

# MUNICIPAL PRODUCTS REVIEW



**This issue we profile CUBEX - one of Canada's most dynamic equipment and services providers. See Page 16...**

## INFOCUS: CUBEX





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INFOCUS

# CUBEX



**This issue MPR profiles CUBEX  
- one of Canada's most  
dynamic equipment and  
services providers.**





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*"...expertise that only  
four decades of experience  
can provide."*

# CUBEX

For over forty years Cubex has been providing innovative equipment solutions to Municipalities, Contractors, and the Energy Industry across Canada. With regional branch locations, Cubex is able to deliver equipment, parts, and service to customers quickly and efficiently. Cubex service and parts Programs are among the most competitive in the industry. Factory-trained, licensed technicians provide quality service at its dealership locations or in the field. Customer services include machining, welding, fabrication, hydraulic, truck, and chassis maintenance.

Cubex can provide competitive pricing, rental or lease rates for Street Sweepers, Refuse Equipment, Sewer Equipment, Sidewalk Tractors, Mowing Equipment, Asphalt Pavers, Compaction Rollers, Pot Hole Patchers, Snow Removal Equipment, Spreading Equipment, Rotary Drilling Rigs, High-pressure Compressors and Boosters, Pipeline Inspection Equipment and High-pressure Nozzles and Cutters.

Conducting business in Western Canada for over forty years, Cubex specializes in Sales, Rentals and Post Sales support for Municipalities, Contractors, and the Energy Sector. Cubex has successfully developed its business by providing customers with quality products and innovative solutions, backed by a commitment to provide first class service support.





Cubex has become an industry leader by providing equipment solutions to companies and municipalities that have unique requirements. Meeting customer needs requires the expertise that only four decades of experience can provide. Cubex has the capability and capacity to supply and service clients coast to coast.

Cubex is now a national distributor with branch locations across Canada.



# Network of quality suppliers

Canada's extreme climate and harsh operating environment requires rugged, durable, and dependable performance. Cubex's suppliers share its commitment to consistent quality in meeting customers' needs.

## Municipal & Contractors

### Epoke

The severe seasonal weather that grips much of North America demands the advanced technology and reliability of Epoke equipment. Epoke products have been available in Canada for several decades and Epoke North America Inc. was founded to provide integrated dealer and client support throughout the United States and Canada. Quality engineering and craftsmanship culminate in a highly effective solution for the harsh winter conditions in North America.

Epoke's corporate headquarters in Ottawa, Canada, is staffed with professional sales, technical and administration personnel, ensuring prompt and dedicated service. Epoke dealers are chosen because of their expertise and commitment to providing superior customer service and solutions. Dealer programs provide comprehensive and ongoing training as well as integrated customer support. The goal: service customers can rely on, equipment they can depend on — and a team they can trust!

To meet the demands of EPOKE's Rapid Delivery, Reliable Service program, dealers' stock is backed up by a large inventory of equipment and parts at its North American headquarters.



# MacLean MV



objectives of the Maclean MV called for the maximization of visibility, operator comfort, as well as ergonomics. The design team consisting of operators, engineers, and mechanics interviewed hundreds of municipal tractor users to see what they would like in a machine. From those initial stages three concept vehicles were created and extensively tested with the help of local municipalities. It was soon

high flow hydraulics and PTO drive to power a variety of attachments. The vehicle is equipped with an air ride seat with adjustable armrests and recline functions, and adjustable steering wheel, standard CD player, and is available with optional air conditioning.

### MV municipal applications

The MV can be used for all types of municipal maintenance operations including:

- Snow Blowing
- Snow Plowing
- Salt and Sand Spreading
- Sweeping
- Finish Mowing
- Flail Mowing
- Asphalt Planing

Versatile and agile, the MV was designed to connect customers' operations to the equipment required with multiple implements for use in all seasons.

Since 1973 MacLean Engineering has continued to enhance its product offering through the development of innovative Ground Support Installation Rigs, Ore Flow Facilitation Rigs, Production Drilling Rigs, Underground Utility Trucks as well as Carriers for other OEM Mining Equipment Suppliers.

evident that the current MV concept was here to stay!

