

DECEMBER 2017

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**TEREX FINLAY OPEN DAYS
FEATURE FOUR NEW,
INNOVATIVE PRODUCTS**

**ROCHESTER CLUTCH
AND BRAKE: FRICTION
SPECIALISTS**

**A GEORGIA COMPANY
PROVES GOOD FIT IN THE
AFTERMATH OF IRMA**



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ROCK ROAD RECYCLE

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**Terex Finlay Open
Days feature four
new, innovative
products**



Haver & Boecker adds Zip Guard for wear protection

ST. CATHARINES, Ontario — Haver & Boecker, a leading equipment manufacturer and solutions provider in aggregates and mining applications, introduces Zip Guard. The 1/2-inch-thick polyurethane liner is installed on the cross beams of a vibrating screen to reduce the impact of passing material.

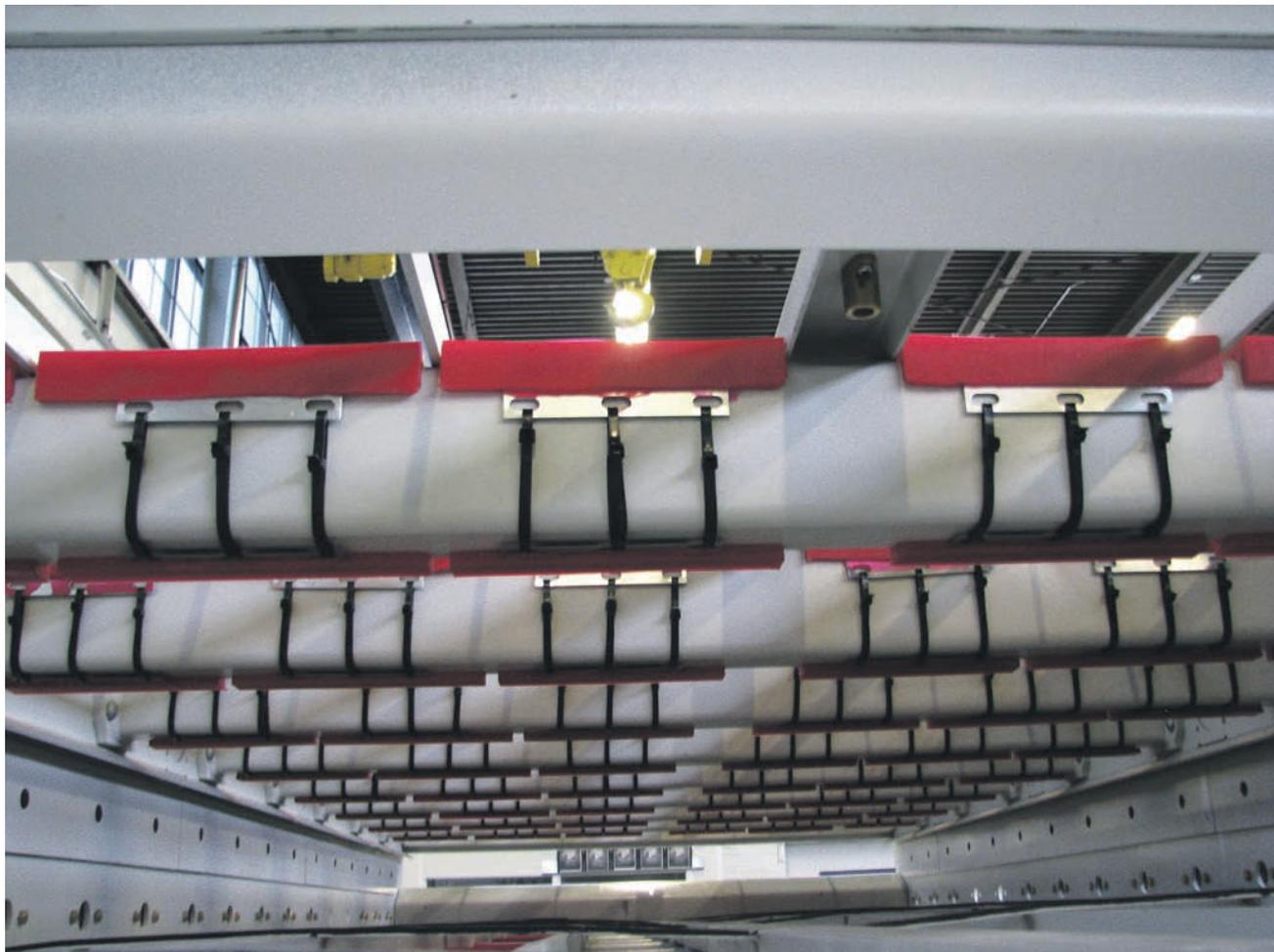
Haver & Boecker engineers designed Zip Guard to support equipment longevity and minimize downtime for

maintenance. Installed by a certified Haver & Boecker technician Zip Guard is available for all Tyler vibrating screens and offers easy access to the beam since it uses industrial-strength ties to attach the liner to the beam.

“Cross beams take the brunt of the impact in vibrating screens and most machines do not come standard with protective liners, which means they experience wear from day one,” said Markus Kopper, Haver & Boecker



Haver & Boecker's new polyurethane liner, Zip Guard, provides a protective barrier on vibrating screens' cross beams, reducing wear and extending service life.



Haver & Boecker engineers designed Zip Guard to support equipment longevity and minimize downtime for maintenance. Photos courtesy of Haver & Boecker

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Rocky Mountains general manager.

Alternative protective methods use rubber, which adheres directly onto the crossbeam. The glue removal process is time-consuming, resulting in increased downtime for repairs. Zip Guard's polyurethane barrier not only lasts longer and experiences less wear, but inspecting the cross beams for deterioration or cracking is simpler than the glue alternative as the liners are simply installed using industrial-strength ties. Crossbeams and liners should be inspected regularly and, when a customer notices wear, they can purchase a replacement and install Zip Guard to keep their machine up and running.

