

# Usina de Notícias

Number 16

- **Events** Good business in trade shows
- **Technology** Miners protect the environment



SPECIAL

## Plants work for the sustainability



The new HAMM line  
of compactors  
provides the strength  
that your project  
requires



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# SUMMARY

## Expediente



THE USINA DE NOTÍCIAS  
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## Concern with the environmental quality

Environment preservation  
measures win Latin-  
American clients

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## Focus on the mining segment



Wirtgen surface miners have been  
designed for an environmental  
friendly operation. The equipment  
does not require the use of  
explosives in the exploitation  
process, harmonizing thus with  
nature preservation.

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## Information and sustainability

Walter Rauen de Souza  
Diretor-President of Ciber



We are very pleased to launch the new issue of Usina de Notícias that now is a magazine. This publication has been redesigned to provide more content on the paving market to the professionals of this area, serving as a reference source for this sector. We are also informing about the different events held to promote this business segment.

The concern with issues associated to the sustainability is one of the responsibilities of a company which cannot be put aside. Our market is improving the care and controls associated to the environmental impacts, and Ciber is also paying attention to the environment preservation, both in the plant routines and in the production of equipments.

We pursue to ally the high technology to the clients' requirements, offering new devices able to reduce the damages to the nature and to the individuals that have a close relation with our machines, be they operators or communities that live near the works. The quality of Ciber counterflow plants, which are the subject of this issue special matter, evidences this concern. The success achieved in Colombia, a country with a strict environmental legislation, proves that we are on the right path. If all companies pursue sustainable alternatives for their business, we will find a better future.

At last, but not least, Ciber is preparing to celebrate its 50 years. We are going to celebrate it enthusiastically, because few companies reach this age in Brazil.

OPINION



### Hidalgo & Hidalgo versatility

The modern Peruvian roads have been receiving the support of the Equatorian company Hidalgo & Hidalgo, headquartered in Peru since 2003. The company has been performing several government paving and sanitation works, which have been won in public bids. The company does not do without Wirtgen Group equipment.

The projects are many and with many different dimensions. Hidalgo & Hidalgo has built 2800 houses for low-income people in the neighborhood of Ventanilla, on the Peruvian coast. Last year, it also completed the road Canta-Unisch, in Serro de Pasco.

Besides the works on the coast and in the mountains, the company has also operated in Moyobamba jungle, building a watering system.

### International aid

Another equipment traded by Ciber is being used by the UNO Peace Mission to rebuilt Haiti. It is a HD 75 compactor, brand Hamm, used for infrastructure works. It is



the third machine acquired by the Engineering Corps of the Brazilian Army. On another occasion the company has already exported an asphalt plant and a paver to the Haitian lands.



## Pavisan enlarges its fleet of milling machines

Pavisan Engenharia has been investing strongly in the modernization of its fleet of machines. The renewal process counts on a partnership with Wirtgen Group that participates actively in the company park of milling machines and recyclers. They are 14 equipments with this brand, being three acquired in the last months. Headquartered in the Brazilian city of Belo Horizonte, the company operates in the paving, milling and recycling segments. According to Ismael Mendes Alvin, Pavisan's director, the choice for Wirtgen was justified because the group is world leader in this segment, representing the

largest population of machines of this kind in Brazil. "For us it is very important to homogenize the fleet, looking for a reliable supplier that knows the requirements of our business", states the executive. In 2007, the enterprise acquired two W1900 milling machines. Alvin stresses that the choice for these equipment has been determined by two technologies that are not offered in the Brazilian market: the fine milling drum and a multipoint thickness control. These features are used to correct any unlevel on the roads. The company has also acquired a W100-F with a 1-meter wide drum and high-

performance 285 HP, a Wirtgen product launched recently worldwide. "We have chosen this machine because it represents a true technological advance", he explains, stressing that the power exceeds the milling machines traded by the competition. Pavisan has the largest park of WR 2500-S recyclers in the country. The model uses an asphalt foam system, a crucial resource for companies that provide services to the paving recycling segment. "We are leaders in this niche in Brazil. Wirtgen's German technology is unmatched for asphalt foam", he states.