The MacLean MV is equipped with a 127hp Caterpillar Diesel Engine, an infinitely variable hydrostatic transmission, a 2-speed mechanical gearbox, and 8000lb axles complete with wet-disc service brakes. The MacLean MV also features standard

In 2008 MacLean Engineering & Marketing Co. Limited entered a new business segment but retained the same business philosophy of developing and supplying the most functional equipment possible in order to enhance overall machine safety and productivity. MacLean introduced the MacLean MV, which is a prime mover designed to carry a large variety of attachments for multi-functional purposes in the Commercial and Municipal Sectors. The MacLean MV utilizes a wide range of Snow Removal Attachments in the Winter months, and then converts to Grounds and Road Maintenance applications in the Summer months, through the use of numerous other purpose-built attachments.

The MV concept started in late 2006 with the goal of raising the bar. The





The RP005 from Schwarze is one of the most efficient, consistent and versatile velocity fill patch systems available. It is also the safest way to perform road patching maintenance as it requires only one operator who works from the driver's position in the cab. The aggregate material is accurately controlled through a positive flow conveyor system, while asphalt emulsion is uniformly applied through a unique spray ring.

SP10: Self-contained, carrying its own aggregate and emulsion, the SP10 can be towed with a one-ton pickup. It repairs: Potholes, alligator cracks, utility cuts, shoulder work and depressions. Schwarze Spraypatchers make a permanent repair that can outlast the road. The Schwarze SP10 SprayPatcher has one of the the best

## Schwarze

### Mechanical and Air Sweepers

With more parking lot and street sweeper models to choose from, Schwarze Industries is dedicated to using a Total Performance Teamwork concept to produce, maintain and market the finest and most durable quality power sweeping equipment in the world.

With over thirty years in the street sweeping business, Schwarze Industries has been committed to providing an extraordinary level of customer support. It offers one of the most comprehensive sweeper lines in the sweeping business, including models for parking area cleaning, industrial sweeping, mall and shopping center sweeping, airport runway sweeping, street sweeping, milling clean-up and stormwater run-off (PM-10) management.

During Spring Clean-Up, Cubex operates an 'on-the-go' maintenance program to support operators on a 24-hour basis to ensure streets are swept in a timely and efficient manner.



### Road Patchers

Schwarze RoadPatchers and Spraypatchers offer safe, consistent and cost-effective asphalt repair requiring only one operator.

Road maintenance is unavoidable, but with the Roadpatcher and Spraypatcher operators can significantly cut road maintenance costs. Users can increase worker safety, improve traffic flow, produce a superior asphalt repair - and stay within budget.

compaction methods in the industry. No rollers or tampers are required.

SP550: Fed from a standard dump body with pintle hitch, the SP550 Spraypatcher is the latest design available on the market. The SP550 repairs potholes, alligator cracks, utility cuts, shoulder work and depressions and also makes a permanent repair that can outlast the road. The Schwarze SP550 also offers an exceptionally low profile, increasing visibility for the driver as well as the operator.

# Water and Wastewater

## Aries

### Pipeline Inspection & Rehabilitation Equipment

The growth of our society depends on reliable infrastructure systems. This is achieved through the continual inspection, maintenance, and upgrade of the buried utility structures that provide our communities with water, gas, sewage removal, communications, and electricity. Aries is a leading supplier of television inspection and rehabilitation systems for internal inspection of sewer collection, gas, and water distribution pipelines, buried utility duct systems, and water wells.

Aries personnel, working with its customers, develop and provide state-of-the-art reliable, adaptable, and maintainable systems which increase inspection and pipe rehabilitation productivity. This equipment is

available in both standard and custom-built systems. Aries has been doing business for over twenty four years, offering high quality products that have been thoroughly tested in its Research & Development department, and in the field. Aries corporate office is in Wisconsin, with a Sales and Service center in Florida, a second manufacturing plant and full service facility in California and a third manufacturing, parts and service facility in Mississauga, Canada.

Its customers use the latest technology on the most reliable equipment to perform I/I studies, troubleshooting, routine inspection and maintenance of underground infrastructure and pipeline rehabilitation. When combined with one of Aries' industry Data Collection/Asset Management software programs, customers have powerful tools required to satisfy all their needs.



## USB

### Nozzles and Cutters

USB Sewer Equipment Corporation proudly distributes innovative, high quality sewer cleaning equipment, precision engineered and manufactured by the duly ISO EN 9001:2000 certified parent company USB – Duesen in Germany to the highest technical standards. These products are leaders in the industry and include nozzles, turbo chain cutters, milling cutters, specialty tools and accessories for the municipal and industrial markets.

