



# IN DEPTH

## news



The news letter for customers, agents, staff and friends

July 2008  
n. 6

**JOB SITE**

## Hütte machines operate for Ischebeck installation

Ischebeck technique becoming popular thanks to its main benefits: timing improvements and efficiency

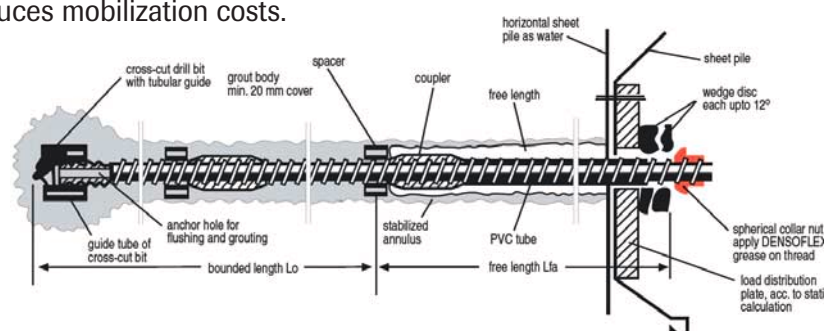


Casagrande Group provided Hütte HBR 605 with top hammer HB50A and Hütte HBR 609 with top hammer HB60A in Eastern Europe, to reinforce the sheet piles part wall with Ischebeck TITAN anchor bars, 60 m

long, diam. 103/73 mm with excellent results.

The hollow bar anchor system is becoming more popular in Europe because of production benefits:

- Single ceaseless operation significantly improves productivity
- Suitable for difficult and restricted access situations
- Ability to use smaller drilling rigs like Hütte HBR 502 up to HBR 609 reduces mobilization costs.
- Enhanced mechanical bond with surrounding ground
- Minimal disturbance during installation
- Improvement of the soil characteristics around the grout body of the anchor pile.



*Geotechnical benefits:*

- Extremely low settlement characteristics; mostly less than 5 mm at working load

tics around the grout body of the anchor pile.

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## Casagrande rigs presence growing continuously in Istanbul, Turkey

Following the award of a new project in Istanbul, Tugzemin A.S. has ordered new additional rigs from Casagrande.

Tuglacilar A.S. has been active in distribution of construction material since 1970 in Turkey. Starting from 2006, they have entered the foundation business under the name "Tugzemin" by forming up a talent-

ed staff and purchasing a Casagrande B180HD, with the intention of working in big projects in growing Istanbul. The good performance obtained with their B180HD shortened the investment return period and Tugzemin added one B250 PDW (Pull Down Winch) to their fleet in May 2007 followed lately by one B125 in November 2007.

Istanbul, with almost 15 million habitants, crossed by the Bosphorus, has a big traffic problem. To overcome this problem the metropolitan municipality of Istanbul is continuously tendering the construction of several new junctions, bridges, viaducts, crossings, tunnels, metro lines etc...



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**Job site**

**COMPANY'S NEWS**

## New distributor for the Casagrande products

Atlas Copco is now the exclusive distributor for Casagrande USA's complete line of geotechnical and foundation drilling products for the mid-western US.

The Las Vegas CONEXPO event this year was not only a sales and marketing success but also the meeting point for the signature of the agreement with Atlas Copco Construction Mining Technique USA LLC to become the

exclusive distributor of Casagrande's complete line of geotechnical and foundation drilling products for the mid-western United States.

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FROM PAGE 1

JOB SITE

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And material benefits:

- No requirement for double corrosion protection in permanent works
- On site fabrication provides design flexibility

- Wide variety of drill bits to suit different ground conditions
- Continuous threads guarantee the Titan bar can be cut or coupled anywhere along its length

- 13 TITAN hollow bar size with the yield load from 180 kN up to 2750 kN
- High yield steel has a low carbon content and as a result is not susceptible to stress corrosion cracking.

The hollow bar anchors can be executed with all the Hütte anchors rigs HBR 502 HBR 504 HBR 605 and HBR 609, with double or single head.

FROM PAGE 1

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Following the award of a new project in Istanbul, Tugzemin A.S. has ordered new additional rigs from Casagrande.

One of the big junction projects in Istanbul was the "Seyrantepe" project. Seyrantepe is the name of the new region where Galatasaray football club will have its brand new stadium in. The existing metro line is also expanded to cross Seyrantepe. In order to prevent congestion in this region, also a road junction to TEM (Trans European Motorway) which connects Asia to Europe over the Bosphorus, was constructed. Despite Tugzemin was a newly established company in 2006, they were

awarded by the Istanbul Metropolitan Municipality the foundations work of the TEM - Seyrantepe connection where 11000 meters of 800 mm diameter and 32000 meters of 1000 mm diameter piles have been constructed on a non-homogenous soil consisting of hard sandstone under the overburden and limestone underneath. Tugzemin has started the job with their B180HD and then added the B250 PDW to complete the job in a record period of 9 months.



## Casagrande agency in Turkey



Also, after completing his industrial engineering degree in the U.S.A, Mr. Vedat Yapanar's son, Sinan Yapanar, now 24, has joined Karma in the beginning of 2006 as a Casagrande sales representative. Along with the growing Turkish market and the fact that a significant

KARMA A.S. was founded in 1994 in Istanbul, Turkey by Mr. Vedat Yapanar. Mr. Yapanar's first collaboration with Casagrande took place during the early '80s while Mr. Yapanar was working within Kofisa, the trading organization of the larger Turkish private conglomerate, the Koc Group. The growing market demand for Casagrande rigs was the main reason why Mr. Yapanar decided to establish Karma A.S. in 1994 on his own, forming service facility and hiring Mr. Muvaffak Mazici as service manager.

