

Innovation boosted by partnership

Only professional project management can keep you happy



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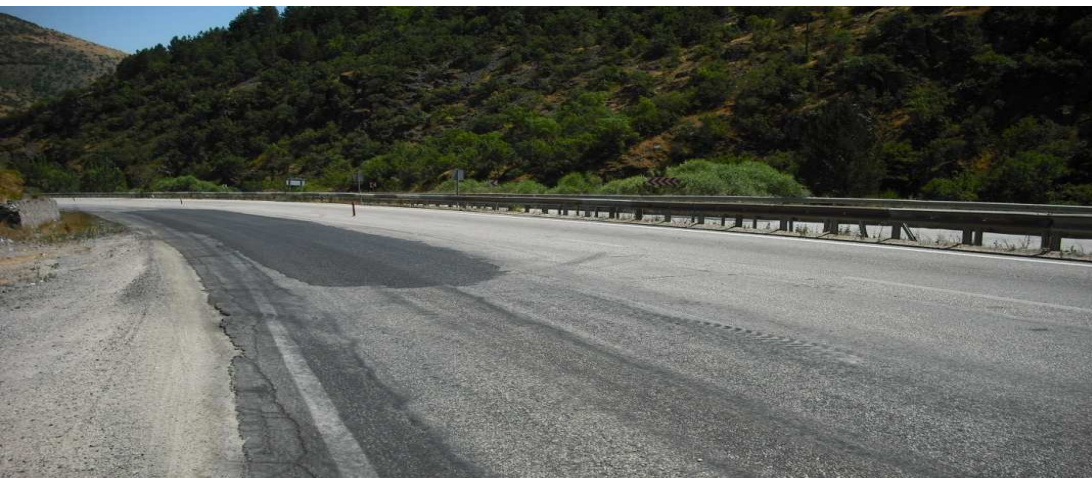
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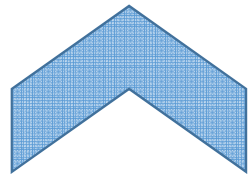
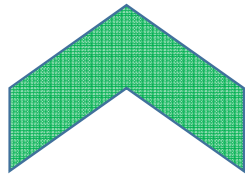
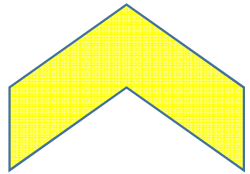
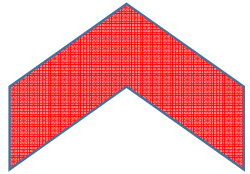
Andreas
Marquardt
Wirtgen GmbH



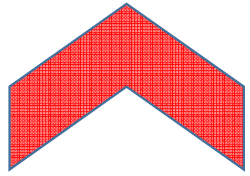
Cold recycling is an international proven road building technology since 25 years



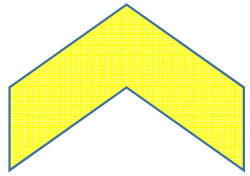




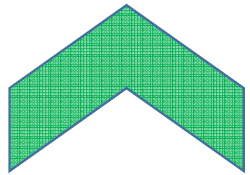
Single phases of professional project management



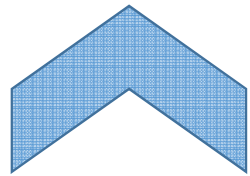
Job site execution and project follow-up



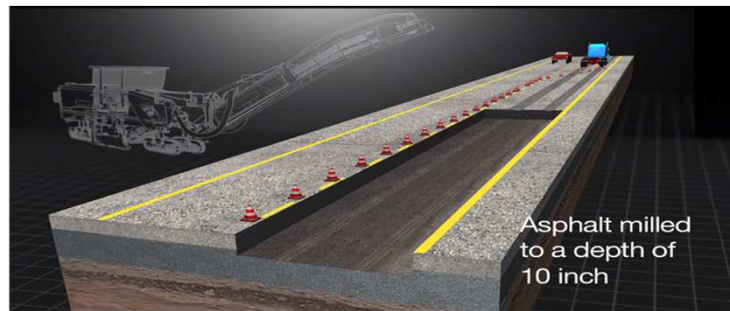
Individual solution proposal and mix design



**Project preparation and technology
decision**



Opinion making



Asphalt milled to a depth of 10 inch

› Animations and videos



Cold recycling: pioneering, economical, resource-efficient
Cutting-edge Wirtgen technology in successful operation on Interstate 81