## New technology for pavers

The AF 4000 pavers (with crawler tracks) and AF 4500 (with tires), manufactured by Ciber Equipamentos Rodoviários in Porto Alegre, has as basic characteristics the displacement ease. Besides being a quality, this is a crucial requirement for urban application machines. They are compact and versatile, being ideal to operate in cities. These machines feature a high shipped technology, being also able to maintain roads and works that demand frequent displacements on operation sites. The AF 4500 counts on a suspension/front wheel system that can move both transversally and longitudinally. The mechanisms neutralize the superficial road unlevel and its consequences. This new equipment ensures a uniform thickness of the asphalt layer and a perfect surface finishing. The models have an ergonomic design, capable to provide comfort and easy to operate. For example, the control board has a LCD screen, that allows monitoring all the functions and generates diagnosis so that the operation has full control over the machine.

## Exceeding for half a century

In 2008, Ciber Equipamentos Rodoviários celebrates 50 years of life. The position the company achieved both in the domestic and in the international markets is another reason to celebrate with pride and satisfaction. In this half a century of innovations, the Wirtgen Group integration was a huge step towards the sustainable growth. According to its president-director, Walter Rauen de Souza, it is important to highlight the company and its products concept, designed to circulate with safety and to generate development. "We count on proactive teams able to overcome challenges and always make

their best. This explains why Ciber is leader in its segment", the executive justifies. Since just a few companies reach fifty-years, this date



requires actions able to make the moment unforgettable. For that, Ciber has launched a commemorative logo that will participate in its institutional campaign in the following year. The brand developed for the 50 years of the organization has characteristics that intend to communicate the continuous and consistent growth of the company. All the details have a major meaning and intend to pass on the enterprise solidity, its solid structure, reliability and sustainability.



## Ciber Plants operate in Algerian works

**N**ow, Ciber is opening its space in Algeria. The company sold seven asphalt plants model UACF 17P-2 Advanced to Algerian entrepreneurs. The traded models have been chosen after an accurate analysis by Ciber Application Engineering, and meet the technical needs of that country works.

The UACF 17P-2 Advanced has a nominal 120 t/h productive capacity. The model is composed by two chassis that provide a more agile transportation, ensuring a use of up to four different kinds of aggregates that are usual in that market. According to Guilherme Ratkiewicz, Ciber's responsible for the African market, "the clients are constructors that participate in a quite aggressive program of the government with the purpose of developing the road mesh in Algeria".

The machines are operating in five areas: Sidi-Bel-Abbes, Mostaganem, Skikda, Souk-Ahras, Adrar and Annaba. The works aim at connecting the east-west, and the southern and northern regions. The projects make possible to build and duplicate the main roads, and the accesses to the cities along the main roads.

### Crossing borders

According to Guilherme Ratkiewicz, Wirtgen brand has an outstanding presence in the north of

Africa, what has influenced the decision of the construction companies ETPH Mouilah, ETP Bounqua, STPR Bicha, Sarl Rotahem, Sarl Kerrouche and ETP Benatia to purchase the machines. "Last year, TPS SARL Tractor Parts Services started to represent Ciber in the region. Since a long time they have been working with Wirtgen line on those locations", he states.

In 2006, two groups of Algerian clients visited the company facilities and have confirmed the quality and technology of the equipments. The control, mobility and agility conceptions, allied to the purchase prices, and to the maintenance and operation make the plants produced by Ciber quite competitive in the regions. "Our machines match the profiles of that market works, which traditionally acquires European equipment due to the high level of technological excellence."

For Ciber, Algeria is a major market due to the amount of products sold in a short period of time (seven plants in less than one year). "Our technicians underwent an intensive training to serve the clients in French, which is their mother language, besides respecting the cultural and religious differences of that country. The result has been a serious and professional relationship with the clients. Furthermore, our representative has a strong reputation", states Guilherme.

Crossing the seas, the Brazilian company equipment have already consolidated in the African market, opening new ways for the international trade.

# Urugaiana approves UADM-12E for urban works

The City Hall of this municipality located in the south of Brazil acquired the plant in May of the prior year, and has already confirmed the quality of the equipment produced by Ciber, which is providing quality of life to the community

The hot mix asphalt plant UADM-12-E, the drum mix model is promoting changes in the municipality of Urugaiana, at the western side of the state of Rio Grande do Sul. The city asphalt recovering and paving plan has incorporated a Ciber machine in May 2006, and the result can be already seen as stated by the Mayor Sanchotene Felice: “The population is happy with the investment and this has increased the municipality self-esteem”.