“In this industry, operations don't have time for lengthy maintenance downtime,” said Kopper. “This dilemma led us to develop Zip Guard, to ensure customers' machines can take the impact and run efficiently for longer intervals with minimal wear.”

Cross beams, side plates, feed boxes, discharge lips, bar rails and shaft housings are all structural components that provide rigidity in a vibrating screen. Over time regular wear sacrifices the engineered rigidity required for the longevity of the machine. To combat wear, Haver & Boecker carries a full line of Tyrethane bar rail liners to protect the entire screen deck and maximize the life of both the vibrating screen and the screen media. Customers can upgrade any new or existing Tyler vibrating screen with the protective liners.

For non-Tyler vibrating screens, consult with a Haver & Boecker representative to determine if it is compatible with your machine. To find out more about Zip Guard, email info@havercanada.com or call 800-325-5993.

Terex Finlay Open Days:

features four new, innovative products



by Jon M. Casey

Four of the thirteen equipment pieces at the demonstration site await their turn at showing dealers and customers how well they perform in real-life situations.

Photos by Jon M. Casey

Four new, innovative products were part of the 13-piece equipment lineup on display at the 2017 Terex Finlay Open Days held at the Reliable Contracting Company, Inc. Waugh Chapel Plant in Baltimore, MD on Oct. 6 and 7. With approximately 200 dealers and customers on hand for the two-day event, Rob Scrivener, Reliable Contracting Vice President, along with the Terex Finlay sales and engineering team, offered attendees a close look at nine operational machines and four static displays on site.

In addition to the four screen plant displays (an 863 heavy duty, an 873 heavy duty, an 883+ heavy duty and a 674 inclined screen plant), the event featured five active equipment demonstrations. These included a new J-1170 direct drive jaw crusher, operating in tandem with a C-1550 cone crusher with pre-screen module and a 684 triple-deck screen plant. Together, these three machines crushed shot rock to produce several aggregate sizes.

An I-140 impact crusher followed, feeding into an 893 heavy-duty screen plant, demonstrating recycled concrete crushing and screening while Finlay's new J-1160 jaw crusher also crushed recycled concrete material that was fed onto a new TC-80 tracked conveyor (one of a new line of products for Terex Finlay).

On the recycled asphalt segment of the demonstrations, an I-120RS Impact Crusher, configured with onboard screen box and return conveyor produced a high quality RAP material in a single pass. The final demonstration, an 883+ tracked screen plant outfitted with a double-deck Spaldeck® flip-flow screen box, used this innovative technology to pre-screen RAP material into three distinct but useful sizes. Recyclers who are looking for a way to make use of RAP right off the muck pile might want to consider a pre-screening tool like the 883+ Spaldeck® configuration to make that process simple.

Once each demonstration had ended, attendees had the opportunity to examine the equipment up close, while Terex Finlay technical staff discussed each piece of equipment. These demonstrations were offered on both Thursday afternoon and again on Friday morning for those who were interested in observing the machines on a more personal level.

Earlier on Thursday morning, in a group meeting, the Terex Finlay team gave a number of presentations before departing to the demonstration site. These discussions included the features and benefits of individual equipment pieces along with how dealer and customers could benefit from the company's T-LINK Fleet Management System. Terex team members also outlined Terex Financial System's flexible, industry-specific financial tools to help dealers and customers meet their financial goals when using Terex Finlay equipment.

New Equipment

The first of four new equipment pieces, the J-1170 direct drive, tracked, jaw crusher, is a single toggle jaw crusher that can be used in a number of quarry and recycling applications. The compact design featuring new, smooth-line exterior cowling, offers quick set up times and ease of transport, which is especially helpful when moving from one jobsite to another. The J-1170 is available with direct drive that offers high capacities and large reduction ratios. "The jaw chamber configuration can be set up specifically for quarrying applications or processing construction demolition debris using the hydraulic release option.



The new J-1160 features a compact design, ideal for transporting.

The I-140 tracked impact crusher, utilizing direct-drive technology, makes quick work of recycled concrete material.



Weighing in at just over 52 tons (105,822 lbs.), the J-1170 requires lower transport costs than other larger crushers.”

The smaller J-1160 tracked jaw crusher is the second new crusher in the Terex Finlay line. Weighing in at only 77,930 pounds, this compact unit is ideal for quick set up times and ease of transport while offering significant crushing capabilities for a unit this size. With its optional 10.4 cubic yard hydraulic folding, infeed hopper and by-pass conveyor, this



The C-1550 is able to detect tramp metal in the infeed material. The Hydraulic Tramp Relief System with automatic reset, retracts from the operating position to discharge the contaminated material from the infeed belt before returning to the operating position.

unit’s vibrating grizzly feeder (VGF) provides a pre-screened material that enters the single toggle jaw crushing chamber (40-inch by 24-inch), producing large reduction ratios. “The unit’s automatic variable speed VGF ensures continuous choke feeding of the crushing chamber for optimal productivity.” Powered by a CAT C7.1 Tier 4F engine, the J-1160 has plenty of power to do the job.

The third crusher new to the North and South American market this year is the I-120RS tracked impact crusher. This new generation crusher features the “Terex® CR038 impact chamber with direct drive and advanced electronic control system. This pro-

vides operators with high material reduction ratios and produces a consistent product shape.”

Outfitted with the quick disconnect on-board detachable two-deck, 12-foot by 5-foot screen and recirculating conveyor, this unit is ideal for reducing material in one pass to a consistent, predetermined size. When the need arises, the recirculating conveyor can be rotated from a closed loop configuration to a side discharge for stockpiling oversized material as desired.

