

# **DIECI** Magazine

● No. 3 July 2020



## **DIECI**

### **JUNGFRAU**

*Vehicles with character*

### **NEW ZEALAND**

*Perry Modular Homes*

### **ITALY**

*Amidst the olive trees of Calabria*

### **SWITZERLAND**

*Dumpers for clean energy*





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# editorial



## A great fire smoulders beneath the ashes...

**Rafael Rumi** - Marketing Manager

In the first few months of this year we were struck by what was certainly a global event of historic proportions, the effects of which are difficult to quantify in the immediate term. A fair and objective analysis of what happened will be made by scholars in the future, certainly not by us who have lived through it, because we would risk polluting the analysis with our own personal experience and subjective opinions of such a momentous event. However, it is our right (and, in a sense, also our duty) to bear witness to

what happened, and this is what we (referring obviously to the Company) will proceed to do in these few lines. Not even Dieci has been spared by the unexpected and sudden inevitability of the pandemic. The lockdown (which was an unquestionably necessary measure for the common good) has had a knock-on effect on our suppliers, external technicians, services, transportation and everything else that a business needs to go about its normal, day-to-day activities. Our supply chain disappeared overnight and the company was forced to slow down. Not stop, but slow down. In the same way that the driver of a car sees a hazard on the road ahead and moves his foot from the accelerator to the brake, so the company has been able to change its pace and the “driving

behaviour” of its component parts: in the lockdown period we continued developing new Construction and Agriculture models for the European, American and Asian markets, with a view to the resumption of production activities. Our technicians and operators were able to continue their research and design work (which forms the basis of all our production) through smart working, and in the meantime we began the long, hard work of preparing for the autumn trade shows, where we will showcase—perhaps in different ways—the best of our products and our continuous search for innovation. Beneath the ashes of the lockdown there was, and still is, a great fire ready to burn bright once more.

Enjoy the magazine!





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JULY 2020



Vehicles with  
character

## JUNGFRAU

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## NEW ZEALAND

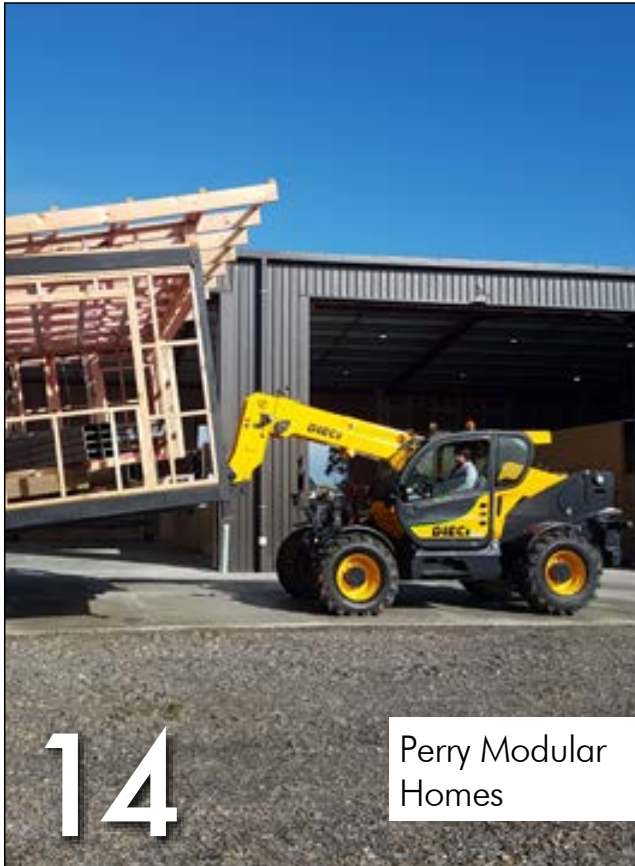
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# Vehicles with character



**JUNGFRAU**  
TOP OF EUROPEV-BAHN  
TOP OF EUROPE

**A**mong the more than 140 models that make up the DIECI vehicle portfolio, we get the impression that the Pegasus is the one that lends itself best to extreme situations. That's because in our virtual travels around the world, every time we come across a particularly unusual, adventurous, or risky situation, we find its familiar, hulking silhouette, like a friendly giant with a face that seems to say, "Don't worry, I'm here". Of course, we know we're just talking about a vehicle, whose mechanical

characteristics make it useful and profitable in certain situations, but we like to think that even a telehandler can have its own character... as in this case.

