

ERA Convention 2010

“New Opportunities for Rental”

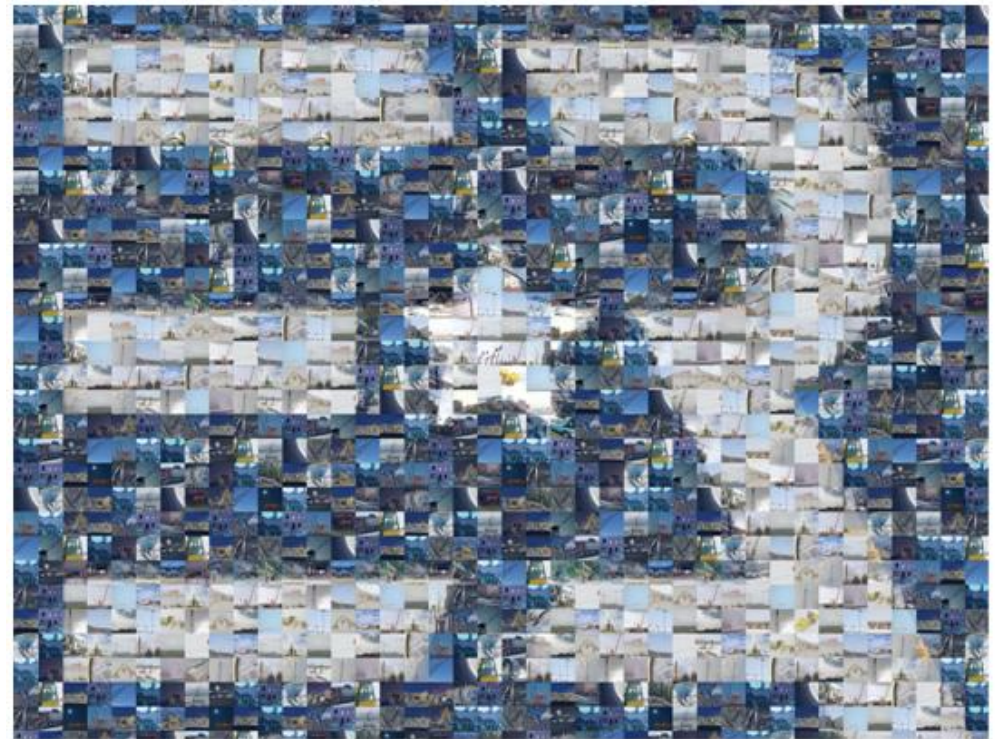
Mini Excavator

Thierry ROBERT

General manager

Bergerat Monnoyeur

Location



WWW.ERARENTAL.ORG

Uses

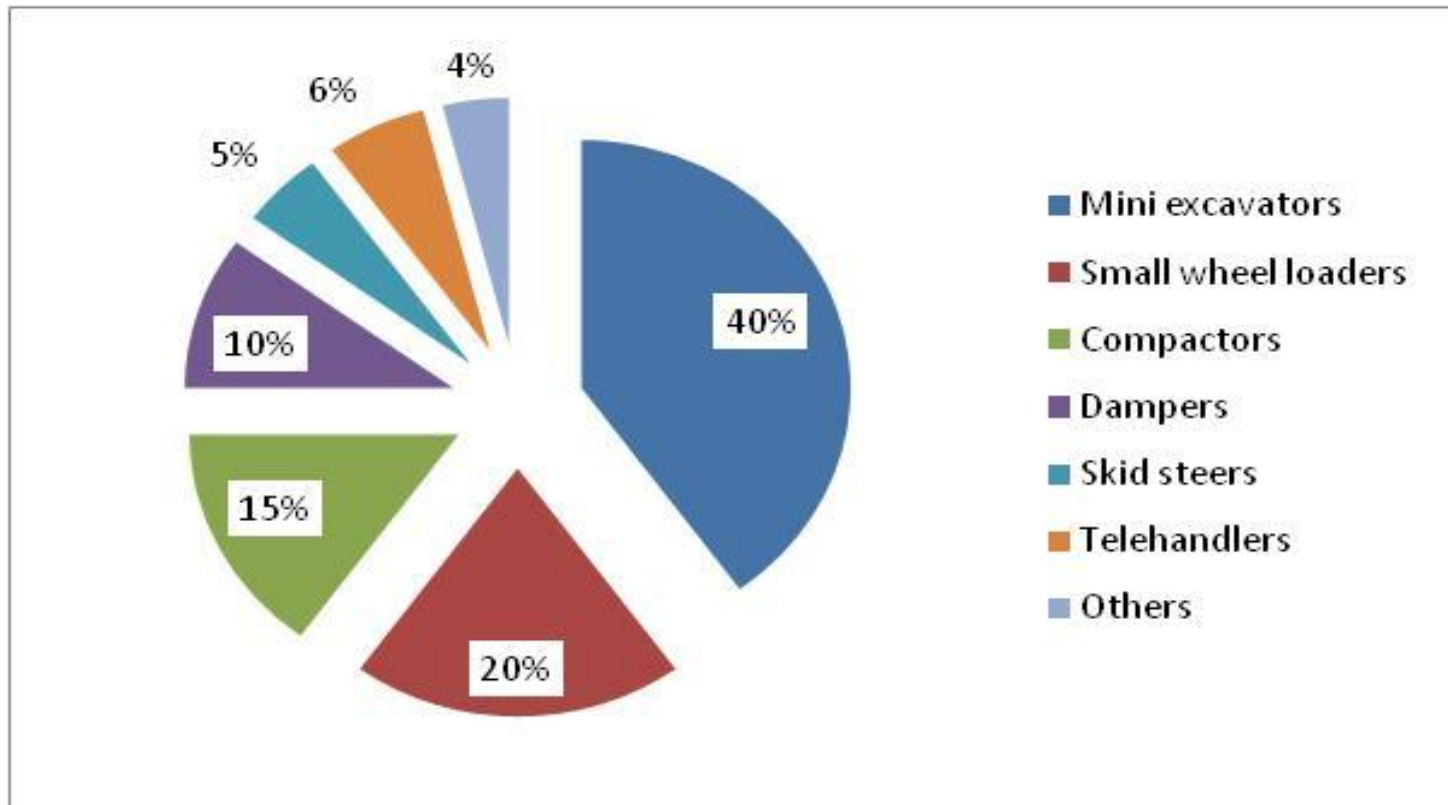
Use of Mini Excavator

Used for earthworks, trench digging, demolition works or landscaping maintenance.

Mini excavators are robust as well as polyvalent and compact. Wheeled or tracked, 800Kg to 7 tons, with or without accessories (hydraulic hammer, auger...)

Uses

Mini excavators as a percentage of fleet in earthmoving works operator-driven machines.



Decisive Points in choosing a Mini Excavator

- ü Excavation depth, width, length ? (type of bucket)
- ü What are your size constraints ?
- ü Do you need lifting ?
- ü Do you need additional equipment ? (hydraulic hammers, pliers, dumpster...)
- ü What is the soil pressure ?
- ü What type of soil ? (chalk, abrasive material)
- ü Type of transportation for the Mini Excavator ?

The Range

- Micro-Excavator 800kg
- This product fits the following needs :
 - Demolition
 - Architects/Design Office
 - Administration/Local Authorities
 - Construction/Landscaping

Multipurpose excavator for narrow spaces, foundations digging, demolition, or plantation.

Advantages :

- Light : 1 ton
- Compact : Less than 1m large
- 150 to 300mm bucket.



The Range

Rental – Mini Excavator 1.5 - 2.5 tons

This product fits the following needs :

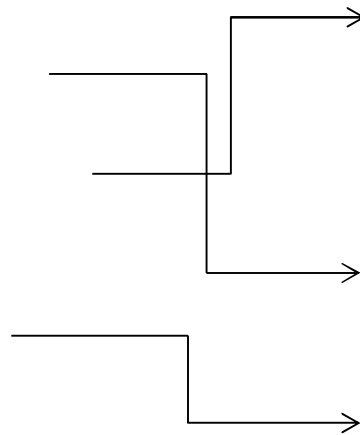
- Construction/Road network
- Civil engineering/Earthwork
- Administration/Local Authorities

Multipurpose excavator for narrow spaces works, foundations digging, cleaning trenches, load-lifting. Equipped with rubber tracks.

Advantages : Efficient, a 3 meters excavation depth for a 2,6 tons weight. Quick fastening system for hydraulic equipment mounting. Transportable on VL trailer. Cab or canopy. 200 to 500mm bucket.



The best machine configuration



Ideal weight 2,5 tons / Trailer load 3,5 tons

Shorter radius

Mandatory equipment, VCM System (Lifting)

Short wheelbase



The range