The fourth new product is the TC-80, one of two new self-powered, tracked conveyors from Terex Fin-



Brian Pauley (L), Terex Finlay Marketing Manager and Rob Scrivener, VP for Reliable Contractors Co., Inc. were on hand to welcome visitors to the 2017 Terex Finlay Open Days held at Reliable’s Waugh Chapel Plant.

lay. The other current offering in the conveyor line is the TC-65. One of the unique features of these units is that they can be lowered into the transport position, which then fits into a single, 40-foot shipping container. On the job, the 80-foot long, TC-80 has a hydraulic angle adjustment from 0-degrees to 28-degrees elevation, and can produce stockpiles at the rate of up to 400 tons per hour. With its hydraulic drive powered by a Deutz 49 hp engine, the TC-80 offers additional options as well. These include remote control and full under belt and head drum guarding.

T-LINK Fleet Management System

Terex Finlay's T-LINK Fleet Management System is a recent development that helps equipment fleet managers and Finlay dealers to monitor various aspects of equipment operation. Taking advantage of standard cell phone connectivity combined with GPS satellite navigation, this system can monitor work progress, manage logistics, access critical machine information, analyze and optimize machine

performance and provide remote operator support. This helps to keep equipment running well and minimizing costs. T-LINK is currently available on all new factory built screens and crushers. For those who already have Terex Finlay machines operating in their fleet, a "retrofit kit" is available. And not just older model Terex Finlay machines, T-LINK is also compatible with other manufacturers crushing and screening equipment.

According to engineers, working records available from the T-LINK system include location, engine idle time, engine work time, engine load levels, cautions, fuel consumption and other vital data. These reports can be downloaded and retained for a number of equipment management functions.

The system components and software on the machines, collect data and then transmits it to a GPS satellite. From there, the communication network transmits information to the T-LINK data center. This information is retained for the life of the equipment. Data can be accessed by the equipment own-

er from the machine in near time via the internet or from the T-LINK data center on a computer, smart phone or tablet.

Terex Financial Services

Concluding the formal presentations, William Carney and Declan North highlighted the usefulness of Terex Financial Services (TFS), a Terex exclusive financial program that helps dealers with their finance and leasing programs. TFS is designed to help structure customer's cash flow and budgeting in ways that are specific to the heavy equipment industry. A major selling point of TFS is that this tool is designed and overseen by industry professionals who specialize and understand crushing and screening equipment sales and service. With this expertise, TFS is able to assist dealers and customers with both local and TFS financing opportunities. For more information on the Terex Finlay line visit www.terexfinlay.com.



Once material had been crushed through the J-1170 and C-1550, a final screening through this 684 3-Deck inclined screen plant produces an additional four products.



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• Primary & Secondary crushing



Terex Finlay Open Days feature four new, innovative products

by Jon M. Casey

On the cover: Attendees had an opportunity to examine the new J-1170 once the crushing demonstration was completed.

Photo by Jon M. Casey

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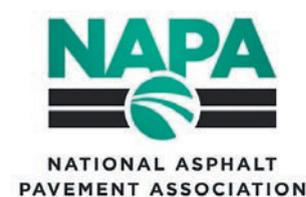
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Some solutions for finding skilled labor

by Colleen Suo



Associations and affiliations:



First MWS UK Open Day showcasing new products a huge success

Washing equipment specialists, McCloskey Washing Systems (MWS), held their first UK Open Day at Crown Aggregates Ltd, Birmingham on Oct. 25 and 26, 2017. The event highlighted new washing and classifying equipment for both quarrying and recycling applications.

Crown Aggregates Ltd, West Midlands' leading recycling company, based in Nuneaton, Warwickshire, has taken delivery of the first new McCloskey wash plant in the UK supplied by Max Innovate, MWS dealer for the UK.

McCloskey Washing Systems hosted a live working demonstration of their ground-breaking products; SandStorm™ 516 and AggStorm™ 150, working in tandem as a shared solution. Together, they process quarry scalpings with a high clay content to produce three aggregates and two sand products.



The event highlighted new washing and classifying equipment for both quarrying and recycling applications.

Photos courtesy of MWS

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OLD REPUBLIC INSURANCE GROUP

The open day marked the launch of the new modular AggStorm™ 80 and 150 range. The AggStorm™ Modular Log washer range designed to operate as stand-alone units or to integrate with the SandStorm™ range of wash plants.

The unique and innovative AggStorm™ modular wash plant brings together rinsing, screening, scrubbing and sand washing capabilities on a single transportable chassis. Primarily designed for the processing of construction & demolition waste, the AggStorm™ can produce up to three grades of aggregate. In this application, the customer is making 10mm, 20mm and 40mm aggregate.

The modular wash

plant SandStorm™ 516's unique features deliver exceptional results, producing 0-2 and 0-5mm grades of sand while producing plus 40mm rinsed stone. The sand plant also has the capability to blend all or some of the fine sand into the coarse sand to maximize the required grading.

MWS UK dealer, Max Innovate is a leading provider of material processing & handling equipment, specializing in the waste and aggregate industries. They have proven expertise in delivering best-in-class products and solutions for these industries.

Fintan McKeever, managing director at Max Innovate, said, "The initial interest in the open day was phenomenal,

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and we quickly realized that we were going to have to spread the event over two days to accommodate all those who wanted to attend.”

“The wash plants provide Crown Aggregates with clean in-specification material that they could not achieve by dry screening; this will increase their sales and grow their customer base. The SandStorm™ and AggStorm™ received lots of positive feedback with many visitors impressed with their innovative compact size, with maximum access to serviceable areas and the quality of the product produced.”

Fintan added, “The tours impressed upon the visitors the attention to detail and pride that everyone at McCloskey takes in what they do, and it made me proud to be part of the same group of such a market-leading company. As I have come to expect from the team at MWS, the open day spoke volumes for the company's ethos, as well as to



Together, they process quarry scalplings with a high clay content to produce three aggregates and two sand products.

serve as an indicator for future growth plans.”