We are once again in Switzerland's Jungfrau region, on the slopes of the Eiger mountain, which has legendary status among climbers and is an iconic destination for skiers and mountain enthusiasts from all over the world.

Tourism in these parts took off at the beginning of the 20th century, prompting the completion in 1912 of the Jungfrau Railway (Jungfraubahn), a





cogwheel railway that today transports over 500,000 visitors a year to these wonderful places, taking them from the 2000-metre high Kleine Scheidigg (the lowest station) up to the Jungfrauoch (the highest railway station in Europe, at an altitude of 3,454 metres), which made a record profit of CHF 41 million in 2017.

A serious business! So much so that the railway management company, in concert with other local institutions, launched an ambitious new project: the construction of a new intermediate station—Eigergletscher at over 2300 metres above sea level—which will operate as a point of interchange for the V-Railway, a futuristic new cableway

that will connect the Grindenwald Terminal (on the valley floor at an altitude of 900 metres) with Eigergletscher, considerably increasing the flow of tourists in a totally safe way.

The new station is being built on a ledge cut into the sheer rock face: a large excavated area will house the station's infrastructure and two tunnels will con-







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nect it to the cable car terminal. New flows of tourists will be able to enjoy the splendid yet unforgiving alpine environment in complete safety and sheltered from the weather (perhaps with a hot chocolate in hand).

We say “unforgiving”, because it should be remembered that the Alps is a hostile environment, especially here, where the weather changes extremely rapidly and you can be suddenly exposed to sheer drops, ice or blizzards; where one careless decision can have life-and-death consequences; and where you may be engulfed unexpectedly by the Guggisföhn, a notorious wind feared by climbers who tackle the Eiger, and which can blow at speeds up to





**“... The new station is being built on a ledge cut into the sheer rock face: a large excavated area will house the station’s infrastructure and two tunnels will connect it to the cable car terminal. ...”**







250 km/h depending on the season, bringing violent snowstorms or sudden changes in temperature that cause rock and ice to fall.

It is in these truly extreme conditions that we once again find our Pegasus! This particular model is a 40.25 sold by Swiss dealer ARBOR AG to the GHEMME GROUP, the company contracted to build the new station. Around 30,000 cubic metres of rock have been excavated from the side of the mountain, creating a 17 m high, 100 m long space and two 25 m tunnels that connect the space to the V-Railway terminal. The Pegasus is used both to equip and prepare the walls of the facility, as well

as to build the actual station, lifting and transporting the various equipment. All without losing a single minute, because in an environment like this, the weather is highly unpredictable: the construction staff work in shifts around the clock from Monday to Friday, in rarefied air that makes every task more of an effort, and when the weather conditions get worse and the railway centre decides to stop the trains (as often happens in winter), everyone is forced to abandon work and go down into the valley as a precaution. Indeed, in the event of an accident, it would be impossible to rescue any casualties, what with the trains halted and helicopters

unable to take off! And as if the challenges posed by nature were not enough, there are also those posed by the construction site: due to the steep slope, confined working area and materials stockpiled almost everywhere, the Pegasus operator is forced to perform miracle manoeuvres, which are thankfully made possible by its 4000 kg load capacity, 24 m lifting height and 360° rotation. The new station is expected to be operational by December 2020, after 11,000 cubic metres of concrete and 1,000 tonnes of glass and steel have been converted into a futuristic system by a team of brave workers and a telehandler with character!







