



Insights from CONEXPO-CON/AGG 2026 – Virtual Press Conferences

Doing More With Less: How Equipment Is Changing the Way Work Gets Done

Productivity on a jobsite used to mean working faster. Today, it is about getting more done with fewer people and less downtime.

That shift showed up everywhere at CONEXPO-CON/AGG 2026.

Across the show floor, manufacturers were not just talking about bigger machines or more horsepower. The focus was on helping contractors keep equipment running, reduce idle time and take on more work without adding headcount.

“Everyone is looking for ways to improve uptime and get more out of their equipment,” said Dana Wuesthoff, show director for CONEXPO-CON/AGG. “That came through clearly in what exhibitors were showing this year.”

A few patterns stood out.

One machine, more jobs

One of the biggest changes is how much work a single machine can now handle.

Tiltrotators are a good example. They are widely used in parts of Europe, but adoption in North America is starting to pick up. By allowing an excavator attachment to rotate and tilt, they give operators far more flexibility in tight or complex environments.

“Productivity can improve by around 30 percent with a tiltrotator,” said Krister Blomgren, CEO of engcon. “In some cases, even more.”

That flexibility means fewer machine moves and fewer pieces of equipment on site. Tasks that used to require multiple machines can now be handled by one.

Steelwrist, another manufacturer in this space, is seeing similar interest as contractors look for ways to get more out of the equipment they already own.

The same idea is showing up in other categories as well. Diamond Mowers introduced a machine that can operate on both sides while also supporting a wide range of attachments. It is not just a mower. It is a multi-purpose platform.

The common thread is simple. If one machine can do more, crews can stay lean.

Downtime is becoming less acceptable

Getting work done faster only matters if equipment is running.

That is why more manufacturers are focusing on maintenance and durability in a different way than before.

Conn-Weld, which builds vibrating screens, highlighted a modular design that allows operators to replace only worn sections instead of the entire system. That cuts down repair time and keeps equipment in service longer.

On the component side, companies like Hallite and Trelleborg are working on seals and materials that hold up in harsher conditions.

“Equipment is being pushed harder than ever,” said Ravila Moodley of Hallite. “The expectation is that it keeps running with minimal downtime.”

That expectation is driving design decisions. It is not just about performance anymore. It is about how long a machine can stay productive before something needs to be fixed.

More output in less time

In areas like aggregates and recycling, productivity often comes down to how much material can be processed in a given window.

That is where higher throughput equipment is making a difference.

Edge Innovate introduced a shredder designed to handle large volumes while adjusting automatically to changing material conditions. Instead of constant operator input, the machine adapts as it runs.

That kind of consistency helps keep production on track.

In vegetation management, companies are also rethinking how work gets done. Dipperfox, for example, takes a different approach to stump removal by drilling vertically into the ground instead of cutting horizontally. The result is less debris and a more controlled process.

It is another example of how small changes in approach can lead to meaningful gains in efficiency.

What this means on the jobsite

None of these changes are happening in isolation.

Taken together, they point to a shift in how contractors think about productivity.

It is not just about machine specs or speed. It is about how equipment fits into the bigger picture of a jobsite. How many tasks it can handle. How often it is down. How much output it can deliver over time.

For contractors dealing with tight labor markets and increasing pressure on margins, those factors matter more than ever.

The goal is not just to work faster.

It is to get more done with what you already have.