo Buses and Volvo Penta with certified remanufactured components that meet the same quality standards as new parts, but at a considerably lower price.

AWARD WINNER

Less than a year old, the new center, which took the team more than 18 months to get up and running, was awarded 'China's Most Potential Remanufacturer' award at the International Remanufacturing Summit in May 2014. With five dealers currently working with the center during the trial phase, it will open its doors to 36 dealers all over China before the end of this year. The priorities now for Pajari and Yoo are training dealers, technicians and workers, and recruiting new staff.

It is a clean and orderly workshop with a huge inventory of engine sub-components neatly shelved for pick-up during the remanufacturing process. However, the tranquility is not expected to last long. "I expect it to become much noisier soon," says Pajari. There are also plans to expand the workshop or even to build a new site, if the business takes off as expected.

To ensure that remanufactured products match the quality of new ones, the center employs state-of-the-art equipment at every stage of production. The remanufactured products come at a lower cost but with the same warranty as new ones. Compared to new products, they are delivered in a more time-efficient manner to reduce waiting time for customers.

When remanufacturing a component, Volvo CE reuses on average 85% of materials and lowers energy consumption by 80% compared to producing a new component.

With environmental awareness growing in China, eco-friendly options such as remanufacturing are in greater demand now. Pajari believes Volvo CE has the edge over potential competitors, as the Shanghai facility is built on the company's long history of expertise in the remanufacturing field, supported by a globalized network of Volvo Remanufacturing Centers.

And while Pajari says he is "planting a seed" in China, Yoo has a more concrete dream: "Within the next five years, I hope awareness of the environment and recycling will be everywhere in China."

EVOLUTION OF VOLVO CE REMANUFACTURING

First established in 1992, Volvo CE's remanufacturing program has grown into three separate portfolios: factory remanufactured components, components for classic machines, and exchange services. The exchange services program invites customers to swap their full diesel particulate filter for a factory-cleaned Reman DPF from Volvo CE. The full filter is sent to a central Volvo remanufacturing hub to be thoroughly cleaned to 95-98% of its original capacity before being reordered by another customer, thus creating a refurbishment cycle.

The factory remanufactured components service enables customers to buy remanufactured components, such as engines, turbochargers, transmissions, and final drives for crankshafts and hydraulic pumps. When a Volvo facility receives a part, it is completely dismantled, inspected, and then cleaned using advanced equipment and processes. Any parts that are damaged or do not conform to Volvo's wear tolerances are replaced with genuine Volvo parts. The component is reassembled and tested to meet the company's stringent quality standards, and the part is painted to give it the same protective finish as any other new part.

ALL SAINTS

The island of St Helena is one of the most remote and isolated places in the world, yet currently home to a huge fleet of Volvo construction equipment →

Photographs by Darrin Henry

The machines must operate safely in tough conditions

This 122km^2 island of volcanic origin in the middle of the South Atlantic Ocean is probably best known as a place of exile, most notably of French Emperor Napoleon Bonaparte in 1815 following his defeat at the Battle of Waterloo.

First discovered by the Portuguese in 1502, for centuries St Helena was an important stopover for ships sailing to Europe from Asia and South Africa. In 1657, England's Oliver Cromwell granted the East India Company a charter to govern the island and the following year the company fortified and colonized it. Today it is the second oldest British overseas territory after Bermuda.

Currently, the only lifeline the island's 4,255 inhabitants, known as 'Saints', have to the outside world is the monthly visit of *RMS St Helena*, an old British Royal Mail ship that sails up from South Africa.

But all this is set to change. A commercial airport is being built on St Helena capable of handling Airbus A320s and Boeing 737-800s and 757-200s with the first flight scheduled for February 2016. Funded by the British Government with the two phases – design-build and operations – valued at £250 million (€307 million, US$418 million), phase one will see the construction of the airport and supporting infrastructure, including a 14km road →

One of 65 Volvo units on the island


The first-ever machine to drive on to St Helena was a Volvo G940B motor grader; courtesy St Helena Airport Project


Earth moving relies heavily on Volvo machines

to the capital Jamestown, a winding, twisting route that climbs more than 500m in the first five km, an engineering challenge in itself. Phase two of the project will cover airport operations for ten years.

VOLVO LANDS

South African construction giant Basil Read won the contract and in July 2012 its 1,530-tonne *NP Glory 4* flat-deck shallow-draft cargo ship docked at a temporary jetty in Rupert's Bay. The first-ever machine to drive on to St Helena, as opposed to being lifted by a crane, was a Volvo G940B motor grader followed by a Volvo EC700C-Series crawler excavator and several Volvo articulated haulers.

Volvo CE Customer Support Manager Leif Waad says: "Considering St Helena's unique environment, the project's significance to the Saints, and the terrain, it was clear that the equipment had to be of high quality, capable of operating safely in tough conditions while showing respect for the environment. This project was the perfect match for Volvo CE products."