› Brochures and job reports



Cold Recycling
Wirtgen Cold Recycling Technology



› Manual



- › Close contact to experts and consultants on the market



- › Active member in trade associations, collect information about market and construction projects



- › Support and counsel authorities as well as administrations



› Participation at conferences and seminars to extend its popularity



› Presentation and demonstration of the technology

Bundesministerium für Bildung und Forschung

fona
Forschung für Nachhaltigkeit

Straßensanierung durch Kaltrecycling mit Schaumbitumen



- Entwicklung innovativer Maschinen- und Steuerungstechnik für ein Straßensanierungsverfahren
- Wiederverwertung des alten Belags vor Ort bei Verminderung von Energiebedarf, Transporten und Kosten
- Verbesserte Straßenbelagsqualität und Prozesssicherheit
- Öffentliche Demonstration auf zwei Versuchsstrecken
- Grundlagen für Regelwerke des Straßenbaus
- Kooperation von drei Unternehmen und einer Universität
- Etablierung des Verfahrens wird aufgrund ökologisch-ökonomischer Vorteile erwartet

Ansprechpartner
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SA S+E opw Wirtgen

Deutschland. Das von morgen.

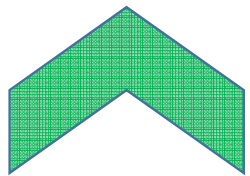
› Participation at research projects



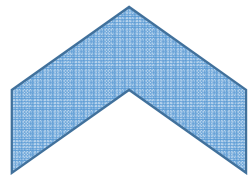
Project preparation and technology decision

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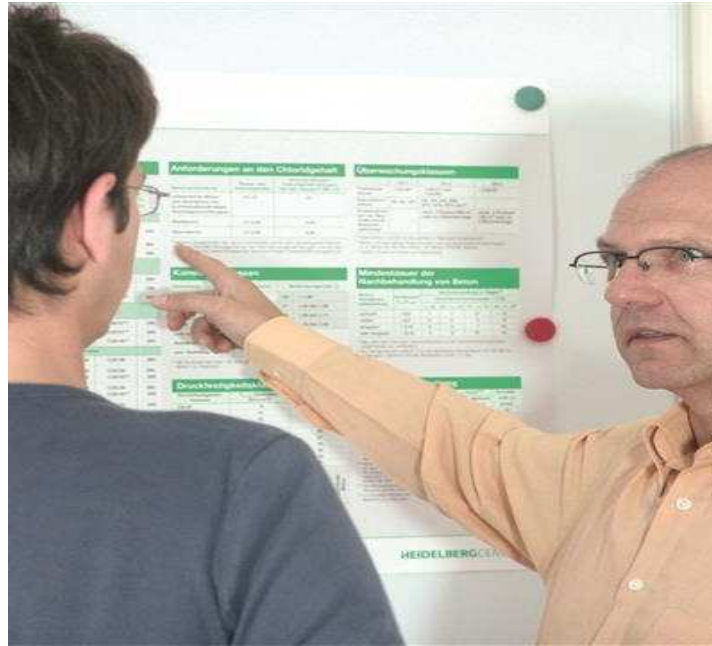
**Project preparation and technology
decision**



Opinion making



- › Learn about job site conditions and project details



- › Get knowledge about conventional methods, costs and materials



- › Project related customer visits, get to know the parties involved in the project

Project preparation and technology decision

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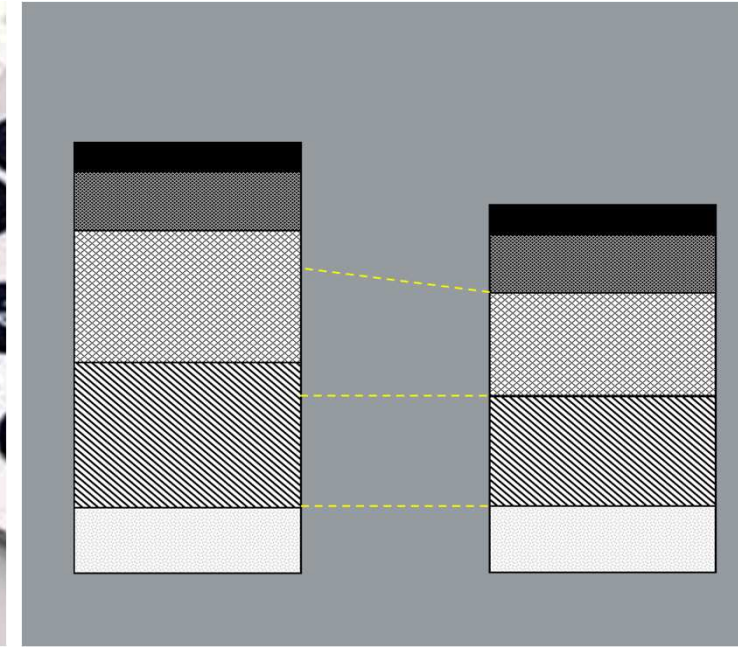
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- › Present proposal for solution, advantages and range of machines



