

AGGREGATES

Embracing a digital era

Outset's latest solutions put operators at the front of a digital evolution p08



DIGITAL FOCUS
CheckProof and Cemex UAE build a successful partnership p10



SIGNIFICANT DEAL
Heidelberg Materials expands operations p06



AN EMERGING MARKET
Bangladesh continues to grow in importance in quarrying p14

COVER STORY

"[Artificial intelligence] is important, and it is something that will absolutely feature more and more in our sector, in terms of productivity, safety and predictiveness." Luca Toneatti. p08

Vol.14 ISSUE No.3 May/June 2026

Regulars

05 COMMENT

Taking a broader look at the developing world of aggregates.

50 EVENTS

All the key events in the quarrying and aggregates world.

Specials

06 INDUSTRY INSIGHTS

Heidelberg Materials makes a major play to expand its presence in Türkiye.

08 COVER STORY

Outset's new on-board weighing system offering, developed using feedback from end-users, is designed to be intuitive and easy to install and operate

10 CASE STUDY

Cemex UAE has successfully rolled out CheckProof's digital solutions to support safety within its operations.

14 MARKET REPORT

An in-depth look at the key drivers and trends within the quarrying and aggregates sector in Bangladesh.

18 INDUSTRY INSIGHTS

Cementos Argos continues to push ahead its strategic plan for the US and Latin American markets.

Features

20 NORTHERN IRELAND SPOTLIGHT

An in-depth look at the past, present and future of Northern Ireland's famed manufacturing sector ahead of Hillhead 2026.

38 PREVIEW

A preview of all the big news and previews as Hillhead Quarry takes centre stage for the much-anticipated trade show.

40 REVIEW

A review of all the major announcements from ConExpo/Con-Agg 2026 after another successful edition.

42 MAINTENANCE

A detailed look at how aftermarket support and customer service can support a proactive approach to maintenance.



06



COVER STORY:

Outset's latest solutions put operators at the front of a digital evolution.
Image: Outset

44 TYRES

Triangle Tyre eyes growth in the European market as it bolsters its executive and showcases its latest innovations in Germany.

46 TYRES

BKT wraps up a successful showcase at ConExpo/Con-Agg 2026.

48 CRUSHING AND SCREENING

Screening equipment is helping operators become more efficient and profitable.

Based on feedback from operators, Outset is introducing a new, intuitive and simple to use display for on-board weighing.

Making weighing simple

Outset's new on-board weighing system offering, developed using feedback from end-users, is designed to be intuitive and easy to install and operate.

On-board weighing systems specialist Outset has developed a new concept to increase the ease-of-use of its solutions.

The Italy-based company's export and research and development (R&D) manager Luca Toneatti said the concept involves two steps: firstly, based on feedback from operators, a new intuitive and simple to use display has been introduced providing dedicated features for the operator so they can immediately get the information that they need.

The second step was to make the weighing system easy to install.

"The idea is to convert to a more autonomous and self-calibrated product, to avoid the expense of needing a special technician," Toneatti said.

"That is not necessary with the new technology. We communicate with the automotive Bluetooth in the cabin via a rugged Android display. That gives us a lot of flexibility and is key, because we develop and produce the product in Italy but it is deployed worldwide."

He said that the reduced length of the installation process means less downtime for operators.

"Self-installation, self-calibration, remote technical support, minimum maintenance and cloud connectivity are key benefits that operators are looking for," he said.

Toneatti said that the company has two main areas of activity for its on-board weighing technology.

Firstly, in the aggregates, earthmoving and mining sectors on off-road wheeled loaders, excavators and dump trucks, and secondly with on-road industrial vehicles such as rigid and articulated trucks.

In addition to aggregates and mining Outset's solutions are also used in the agricultural, forestry and logistics industries. Toneatti estimated that 60 to 70 per cent of the company's business is in aggregates and mining.

The company was set up as a family business by Toneatti's parents in the 1990s. Its focus has always been on being dynamic, flexible and innovative, and it was among the first on-board weighing systems providers to use tablets and Bluetooth communication.

The company is also increasing its use of artificial intelligence (AI) technology, which at the moment involves the calculation of the algorithm and increasing the speed of information to the display.

"AI is important and it is something that will absolutely feature more and more in our sector, in terms of productivity, safety and predictiveness," Toneatti said.

"There are still a lot of things to learn and understand with the technology, and we are doing it step by step."

A major project that Outset has been involved in is with Secil Agregado, a major Portugal-based producer in the cement and aggregates market which has quarry and mining sites in both Portugal and Spain.

Outset installed over one hundred weighing systems on the producer's rigid and

articulated dump trucks, wheeled loaders and excavators.

"The company's aim when they contacted us was the connectivity of the machine and control of productivity," Toneatti said.