USB sewer cleaning nozzles are manufactured with Advanced Optimized 3D Hydro Mechanics. That means, the water coming from the pressurized hose is smoothly turned around in the nozzle chamber and guided directly into the ceramic nozzle

inserts by means of five axial CNC precision machined, duly deburred channels - not tubes or grooves.

USB nozzles utilize tempered stainless steel, ceramic nozzle inserts thus providing unrivalled cleaning efficiency and durability. As a result USB nozzles can be used with recycled water too. USB's goal is to enable customers to increase their productivity and lower their operating costs by consuming less water, less time and less gas for the jetter trucks.



# Vacall

## Combination Sewer Cleaners

Vacall combination sewer cleaners set high industry standards for both performance and reliability. With both vacuum and jetting systems, these cleaners enable municipalities and contractors to open clogged sewer lines and remove debris quickly. Positive displacement pumps range from 16" to 27" hg of vacuum power. Jetting systems range from 50 to 100 gpm, and pressures to 3000 psi. Plus, models are available with a host of options to maximize both productivity and efficiency.

The high performance and reliable vacuum and jetting system, with a full array of models, offer benefits that both contractors and taxpayers will appreciate. The unique multi-stage vacuum filtration system reduces machine maintenance due to its simple yet very effective design. This, in turn, extends the performance and working life of the machine.

## Hydro Excavators

Uniquely Canadian - Cubex has added custom features that make the Hydro Excavator ideal for Canada's extreme climate and rugged geographic conditions. Cubex has a long standing reputation for offering product quality and service excellence to highly specialized market segments. A single technician is required to operate the unit. Reducing operating requirements, maintenance costs, and time spent on the job means one thing; increasing customers' ROI.

The state-of-the art Hydro Excavator sets a new standard for high pressure water excavations. Features have been adapted from highly effective vacuum and pressure water systems. They have been combined with a dedicated vacuum/hydro excavator to produce possibly the most efficient unit on the market today. It is ideal for municipal, industrial, or construction applications. The Hydro Excavator can penetrate a variety of soil conditions, depths, widths and angles with a high

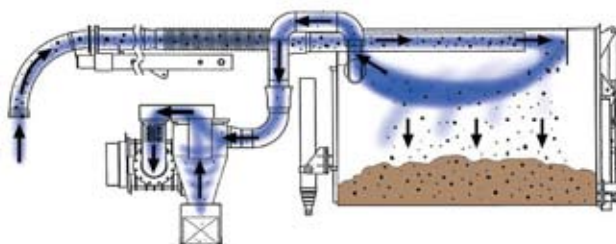


degree of accuracy and precision. The vacuum system featuring four-stage air filtration and separator process removes debris, dust and water from the airstream ready for disposal.

The high performance Hydro Excavator minimizes environmental impact. Soil slurry and other liquid waste are vacuumed into a large

holding tank for disposal off-site. Using clean water, controlling debris, eliminating runoff issues and spill hazards reduce environmental risk. Most important, engineered systems reduce injury potential for operators and others on the job site.

*The Vacall AT's standard filtration system is designed to increase machine life, reduce maintenance expense and soften noise levels.*



## CUSTOM APPLICATIONS

In this business, factory models do not fulfill every requirement. Cubex has the resources to develop custom products to meet needs that are beyond the ordinary. Cubex is known for working with customers to find creative solutions to challenging problems.

## ENVIRONMENTAL STANDARDS

Environmental responsibility is a core value at Cubex. The company is continually striving to source equipment that meets or exceeds stringent emissions standards, delivers maximum fuel efficiency, and minimizes operational footprints.

## SALES PHILOSOPHY

In highly specialized markets, it is imperative that sales professionals be informed about product offerings, emerging technology, and how products can solve customers' equipment problems. Cubex's knowledgeable sales team operates equipment in the field, gaining a better understanding of the operational challenges faced by its customers. The three main principles adopted by sales personnel are to provide a consultative sales approach, up-to-date factory training, and to stay abreast of changing technology in the industry.



## THE TEAM

Cubex is proud to state that many clients consider its people to be valuable members of their team due to their expertise and 'can do' attitude. With a highly skilled sales team, journeymen, apprentices and service staff dedicated to 100% customer support Cubex has a corporate commitment to ensuring that sales and service representatives are trained in the latest equipment technologies.

## 100% COMMITMENT TO SERVICE

When equipment logs thousands of hours of operation, regular service and maintenance is required to protect an operator's investment. When equipment breaks down, it is imperative that repairs be made quickly so it can be returned to operation quickly. Cubex service centres are first-class, state-of-the-art facilities that are among the most comprehensive and best equipped in Canada. Factory trained technicians have many years of experience maintaining highly specialized equipment.