“The SandStorm™ and AggStorm™ modular range is revolutionizing the wash plant

market by introducing innovative solutions and continuing to serve our customers needs and demands around the world. The team at MWS invest a signifi-

cant amount of time on product development and have teamed up with key suppliers to bring new technologies to the washing industry. The decision to hold the

open day was simple - to show customers, new and exciting products in the industry and how they could use them to grow their businesses.”

The two-day event was a huge success, with a strong turnout of 150+ end user customers attending from across the UK. Throughout the open day, a highly knowledgeable team of McCloskey engineers, sales and applications managers were on hand to give informative guided machine tours and application discussions.

Attendees had the opportunity to inspect the machines after the demonstrations and learn more about the features and benefits.

Commenting on the success of the open day, Ben Frettsome, MWS Sales and Applications manager said, “We are delighted with the turnout and to have the chance to showcase our impressive product range in the UK. The Open Day proved to be another successful breakthrough for MWS. Reaction to the plant was exceptional and we received immediate orders as a result. Customers walked around the machines, watched them in action in a demonstration show and discussed the features and benefits.”



The modular wash plant SandStorm™ 516's unique features deliver exceptional results, producing 0-2 and 0-5mm grades of sand while producing plus 40mm rinsed stone.

The participants travelled from all parts of the UK and from overseas for the event.

Sean Loughran, McCloskey Washing Systems director expressed his delight for the numbers that attended. "It is great to see so many people taking time out of their busy schedules to see what MWS can offer. We have invested heavily in our new washing equipment over the past year and it is exciting to show this equipment working efficiently in it's true working environment."

Sean Loughran added, "We are thrilled that the open day was such a success and we extend our sincere thanks to all at Crown Aggregates and to everyone who joined us. Open days give customers real insight into the McCloskey brand, its heritage and the expertise behind our machines. We will continue to develop our products and capabilities as well as our industry leadership."

McCloskey dealer for Northern Germany, Christian Schlicht, of Teufelsmoor Bau-maschinen, commented, "McCloskey continue to be innovative and responsive to the growing demand for high-spec products. We are excited by the innovative designs they are bringing



Primarily designed for the processing of construction & demolition waste, the AggStorm™ can produce up to three grades of aggregate.

to the market and their can-do attitude."

Christian added, "Seeing the machines in action has given us confidence in the level of quality and attention to

detail McCloskey provides. They have demonstrated that it is easy to install, maintain and operate. I am optimistic that the equipment will drive lower cost of production, lower cost

of ownership and a solid return on investment".

Following the huge success of this event, McCloskey Washing Systems will be hosting another UK Exclusive

Open Day event in London at the beginning of 2018. Further details about the event will be revealed soon.

For more information and for a full range of

washing equipment offered by McCloskey Washing Systems, visit www.mccloskeywashing.com or you can follow MWS on LinkedIn.

Flared series multi-row cage mills

The F-Series™ (Flared Series) cage mill features a unique flared discharge opening, efficiently reducing the wettest and stickiest of materials, either abrasive or nonabrasive, without clogging. Increases of up to 50 percent in production up time and at lower maintenance costs have been reported.

The flared housing design eliminates corners that trap material, reducing clogging and down time. The flared design offers high capacities for the initial investment and at lower operating costs than other machine types. The cage mill is capable of producing a variety of product gradations by changing the mill speed. Typical applications include phosphate rock, ag-lime, clays, corn, and ag-gypsum.

Feed sizes up to 3 1/2 inches are typical with capacities from 1 to 200 tph. Capacities vary depending on feed size, feed rate, operating conditions, desired product output, characteristics of feed material, and equipment configuration.

Cage mill design allows for multi-stage impaction, providing high reduction ratios. The multi-row cage design takes material into the center of

the inner-cage where it impacts on the cage impact bars and is hurled by centrifugal force into the path of the counter-rotating outer cage bars. This multi-stage reduction multiplies the impact force and results in higher first-pass yields.

Linings available for specific applications include:

- Rubber — recommended for extremely sticky materials.
- Ni-Hard — for processing a severely abrasive material or semi-coarse product.
- Stainless Steel — for the reduction of corrosive and wet/sticky feed material and high-temperature conditions.
- Abrasion Resistant Steel — for minimum replacement cost and simplicity.

Tests are performed in the Stedman test plant using full-scale production-size mills to produce the gradations required. Send a material sample for evaluation.

Stedman Machine Company, 812-926-0038, www.stedman-machine.com/f-series-cage-mills.html.



The flared housing design eliminates corners that trap material, reducing clogging and down time.

Photo courtesy of Stedman

Quality Aggregate, LLC: have crushers, will travel

One of Quality Aggregate's three mobile spreads is crushing recycle at Valders Quarry in Wisconsin.



by Bill and Mary Weaver

Jerome Trapp, owner and operator of Quality Aggregate LLC, has set up the kind of secure (although logistically very complex) business that most of us only dream about. Based in Green Lake, WI, Quality Aggregate has 15 steady customers for his crushed clear stone, road gravel, aggregate for asphalt, road base rock, fines and crushed recycle. As long as road stone is needed and cement and asphalt continue to be made, he will have work for his company.

"We custom-crush for pit owners. [Trapp himself owns 3 pits.] We sell it right out of the pit and customers truck it for us," said Trapp.

At Quality Aggregate's quarry near Oakfield, WI, leased from Eden Stone Co., Trapp said, "We'll be working here for 25 years until we have our job finished." Trapp's job at Oakfield is to blast, crush, and truck away the top 30 feet of rock from the 40-acre parcel. That will take the quarry down to a level where Eden Stone's 1¼-inch diameter test cores

have shown the company can begin to remove high quality dolomitic limestone building stone and landscape stone. Building stone from the Oakfield area has a popular but unusual "distressed" or "weathered" appearance, and has sold well for Eden Stone from other nearby quarries.