THIS PROJECT WAS THE PERFECT MATCH FOR VOLVO CE PRODUCTS

According to Basil Read's Project Director Jimmy Johnston: "Since that first Volvo grader arrived in 2012 we have delivered more than 100 extra construction machines including 65 Volvo units – EC700C crawler excavators, A40F-FS and A30E articulated haulers, EW140C wheeled excavators, DD24 and SD200DX compactors, EC380 and EC480 crawler excavators, an MC115C skid steer loader and, of course, the G940B motor graders."

Babcock, the Volvo CE dealer for South Africa, had previously shipped in service personnel, technicians and parts personnel, assisted by a technical supervisor from Volvo CE, to support Basil Read and ensure machine uptime across the fleet.

Perhaps the biggest single undertaking of the entire project is the filling of Dry Gut Gorge with around eight million cubic meters of blasted rock to a height of more than 100m and spanning some 750m. "In order to create the runway we need to fill this gorge," says Johnston. "The filling will have taken two years to complete when it is finished in September this year."

This huge earth-moving project has relied heavily on the Volvo machinery. "Now we are this far into the project I would say the reliability, fuel efficiency and productivity of this equipment has been extremely good," Johnston acknowledges.

DOCK OF THE BAY

St Helena's government and the UK Department for International Development have also contracted Basil Read to design and build a permanent wharf in Rupert's Bay allowing ships to dock alongside a proper wharf for the first time in the Island's history. Needless to say, this secondary construction project is also making good use of the Volvo machines.

Work has already started on the 1,950m-long runway, a taxiway and apron and is due for completion in February 2016. "Building the 3,500m^2 terminal building and combined air traffic control and fire department is also on schedule," confirms Johnston.

The project is providing real opportunities for the islanders to acquire new skills and expertise. "Some 340 Saints are now working alongside our expat staff, many of whom have their families with them," says Johnston.

Basil Read's Island Director Deon de Jager says Basil Read employees are now completely immersed and fully integrated into the community. "I myself have been made president of the local golf club and there isn't a cricket or football match, a fishing challenge, a walk, a target shooting competition or a motocross event that now takes place without some of our employees being involved," he says.

Wherever possible, Basil Read employees are accommodated by locals who have helped them integrate into the community. With some 340 Saints working on the airport project alongside expatriate staff, St Helena now boasts zero unemployment.

ENVIRONMENTAL IMPACT

The construction partners are also acutely aware of the impact these projects will have on the environment. Johnston says: "Before construction started, a major environmental program was initiated alongside an Environmental Management Plan covering flora, fauna and heritage issues."

Basil Read is also supporting a four-year Landscape and Ecology Mitigation (LEMP) program with the focus on habitat restoration and landscaping resulting from the airport construction and infrastructure activities.

Obviously, such a small island with such a rich history has heritage issues too, such as historic fortifications, houses, and remnants of a Boer prisoner-of-war pipeline and desalination plant. "There is much we need to protect on the island, but hopefully the new airport will address some of the Saints' socio-economic difficulties and boost their prosperity through tourism," concludes Johnston.


Basil Read's Project Director Jimmy Johnston


Basil Read's Island Director Deon de Jager

AN EXCEPTIONAL PARTNERSHIP

Many hands make light work of distributing Volvo CE's ***Spirit*** magazine in the United States, Canada and Mexico

by Stephanie Anderson Witmer

Photographs by Sean Simmers

You may never have heard of Pennsylvania-based Occupational Services, Inc (OSI), but readers of ***Spirit*** in North America and Mexico are now recipients of the organization's work.

Since 1957, OSI has been providing employment opportunities in Franklin and Fulton counties for individuals with intellectual or physical disabilities or mental-health diagnoses. This private nonprofit organization is hired by companies – large and small, global and local – to perform a myriad of services, from stuffing envelopes with utility bills and printing business cards to putting labels on paint cans and attaching mixing wands to tubes of sealant. OSI also manufactures some of its own products, including wooden crab mallets and freezer gel packs. Every bit of sorting, stuffing, packaging and producing is done by OSI's 145 employees or 'clients'.

"Our clients are eager to become contributing members of the community, and projects like these are the catalyst they need," says OSI Production Manager Jeremy Waechter. "They possess a wide variety of talents and skills and have an enormous sense of pride in their work, which shows in their level of commitment, quality and attention to detail. Our products speak for themselves."

OSI packages and distributes 12,000 copies of ***Spirit*** which arrive shrink-wrapped in large stacks on wooden pallets. The magazines are unwrapped and divided among nine work centers and clients are tasked with filling around 3,000 packages with magazines, ranging from a single issue for a small independent dealer to large boxes containing hundreds of copies. Sealed and weighed for postage, the packages are then picked up by the US Postal Service for delivery far and wide.

This is not the first time Volvo CE has partnered with OSI. A year and a half ago, for example, it donated a baler and hydraulic fluid to OSI, which Waechter says allowed the organization to set up a recycling service.

Being the exclusive North American distributor of Volvo ***Spirit*** gives OSI's clients an opportunity to sharpen motor skills and learn multi-step processes, Waechter says. Not only that, it also brings more visibility to OSI, its mission, and its workers.

"Our clients have capabilities beyond what people expect," says OSI Executive Director Linda Mayo. "That's why we're excited to deal with global companies like Volvo CE, because they understand our clients can do this."