In Urugaiana, only one third of the streets were paved, as mentioned by the Mayor. The machine acquisition has

resulted in a cost decrease around 30%. Due to the investment value and to the importance of this project to the community, the Mayor has been looking for information from specialists and engineers on the equipment he could use. “When I was received at Ciber, I was impressed and had no doubt”, Felice says. He highlights that one of the factors that determined the business closing was the technical assistance: “It is very safe, available and competent”.

## Work progress

The secretary of Trade, Tourism and Labor of Urugaiana, Luiz Augusto Schneider, attributes this satisfaction to the asphalt production capacity of the equipment and to the maintenance ease. The team that works on the site, made up by servants of the City Hall, has been trained by Ciber and, in one year, 320 blocks of the city have been already asphalted. “This represents an amazing advance in the project and a significant reduction of costs, since we are producing 45.6 tons per hour, what is almost the nominal capacity of the machine.”

According to the secretary, the simple maintenance is crucial for the work progress. The operators have also participated in the equipment assembly in the municipality, what has provided more knowledge for the team. “They know how the machine must operate, and with 10-hour daily shifts, very seldom we need to stop the work for maintenance problems.”

According to Schneider, this is a very important project for the municipality, which has been interrupted for a long time. With the plant that has capacity to produce between 20 and 50 tons per hour, it is expected that the work will be ready in five years.





# S U S T A I N A B I L I T Y





# Environmental quality in the asphalt plants

The equipments **produced by Ciber** offer mechanisms for the **environmental control**, complying with the strictest international standards. These exclusive features **have already conquered** the Latin-American clients

**C**oncerned with the sustainable development Ciber produces equipment able to contribute with the environmental welfare. The UACF-Advanced asphalt plant outstands in this line because its process dries the aggregates independently from the bitumen mixing process. Thus, the asphalt is not exposed to the high temperatures inside the drying drum, which are responsible for the early oxidation and for the production of toxic gases. Such negative factors suffer a strong opposition of the environmentalists concerning the continuous production of the Drum-mix technology.

With the manufacture of modern equipment for road applications, the company is also the only one in Brazil to offer the ecological technology of asphalt blends with rubber-asphalt. The level of emissions of the asphalt plants manufactured by the company is below the lowest rates determined by the world legislation.

## Low emission of waste

The exclusive features of the asphalt plants have already conquered clients in

several countries, especially in Colombia, which has strict environmental regulations, and that inspects the burning and combustion methods used in the countryside. “**The plants are suitable for the production of asphalt, and comply with the Colombian rules on the elimination of the sulphur dioxide, also known as contaminant blue gas**”, stresses Francisco Isaza, president of Fiza.

Another device that provides quality to the equipment is the filtering system made up by a static separator (exclusive of Ciber’s equipments) that retains up to 90% of the fines produced in the process, and by a bag filter with surface filtering technology, which is responsible for the reclaim and reincorporation of the other 10% to the asphalt mix. This efficient system, developed and patented by Ciber expels only water vapor to the environment, with an emission of the particulates resulting from the process lower than 25 mg/Nm<sup>3</sup>, what is significantly less than those allowed by the international environmental bodies. The production of gas products is very small when compared to other asphalt plant models, and this is due to the independent



control of the mixture in the burner (fuel/air) through specific actuators. "The technology of the filters is crucial for plants installed in the countryside, near the road works", Isaza explains.

The strict Colombian rules have resulted in a fast increase in Ciber sales in that market, after the 2004 economic growth. According to Fiza representative, there are 13 plants in operation: "The success of the machines was essentially based on the structural designs that comply with all the legislation referring to the operation of the plants". The results achieved up to now with the counterflow plants have been so good that the first clients have already bought more units independently or jointly in consortiums.

One of the ecological principles of the machines is the collection of material in all the process stages. The Colombian rule sets forth that the hot mix asphalt plants must allow collecting samples of

aggregates after they are dried, and before they are mixed with the asphalt, in order to check the drying level and the eventual contamination with fuels. Ciber equipments have special gates for this checking. According to Ramiro Pérez, of Latinco from Medellin – one of the major clients of Ciber in Colombia, together with ICAT, the choice for the acquired equipments has been made based on the company requirements: "Ciber complied with special conditions that we value in our organization and that we found only in this brand".