**“... it should be remembered that the Alps is a hostile environment, especially here, where the weather changes extremely rapidly and you can be suddenly exposed to sheer drops, ice or blizzards; where one careless decision can have life-and-death consequences ...”**





# PERRY MODULAR HOMES





**W**hat we are experiencing is undoubtedly a period of transition, one of those cyclical processes that involves passing from the old to the new and which, for better or for worse, are part of humanity's growth path, even if they cause headaches and sleepless nights for decision-makers. New Zealand's government, for example, has realised that the country has been shrinking in recent years! Fortunately in this case, the cause is not its high seismicity (being located on the edge of the Pa-

cific Ring of Fire), but another type of "earthquake" — a demographic one: for the past few years the population has been growing rapidly, and this is generating serious social problems. Although the country still has one of the lowest population densities in the world (just 17 inhabitants per km<sup>2</sup>), 86% of inhabitants are concentrated in the big cities. The population increase has generated strong demand for real estate and consequently a rise in prices, creating a serious housing problem





aggravated by construction legislation that has failed to keep pace with the times. To solve these problems, the New Zealand government has undertaken a major revolution in the field of civil construction: first it heavily modified the Building Act—the series of laws governing construction—making them more streamlined and appropriate to the times, providing a series of incentives for those who want to build

their own home. Subsequently (with the declared objective of building more quality houses in the shortest time and at the lowest possible price), the New Zealand government turned to Europe, choosing Sweden as the new “Housing Model” from which to draw inspiration. But why Sweden exactly? We should point out that: Italy is known as the “country of brick”, referring to property investment and the most widely used

construction material. But in Sweden, for a number of years already, 80% of new homes are comprised of modular prefabricated buildings. Be careful though! We are not talking about the prefabricated buildings associated with “earthquake emergencies” that we in Italy periodically have to prepare for and deal with (as do New Zealanders). These are prestigious and stylish homes with a large surface area and several





**"... One of the new companies dedicated to the construction of these modular habitations is Perry Modular Homes. Its construction centre is located South of Hamilton and is where the various modules are built, finished and finally loaded onto HGVs that take them to their final destination all over the country..."**







floors, built with high-tech, eco-friendly materials designed to last years and already prepared for future extensions. With its new Building Act, the New Zealand government has promoted the expansion of these new buildings and (consequently) the creation and growth of related construction businesses. Today, as many as 10% of new homes in New Zealand are prefabricated buildings and the trend is increasing: The customer chooses the format of the house and the various modules are built at the company premises before being assembled at the chosen site, thereby virtually eliminating construction costs, reducing construction times by up to 60% and saving over 15% on the final price. The customer enjoys—in addition to a high-quality home—numerous incentives, car loans and insurance coverage provided by the new law. One of the new companies dedicated to the construction of these modular habitations is Perry Modular

Homes. Its construction centre is located South of Hamilton and is where the various modules are built, finished and finally loaded onto HGVs that take them to their final destination all over the country. Each housing module consists of a load-bearing steel structure that is fully equipped according to the project instructions: lights, cables, pipes, toilets, doors, windows and more. To handle the modules and construction materials, the company uses an Agri Max 75.10 purchased from Hamilton's Webblin Agriculture, Dieci dealer for New Zealand. The Agri Max was specifically chosen for its large power output and load capacity, respectively 103 kW and 7,500 kg. Of course, a fully installed module weighs several tonnes, and it is logical to assume that loading it onto a lorry for shipping requires a vehicle that's up to the task. But the work doesn't end there: as we mentioned previously, the modular houses are built with quality

materials that are delivered in a constant stream as each project is completed. Steel pipes, tiles, cladding, timber including mahogany, teak and fir, hydraulic pipes, air conditioning systems, appliances, insulating material, windows: many tonnes of every type of material necessary for the development of each individual project flow daily into the construction centre and must be unloaded, stored and sorted at each work site. And it is here, not just in loading and unloading the modules, that the Agri Max tirelessly flexes its muscles on a daily basis, deftly manoeuvring through the yards between storehouses, vehicles, operators and stacks of finished and semi-finished materials. Only at the end of a project, once the modules are completed, is the Agri Max entrusted with the task of loading the cargo for shipment, which marks the end of a job. Meanwhile, the first delivery of materials for the next job is already waiting beyond the gate.