- › Show cost calculation and optimization



- › Develop and present improved alternative concept using Wirtgen technology



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- Mutual job site visit of the parties involved in the project or machine demonstration on site



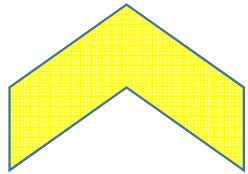
- Technical visit to jobsite by administration and authorities together with customers



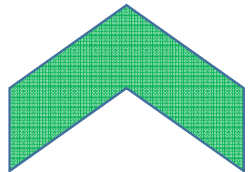
Individual solution proposal and mix design

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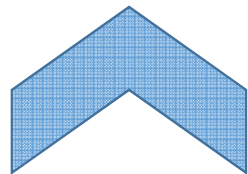
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Individual solution proposal and mix design



**Project preparation and technology
decision**



Opinion making

Individual solution proposal and mix design

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- › Preliminary exploration of job site conditions



- › Material examination and recommendation of binding agent



- › Suitability test and optimization of binding agent amount

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› Solutions provider



› Solutions provider

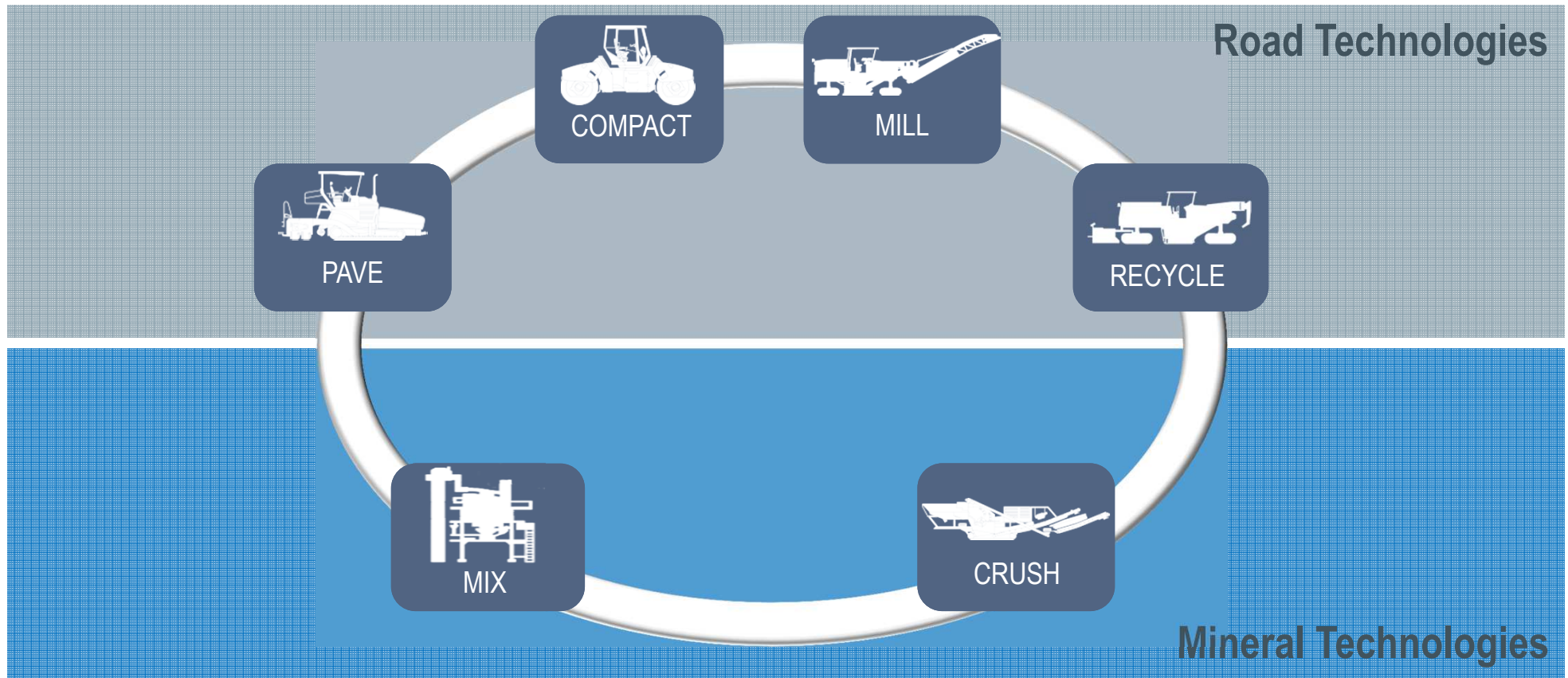


› Solutions provider

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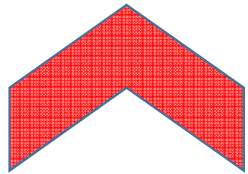




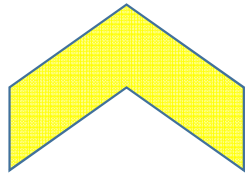
Job site execution and project follow-up

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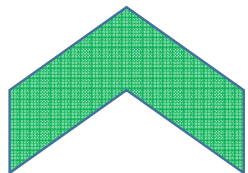
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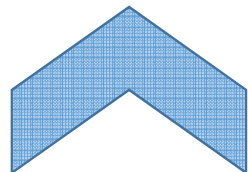
Job site execution and project follow-up



Individual solution proposal and mix design



**Project preparation and technology
decision**



Opinion making



Job site execution and project follow-up

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Decision maker

Influencer

Customer

Road authority

Laboratory

Consultant

University

User



Decision maker

Influencer

Customer

Road authority

Laboratory

Consultant

University

User



Purchase decision

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„We saw the machine and application in operation. Quality, performance and cost savings have convinced us.“