Among the plant features acknowledged by Latinco we can mention their sustainability characteristics: "The environmental control elements are excellent and help us keeping the working environment absolutely clean. This benefits the workers and the inhabitants of the site neighborhood, in such a way that the presence of the operating

equipment is not even noticed". According to Pérez, the controls also improve the final product quality, since the impurities, besides being controlled, are transformed into mineral binders that provide stability to the asphalt mix.

## Success in Mexico

The pioneer company in the concrete and construction waste reclaiming, the Mexican Concretos Reciclados S.A. has also bet on Ciber plants. Focusing on the environment, the company is proud to work for a cleaner future, complying with the environmental laws in Mexico City, where it is headquartered. "Our company is the first to operate in the recycling of construction and demolition waste in the country. Therefore we have looked for an asphalt plant that could help us incorporating the recycled materials derived from the asphalt layers to the mixture", explains the engineer Arturo Valdez of Concretos Reciclados.

The maintenance works performed by the company count on mixtures that comply with the local law, and the achieved results have been satisfactory. "Ciber plant complies with the Mexican environmental regulations. The emission and transfer of contaminants (fuel and dust) have been recorded, conform to the parameters, what has granted us the environmental license", tells Valdez.

According to the engineer, four feeding bins of the plant help dosing the different aggregates more accurately, especially for special mixtures. "Ciber also counts on the support of Wirtgen Group, and we have been receiving an excellent technical support."

## Latinco's experience



With four Ciber asphalt plants operating in Colombia, Latinco has chosen the brand due to the differentials offered by the company and is already planning to purchase new equipment. The machines operate in different works granted in Colombians municipalities.

Ramiro Pérez (*photo*) states that four factors have been decisive to choose Ciber products: the mobility of the equipments, the technology of the components, the

environmental controls and the quality of the final product. "The machines are highly versatile and are very easy to move and install." According to Pérez, the quality control provided by the process is giving rise to the satisfaction of its clients: "This generates permanent opportunities to our company before quite demanding clients in the Colombian market, as well as with the concessionaries that are always looking for the best product to increase the life of their highways".



With a **growing demand** in the last years, the company is foreseeing **changes in its physical structure** to allow a higher productive **capacity** to its business, which is already **enjoying the results**

**T**he segment of machines and equipments is under great expansion in Rio Grande do Sul, the Brazilian state that lodges Ciber headquarters. In order to meet the growing demand for the products, both nationally and internationally, the company, a Latin-American subsidiary of the German Wirtgen Group, intends to invest between R\$ 10 million and R\$ 15 million in the physical enlargement of its plant in the next three years.

The changes in the infrastructure should result in a 40% increase in the production of items as asphalt plants, pavers and compactors, besides allowing diversifying the products. “We have already speeded up our pace with the enlargement of shifts and hiring more employees, but to exceed the 300 units per year, we must change the structure”, explains Walter Rauen de Souza, President-Director of the company.

The logistic sector is a business niche that Ciber intends to conquer. The



market has been increasing due to the economic growth. “The restart of works as the Rodoanel, in São Paulo, besides the construction of secondary roads, can generate a large demand for equipments”, he believes.

### New layout

The company has realized the need to implement changes some time ago. In 2007, a new internal layout was developed to improve the productive flow. The more functional structure complies with the requirements caused by the increase in the demand for products due to the corporation entrance in the market of modular equipments.

The restructuring has increased the installed capacity and the reactive power to the variations in the orders. The initial goal is to increase the monthly production of all product lines. The collaborators have been qualified by apprenticeship and training programs. The chain of suppliers is also subject to a strict internal control. The production methods have been rethought, as well as some cultural working issues: “The major gains are the possibility of increasing the production in a large scale using the already existing resources in an intensive way”, stresses Rauen.

The invested capital has been of nearly US\$ 50 thousand with changes to the physical part. Ciber operates in a total area of more than 48,000 sm, and nowadays employs more than 250 people.



# Trade shows put the sector in motion

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During the year, **Ciber has confirmed its presence** in several **national and international** meetings. The idea is to **follow the trends** in the market and **show** the newest **technologies**

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**T**he participation in events is a routine for Wirtgen Group, which travels around the world to show its products and services and enlarge its commercial basis. Ciber, likewise, marks its presence in the major events of its segment in Brazil and in Latin America.