# Amidst the OLIVE TREES of CALABRIA





If we had to use only three words to describe the main characteristics of the more than 140 models in the DIECI portfolio, they would undoubtedly be “efficient”, “versatile” and “reliable”. A similar conclusion was reached by Francesco Carchedi, who has started a commercial and technology partnership with DIECI that is proving highly fruitful. Mr. Carchedi is the owner of SICMA srl, a leader in the field of machinery for the mechanised collection of olives and hanging fruits. We had a pleasant conversation with Mr.

Carchedi, in which he described the salient aspects of his business and the partnership with DIECI.

SICMA srl was founded in 1991 based on expertise acquired by the owner and technical staff in the agronomic, mechanical and hydraulic fields, as well as in the field of mechanised olive harvesting. Building on this experience the company produced the first vibrating olive picking heads, which are designed to be paired with a tractor. It also began producing “inverted umbrella” catching frames that collect the fruits, as well as





the first specialised self-propelled units. Today SICMA products are sold and used successfully in over 20 countries, not only for olive harvesting, but also for picking different types of hanging fruits. With a corporate philosophy (based on continuous innovation) closely mirroring that of DIECI, and both companies operating within the agricultural mechanisation sector, a partnership was inevitable sooner or later. Now, the pair have indeed signed an exclusive agreement

whereby SICMA T213, T214 and T216 vibrating heads will be supplied in a specific kit for Agri Farmer 28.7 and Mini Agri 26.6 agricultural telehandlers, thus creating two vehicles dedicated to picking olives and hanging fruits which have the advantage of being easily convertible to normal agricultural use at the end of the harvesting campaign. The reasons for this choice were explained to us directly by Mr. Carchedi: "... Agricultura-