Decision maker

Influencer

Customer

Road authority

Laboratory

Consultant

University

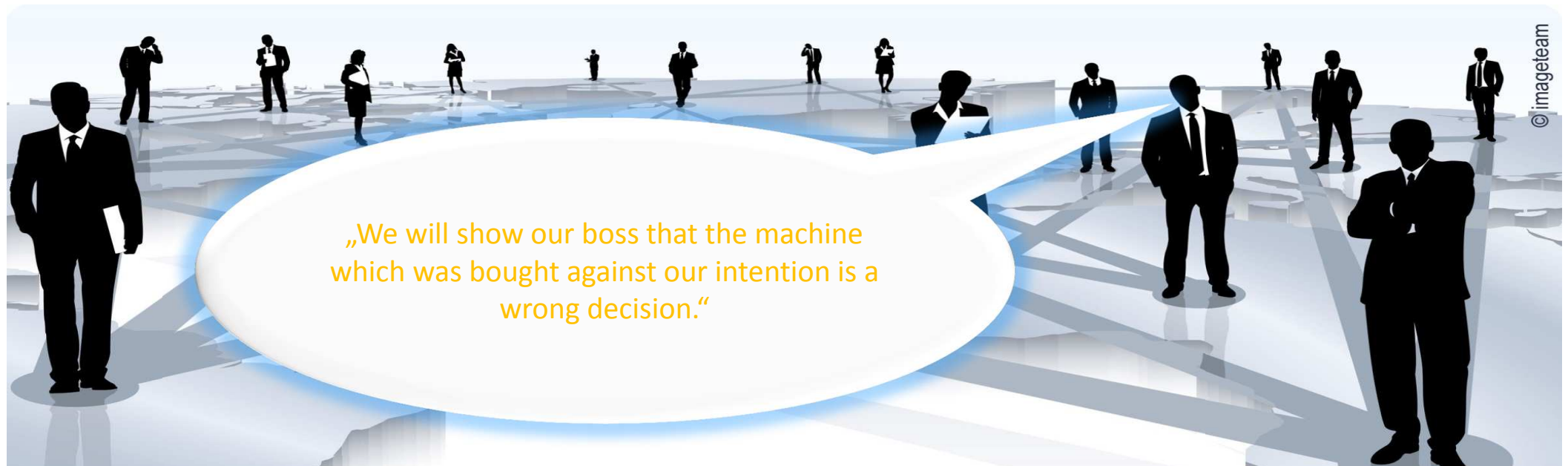
User



Purchase decision

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Decision maker

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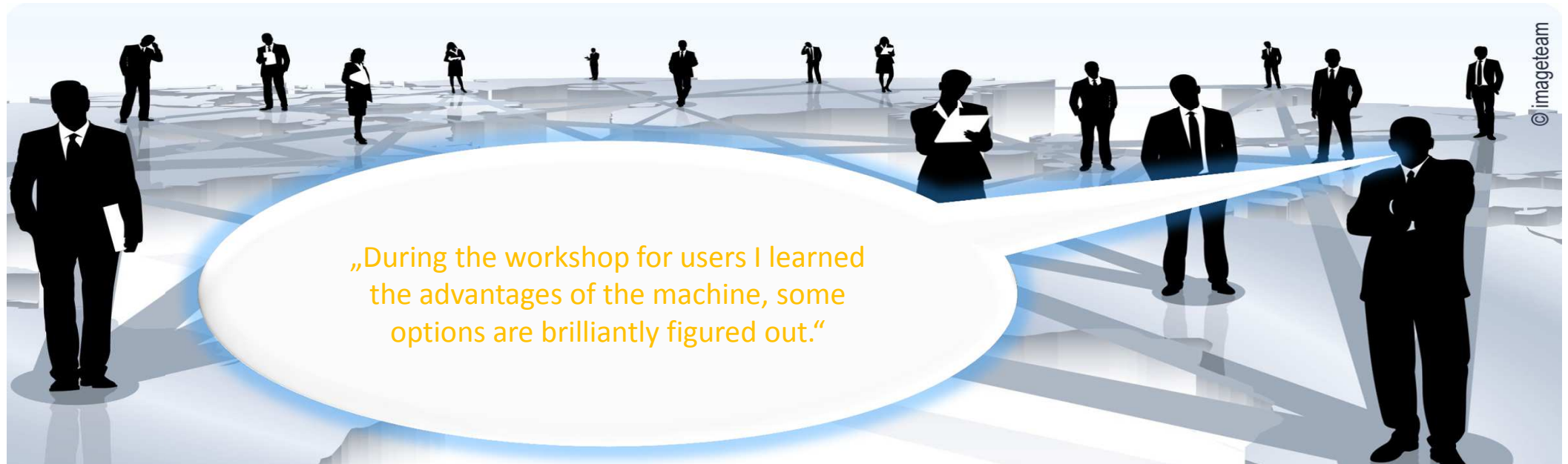
User



Purchase decision

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„During the workshop for users I learned the advantages of the machine, some options are brilliantly figured out.“

Decision maker