The contact with consumers from different regions means an entrance door for new businesses. The trade shows are a way to make Wirtgen Group excellence more tangible through the demonstration of its differentials and the introduction of new technologies and relevant information to its clients.

Equipo has exceeded all the sales expectations of the company

Ciber was present at the largest trade show of equipments for the civil construction and mining, the Bauma 2007 that was held from April 23 through 29, in the city of München, Germany. Wirtgen Group exhibited its full product portfolio, with 83 machines in one area of 8000 sm. “Bauma is a way to strengthen the directions for the sales plan and clients, besides promoting the contact with suppliers and their integration with the industry production terms”, states Walter Rauen de Souza, president-director of Ciber.

The training for the international salespeople group has been crucial at the time of assisting Wirtgen purchasers from more than 20 different countries. The exhibition space, dedicated to receive and to offer comfort to the clients, added to the good services provided by specialists and salespeople, have determined the sales success in the event.

## Spreading of concepts

In August, on the days 15, 16 and 17, the civil construction sector has been once more the center of the attentions of the machine industry. Brazil has hosted one of the largest events of the segment, the





Concrete Show. Around 130 exhibitors have gathered, showing technological news and world trends.

The public attended seminars, lectures and congresses.

The Concrete Show counted on the presence of visitors from Argentina, Uruguay, Chile and Colombia.

Wirtgen surface miners SM have been an attraction at the International Mining Trade Show (Exposibram), held from September 25 to 28 in Belo Horizonte (Minas Gerais). The great differential of the equipments is associated to logistics and to the ecology.

Exposibram is held every two years, and is considered the largest of the segment in the country. For Ciber's president- director, to participate in the trade show has been important to communicate the new technology. *"The technique is innovative for the Brazilian parameters. Therefore, the first step is to communicate the concept, the technology and the equipment"*, Rauen states.

### Focusing on the industrial construction

Ciber has also participated in the eighth edition of Equipó Multiconstrução, an event intended to the industrial construction segment, held in Sorocaba (São Paulo), from September 11 through 14. The company has taken the milling machine W1000L, brand Wirtgen, to the trade show. The equipment is specific to remove pavements with up to one meter width. Hamm GRW18 and HDO 90 V dual vibratory tandem compactors have been also exhibited. The paver AF 5500 was exhibited as well as the Hamm 3411

soil compactor, which has also been demonstrated.

The public could follow the simulation of an actual operation, with the aid of Ciber application engineering team.

The event results have been evidenced during the trade show.

The company traded one of its first units of the national milling machine, the W 1000L to the construction company Ellenco. The machine is a sales leader in Brazil.

The expectations with Equipó have been exceeded, what has been confirmed by the figures associated to the completed businesses. Besides the milling machine, six Hamm rollers have been sold to Equatec Construções from Rio de Janeiro. The construction company acquired the compactors, models GRW 18, HDO 90V and HD 10. The Distributor Cummins Diesel do Nordeste (DCDN) and Conter Construtora e Comércio, from São Paulo, purchased compactors, model GRW 18 and the paulista company Alan Construção e Comércio, a HD70 compactor.

Ciber has also been in Algerian soil participating in the 40<sup>th</sup> edition of the International Trade Show of Algeria.



Concrete Show has gathered national and international exhibitors



The company participated in Bauma, in Germany, together with Wirtgen

The meeting occurred from June 2 through 7. One asphalt plant UACF 17 P-2 Advanced of Ciber, a WR2000 recycler and a W100F milling machine, both of Wirtgen, have been exhibited at Wirtgen stand.

### Stand at RPU and at RAPV

Ciber was also present with a stand and distributed informative material in two other major Brazilian meetings; the 38<sup>th</sup> Annual Paving Meeting (RAPV) in Manaus (Amazonas) and the 14<sup>th</sup> Urban Paving Meeting (RPU) in Ribeirão Preto (São Paulo), that occurred in August and September respectively. The public that attend events is made up by university professors, members of the Department of Highways and of the National Department of Infra-structure and Transportation.

# Politically correct miners



iming at meeting the requirements of the mining sector, Ciber offers Wirtgen surface miners to the Brazilian market. The models have been developed with German technology, and have the same operating principles of the Asphalt milling machines.

