A&D Get Attached

The Inside Scoop - Anthony Talks Tilts & Technique

PIT STOP EVENT

May 3rd, You Ready to Drive?

Pit Stop Event! Bring your crew, have some lunch, Sat, May 3rd, 8a-5p. Our mission is to leave you with valuable information that will benefit your business. Whether you buy through us or not. Have attachments you want to test? Give us a call, email, or sign up here:

AandDEquipment.com/pit-stop-days

Question Session

What size machines do the tilts work on? The smallest tiltrotator, the X02, will run on a 4,850 pound machine. Sizes go up to 37 tons. A 45 ton model comes out this year.

How much weight does a tilt add to your machine? For a 10,000 pound machine, a tiltrotator typically adds around 800–900 pounds, depending on the attachment. Tiltrotators can be installed in two ways: one is a direct fit, and the other is a sandwich fit.

LaFata & Son Crew

Tiltrotator Workshop

On a cold, foggy February morning in Pennsylvania, we had the opportunity to spend quality time with several really cool hardscape companies. These gentlemen—and ladies—were there to learn how to improve their on-site efficiency and bottom line. We're biased, of course, but our presenter, Anthony LaFata, is truly a joy to listen to, with a fascinating history and a unique industry perspective.

"My father was an immigrant from Palermo, Sicily. He started a landscaping business in 1965. He was a hard, hard worker. Very smart. By 1980, we were a full-grown excavation company. This [picture] was taken around that time. That's me, my dad, and our crew. We're standing in front of a Cat D9L with a prototype impact ripper. My father always sought out new technology," explained Anthony.

"What do you notice is different about this picture?" Anthony asked. A couple of attendees were quick to recognize Anthony's current lack of hair compared to the old photo showing a full mop top. *Crowd laughter.*

Anthony continued, "A&D Equipment started as a concept when our excavation company, LaFata & Son, began reaching out to the global marketplace for innovative products—like screening buckets and tiltrotators. Along the way, we got to meet some pretty cool people. Steelwrist was one of them. Today, the vision for excavating is focused on recycling and efficiency."

Continued...

Material Handling Efficiency

Question Session

Do I have to buy only Steelwrist attachments? Steelwrist is a member of the OpenS community, which was started in Europe to share technology. In our industry, many tiltrotators can share the same tools. Steelwrist truly believes that "If we work together, we can grow together."

Will a tiltrotator work with my current buckets? Absolutely. Steelwrist sells a weld-on adapter that lets you cut off the hitch from brands like Cat, Kubota, or others, and weld the Steelwrist adapter onto it. For just a few hundred dollars, it's well worth a conversion.

Integrated Technology

Should I buy a tiltrotator for an older excavator? Great question. It's a tough decision for a lot of companies. Buying a new machine with the tiltrotator is an investment that will last you a long time. But if that's not an option, you can always install the tiltrotator on your current machine and transfer it to another one later. We can take the tilt and control system and install on new machine.

Tiltrotator Fundamentals

A tiltrotator is an attachment placed at the end of an excavator, essentially turning it into a Swiss Army knife. It gives us the ability to manipulate materials, products, and tools on the job site.

Steelwrist tiltrotators are manufactured in Sweden and imported into the U.S. They are arguably the most forward-thinking products on the market, featuring integrated technologies such as quick coupler systems, integrated gripper cassettes, and compatibility with virtually any tool in the industry.

With a tiltrotator and the gripper cassette, you can capture a tool with a machine rather than needing a person. This means you no longer need a laborer to grab a chain or strap and manually connect to a tool to move it—you can now do it with the machine. With 360º of rotation and a 45º tilt, a tiltrotator allows us to place materials wherever needed on the job site. It's safer and enables us to assign that laborer to other tasks.

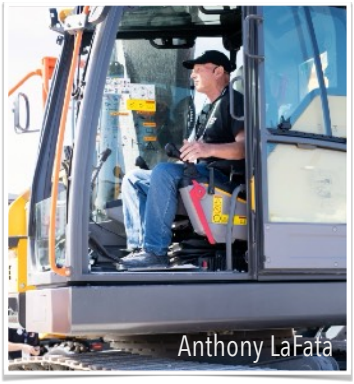
Site Planning and Material Handling

As a contractor and business owner, I am always thinking about site planning and material handling. Let's consider the grapple and loading a truck. A grapple gives us the ability to maneuver materials in or out of a truck without worrying about how the truck or machine is positioned.
For example, if you picked up a load of logs and wanted to load them into a dumpster, your machine would typically need to be perpendicular to that dumpster. With a tiltrotator, we can now capture that material, rotate it in any direction, tilt it, and place it into the truck.
We no longer have to ensure the machine is level to dig a straight trench. When the machine is tilted, the tiltrotator can level out, allowing us to dig the trench exactly as we want. This ability reduces the amount of extra work required on the job site.

Here's another example regarding manpower: we used to run a five-man pipe crew—all assigned to sewer pipe. Today, we do it with three. Now, we can move those two skilled laborers out of the trench and onto a second pipe crew.

Using this technology is one thing—but if we don't utilize it correctly, it's just a boat anchor. Over the past 25 years of using various attachments—and the last 11 years of using tiltrotators—we're happy to take the knowledge we've gathered and share it with our A&D customers.

Read our full article: AandDEquipment.com/inside-scoop-anthony-talks-tilts


Anthony LaFata

"Here at A&D, we're a different kind of dealer than you may come across elsewhere. Since we run an excavation and recycling company, we consider you guys partners - not just customers. We're here to help." - *Anthony LaFata*

PIT STOP EVENT!
Come meet the crew Saturday,
May 3rd, 8:00am - 5:00pm, Clinton, CT