



Overview

Region

Washington

Industry

Site Preparation

Customer Profile

B and B Excavating is located in Auburn, Washington. They focus on both residential and commercial site clearing and site preparation projects as well as occasional road construction.

Business Situation

B and B Excavating wanted to reduce their capital costs and fuel expense by downsizing their excavator from a 12-ton machine with bucket and thumb to a 7-ton machine, without relinquishing productivity of their site preparation tasks.

Solution

B and B Excavating acquired a 7-ton excavator and equipped it with Helac Corporation's PowerGrip Multi-Purpose Jaw Bucket for increased productivity while performing an assortment of site preparation tasks. The smaller excavator has reduced fuel expense but the PowerGrip Multi-Purpose Jaw Bucket has enhanced productivity so that B and B Excavating can still complete jobs in the same time frame as with the prior excavator that was nearly twice as large.

Helac PowerGrip Application Success Story

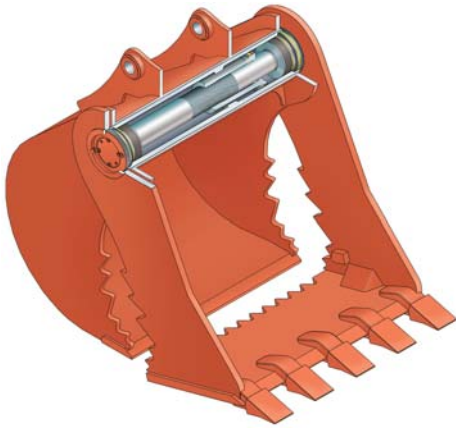
B and B Excavating Relies on PowerGrip[®] to Efficiently Accomplish a Wide Variety of Site Preparation Tasks

“Helac’s PowerGrip Multi-Purpose Jaw Bucket has allowed me to maintain my level of productivity after slashing my machine size in half.”

— Bob Brooks, Owner, B and B Excavating

With six decades of experience and hard earned know-how, Bob Brooks is an expert in residential and commercial site preparation. He began operating equipment at just 14 years old and for the past 40 years he has owned his own business. He has customers throughout the Puget Sound and keeps his calendar full through strictly word-of-mouth promotion. Over the course of his 60-year career he has utilized a wide variety of attachments — and nothing he has used compares to Helac’s productivity enhancing PowerGrip Multi-Purpose Jaw Bucket.





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— Bob Brooks, Owner
B and B Excavating

Bob Brooks, Owner of B and B Excavating explains, “I’ve used a lot of different hydraulic thumbs and cylinder-style jaw buckets in the past, but to me, nothing on the market compares to the versatility and productivity of the PowerGrip Multi-Purpose Jaw Bucket.”

Downsizing Equipment While Maintaining Productivity

With ever increasing fuel costs, savvy equipment managers are constantly searching for ways to reduce the pain at the pump. It’s no different for B & B Excavating. “I have operated a lot of dozers and excavators over the years and



I know how much fuel costs can eat into the bottom line, both in terms of operating the machinery at the job site and also in transporting machinery between job sites,”

explained Brooks. In an effort to streamline his fleet and reduce fuel costs, Brooks downsized from a 28,000 lb machine with a bucket and thumb combination, to a 16,000 lb machine equipped with PowerGrip. Brooks was astonished at what he quickly discovered. “Helac’s PowerGrip



Multi-Purpose Jaw Bucket allowed me to maintain my level of productivity after slashing my machine size in half.” B and B Excavating enjoyed lower capital costs with their 7-ton machine and they also benefited from reduced fuel expenses by using a 1/2 gallon less fuel per hour than with their larger machine.

“The PowerGrip really impressed me with its versatility. One minute I am moving heavy boulders or taking down a tree — the very next minute I am grabbing and loading old brittle concrete without breaking it.”

— Bob Brooks, Owner
B and B Excavating

At current fuel prices, saving 1/2 gallon per hour adds up to more than \$2,000 saved every 1,000 machine hours. Their transportation costs of moving machines between job sites have also decreased by shaving 12,000 lbs off their payload.

PowerGrip Outperforms the Competition

Bob Brooks is admittedly tough on his PowerGrip. The sites he clears in the lush Pacific Northwest climate are full of

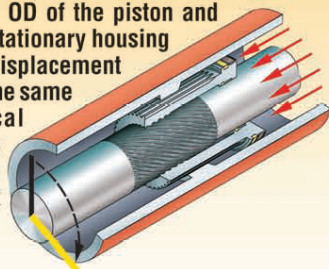


fast growing evergreen trees, glacial till and more. He previously used cylinder-style jaw buckets and found that he frequently damaged cylinder-rods and plates when working in rocky soil or digging out concrete foundations. He

also disliked the cylinder-style jaw bucket's wasted space in the bucket — with the mounting cross tube on the jaw frequently in his way. With PowerGrip, all the moving parts are fully-enclosed and there are no obstructions in the bucket shell.

Operation Technology

PowerGrip uses Helac's sliding spline technology for its operation. This technology is composed of a tubular housing that is integrated into the bucket shell and two moving parts: a central through shaft, which is attached to the jaw, and a doughnut-shaped piston. As hydraulic pressure is applied, the gears on the OD of the piston and ring gear of the stationary housing force the axial displacement of the piston. At the same time, the helical gearing on the shaft and piston ID cause the shaft to rotate and operate the jaw.



While using a thumb combination he grew frustrated by the weight penalty at the end of the boom. He also suffered from inefficiencies like having to take the time to get the bucket under a stump and then pinning the stump with the thumb before working it out of the ground. When grabbing material with PowerGrip, he could just drop down on the object with an open jaw, close the jaw and remove the object. “PowerGrip offers more control over picking and placing material than anything I have used,” said Brooks.

Brooks also values PowerGrip's ability to seamlessly switch between tasks on the job site. “The PowerGrip really impressed me with its versatility. One minute I am moving heavy boulders or taking down a tree — the very next minute I am grabbing and loading old brittle concrete without breaking it,” explained Brooks.

For More Information

For more information about Helac Corporation's construction equipment attachments, call 800.797.8458. To access information using the World Wide Web, go to: www.helac.com.

A Powerful and Durable Solution

PowerGrip is equipped with a durable, enclosed rotary actuator hinge that's ideally suited for the toughest conditions. Helac's rotary actuator hinge technology offers 120 degrees of smooth jaw movement and constant clamping force. The jaw rotation is generated by the massive rotating pivot point between the



jaw and back of bucket that's designed with Helac's sliding-spline operating technology, which converts linear piston motion into powerful shaft rotation. The end caps, seals and bearings work in unison to keep debris and contaminants out of the inner workings of the actuator,

prolonging life and reducing required maintenance. High strength, abrasion resistant steel is used throughout for added durability.

PowerGrip buckets are available for equipment between the 4-20 tons class, with bucket width ranges from 24 inches to 48 inches in the trenching and excavating profiles and 48 inches or 60 inches in ditching and grading profiles.



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