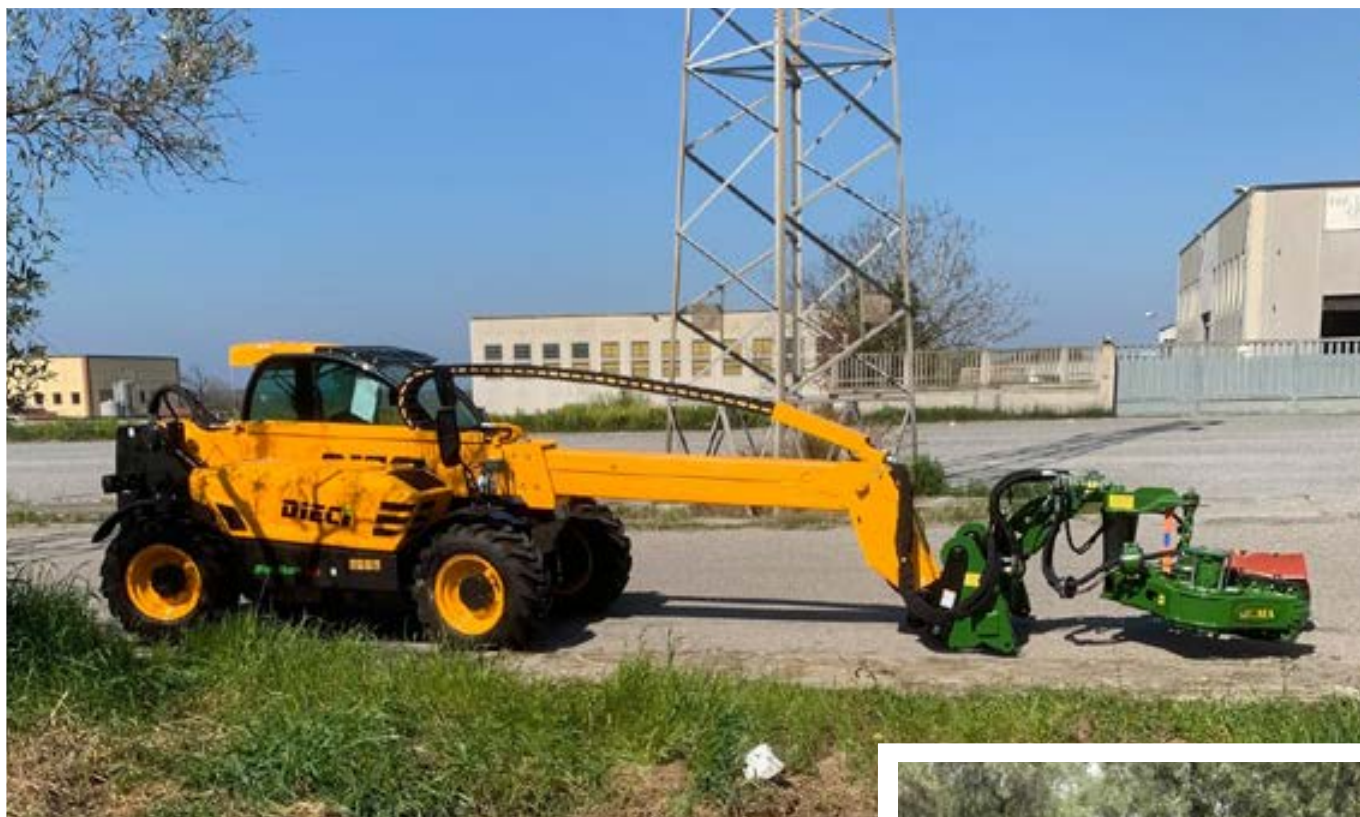




**“... With a corporate philosophy (based on continuous innovation) closely mirroring that of DIECI, and both companies operating within the agricultural mechanisation sector, a partnership was inevitable sooner or later ...”**







ral mechanisation is undergoing a phase of renewal in which multifunctionality and versatility often determine the choices of the new millennium's agricultural entrepreneurs. From the outset, the expertise of the staff and the commercial vision shared between the two companies gave rise to the agreement, which will see Sicma technology adopted exclusively on DIECI agricultural telehandlers. Flexibility, reliability and professionalism are the three key principles that guided

Sicma in choosing not only a business partner but above all a technology partner, with the aim of offering something new, functional and flexible. The Dieci brand embodies these three principles... It wouldn't have made much sense to install a harvesting kit on a telehandler that failed to meet the harvesting standards that have always been the hallmark of Sicma. The other advantages that Sicma appreciates in Dieci handlers







**"...Now, the pair have indeed signed an exclusive agreement whereby SICMA T213, T214 and T216 vibrating heads will be supplied in a specific kit for Agri Farmer 28.7 and Mini Agri 26.6 agricultural telehandlers, thus creating two vehicles dedicated to picking olives and hanging fruits which have the advantage of being easily convertible to normal agricultural use at the end of the harvesting campaign. ..."**





are their compact dimensions (that enable the vehicles to pass through orchard rows), comfort and leading-edge technical solutions... All our picking heads boast the same double-jaw technological solution adopted throughout the New Generation series, which is characterised by high frequencies and double vibration speed. The callipers are also all self-centring and self-braking. The T216 is the largest of the three machines and has the widest opening jaws, which enable it to grip larger trunks and branches. The important thing is not

only to hold the trunk firmly (which is too easy from a construction point of view!). The challenge we are pursuing is to make it vibrate effectively to reach fruit drop rates close to 100%, within a time that doesn't normally exceed 10 seconds... Sicma technology was developed for olive harvesting, before being successfully used for picking walnuts, almonds, pecans and macadamias. We have recently tested our machines in the harvesting of cherries, plums and apples for industrial processing, with equally successful results. We are also

testing the effectiveness of our solutions on other species. The project has started and the early feedback is positive. We're not taking anything for granted. The goal is to strengthen our relationship by involving the sales network of both partners, and even organising joint demo events in overseas plants. I'm also not ruling out the possibility of extending the agreement to other vehicles in the Dieci range."