Visit www.osinc.org for more information about OSI

AT YOUR SERVICE

Volvo CE's new Customer Center for North America is more than just a new building

by Stephanie Anderson Witmer

Photographs by Sean Simmers

On a rainy June morning, the Volvo CE Customer Center in Shippensburg, Pennsylvania, is abuzz with whirring power tools and pounding hammers. Construction crews are still hard at work a week before the facility's grand opening, but Customer Center Manager Marty Breedlove is not worried. Breedlove, who has worked for Volvo for 20 years, explains that an especially harsh Pennsylvania winter set construction a month behind schedule. Still, he exudes a calm, quiet confidence: "It'll be done in time," he says with a nod and a smile.

The site includes the 1,860m² Customer Center and a 40-acre (16ha) demonstration site. It is unlike any other Volvo CE facility in North or Central America, says Breedlove, and each component is focused on providing a hands-on experience for dealers and customers.

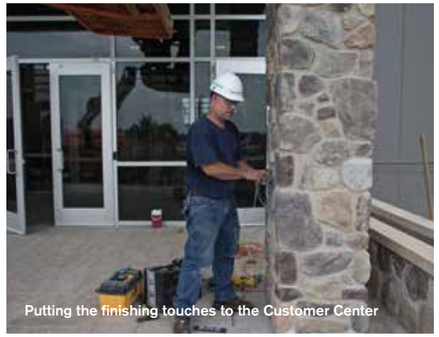
The Customer Center houses an auditorium for meetings and training sessions; a VIP boardroom; a brand shop, with Volvo CE gifts and other items; and Heritage Hall, a small museum of Volvo CE's history and legacy. Outside, customers and dealers can ask questions of Volvo experts, watch demonstrations, and socialize and enjoy entertainment on the patio.

They can also test drive equipment on the demonstration site, which features mud pits and huge mounds of rock, gravel, and dirt to simulate an actual work site. A 1.75-mile (2.8km) road loops around the site, allowing customers to load up an articulated hauler with gravel, for example, and experience transporting it.

"The demonstration site will allow customers to put our machines to the test, just as they do on the job," Breedlove says. "Everything Volvo CE has in its line-up, we'll be able to demo at the site."

The Customer Center is part of a $100 million (€73.4 million) investment announced by Volvo CE in 2011 and confirms the company's long-term commitment to the North American market. The center is located next to the two other components of the operation: a manufacturing facility and the North American sales office, which was relocated from Asheville, North Carolina, three years ago. Their proximity to one another affords customers with an incomparable experience, says Thomas Caster, vice president of sales support. But the Customer Center is much more than just a new building, Caster explains. It also serves as a symbol of Volvo's commitment to providing its customers with a singular, satisfying experience. "The facility is an important part of a bigger concept," he says. "When we bring customers here, we can bring them to the factory, they can meet the experts, they can get the flavor of our heritage in Heritage Hall, and then we can take them to the demo site to test the vehicles. It's an important piece of the entire experience we can offer our customers."

A SINGULAR, SATISFYING EXPERIENCE



Putting the finishing touches to the Customer Center

Thomas Caster, Volvo CE VP sales support

1959: Volvo safety engineer Nils Bohlin invented the three-point safety belt

Assar Gabrielsson and Gustaf Larson

SAFETY FIRST

Safety is as much part of Volvo's present and future as it has been in the company's past

by Tony Lawrence

Safety is one of the Volvo Group's three core values, along with quality and care for the environment, and has been deeply embedded in company philosophy for the better part of two centuries. Within the construction industry, Volvo CE has consistently led the way in prioritizing safety.

"Safety is one of the keys to how we think and what we do," says Niklas Nillroth, Vice President Core Value Management and Corporate Social Responsibility. "Our customers want a safe working environment for their employees and they want a reputation for safety as well. The ultimate goal is zero accidents. Even if we are not yet there, fewer accidents mean fewer interruptions, less downtime as well as reduced human suffering."

The earliest exhibits at the company's Munktell Museum in Eskilstuna, Sweden, such as the first Swedish tractor dating back to 1913 and the company's first wheel loader from 1954, appear basic compared to today's machines. But that can be attributed to Volvo's continuous improvements in safety features.

"We are well aware that our products cannot prevent accidents by themselves, regardless of how safe the products may be. Accidents can nevertheless happen due to human error and the environment in which the products are used," says Nillroth. "We work in many different ways to reduce risk. One is to provide relevant information to everyone who uses our products. Another is to cooperate with other stakeholders who work to create safer roads and transport systems."

INDUSTRY LEADERS

Some of the biggest headlines for the company came in 1972, says the Munktell Museum's Leif Anväg, "when Volvo CE introduced ROPS- and FOPS-approved cabs (Roll Over and Falling Object Protection Structure)."

Making the operator's cab easy to access, comfortable, ergonomic, air-conditioned and adjustable – indeed, making a 40-tonne articulated hauler easier to drive than most cars – may seem obvious today. By definition, a better working environment improves an operator's productivity, reduces tiredness and thus boosts safety. But in 1991, with the introduction of the Care Cab, Volvo CE was once more ahead of the game.