Wirtgen surface miners can be found in five models: 2,200 SM, 2,500 SM, 3,700 SM, 4,200 SM and SF 2,600. The most significant difference among the models is the dimension: while it increases the working width, some technical specifications were modified, including the engine output.

SF 2,600 distinguishes from the others because it is intended to the maintenance of highways in galleries. It has been designed for underground access routes to mines, has low power rates and reduced cutting depth.

The surface miners application follows two parameters: strength and compression of the material that can vary from 10 to 80

MPa. They are used to extract bauxite, limestone, coal, chalk, iron ore and salt, among other minerals.

## Many benefits

One of the advantages of Wirtgen Surface Miners is that they do not require blasting, reducing thus the environmental impact. The miners end with the need to explode the site in order to destroy it, since it is able to remove the layers with the milling drum action.

Moreover, the capacity to select the ore increases the quality of the removed material and the deposit exploration level, as well as it reduces the relation between useful and barren mineral and the processing after the mining. The raw material is transported on mats. The result is the production of clean surfaces and steady benches without accumulating water.

Wirtgen surface miners are cost-saving in two aspects: reduction in the consumption of tires and fuel. The machine can perform the maintenance of the internal transportation ways of the mines, making the flow of vehicles faster and safer, with a lower wear of its components.

One model has been operating for around three years on Brazilian soil. Cimpor, a miner and cement manufacturer, with seat in João Pessoa, state of Paraíba, has purchased a 2200 SM with an average depth of 400t/h. Presently it works twelve hours a day and represents 70% of all the mine production.

Wirtgen equipment fit the South-American market offering choices for all kinds of works

Technical characteristics of the surface miner operating in Brazil	
2200 SM	
Cutting width:	2,20 m
Cutting Depth:	0,35 m
Actuation of the milling roller:	Mechanical
Number of crawlers:	4
Traction system:	Hydraulic

Application of Wirtgen surface miners	
Mining	
Selective mining of useful material grounds	
Mining of rocks without blasting	
Production of small particles during the mining process	
Use in land movement and construction	
Production of steady benches	
Production of defined surfaces	
Production and recovery of traffic routes	



The purchase of **no-original spare parts brings losses** to the companies that only acquire low-quality and durability materials.

**Ciber offers original spare parts**, which are available at the chain of representatives in **Latin America** and in **Africa**

**M**any factors can affect the equipment performance. However, one of them has been worrying Ciber: the use of non-original spare parts. The company is warning its users on the problems that such components can cause, impairing the performance of the machine and making void the warranty, since they impact other parts of the equipment.

Such as in other economic segments, the most important reason for the acquisition is the low price offered by the parallel market. The sector is a target for the fakers due to the expressive amount of equipments in Brazil. “We call the attention of those that work in the construction segment on the importance of using original parts, especially because they operate parts vulnerable to wear due to the contact with the ground or with the asphalt, states Derli Macagnan, After-Sales Manager of Ciber.

For him, the cost-benefit of original parts is found in the durability, since they are manufactured with proper raw-material, complying with the strict quality standards used for all the

machine manufacturing components.

“Fake components have accessible prices because they are manufactured with low-quality materials. Furthermore, they are not so good in terms of finishing and dimensional quality, and do not have the same useful life of the genuine products. Our technicians are identifying these practices and making the clients aware of them”, he states.

The difference in the price can reach 50%, being thus attractive. However the useful life is much shorter. Macagnan explains that the equipment owner purchases a no-original e item with the intention of saving money and actually he/she ends losing. “**In the short term, the part gets damaged and a new replacement must be made. The expenses added to the equipment standstills mean losses to businessmen**”, he says, stressing that the components traded by Ciber grant three-month warranty on any manufacturing failure or defect.

### Investment in replacement

All products manufactured by the company have spare parts. The original accessories are kept in the group plants’ stocks and in its authorized distributors in several countries. In Ciber case, the main stock is stored in the headquarters in Porto Alegre, and in Latin American and African authorized distributors, “**The stock forecast is calculated based on the last years’ demand and estimated useful life of the components**”, Macagnan states.