A large inventory of parts and accessories means downtime is kept to an absolute minimum. A "Commitment to Service" is more than just an ideal at Cubex. The commitment to service is supported by comprehensive service facilities that include:

- Large Service Bays
- Factory Trained Technicians
- Extensive Parts Inventory
- Technicians have Journeyman Trade Designations
- Regular Safety Training
- Seminars on New Trends, Technologies, and Practices



# Energy

## Oil and Gas / Mining

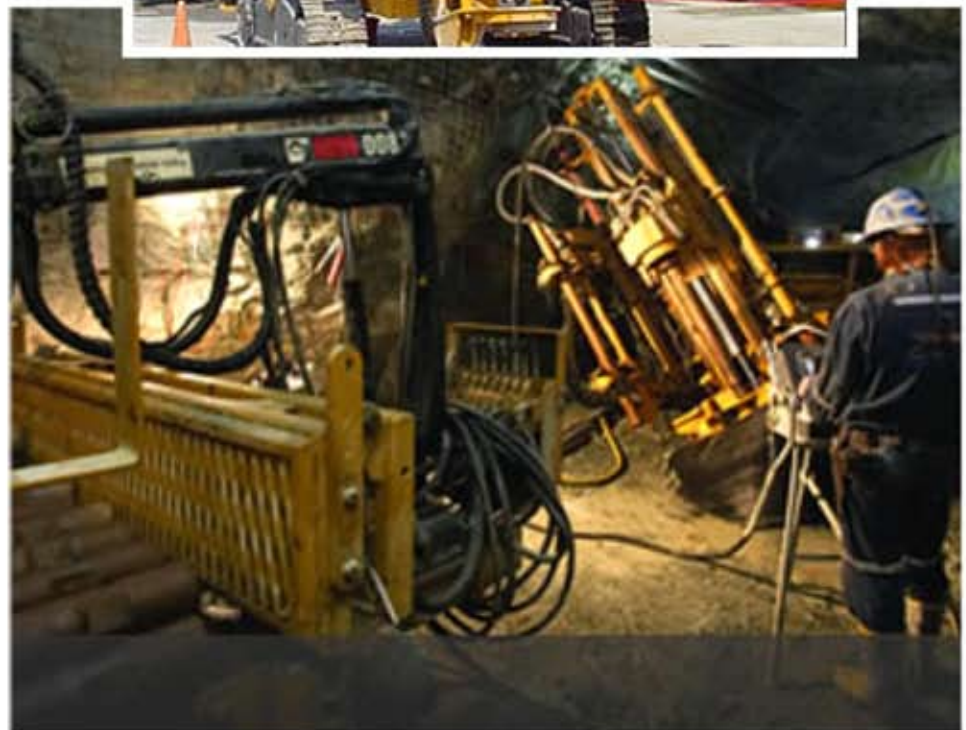
Cubex is actively involved in the contracting of services, supplying of capital equipment, and in designing and manufacturing equipment for the mining industry around the world. Since the acquisition of the Megamatic Drill Division from TRW Mission Manufacturing Company, Cubex has moved aggressively into the international mining market. Today there are Cubex Megamatic drills operating successfully in practically every major mining area around the world.

Cubex's ultimate objective is to provide customers the means to produce broken ore correctly sized. Toward this end, Cubex has designed a drilling machine to safely and efficiently drill long, accurate holes in any direction. Cubex Megamatic drills have been designed around a common group of components that can be assembled in a variety of configurations:

- Track or rubber
- Diesel and/or electric
- ITH and/or top hammer capability
- 350 PSI on-board air or separate 350 PSI booster(s)
- Convertibility feature from high pressure air drilling to high pressure ITH hammer drilling

Six years ago Cubex began production of a convertible drill (Megamatic Model 6200H) that can be easily converted from a hydraulic top hammer to ITH drilling. It has recently concluded field trials on a newly designed rotary head that will accommodate high pressure water hammer drilling while still retaining its patented spline piston breakout system.

Cubex has a broad knowledge of the drilling industry that goes to its roots. Twenty five years ago, the company started out as a drilling



contractor. Today, the company is still contracting its drilling services to the oil field industry by supplying men and equipment for specialized air drilling services to the oil industry around the world. Each Megamatic drill produced

reflects the successful blending of engineering excellence with the application realities of the job site.