Retaining that leadership position is still a top priority. In 2003-6, for instance, Volvo CE developed its Strategic Safety Plan, which led to the Safety Challenge 'Be Number One for Safety'. That in turn led to the company's Safety Council launching its 'Safety for You' campaign, shortlisted in the European Excellence Awards in 2007.

GUIDING LIGHTS

Assar Gabrielsson and Gustaf Larson, visionary founders of the Volvo car business, declared as far back as 1927 that "the basic principle behind all design work is, and always must be, safety".

Over the years, Volvo has developed many new safety innovations that reflect this guiding principle. A classic example, adopted not just by the Volvo Group but throughout the world, is the three-point safety belt invented in 1959 by the Swedish engineer Nils Bohlin while working as a safety engineer at Volvo.

Almost a century before that, Johan Theofron Munktell, who in 1832 launched a company central to the formation of today's Volvo Construction Equipment, showed his commitment to safe operators, machines and workplaces by →

THE BASIC PRINCIPLE BEHIND ALL DESIGN WORK IS, AND ALWAYS MUST BE, SAFETY

persuading his staff to give up distilled spirits – the beverage of choice at that time – in favor of low-alcohol beer. It goes without saying that drinking alcohol of any kind while operating machinery is unacceptable in the modern workplace.

SAFETY TRIANGLE

The emphasis at Volvo CE today is not only on machine innovation, but also on operator behavior, through its industry-leading training programs, and worksite layout and design.

The three, taken together, form a 'safety triangle'. "We emphasize the triangle of safe machines, safe people and safe workplaces. The circle around that is our safety culture," says Nillroth.

Safety features do not necessarily need to be high-tech. Technology has its place, allowing operators to use remote-controlled attachment brackets and consult proximity sensors, full dual-circuit brakes and reversing cameras. Likewise, telematics and CareTrack, in conjunction with Volvo machines' own diagnostic systems, provide invaluable information for better maintenance and, by definition, performance and safety.

A BETTER WORKING ENVIRONMENT IMPROVES AN OPERATOR'S PRODUCTIVITY, REDUCES TIREDNESS AND THUS BOOSTS SAFETY

However, one of the most common causes of construction site accidents involves people slipping or falling off machines – hence the focus on non-slip surfaces. Non-slip steps, handrails and even the angle of cab ladders have had a major impact on reducing accidents and injuries. Making service points accessible at ground level has also proved effective, as well as making it more likely that operators will not be tempted to skip or put off maintenance checks – all designed to eliminate potential danger.

WIN A VOLVO CE IDENTITY BACKPACK

There are only a limited number of Volvo CE's Red Dot award-winning backpacks available and ***Spirit*** is giving away three of them to our readers

Winners will be drawn at random

Closing date:
30 November 2014

Download the ***Spirit*** App for iPad for details

Available on the App Store

TREASURE TROVE

An innovative Volvo CE arts campaign launched with the support of the China Resource Recycling Association encourages the transformation of scrap metal from Volvo machines into art, thus exploring new approaches to environmental protection. Highlighted here are entries by the four winning finalists in the Trash to Treasure: Volvo CE Up-Cycling Design Arts Campaign