Original parts: distributors all over the continent



# Wirtgen Group opens its doors

The **Open Day** program took another group of **Brazilian and Latin-American clients** to **Germany** to know the facilities of **Wirtgen Group** and what the companies produce in terms of **road paving and maintenance technology**

**C**iber and Wirtgen Group relationship is intense and therefore the company has been offering the most modern equipments of the paving segment to the Brazilian market. 48 Ciber clients from Brazil and five from Chile, Latin America, had the chance to know all this technology thanks to the Open Day program.

The initiative has been launched four years ago and foresees technical visits to Wirtgen Group plants in Germany, where the companies open their doors to receive clients of different nationalities. The project encompasses all the units of the group and it is a manner to show to the visitors all the news of Wirtgen milling machines, recyclers, concrete pavers and surface miners.

Another important stop has occurred at Betek plant, supplier of bits for milling machines, recyclers and miners.

The 5 thousand km itinerary has also passed through Vögele, manufacturer of pavers and through Hamm that produces compactors, which are also manufactured by Ciber in Brazil.

The trip impressed the Brazilian visitors, strengthening the image of

Wirtgen Group, which is world leader in this segment. One of the points stressed by the visitors was the Company capacity to keep a strict quality and technological control despite the high productive demand. In one week, the group has traveled more than 2 thousand km on the German highways. During the tour, the Brazilian people could observe the large amount of machines in operation and few movements of the operating team.

The variety of equipments is quite expressive. The German contractors do not save in machines since their objective is to complete the works in a short period of time. The penalties applied to the companies that are late with the work schedule prove this. On the other hand, deliveries made before the deadline result in prizes.



Group of Chilean clients

The group of Chilean clients has been amazed with the covered itinerary and with the technological apparatus made available by Ciber in its machines. The trip resulted in the sale of one S1300-2 and one WR2000.

There is also a possibility of trading a 2500 SM.

Due to the growing interest in the program, Ciber is studying to enlarge the number of groups in the next year. The Open Day is always held in the second half with the participation of a group of clients. The idea is to organize two visits: one in the first half and another in the second half.

Group of  
Brazilian  
clients





In order to keep the customized service that it offers to its clients, Ciber bets on the qualification of its domestic and foreign public, holding periodic qualifying events

## Betting on the qualification

Ciber has been investing in the updating of the knowledge of its collaborators, clients and trade representatives, with the aim of qualifying the labor and thus pursuing the excellence of its products. The technical trainings are directed to the external public and to the trade representatives. Ciber Services have organized and held 200 meetings with the purpose of training the clients in a technical way. The courses intend to inform the consumer on the correct way of operating the equipments.

The Heavy Construction Industry Union of São Paulo (Sinicesp), in the paulista capital has staged two editions of training on Ciber products. On April 2, the Training Program for Hamm Compactors that encompasses several Brazilian states has been held. The class about compacting technologies counted on the participation of Deutz do Brasil Motores manager. On July 19th, the training was performed with the counterflow plants operators, who received directions on the analysis of the installation, calibration, maintenance and operation of asphalt plants.

Domestic training of representatives



Workshops on Wirtgen Group equipments

### Trade representatives

Ciber chain of representatives has gone through an intensive training. The first took place from March 29 through 31 and the second from October 22 through 24. On the occasion, the professionals that actuate in Brazil participated in a qualification process, held in Porto Alegre, city that headquarters the company.

In June, the initiative reached the Latin-American market teams. The meeting was held in Guatemala and gathered representatives from Latin America for the sales of equipment with Ciber, Wirtgen, Hamm and Vögele brands.

During the training, the company develops demonstrative classes with the goal of promoting the interaction of the participants with the equipments. The exclusive didactics outstands for the preparation of the workshops and for the resources used to turn technical issues into challenging subjects, besides making easier the public learning.

Ciber is concerned with the qualification of its trade area and to provide the best support to the client. More than simply selling, the company aims at being a partner since the beginning of the dealings with its client so that he/she makes a suitable acquisition.