"All the machine data is linked to the office, and they can control the production of each machine, with reports provided daily or weekly."



"Remote diagnostics and pre-alerts can provide information to prevent future problems and machine downtime." - Outset export and R&D manager Luca Toneatti.

Secil Agregado uses Outset's cloud, which is dedicated to weighing systems, to collect and access vehicle data on weight and tyre pressures via a simple menu interface.

Toneatti said that this connection with Outset's cloud provides remote diagnostics, for example, fleet managers working off-site at the company's office to control how the machine is operating.

"These remote diagnostics and pre-alerts can provide information to prevent future problems and machine downtime," he said.

Toneatti said producers using Outset's solutions are looking for systems that provide data enabling them to see that their vehicles are being used in a safe way and are not over-loaded. He said this can provide major savings in maintenance costs, particularly for larger producers with extensive fleets.

Outset's on-board weighing systems are installed on vehicle frames with a dedicated sensor to weigh and control the loads they are carrying, and also to monitor tyre pressure and temperature and give warnings if necessary.

At this year's ConExpo/Con-Agg event in Las Vegas, Outset presented a series of its cutting-edge technological solutions in on-board weighing, designed to enhance efficiency and productivity for construction, quarrying and earthmoving industry professionals including:

- The T1 LOADER LFT new weighing system for wheeled loaders: an innovative solution certified for third-party sales with MID OILM R51 certification, ensuring the highest levels of precision and reliability.
- T1 DIGGER AI advanced technology for excavators: introduction of a system with four next-generation inclinometers, designed to precisely compensate and manage surface, excavator arms, and bucket.
- AI-powered algorithms: a key innovation that accelerates weighing operations and compensates readings even in adverse positions, ensuring real-time accurate data.
- Next-generation wireless technology: use of automotive long-range Bluetooth modules, eliminating the need for complex wiring and improving system reliability.
- Zero maintenance and ease of use: thanks to an innovative diagnostic



data analysis, Outset systems provide consistent performance without the need for frequent interventions.

- T1 CLOUD direct interconnection to the cloud and customers' ERP systems: a solution that eliminates the need for external hardware, ensuring seamless integration with business workflows.

Outset said these solutions reaffirm its commitment to technological innovation, offering increasingly intelligent and connected solutions, designed to optimise operations and reduce operating costs.

Toneatti said Outset's systems are cloud-enabled to help operators manage the large amount of vehicle data from the weighing systems. The solutions feature an integrated global positioning system (GPS) so no external GPS is required to manage the information and reports on the vehicles on the cloud platform. He said that a further advantage of Outset's solution is that it connects to the original equipment manufacturer (OEM) display on the vehicle, avoiding the need for the driver to look at multiple displays. A key focus for Outset around ConExpo was developing the structure of its US sales network.

"It's a huge country and you need to divide it by zone and area," Toneatti said.

"Our aim is to enlarge our US business as it's a huge market with just five or six major manufacturers of on-board weighing systems."

He said that currently around 70 per cent of Outset's North American business is in Canada, with 30 per cent in the United States.

Outset's weighing systems are designed for ease of installation.

"Each market is different," he said. "In Italy we distribute our products about 50-50 via resellers or the end user. In other European countries we work directly with the dealer of distributor of our products. We always study each market to develop our strategy and create the appropriate network."

Outset has recently opened a new office in Lyon, France to develop its presence in the French market, where it currently has two regional distributors. The end users of its products in France are mostly quarry and mining operators.

Toneatti said the company is seeing strong interest for its products in South America in countries such as Brazil, Chile, Argentina, Uruguay and Colombia.

"The South American market, particularly the likes of Chile, is really increasing with a lot of investment in construction and roadbuilding," he said.

He said that business opportunities for European companies in the region are being improved following the landmark free trade agreement between the European Union and the Mercosur bloc (Brazil, Argentina, Paraguay, and Uruguay) which was finalised in January 2026, following 25 years of negotiations. This deal eliminates tariffs on over 90 per cent of goods, aiming to boost EU exports and South American agricultural products, covering 700 million people.

"India is another attractive country for us, we have a lot of requests and a lot of contacts there," Toneatti said.

Australia is also an important market for Outset, where it has dealers in the Sydney and Perth areas, and has plans to exhibit at industry shows in the country in 2027.

At the SaMoTer construction and quarrying equipment show in Verona, Italy (Veronafiere exhibition centre, May 6-9) Outset gave a world premiere for its new T1 LOADER LFT weighing system with MID OILM R51 certification for wheeled loaders. The company said this innovative solution certified for third-party sales guarantees maximum precision and reliability. **AB**

Outset provides on-board weighing systems for the aggregates, mining and earthmoving sectors.



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