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DIECI

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AGRITECHNICA 2017: A promise kept



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AGRITECHNICA 2017: A promise kept



Like with all nationalities, the Germans too are sometimes characterised by some hard to refute stereotypes. And they're even harder when reality seems to confirm the clichés, as in the case of this 2017 edition of Agritechnica. The spokespersons of the event organisers, DLG (Deutsche Landwirtschafts-Gesellschaft), had already issued the prognostic with classic German precision, and according to initial data published concerning the event, the reality was just as predicted: the increase in the number of visitors (more than 450,000, of whom more than 100,000 from outside Germany), the exponential increase in the number of exhibitors (60% more foreign companies than in previous editions), and, above all, the affirmation of Agritechnica as the world's leading event in the sector, not merely as a showcase for companies to display their wares but especially as a forum for the exchange of ideas, research and innovation.

The event theme (Green future – Smart Technology) seems to have touched a nerve, not only among the visitors and industry professionals, but also among the politicians and business delegates from various countries, who attended the fair in numbers far in excess of those of past editions: in the words of DLG Executive Director Reinhard Grandke "...the innovations presented at Agritechnica will allow farmers to work in the best conditions to boost production in a sustainable manner, with the aim of boosting efficiency while conserving resources". The fair was thus characterised by a widespread interest in the "green innovation" and this was clearly reflected at the new DIECI Stand, which drew crowds of visitors of various origins and from many different categories, although all seemingly displaying solid technical expertise and awareness coupled with a high level of competence.

Like, for example, the families of "end users" of our products, especially on Saturday 18 November, who stopped by at our stand, preferring (we'd like to





think) the colours and atmosphere of the fair to the uninspiring prospect of a trip to the shopping mall....

In these 7 days, the new Stand (considered by many to be the brightest and most appealing in the hall) was visited by industry professionals, farmers and animal husbandry specialists from all parts of Europe, especially Germany and the Netherlands (the country of origin of the majority of foreign visitors, as confirmed by the organisers) and from East European countries.

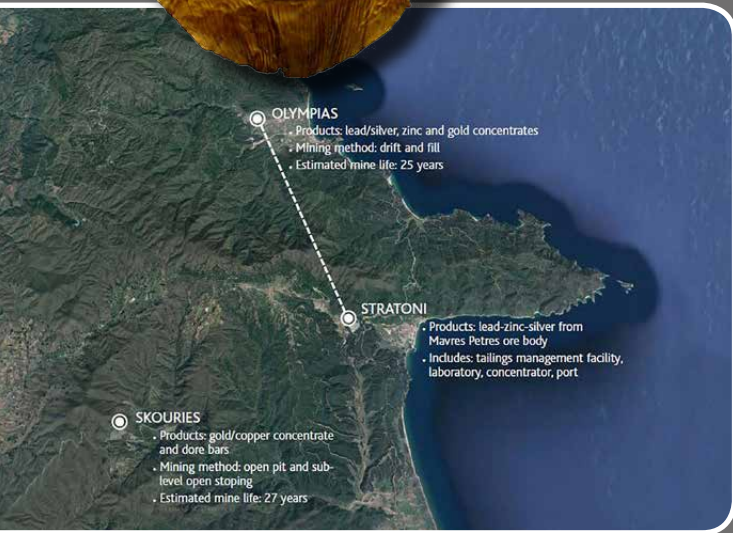
Visitors' attention was monopolised by the New Giugiaro Design Cabs, which had produced high expectations in the run-up to the World Preview at Agri-technica. And the anticipation was clearly satisfied (given the high attendance) thanks to the extreme dynamism and automotive appeal of the design, which was greeted enthusiastically. The success is based not only on exterior appearance, but also and above all on the innovative contents (in terms of both materials and technological features) of the new cabs which will be installed on the vehicles in the New Agricultural Range starting from the second half of 2018. Another key attraction of the Dieci Stand was the new Mini agri 26.6: the latest arrival in the compact and powerful "Mini Telehandlers" family that is now even more powerful thanks to its 2.6 ton load capacity and 75 horsepower Kubota engine. Mini agri 26.6 also features a new dynamic power steering system, a wheels alignment indicator light and a cab with extra large windows. Taken together, these innovations produce a vehicle built in accordance with a new concept rather than an evolution of the series, perfectly in line with the spirit of the exhibition.