The only problem at this particular Oakfield location had been that the "distressed" pattern in the top 30 feet of rock, over the whole 40 acres, was not attractive and so could not be sold as building stone. It all needed to be removed to get down to "the good stuff." Trapp and his crushing crews are hard at work to take care of that problem.

"We have one acre of the quarry down 30 feet," he explained. "Eden Stone has already started pumping out water there with a Gorman-Rupp pump. As we expand that area over the next couple of years, Eden Stone will start quarrying behind us."

Trapp's mobile spread at the Oakfield Quarry depends on CAT loaders and excavators. "All but two of my nine loaders, and both my 330 C excavators, are CATS," he noted. "The 980G CAT loaders don't require downtime for repairs. They can take the punishment of handling a lot of weight day after day, and are very dependable." A John Deere and a Liebherr 580 2T2 loader fill out his roster of loading equipment.

Trapp's primary crusher at Oakfield is a powerful KPI JCI jaw, FT 2650. With its 26x50-inch opening, it can handle large scoops of multi-sized rock served up by the CATS. This primary jaw comes with several options that Trapp has found to be useful. It has a side discharge conveyor for material that has already been crushed to size. "There's no point in running already sized material through the rest of the system," commented Trapp. His Fast Track 2650 also includes the optional cross belt magnet and the 1½ inch stroke, giving the machine a 25 percent larger throughput than most other primary jaws in its class because of the larger jaw movement.

The hydraulic wedge CSS adjustment, holding the jaw in place and moving it in and out, "makes the dif-



The defects in this rock show clearly why the top 30 feet must be removed to get down to what Eden Stone's cores have shown to be quality dolomitic limestone.

ference between spending only 30 seconds or spending half an hour in making jaw adjustments." With his optional 2½-inch grizzly spacing, "I can control more rock with the settings of the jaw."

As we watched, this huge tracked, self-propelled machine weighing 97,000 pounds, lumbered forward to the desired position — an impressive sight — after hydraulically unfolding its conveyor so that it would connect with the conveyor to the secondary, a KPI JCI 440 cone crusher.

The Kafka Conveyor coming off the side of the secondary, which conveyed 2-inch minus was linked horizontally with conveyors by Superior and KPI JCI. This 2-inch minus rock was conveyed to a free-standing CedarRapids screen, separating the 2-inch minus into ¾-inch road gravel and 1½-inch road stone. The fines, which were screened on the secondary KPI JCI's built-in 100-square foot Astec screen were flowing rapidly from the conveyor and had to be repeatedly scooped up by a CAT 980G or Liebherr 580 2T2 loader to make space for more fines running off the conveyor.

"I have markets for all the fines I can get," noted Trapp. "Customers buy them to use in concrete, for under garage slabs, for top-dressing gravel drive-



This Wisconsin dolomitic limestone, sized for road base, is another product for which Quality Aggregate has ready markets.

Photos by Bill Weaver



Showing the unusual arrangement of conveyors described in article. The Kafka conveyor (top) comes directly from the secondary, carrying 2"-minus rock to the small hopper on this separate screening conveyor on its way to the CedarRapids free-standing screen.

ways, and for biking paths. I only have wash plants for clear stone at two locations," he continued. "In those locations, the rock is very sandy." However, the large concrete company he supplies with aggregate has several wash plants of its own, covering a wide area, and Trapp also crushes clear stone that is washed there, in ¾ and 1¼-inch sizes.

Much of the rock used in asphalt comes from three quarries in the Upper Peninsula portion of Michigan, near Rockland, where the rock is hard black granite. At the time of this writing, in mid-October, all three of Trapp's mobile spreads were working in quarries in Michigan's Upper Peninsula, where, in addition to black granite, he also quarries gravel and sand. Quality Aggregate also crushes recycle, both asphalt paving from his road contractors and chunks of broken concrete, collected on-site by his largest customer for clear stone. For crushing recycle, Trapp again favors KPI JCI equipment, but in this case, he uses a totally self-contained horizontal impact crusher, a 4250 Impactor with built-in Astec screens.

Although Quality Aggregate's crews do crush aggregate year-round, in Michigan's Upper Peninsula quarrying becomes impossible after mid- to late November. The sand and gravel associated with much

of the black granite in the U.P. eventually freezes hard, and will stay frozen through the long northern winters.

Before freeze-up comes, all Trapp's mobile spreads will be moved out of the U.P., to spend the winter working in southern Wisconsin, where quarrying can continue without a let-up. Trapp and his crew of 11, which includes his son Matt, all hustle. They are not the type to be content spending their winters with their feet propped up.

This working style is reflected in Quality Aggregate's annual crushed output.

"This year we expect to crush about 1.2 million tons of rock," said Trapp. "We bought our third mobile spread this year. Last year we crushed about a million tons. With only 1 mobile spread in 2011, when I started this business, we crushed 650,000 tons." (Trapp had previous experience in the industry in the early 1990's, owned 3 quarries by 2011, and had been running a consulting business which gave him a lot of industry contacts.)

By this time, readers may be getting a sense of the logistical complexities of running a company like Quality Aggregate. Trapp's mobile spreads move back and forth as needed over about a 250 mile distance, from southern Wisconsin to Ontonagon in Michigan's U.P., and as far to the north and west as Hurley, WI, where Trapp crushes aggregate, sand and gravel at another black granite quarry.

"It can take eight to nine semis to move a mobile spread," Trapp continued. "If I moved all the machines myself, it could take me 8 days. Instead, I call in a trucking company, Cons Trucks, out of Stevens Point," WI. ConsTrucks specializes in heavy hauls on lowboy trailers. "They send me eight semis. We load everything. They can move us 200 miles away, and we can be started crushing

again at the new location that same day."