## Smart dosing system

Rafael Zuchetto Ciber Application Engineer

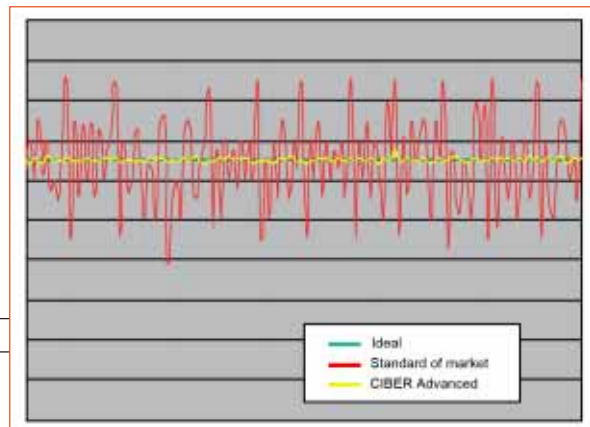
**C**iber has a smart dosing system for the counter-flow asphalt plants of the Advanced line, present at the models UACF 15P, 17P and 19P, which operates together with an industrial computer and a last generation CLP. The Advanced system weights the materials and automatically controls the belt speed, correcting the eventual specific density variations that result from the discontinuance of the materials. Each bin has an independent dosing system. Its automatism eliminates the operator's interventions.

The mechanism has a flat dosing belt that distributes homogeneously the weight of the aggregates on the weighing roller. It allows a smooth displacement without any loss of aggregates.

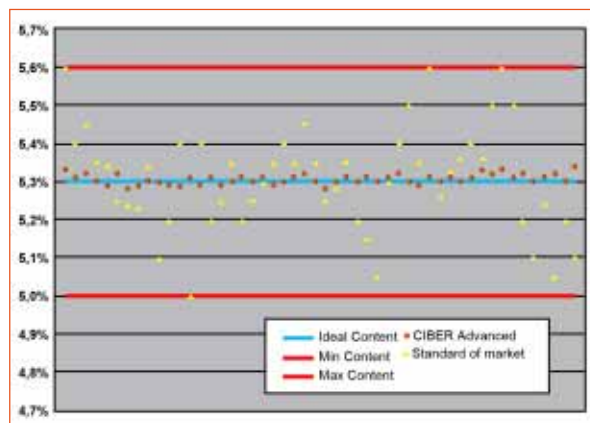
Other characteristics qualify the system. Among them, a highly accurate compression cell, positioned at the center under the dosing belt, used to read the weight of the aggregates that leave the bin.

The drive has a frequency inverter coupled directly to the traction roller shaft (front), providing precision to the movement and speed variation of the dosing belt. To check the speed belt continuously, there is a system made up by an inductive sensor and a sprocket, fitted directly to the roller shaft (back).

The system has a dosing bin with a rigid framework that eliminates any possibility of external interference and dosing failures. The mechanism has also a level sensor and indicator lights, warning when the aggregates reach a minimum baseline allowed for each bin.



Laboratory data collected along a day. In yellow, instantaneous flow variations in the systems found in the market, with large variations. In red, instantaneous flows of Ciber Advanced System with a minimum variation and great stability.



Laboratory data collected along a day. In blue, the optimum bitumen rate. In red, the maximum and minimum  $\pm 0.3\%$  limits usually accepted in asphalt blend projects. In yellow, laboratory data on the bitumen rate in a standard market system, properly calibrated, with a scattered distribution. In orange, laboratory data on the bitumen rate in the Ciber Advanced System, with concentrations very close to the optimum value.

Together with the CLP, the operation is based on the continuous auto monitoring logic, with automatic correction whenever required. In the case of the aggregates, the drive actuates the dosing belt while the load cell identifies the amount of material that leaves the bin. The information is provided to the CLP.

The system determines the correct bitumen flow rate for each circumstance, actuating the positive displacement and linear variation pump. Before reaching the mixer, the bitumen flow passes through an extremely accurate asphalt flow meter.

The Ciber Advanced System allows the production of usual high-quality blends, as well as special blends such as asphalt-rubber, modified with polymers, SMA and others.



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The environment thanks you!

*An outstanding solution for the extraction of calcareous rock, coal, salt and brittle rocks.  
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- Clean extraction, level and steady slopes
- Preserves adjacent geologic and civil structures

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# LEADING TECHNOLOGY IN PAVING



## LEADING FOR HALF A CENTURY AND THINKING FORWARD

Ciber, a company of the German Group Wirtgen, world leader in its segment, offers the best solutions in equipments applied to paving. Thus, it makes available a wide range of products that comply with the strictest environmental requirements offering quality and safety. Furthermore, it counts on Ciber services, an efficient after-sales service, associated to application engineering, specialized in the most advanced paving techniques.

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