Influencer

Customer

Road authority

Laboratory

Consultant

University

User



› Machine technology



› Material technology



› Process technology



- › Optimal availability and spare parts supply



- › Application consultation on job site



- › Explanation of customer's benefit and advantages



- › Commissioning of machine and training of operator staff



- › Quality control and consulting service on the job site



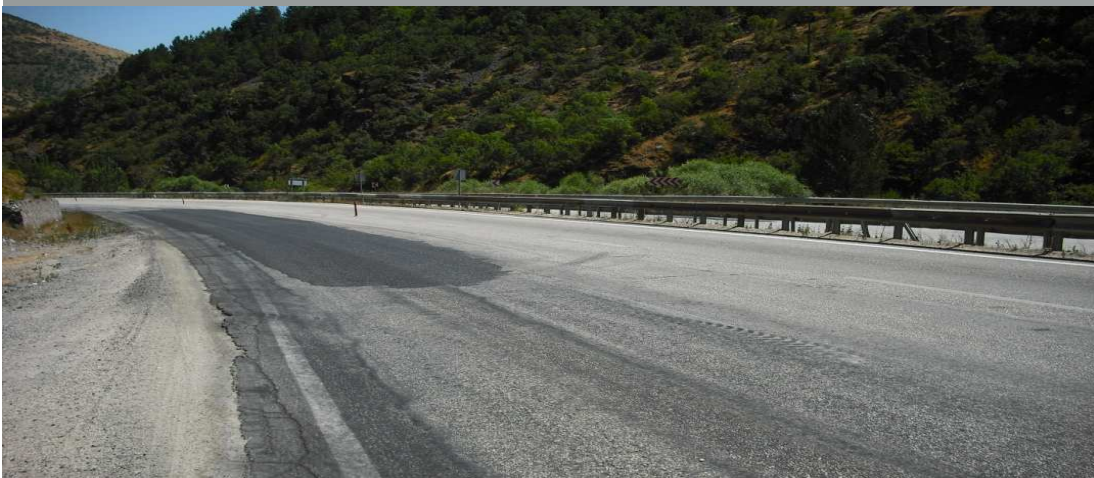
- › Specialist counselling and supervision on the job site