ConsTrucks gets a lot of business from Trapp. He moves one or another of his mobile spreads 26 or 27 times in a season. Somehow, Trapp stays on top of the whereabouts and current condition of each piece of machinery, the amount of material crushed and any problems that need to be solved at each location. Although some days he operates a crusher, Trapp puts a lot of miles on his pickup driving from one mobile spread to another.

This time of year, though, with all his crews and machines in the U.P, he is "camped out" at night in a motel for the duration of the quarrying season there, until sand and gravel freeze hard and all quarrying comes to a halt in the U.P for the rest of the winter. Lights are needed for part of each workday in these far-northern quarries by this time of year and Trapp supplies lighting, using an Ingersoll-Rand Light-source Light Tower system.

Later in November, Trapp will truck all his machinery into his winter quarry locations in southern Wisconsin, where it will stay put until road restrictions are lifted in spring. "We blast and crush, blast and crush," he explained. "We hire blasting contractors from three different companies, depending on where we're located. In southern Wisconsin, our contractor drills and blasts for us straight through the winter."



Above: Lights are needed for part of each workday in these far-northern quarries by this time of year.

Two Photos courtesy of Quality Aggregate, LLC



Left: All Trapp's mobile spreads will be moved out of the U.P. to spend the winter working in southern Wisconsin, where quarrying can continue without a let-up.



Grand opening celebration for Rock & Recycling Equipment, LLC of Sutton, MA

(L-R) Nancy and Brendan Fox; Shane and Melissa Fleming take time to pose together during the grand opening activities.

Photos by Colleen Suo

by Colleen Suo

Rock & Recycling Equipment LLC held its official grand opening and open house on Thursday, Nov. 9th at their new location, 79 Worcester Providence Turnpike in Sutton, MA. The winning team of Brendan Fox, Shane Fleming and Mike Lanchanski are working together again for McCloskey International as a full-service dealer serving Connecticut, Rhode Island, Massachusetts, New Hampshire and Maine representing McCloskey International Equipment. The new additions to the team include Mike Conway Jr., (sales), Steve French (Service), and Lisa Stuart (Parts).

Fleming, after a brief period away from the industry, and Fox, after taking some time representing another manufacturer, joined forces in 2016 to start the new independent dealership. The two partners are excited about the positive results they've had this past year after moving the company from Devins to the high visibility Sutton, MA location and reworking the name from Rock & Recycling Solutions to Rock & Recycling Equipment, LLC.

According to their website, they proudly offer new and used portable aggregate processing equipment for sale or rental and "stand behind the superior McCloskey International product and their extensive line of trommel screens, stackers, flat deck screeners and crushers."

Fleming commented, "We've had a very strong first year. Better than we had anticipated — we're very happy." They'd had a plan from the beginning to get the yard cleaned up in order to host something. The fast moving plans for the open house were just the motivation they needed. The huge yard was perfect



for displaying over a dozen pieces of equipment with plenty of walk around room and the large indoor service area served as commissary for a the barbeque buffet for the day.

John Tucker, representing Newport Construction Corp.'s materials division, was one of many satisfied clients who stopped in during the day. Newport Recycling currently owns 10 pieces of McCloskey International Equipment, including portable jaw, cone, and impact crushers. They operate out of a 230-acre facility utilizing the equipment for both recycle and quarry applications. They run McCloskey equipment almost exclusively. Tucker commented one of the main selling points for them is the exceptional service offered through the McCloskey brand. "We're easygoing guys and to this day I don't mind doing the work myself — especially if it's a quick fix — but if it's something a little bigger, I know I have the support from Rock & Recycling. Brendan or Shane will answer my phone night or day and that's all I ask."

He went on to say he also appreciated their honesty in dealing with him. "Both Shane and Brendan will say, 'John, this is the way it is.' I'd rather hear 'Hey, I can't get there right away.' Then I know what I have to deal with and can change the game plan. They have been good at communicating with us, and we appreciate that."

"Rock and Recycling Equipment's new location is strategically placed to be able to serve their growing customer base across New England," said Julie Andras, global marketing and communications manager for McCloskey International. "Their rapid growth is a result of solid in-the-field experience, excellent customer relationships, and their dedication to our product lines."

For more information visit www.rockandrecycling.com.



John Tucker (L) and Matt Morse from Newport Recycling share a laugh with Julie Andras of McCloskey International.

Photo courtesy of Rock & Recycling Equipment



The winning team of Brendan Fox and Shane Fleming with salesman Mike Lanchanski.



Fox reviews some of the features of the J50v2 with Kip Dirazonian (on steps) of Kdee Construction from Mendon, MA.

What do employers need to know about **Marijuana?**

by **Jon M. Casey**

Increasing numbers of states are legalizing the private medical and recreational use of Marijuana. West Virginia was the latest to sign it into law in mid-April, 2017. Thirty states now have medical marijuana laws. Nineteen of those plus Washington, D.C. have operating dispensaries. Eight of the states plus Washington, D.C. have recreational use laws and four of the states have operating retail marijuana stores. Nevertheless, workplace guidelines remain strict.

Marijuana laws are very "state specific" said Mark Shaw, Esq., attorney with Eastman & Smith, Ltd., at the Northeast Mine Safety and Health Conference in Columbus, OH in early April. Noting that he and his associate and co-speaker, Melissa Ebel, Esq., were not attempting to make a political statement, they

were simply making attendees aware of what is taking place in the nation.

Shaw said at the federal level, marijuana use is still illegal nationally and that it is a Schedule 1 narcotic. He said there is still some question as to how the federal government will enforce these laws because there is a new administration with a new Attorney General, Jeff Sessions, who has frequently spoken of the negative effects of marijuana use.