Like many others, we have to admit to feeling a little nostalgic for the time we spent in Hanover, but we've already got an eye on the next edition (10 – 16 November 2019): the Fair kept its promises and, aware of our growing reputation as a successful brand, we intend to make sure we keep our own.





GREECE's hidden treasure

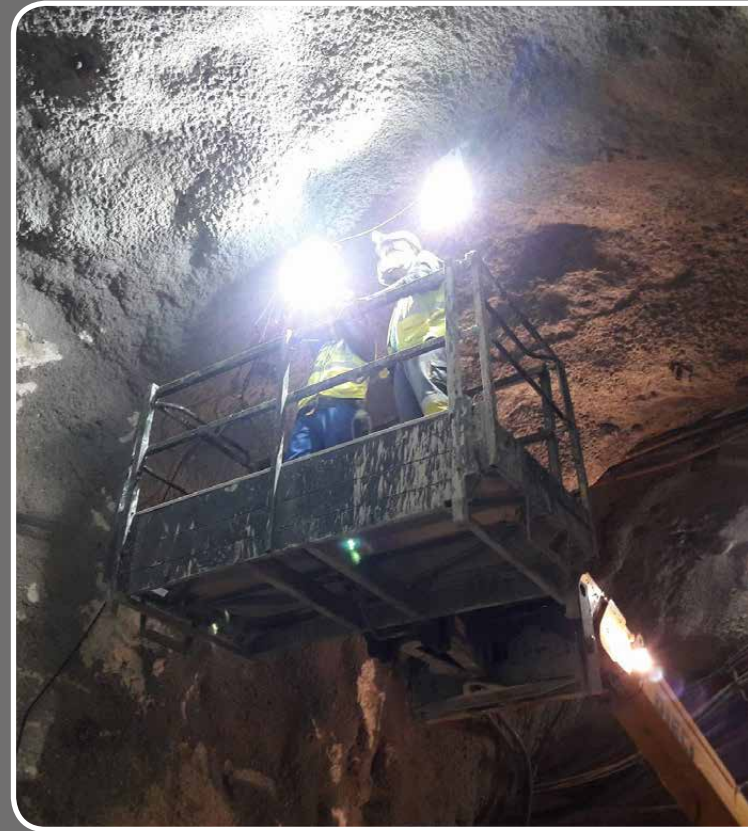


When we speak of Greece, our thoughts might turn to one of the country's most famous historic symbols in the form of the Mask of Agamemnon, discovered at Mycenae by Heinrich Schliemann in 1876, and to the famous gold artifacts from the Treasury of Atreus... And yet it is perhaps not widely known that Ancient Greece was completely devoid of gold mines. The gold used to make the mask and jewellery was either purchased, plundered through war, or obtained from the Colchis, the ancient region on the Black Sea that was colonized by the Greeks and appears in the legend of Jason and the Golden Fleece: it seems that the ancients of Colchis used to extract alluvial gold from the rivers using sheepskins to collect the metal, and hence the Golden Fleece in the story. Today, precisely when the need seems to be most pressing, Greece is on the verge of opening four gold mines – a hopeful sign indeed for a country that has been so severely hammered by the financial crisis. Pending the arrival of the final approval from the Greek government, HELLAS GOLD (a subsidiary of Canadian multinational Eldorado Gold which has mines in three continents) has started preparatory work for activities in several sites of the Stratoni mine complex in Chalkidiki. In addition to operations to protect the





environment and install various above-ground infrastructure, operations are also under way to clad and equip the main tunnels, from which the mining tunnels will branch out: the walls, which are shotcreted in preparation, will be equipped with the utilities required for safety purposes and work operations: electrical cables, telephone cables, compressed air pipes, ventilation ducts, floodlights for the main and emergency lighting systems, electrical cabinets, suction pumps, and all the ancillary equipment that will allow the miners to thrive and work deep in the core of a mountain. And the vehicle used to equip the tunnels connecting the Stratonis mine to the adjacent Olimpyas, Skouries, Piavitsa, Fisoka and Tsikara facilities is a Pegasus 60.16. The use of a 60.16, the biggest and most powerful in the series, may seem to be disproportionate at first glance, but the length of the tunnels and the huge range of jobs the vehicle is required to handle easily justify the choice. In fact, apart from gold, the complex will also be mining copper silver, lead and zinc – all metals that call for different types of treatments and processes in which the 60.16 will be able to display its full potential (especially in the heavier jobs). Despite the current period of calm (in the wait for government decisions) the Greek mining industry provides employment for around 100,000 people, with turnover that accounts for 3.4% of GDP and exports totaling 2 billion euro. It is, quite literally, a golden opportunity for the Greek economy!