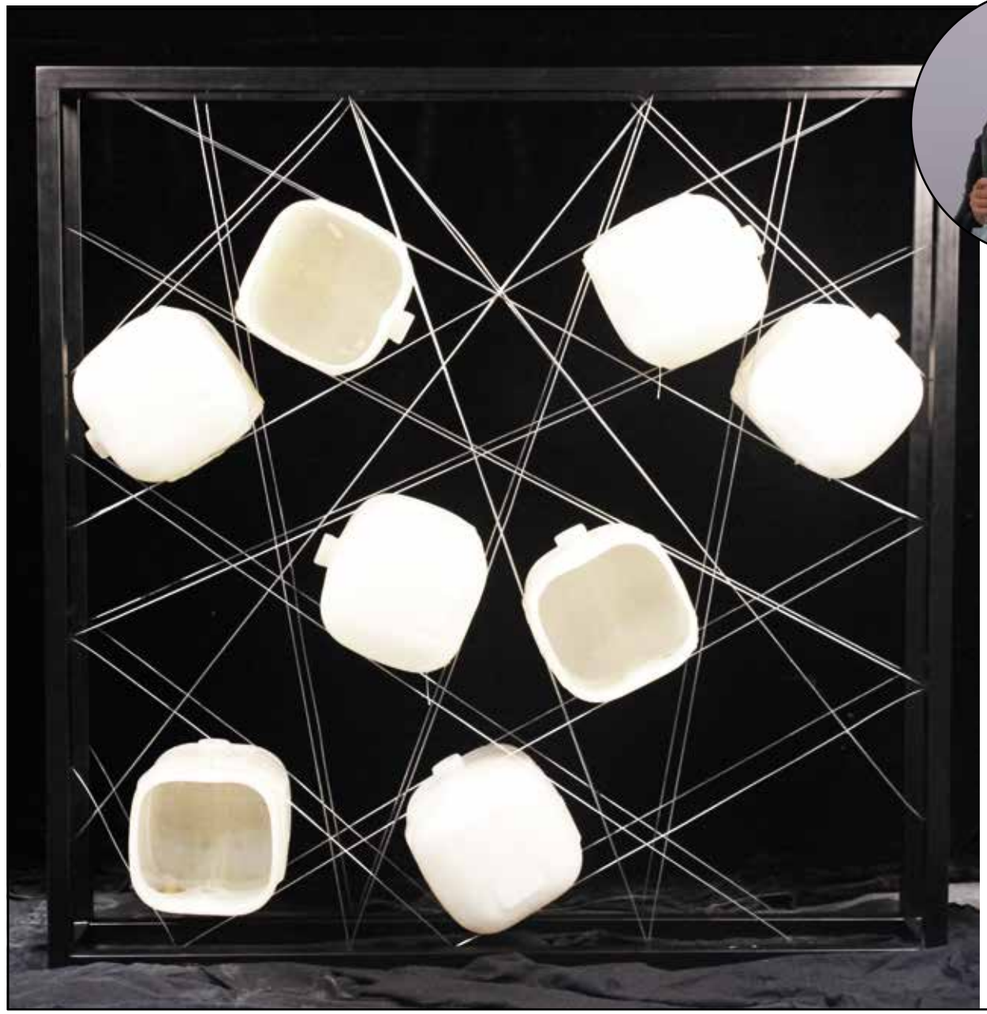
by Wenming Dai

SEAHORSE

Minghui Chen, a 29-year-old art director in an advertising agency in Shanghai, has loved making things from spare parts since he was a small boy in China's central Hunan Province. "LEGO was not something my family could afford, so spare parts became my best friend in childhood," he says.

Partly inspired by the 2014 Chinese Year of the Horse, he fully unleashed his creativity with spare parts by creating a 3m-tall installation art piece 'Sea Horse' out of brake pads.

"Designing and producing a real life art piece is so different from 3D animation on MacBook," says Minghui. "You not only have to communicate with metal parts, but also need to consider every tiny detail such as lighting effects," he explains.



SHELF

The main prizewinner of this competition to turn scrap metal into art will spend a month with Volvo CE's design department in Gothenburg, Sweden. A fourth year undergraduate at China's most prestigious art institute, the Central Academy of Fine Arts, Xitian Si had already planned to visit a European country for further study upon graduation in July. Having now won a month's internship working alongside Volvo CE designers, Xitian says she hopes to experience teamwork during her time in Sweden.

"I've been on my own all through university days and I'm eager to communicate with more experienced designers and work on something with them," says Xitian, 25.

She says she is also looking forward to learning about "real industrial design" that can be put into mass production, rather than simply "conceptual design out of personal taste".

Xitian's prizewinning 'Shelf' abandons the stereotype image of square, one-side-facing shelves, and is simpler, lighter and cooler, without being any less useful. Made from scrap expansion tanks, steel pipes and steel wire, Xitian proves that thought and effort can not only give scrap material new life, but can also transform it into an object of beauty.

The frame is made up of simple-looking black steel pipes. Inside space is divided by steel wire into multiple diamond shapes. And there are no drawers: objects are supposed to be stored in irregularly positioned expansion tanks facing up or down at will.

According to Xitian, her shelf, being both lightweight and transparent, also serves as a movable partition or room divider.

"Just horizontal and vertical are boring – I wanted it to be dynamic and a bit out-of-the-loop," says Xitian.

BELT

Wen Yuan, an interpreter for a Japanese logistics company in Shanghai, is also a spare-time cartoonist who has published a popular book teaching children how to draw cartoons. Trash to Treasure gave her a chance to work with metal parts for the first time, in place of pencils and brushes. For a whole month she spent her weekends with metal engineers in a factory workshop, before she finally came up with a stylish, partly gold-plated belt out of scrap-metal parts.

"Accessories are often related to elegance and beauty, while metal parts are not," says Wen, 33. I therefore combined the features of accessory and metal to express a new understanding of beauty."

ANTLERS

Sisi Ni, a graduate student and tourism management major at Sun Yat-sen University and Lvbing Wang, a graduate student at the China University of Mining Technology, both 23, collaborated on their 'Antler Mirror' inspired by deer because they "represent power, animation and tenderness". The Volvo CE scrap metal used for the frame was transformed by the artists into a warmer and more peaceful rose gold color. People looking in the mirror become the deer, thus reflecting the interdependency of man and nature.

THE ULTIMATE CHALLENGE

No other extreme sport is anywhere near as long, grueling, exciting or as dangerous as the Volvo Ocean Race which starts on October 4 →

by Julia Brandon

Teams training in the new one-design Volvo Ocean 65

Team Dongfeng's new Volvo Ocean 65 boat being painted

Left to right: Volvo Ocean Race experts Richard Mason, Phil Harmer, Chris Nicholson and Emerson Smith (Farr Yachts) working on the new one-design Volvo Ocean 65 boat

"The first time I ever took part, we fired our skipper after the first leg but still ended up coming second," says Volvo Ocean Race veteran Richard Mason. "The Volvo Ocean Race is all about turning around potentially massive disasters. You have to turn the worst into the best. Anyone racing for the first time this year needs to remember two things: first, to stay focused on the team unit, that's what defines a team, and secondly, never, never, never give up."