As one example, Shaw said that the Ohio State House Bill 523 created the Medical Marijuana Control Program, however it only permits patients to use the substance when prescribed by a physician and for restricted permissible uses. Four of the twenty qualifying conditions within the legislation are Cancer, Alzheimer's disease, Glaucoma and Parkinson's disease. More importantly, smoking marijuana is still illegal, however vaporizing it is permissible. He said that currently, there is considerable, ongoing rule making as to how this fairly new law will be implemented and that it will be fall of 2018 before all of the guidelines will be in place.

about how the drug will be dispensed and regulated in several of these states. She touched on how employer and employees will interact when the laws are fully implemented. This is especially true if the company policies include how marijuana use is covered in the workplace and what will take place when the user is under the influence, even when administered by a physician with a prescription.

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Mark Shaw, Esq., talks about the legalization of Marijuana across the nation.

Photos courtesy of Jon M. Casey

Melissa Ebel continued on this topic focusing on regulations in several of the states represented at this conference. She said that Ohio's Revised Code 3796.28 still provides that employers do not have to permit their employee's use, possession or distribution of the substance. Employers may discipline, discharge, refuse to hire or otherwise take adverse action because of employee's use, possession or distribution of the material. Employers may also establish drug policies including a drug-free workplace and a zero tolerance drug policy. Additionally, when firing employees for this reason, unemployment compensation can be denied to the worker for "just cause" since they violated the company's drug-free or zero-tolerance policies. The employee will have no private right of action because of his use of marijuana on the job. Meanwhile, many other states go to greater lengths to protect the employee who uses medical marijuana, while Ohio does not.

Ebel continued with a more detailed discussion



Melissa Ebel, Esq., reminded attendees of MSHA's prohibition of intoxicating materials in or around mines.

She said Indiana has the strictest laws regarding marijuana. The possession of the slightest amount is cause for severe fines and other penalties. Other states like Kentucky, Maryland, New York and Pennsylvania have a number of differing laws that allow everything from growing your own plants to variations of how much of the drug is allowed to be in a person's possession at any given time. These states allow medical marijuana in some forms, but not all.

New York has had a medical marijuana law since July 2014. The first dispensary opened in January 2016. Their law doesn't allow for plant usage but only allows products made by certain laboratories. The restrictions are strict and only about 10,000 residents have been approved for use thus far. Employees are protected when using medical marijuana more than in some states however there are some clauses in the regulations that point toward the mining industry to be somewhat exempt from this protection, but not specifically. Further clarification will need to be made in the coming months.

Pennsylvania passed their law allowing medical use in 2016. Like the state of Ohio, Pennsylvania doesn't allow smoking it. Much of the law is not operational as yet. There are significant protections for employees in Pennsylvania. The State Auditor General is pushing for recreational marijuana usage as a way to raise tax revenue to help offset the state's deficits. His estimates suggest that annual tax revenue would approach \$200 million if recreational use were legalized. It remains to be seen how this will progress. For more information on this topic from Shaw or Ebel contact them at Eastman & Smith, Ltd., at mashaw@eastmansmith.com or maebel@eastmansmith.com .

Rockster live demo: showing wide variety



The strong team of Equip Sales and Rockster.

Photos courtesy of Rockster

On Sept. 30 Equip Sales and Leasing Corp. of North Haven, CT hosted a Live Crushing Demo Day, located at their sister company Modern Materials Corp. in Hamden, CT. They organized an outstanding event, introducing eight different Rockster machines.

Equip Sales and Rockster are linked together by a longstanding partnership of best dealers on the East Coast who know these product lines well. "We have been working together with Rockster since 2009 and have already sold many Rockster units here in the USA, and with a sale in Bemuda as well. Our clients come from different areas, with a demo like that we wanted to give contractors an opportunity to find ways to spend what funds they have as effectively as possible. Vendors should be prepared to identify money saving aspects for their products and services. This was the perfect demo for construction companies, landscapers, concrete companies and aggregate recycling and road building companies", says Joe Collazo, sales manager at Equip Sales.

Presenting a variety of the Rockster portfolio

Looking to enhance the presence in the states, Rockster shipped 8 different units to the demo show:

- Impactor R700S
- Impactor R1000S
- Impactor R1100DS
- Finishing Screen RDS410
- Scalping Screen RSS410
- Scalping Screen RSS514
- Stacker RST18
- Stacker RST23

All impactors at the demo offer Rockster's patented closed-circuit system with the removable screen box and the double functional return/stockpile conveyor. These accessories allow producers to crush material in one pass and gain a consistent high quality grain without further crushing or screening. With the finishing and scalping screens Rockster can provide an even wider range of recycling possibilities or processing options. By using a Rockster crusher in combination with a stacker, clients can increase their productivity through much larger stacking capacity. Wolfgang Kormann, CEO of Rockster Recycler says: "We wanted to present a big part of our portfolio, so U.S. customers can get in touch with our products.

In my opinion demonstrations and references are the most useful ways to promote products like ours, because the customer can really interact with the machine and get to know all features and different applications. The exchange of experience from the different customers is one way more to get trust in our products."

New R1000S: highlight of the demo

The first-ever live demonstration of the new Rockster impact crusher R1000S in the United States was a complete success. This self-monitoring plant is especially designed to increase operating and safety comfort and includes a wide diversity of refinements, just like an easy gap adjustment for a simpler grain size adaptation, an integrated measuring system for full machine control and analysis as well as a 2-deck pre-screener for a further grain fraction plus increase of the machine efficiency.