Mr. Mazici's wide experience of equipment maintenance acquired during many years within STFA has been the major contribution to the continuous improvement of Karma's after sale organization.

By early 2002 Karma grouped its commercial and service activities for Casagrande in a 2000 m<sup>2</sup> facility (office and workshop) over a total of 9000 m<sup>2</sup> land

located about 60 km far from Istanbul. Thirty-five employees are currently in Karma's payroll.

Another major step in improving the organization was the hiring of Mr. Olcay Celebi as after sale manager in 2003. Mr. Celebi has been able to transfer his experience on the maintenance of foundation equipment acquired within Kasktas.

number of big Turkish contractors had acquired new projects abroad, Karma have succeeded to become one of the Casagrande leading agents in only two years time.

Casagrande, initially known better in Turkey for small crawler drilling machines such as C6 and C8, became one of the most preferred hydraulic piling rigs brands during the last two years increasing considerably its market share also in the large drilling segment.

Despite the high competition and the long delivery time due to the raising demand of special foundation equipments in Turkey as well as



all over the world, Karma succeeded to improve drastically Casagrande overall market share. So, thanks to the Karma's team performance, the outstanding efficiency of the equipments delivered and the reliability of the after sale support, Casagrande definitely became a major player in supplying rotary piling rigs in the Turkish market.

agency highlight

# C850 NG

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The power  
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# New distributor for the Casagrande products

Atlas Copco is now the exclusive distributor for Casagrande USA's complete line of geotechnical and foundation drilling products for the mid-western US.

The Atlas Copco's Milwaukee Company Store will support this operation completing the range of specific foundation equipments to the already established ground engineering products such as down-the-hole hammers, Symmetrix overburden drilling systems, MAI, and Swellex bolts, as well as drilling rigs and air compressors.

From the Atlas Copco press release, we are reporting the statement by

the representatives of Atlas and Casagrande USA.

Hans Lidén, President of Atlas Copco's Geotechnical Drilling and Exploration division based near Stockholm, Sweden, said at the signing, "We look forward to a successful strategic alliance.

Our ability to service the customer fits well with Casagrande's high quality equipment, and together our people are all excited about the

opportunity to better support the customer."

Mike Steinhardt, President of Casagrande USA, echoed that thought, emphasizing that the increased customer contact which Atlas Copco brings is critical for each project's success. "Geotechnical drilling is application sensitive, requiring engineering and technical support throughout the planning and completion of a project.

Together our efforts make us the 'dream team' for geotechnical projects," said Steinhardt.

Gene Mattila, Business Line Manager for Atlas Copco's geotechnical product line in the USA, said, "This announcement marks another large step toward our goal of becoming a complete source for geotechnical ground engineering solutions for contractors in the United States."

## INTERVIEW

# Casagrande introduces the South African agency Pilequip Sa.

South Africa dream becomes reality for Pilequip SA, as explained by Mr. Boyd Cousins – the owner – in the following interview.



In 2003 at INTERMAT, I signed up the Casagrande Agency for South Africa little did I know what was in store for me in the next 5 years!

I had earlier registered and created PILEQUIP SA as a Specialist geotechnical Supply company.

I knew Southern Africa lacked a specialist local based company like this to whom the local customers could speak and see on a regular basis.

I did not know however, how I would be received and how I could succeed as an agent, since historically South African contractors all spoke directly to the OEMs (Original Equipment Manufacturers)

### Time would tell.

The 2 dormant years in 2004 and 2005 proved tough but also gave me chance to assess and build a structure that would be needed.

It also gave me time to change my mind set from that of Contractor to Salesman!

The world upswing in construction started in 2006 and is still with us today. The local South African upswing was following suite and stimulated by the award of FIFA 2010 World Cup to South Africa.

This economic boost gave the construction industry and the local piling contractors the confidence to invest in foundation equipment upgrade and refurbishment programmes.



From mid 2006, 35 Casagrande units have been sold locally to our South African contractors.

The pleasing fact was that the local resilient South African contractors rose to the challenge and all grew in size rather than allowing foreign contractor "to come and go" as often happens elsewhere in Africa.

The "fleet" is made up of a mix of C4, C6, C8, B125, B170, B180HD, CFA 25 and CFA 26 plus one for specialist limited access M3D.

In this occasion I would remind the major South African Contractors which invest on Casagrande and Pilequip:

### ESOR Limited

Following a successful listing on out local stock exchange, "JSE" embarked on a massive recapitalization project in which their fleet of old Hughes Diggers was completely revamped with modern B125 and B180 auger units.

### Stefanutti & Bressan Piling

This piling division of Mr Gino Stefanutti was started in 2003 and had 5

successful years of growth to now stand as one an upcoming well established contractor .

### Franki Africa

South Africa and most probably Southern Africa leading geotechnical contractor continues to build its lateral support and Jet Grout divisions around Casagrande track drill units with deliveries of C4 ( radio control ) C6 and C8.

This success was a compilation of economic boom , teamwork sales from area manager Andrea Babbo (who has been in charge of the south african market since 2001), local contractor understanding and most of all thanks to a strong geotechnical piling knowledge so that all the contractors' needs could be easily understood and translated into correct product selection at an affordable price.

This teamwork success between Casagrande and PILEQUIP continues even now in form of specific training course both local and in factory.

A structured ordering and consignment approach to both certain popular rigs and spare parts has been implemented so as to keep this winning combination ahead of order delay periods and ahead of the opposition in terms of local market commitment

My PILEQUIP dream of 2003 has become reality and now will be widened to form a complete support system of Service Support, Maintenance Plans and Operator Training programmes.