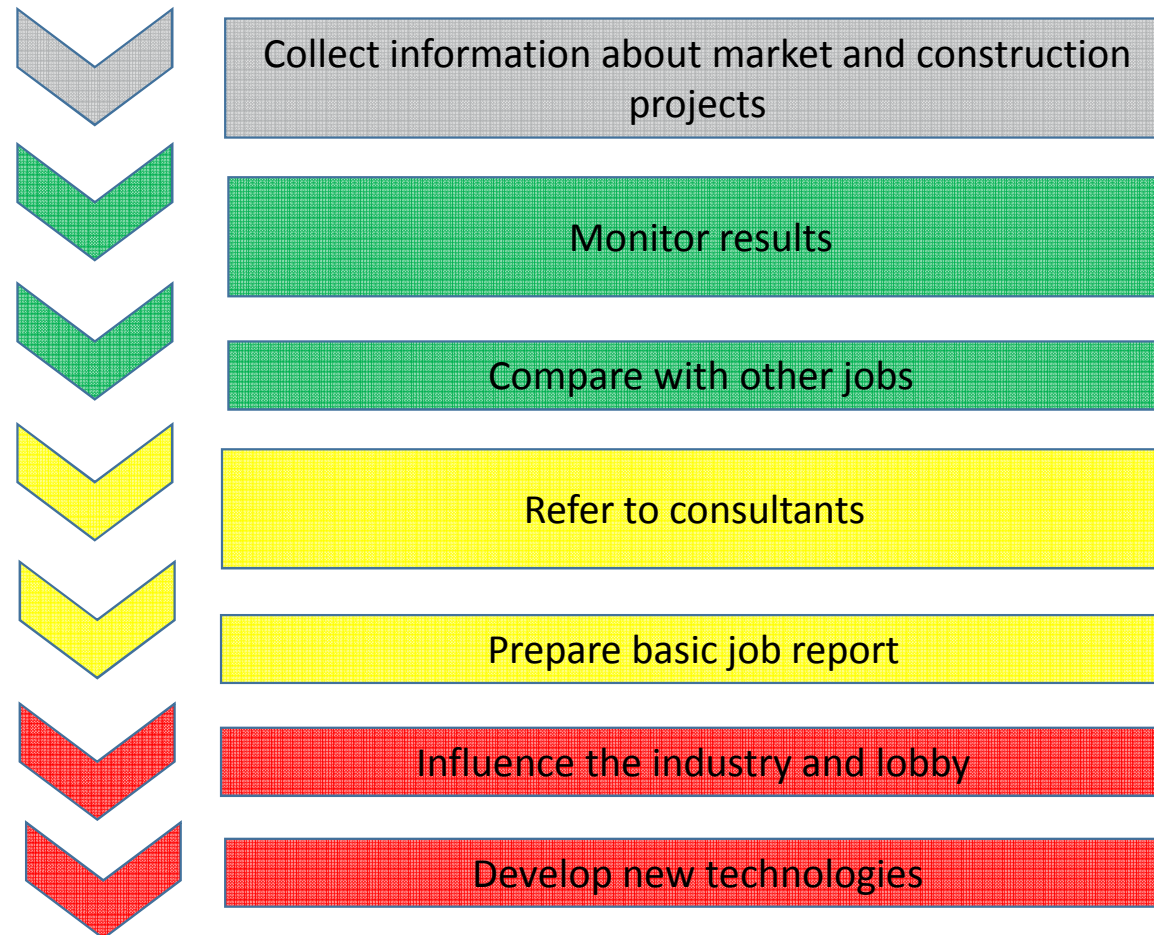
The only way to keep
you happy

=



- do not forget the follow-up







› The only way to keep you happy!

CONCLUSION

- › Your main ideas

- ›

- ›