# DUMPERS for CLEAN Energy





**I**n the closing scene of “The Third Man” (an old but gripping film), the bad guy, played by Orson Wells, is cornered by the good guy Joseph Cotten and tries to justify his behaviour with the following iconic lines that have entered into cinematic history: “In Italy, for 30 years under the Borgias, they had warfare, terror, murder and bloodshed, but they produced Michelangelo, Leonardo da Vinci and the Renaissance. In Switzerland they had brotherly love, they had 500 years of democracy and peace - and

what did that produce? The cuckoo clock.” Nevertheless, this claim is blatantly an exaggeration for cinematic effect, since it couldn’t be further from the truth. The stereotype of the Swiss Confederation as the sleepy home of watches and chocolate is debunked by the country’s numerous achievements in every field: take its economy (ranked sixth in the world based on GDP per capita), industry (with over 60% of the world’s leading SMEs in the field of precision mechanics, drones, robotics and artificial intelligence) and environmental





protection policies, in which Switzerland is among the most advanced nations in Europe. These policies require that by 2050, all energy consumption in the confederation must come from renewable sources. It is not even an ambitious project, considering that renewable resources already account for 60% of the country's total energy usage! It is with this target in mind that the SBB (Swiss Federal Railways) decided to renovate the Piotta power station in the canton of Ticino, in conjunction with the local government of Canton Ticino and the Ticino Electric Company. The old power station, active since 1921, was no longer able to meet the power needs of the Ticino railway network, so the decision was made to





**"... From Lake Ritom, at 1847 metres above sea level, a new pipeline will convey water 850 metres upwards to Piotta, where it will feed two modern 60 MW turbines capable of generating over 160 GW of electricity per year ..."**







completely renovate it. From Lake Ritom, at 1847 metres above sea level, a new pipeline will convey water 850 metres upwards to Piotta, where it will feed two modern 60 MW turbines capable of generating over 160 GW of electricity per year, supplying both the cantonal railway network and the area's civilian power grid. A 100,000 m<sup>3</sup> settling basin will collect the outgoing water before it is released into Ticino. The works involved the use of two DIECI DP8000 dumpers

supplied to the construction company Marti-Ferrari by Swiss DIECI dealer ARBOR AG. Owing to their characteristics, the two dumpers have been used mainly to build the new outlet that will feed the penstocks from Lake Ritom: the lake was partially emptied, and the two dumpers took turns removing thousands of tonnes of rocks and sludge from the outlet construction site. The rarefied air at this 2000-metre altitude didn't







affect the 173 HP FTP StagellIB/ Tier4i engines of the dumpers, which performed the assigned task with aplomb thanks to their 8 m<sup>3</sup> cargo capacity and 14,000 kg maximum load capacity. Their reversible driving position, reduced track width and engine power enabled the two DP8000s to easily negotiate the narrow mountain roads around the basin, as well as the rugged, muddy lake bed, allowing them to quickly complete work on the large new outlet that will

convey water to the power plants downstream. Once the upstream intake has been completed, the two DP8000s can also be used to construct the large settling basin, which will collect the water leaving the turbines and, to avoid damage to the ecosystem, gradually release it into Ticino.

Yet another great construction project in which two DIECI vehicles have played a leading role.









## YOUR PHOTOGRAPHS

This space is dedicated to sharing photographs kindly sent to us by readers. Please send pictures of your vehicles, including your name and country.



Rovin Ronal - NEW ZEALAND



Rovin Ronal - NEW ZEALAND

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