Lasting an incredible nine months, the Volvo Ocean Race is the longest yacht race in the world, with no prize money at the end of it. Teams are required to sail between 11 ports – starting in Alicante, Spain and ending up in Gothenburg, Sweden – covering a total of 38,739 nautical miles. It is the leading round-the-world yacht race, with a series of stops giving fans the chance to see the boats up close and experience the spectacular In-Port Race Series.

The Everest of the sailing world, it is the mother of all challenges, and a coveted international accolade that drives crews to push themselves well beyond the limit – simply for the glory of having been there and done it. The race attracts millions of spectators, and a global television audience in excess of 1.3 billion.

With some teams training for up to two years before the race even starts, participants work alongside each other for eight hours a day, as well as sharing the same space to live, eat and sleep. Nerves inevitably become frayed, particularly when sleep deprivation is thrown into the mix, and it is only the most driven, craving the achievement of sailing around the world, who make the grade.

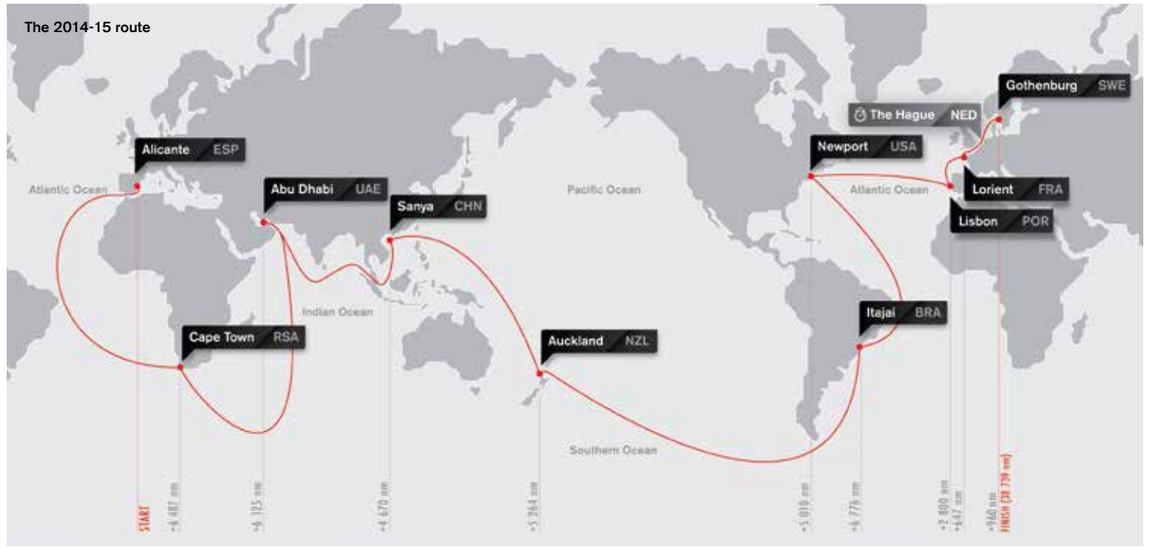
TENSE TIMES

"You end up knowing your team better than you know your own family," says Australian-born Mason, who is backing up the all-female Team SCA for the 2014/15 race, bringing his vast experience to head up the technical shore management side of the project.

"You see the best and worst of people, and it's important to understand when they're at their best and worst. Understanding this is a key component to the successful management of a team."

A 16-year professional sailing career has seen Mason compete in almost every major event in the sport.

"As a sailor, you can train for all eventualities in the race, but you need to understand all aspects of the boat, too, including engineering and mechanical requirements, and be physically fit. The best team is a melting pot. You could have the best sailors in the world making up the crew and it wouldn't work – you need a dynamic pool of people, including the quirky one, the calm one when things start to go bad, the clever one, the fastidious one – then collectively you become very strong."



Photographs: © Gilles Martin-Raget/Team Alvimedica; © Rick Deppe/Volvo Ocean Race
Map: © Volvo Ocean Race

Mason has competed in four Volvo Ocean Races and sailed most recently as watch captain and boat captain in Team Sanya in the 2011/12 race. Since then, there have been a number of significant changes to the event, including the additions of a first-ever visit to the US sailing mecca of Newport, Rhode Island and a new pit-stop destination in The Hague in the Netherlands.

"The schedules are tighter now, and it's steadily become more commercial and professional," says Mason. "The time factor is probably the biggest change though. The teams sail in port now, so they are sailing for three to four days before each leg even starts.

"And the stopovers are more compressed, so they don't get many days off and there's a lot to fit into them now – media, family, technical commitments – it's tough."

IT IS ONLY THE MOST DRIVEN, CRAVING THE ACHIEVEMENT OF SAILING AROUND THE WORLD, WHO MAKE THE GRADE

INTREPID SAILORS

The first Volvo Ocean Race was held in 1973. It was conceived by Guy Pearce and Anthony Churchill who were inspired by Robin Knox-Johnston's 1969 win in The Sunday Times Golden Globe Race – the first-ever non-stop, single-handed, round-the-world yacht race.