Rental – Excavator 3 - 5 tons

This product fits the following needs :

- Civil engineering/Earthwork
- Administration/Local Authorities
- Road network

Ideal excavator for digging foundations, trenches, and loading. Equipped with rubber tracks.

Advantages :

Efficient, a 3,51 meters excavation depth for a 45 horsepower.

Good loading rate

Quick fastening system for hydraulic equipment mounting.



The range

Rental – Excavator 7-8 tons

This product fits the following needs :

- Civil engineering/Earthwork
- Road network/Building trade

*Earthwork excavator for difficult urban work. Perfect for hydraulic hammer.
Load-lifting. Equipped with rubber/steel Tracks or Wheeled.*

Advantages :

*Efficient, a 4 meters excavation depth for a 56 horsepower.
Quick fastening system for hydraulic equipment mounting.
Buckets width 350 to 900mm.*



The best machine configuration



Short wheelbase



Blade

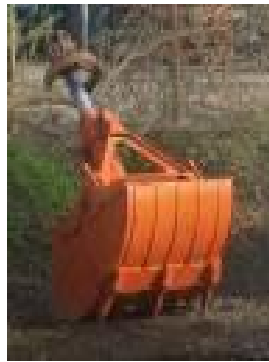
Good weight/power ratio for difficult work.

Transportable on 18 tons carriers

Necessary equipment

Special equipments :

- Hydraulic rock-breaker
- Hydraulic augers
- Leaning cleaning-bucket,
- Trapezoid-bucket
- Drilling
-



Necessary equipment & features

- Retractable seatbelt
- Size (width)
- Weight with accesories
- Lights (Nightwork)
- Good cab visibility
- Non-fabric seat for 7 tons (Dust)
- Mirror
- Retractable tracks (800kg to 1,5t)
- Flashing light
- Lifting safety system with loading abacus (VCM) from 2,5t
- Limited electronic equipment
- Quick coupler
- Canopy (Avoid vandalism, glass-breaking)
- Anti-theft system
- Documentation and certificates required in cabin.
- Safety equipment for the opérators.

The future

- *Mini excavator “special rental ” (weight, less electronic, anti theft, less maintenance...)*
- *Management of the new engine regulation*
- *New powering (electricity, hybrid)*
- *Operators with the machine*
- *In France the 2,5T is still the number one , but the customer demand is moving to the 1T and the 4T*
- *About the +15T excavators: Other organization, other logistic, other offer ..*