ROMASTOR: a new accessory for *PEGASUS*



Management of any construction site is a highly complex activity, and management of a renovation or restoration job site is even more demanding because of the confined space in some suburban areas or the even more cramped conditions found in town centres, since protecting personnel, safeguarding adjoining buildings (potentially of high historic and artistic value), and dealing with limited manoeuvring space for vehicles and equipment result in the creation of additional problems.

This is particularly true in a country like Italy, with a valuable architectural legacy that is threatened year in year out by natural phenomena (such as earthquakes), necessitating continual refurbishment or reconstruction projects, and with extensive suburban areas that need radical renovation works.

In the past few days the news has finally arrived that the Italian national plan for redevelopment of degraded urban areas has reached the operational stage, with an initial investment of 78 million euro allocated to finance 46 urban recovery projects throughout the Peninsula. Thereafter, a second 90 million euro tranche will be released to fund more projects, specifically dedicated to towns and cities in the south. This is a great opportunity for the Italian





economy, for social stability, and for operators in the building construction industry who are called upon to meet the challenges of Italian job sites. The operators in question however, can not only draw on their solid experience and professionalism, they can also rely on the support of technology, as perfectly represented by the telehandler models in the PEGASUS series (the flagship vehicles in DIECI's range). PEGASUS telehandlers (versatile vehicles that are well-suited to the working conditions typically present in city centres) are available with non-continuous and continuous 360° rotation and can replace a site crane to all effects and purposes. They can also be equipped with a wide range of accessories so they can be used for a variety of different jobs. And from today, the range also includes the ROMASTOR, a new accessory that further extends the flexibility of the Pegasus when working in confined spaces: ROMASTOR (made in the Netherlands by R&R) is a 360° rotating fork frame that can be installed on Pegasus's boom without requiring any adaptation procedures. The rotation capabilities of Pegasus combined with those of Romastor make it possible to handle loads of up to 2,500 kg in extremely tight spaces and in all directions, without having to reposition the vehicle, thus working more efficiently and achieving time savings of as much as 30%. Romastor can also be used remotely thanks to a special remote handset (optional) with a range of around 150 metres, resulting in a major benefit in terms of safety and visibility. And since safety is always the first and foremost of all considerations, it's worth pointing out that ROMASTOR has all the relevant European safety approvals and certifications and is now available through the DIECI sales organisation.



KINGS of the FOREST



ZPU PRAWDA is the biggest sawmill in Poland, located in the Warmia-Masuria region (Warmian-Masurian Voivodeship) in the far north-east of the country. 30% of the region is covered by larch and birch that which have been intensively logged since ancient times and which are today protected by strict replanting programmes. The area is thus the perfect site for ZPU PRAWDA.

Founded in 1989, ZPU PRAWDA is a modern company from all perspectives, with optimised production processes to minimise the environmental impact and regenerate resources, as for example the two Biogas plants with which it is equipped, the largest of their kind in the region. The 3,000 square metre site occupied by the company hosts all the various production operations: from storage to seasoning, cutting and staining, design, assembly and, finally, shipment to the various European markets. ZPU PRAWDA has been a supplier (for the past 25 years) to two of the biggest furniture chains in Europe, and it also produces its own line of natural wood furniture.

Apart from fueling the Biogas plants, the processing scrap is used for the production of pellets and briquettes for heating, thus extending the company's product offering. The company thus has extensive business activities that call for daily handling of huge volumes of materials, performed thanks to a fleet of 25 vehicles including, among the most reliable and cost-effective, an Agri Plus 40.7 VS and a very recently acquired Agri Max 65.8 VS EVO2, which was purchased in July of this year.

The PRAWDA technicians were favourably impressed by the new addition to the company's fleet: tested in March (in a demo organised at the firm's premises by the Polish Dieci dealership) and delivered in July 2017, the vehicle was immediately set to work in loading the company's biogas plants. According to the technicians, the characteristics of precision, tractive effort, and speed are such that working times have been slashed by as much as 50%. That's why the company is planning to purchase a further two models: an Agri Max 65.8 VS EVO2 and an Agri Plus 40.7 VS EVO2, both of which will be deployed alongside the existing vehicles.

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