In a fleet of 17 ocean cruisers, 167 adventure-seeking sailors set sail, navigating by dead reckoning, and buoyed up by fresh food, wine and the thrill of the unknown. They sailed to foreign shores, battled with the elements, with only the courses taken by 19th century square-riggers to guide them. Despite three fatalities, the first Volvo Ocean Race was deemed a rip-roaring success, and an event that took on the sea at its most unpredictable was born.

Much has changed since then, most of all the new one-design Volvo Ocean 65 introduced for this 2014-15 race. This radical, high-performance, world-class boat will see all the teams, including less-experienced or late entries, put on a level playing field for the first time. It has the added bonus of keeping costs down for the teams as there is less room for future development, although it changes the focus of the race with the emphasis shifting to the crew's capability rather than technical elements.

This year, the boats will also carry on-board media reporters. It is hoped that the everyday features of life on the boats that are often missed will now be captured, bringing the race even closer to its audience.

BE PREPARED

Contingency plans are in place for all manner of crises both within the sailing teams and the Volvo organizers. On average, each team has two or three medics aboard – sailors trained in first aid – and the boats are tracked for 24 hours a day. Should the crew encounter any difficulties or if someone falls ill or is injured during the race, the onboard medic has a telephone hotline to medical professionals for immediate advice.

"The teams this year are the most prepared yet," says Mason, "but the race is never what you are expecting. It's taken me four races to see that it only gets better – every time I sail around Cape Horn it's such a big achievement – but you have to expect the unexpected."

Visit the *Spirit* website and App to watch a video related to this article

BREAKING UP IS HARD TO DO...

...without a Volvo EC480DL excavator to take the strain →

by Cathy Smith

Photographs by Juha Roininen

An elderly resident watches the demolition machines at work in the north Amsterdam suburb of De Banne. Despite experiencing a touch of nostalgia as his local shopping mall is slowly reduced to rubble, he confesses to being fascinated by the excavators themselves.

It is a compelling sight – a 50-tonne machine tugging out a steel cable from a concrete block with its giant serrated teeth, as if sucking up a string of spaghetti.

At the controls of the Volvo EC480DL is 21-year-old Pim Weinands. He learned how to operate heavy construction equipment at the age of 16, even before he could drive a car. "The machines are spectacular – a real challenge. I thought, if I can make my money from operating these machines, then that's for me."

He has been working at the De Banne shopping center site for eight weeks. The main building structure has already been demolished and he is now busy breaking up the foundations of the 8,500m^2 site, separating out metal, concrete and electrical wiring to be sent for recycling.

TRUST

Although this is the first time Weinands has operated such a large excavator, since mastering the controls of the EC480DL he has become a huge fan. "The machine listens very carefully. It does what I want it to do. And after a couple of times you know exactly what it's capable of and you start to trust it."

A brand new neighborhood shopping mall has already opened nearby for the north Amsterdam residents and the old site is being cleared to make way for a new primary school.

Weinands works for Robert Eerens whose company, Eerens Sloopwerken (Eerens Demolition) based in Assen in the far north of The Netherlands, was brought in as a subcontractor to speed up the project with heavier machines. The EC460HR high-reach excavator started the job and the low-reach machine is finishing it off.

Robert Eerens sees something of Pim Weinands in himself, describing them both as being "carved from the same block". He also started to train as an operator at the age of 16, although his passion for demolition began much earlier than that.

"Even at primary school I was crazy about demolition. When anything happened in my neighborhood, I was always there. I was more interested in demolition machines than my schoolwork."

Eerens also shares Weinands' enthusiasm for the Volvo →

Operator Pim Weinands in his cab

ORDERS ARE STARTING TO PICK UP AGAIN NOW THE DUTCH ECONOMY IS OFFICIALLY OUT OF RECESSION

Operator Pim Weinands changes attachments on the EC480DL

The EC480DL excavator with Pim Weinands at the controls

Robert Eerens of Eerens Demolition

machines, and the EC480DL in particular, although these days he sees it with his business hat on. “The machine is good for ripping up foundations. It’s very powerful but uses less fuel than the competitors’ machinery.”

The dealer who supplied all six of Eerens’ Volvo machines is Kuiken Construction Equipment Netherlands, based in Emmeloord, north-east of Amsterdam. Sales Manager Peter Cnossen says orders are starting to pick up again now the Dutch economy is officially out of recession, and customers who are ready to invest are not always just looking at the price tag.

“If they want to buy, they want to buy an A-class machine. Customers are very conscious of fuel efficiency, low hourly running costs and the total cost of owning an excavator. “Dutch customers are also very demanding,” he adds. “They want a crawler to be multifunctional – to be able to do earth-moving, demolition and recycling jobs.”

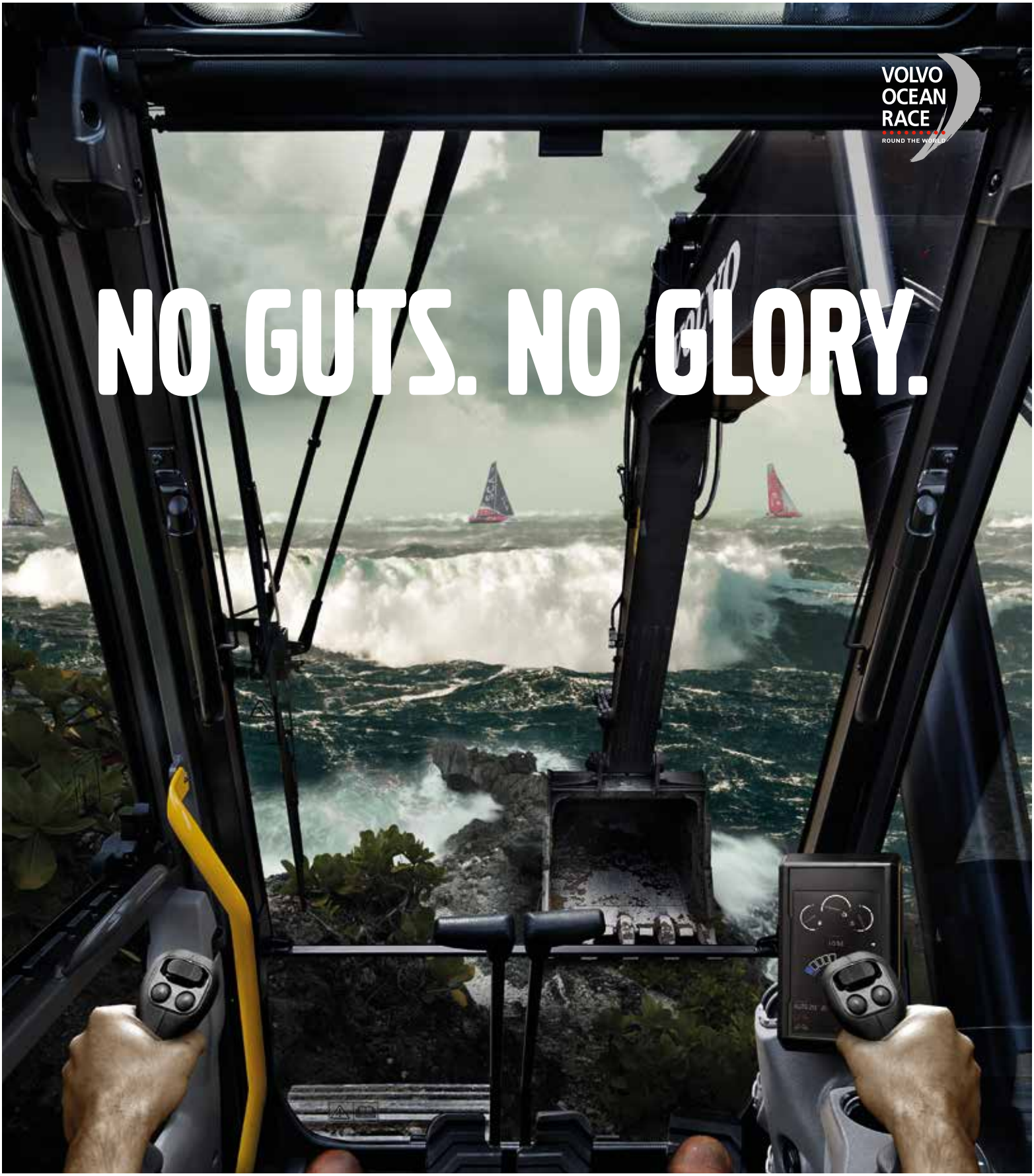
CLEAN IMAGE

The EC480DL provides all that flexibility. Within a matter of minutes, Weinands is able to detach the grapple attachment on the boom and replace it with a 5.5-tonne crusher attachment to enable him to break up the concrete into even smaller pieces. Then a mobile recycling crusher will come to the site and reduce the rubble even further, crushing it into 4cm gravel. All 15,000 tonnes of concrete from this project will be taken away and recycled as foundation material for building new roads.

The Netherlands tops the European league for recycling demolition and construction waste. Cnossen says his customers are very environmentally aware, which influences their choice of construction equipment. Volvo CE, he explains, has a “clean and green” image in the Netherlands and customers are impressed by the low-emission Stage IIIB engines in the latest models.

As for Weinands, as he maneuvers his excavator across the remains of the 1960s shopping mall, he is happy to have had a chance to operate such a big machine so early in his career. The working life expectancy of a machine like the EC480DL is around 10,000 hours, so with only 200 hours on the clock, this one has a long way to go. It could be the start of a beautiful friendship.

Visit the *Spirit* website or *Spirit* App to watch a video report of this article



Volvo Ocean Race is one of the toughest races in the world. We have decided to challenge ourselves. For every Volvo Ocean Race Stopover we will engage in a new challenge using our machines. After all, why should they have all the fun? Follow our progress round the world at **volvooceanrace.volvoce.com**

Volvo Construction Equipment

VOLVO