The R1000S has an inlet opening of 40-inches by 29-inches, which not only allows for the infeed of

large material, it also offers a high output capacity for varying sized material at rates about 300 t/h. Basic features on the R1000S include an adjustable bypass chute, vibration feeder with 2-deck pre-screen, vertically adjustable magnetic separator, remote control with color-display, electronic controller with color-display, sound-proofing, a dust suppression system and crusher overload protection. The impactor came outfitted with the optional RS100 screen box and the RB92 double-function return/stockpile belt, this whole system has a weight of about 77,000lbs, length of 46 ft, width of 9.3 ft and height of 10.5 ft. "I was already very excited to see the new crusher live in action and all of my expectations were exceeded. I like the modern design with the diagonal lines and all the new features with so many extraordinary details", says Daniel Civinski, Rockster Representative for the USA.



There was great opportunity for comparison amongst the different crushers.



The Impactor R1000S equipped with its optional screening system crushes concrete on the RST18 stacker.

According to Wolfgang Kormann, the development of the R1000S was an important step to show Rockster's ambitions for innovations: "By listening to the customers' requests for more machine control as well as higher operating comfort and safety, Rockster has designed a crusher that combines state of the art technology with long proven Rockster standards like the hydraulic system. We are sure that this was the right step and are proud that we could finally demonstrate our new plant to American customers."



Rockster Finishing Screen RDS410 screening topsoil.

All impactors at the demo offer Rockster's patented closed-circuit system with the removable screen box and the double functional return/stockpile conveyor.



Impactor RS700 showing great performance in crushing concrete.



by Colleen Suo

The shortage of skilled labor within our industry is something we've been hearing about for quite some time. As the Baby Boomer generation nears and enters retirement age, a large segment of the workforce — across all sectors — will be leaving a gaping hole.

If owners and administrators are forward thinking and proactive, they have been assessing their own workforce (large or small) and hopefully have been taking adequate steps to begin to fill that gap.

During 2017 CONEXPO-CON/AGG, Bob Henderson, AED Foundation president, hosted a morning session on the topic with Jerry Randecker, president of Jordan-Sitter Associates, David Coe, senior vice president at Orion Talent (formerly Orion International) and Terry Marohl, ND State College of Science associate professor. Their focus was on equipment industry workforce challenges and what you can do to be proactive in meeting these challenges head on. Although they zeroed in on technician shortages, the methods and suggestions reviewed here can be applied to any recruiting and hiring program.

The most obvious reason for the shortage is a lack of people coming of age with hard skills to replace the growing number of retiring baby boomers. According to Henderson, technician recruiting in the past was done in farming communities, small repair shops and small diesel shops. This supply chain is dwindling. Other reasons include technician demographics, cultural biases and lack of exposure in middle and high schools to the industry. When referring to demographics, Henderson remarked that students generally want to go "away" to school but most want to return home to work.

Cultural bias has been against learning a trade and pushing 4-year (at least) degrees for over a decade. Henderson stated that a two-year degree could get the candidate out on his or her own and on a career path quickly. He also felt that the lack of industry exposure was the industry's fault.

"We're not getting deep enough into the educational system" to expose the students to industry options at an early age. He also said the industry needs to employ collective efforts to reverse that trend.

Another factor mentioned was that high school CTE (career and technical education) program funding has seen a decline even with the signing of the Perkins Act. The fact is: Perkins Act money can go "into any vocation—most likely the ones that are lobbying their state capitals the hardest."

It would behoove the industry as a whole to begin to focus on that task as well.

Although traditional methods of finding skilled labor can still be employed, there are challenges. Many of these challenges drill down to the fact that students are not informed of their options in the construction industry at an early enough age or that there are many rewarding and well-paying occupations to be found within our industry — from technicians to operators.

College job fairs and high school career days have been a good source in the past and will continue to be so. The industry, it was suggested, needs to begin in the middle schools now to pique the interest of the next generation of candidates.

Terry Marohl shared some insights into alternative recruiting methods that could be employed as we move forward. He suggested identifying and recruiting local individuals before they start college. Partner with the local high school or vocational school to see who might have an aptitude for a particular skill set your company regularly employs. They may already be familiar with your company and have 'roots' in the community - which will help with retention later on.

As for college recruiting, Marohl recommended attending "career fairs, not for graduates but for first year students that may be seeking summer jobs and may have an interest in your company." He also recommended providing internship opportunities for students, giving you "the edge by

Some solutions for finding skilled labor

The most obvious reason for the shortage is a lack of people coming of age with hard skills to replace the growing number of retiring baby boomers.

developing a relationship with a prospect before committing to a full time position. It gives both the student and you a chance to "test-drive" each other and allows you to build a relationship with the prospective employee before committing" to a full time position.

It is also an excellent opportunity to experience the student's soft skills — how well do they get along with the people in the shop or on the crew? Can they get to work on time? What is their work ethic like?

They get to experience first hand what the job description entails – this is what we do, this is how we do it, this is how we conduct business, etc. Marohl explained some companies have a plan to provide paid summer work for students before they begin their college education. It is basically a chance to see if the student is a good fit for your company or if you are a fit for them. Sometimes there are misconceptions on both ends. This period may only be a few weeks and perhaps even more like job shadowing than actual work depending on the needed skill set, but the outcome could save the company future time and money as well as being an eye opener for the student.

Another effective technique is for the company to stay in contact with the student while they continue their studies and offering continued employment/training opportunities during breaks.

Another of the presenters during this session was David Coe. Orion Talent™ assists in pairing transitioning and former military talent to employer's needs across all sectors. If you think a former or transitioning military person would be a good fit for your company, Coe suggests that the companies having the most success in hiring military talent are those that approach the hiring from a business case attitude as opposed to the moral or ethical case attitude. In other words, you hire the military talent because it's a good fit for your business — not out of pity or thinking that it would be good for the vet to give them a job.

He suggests looking at what areas of

need your company actually has.

Is it a shortage of technical talent, leadership talent or a combination of those two things? Then look into the local military talent community and identify the folks that have that type of background.

Coe offered some insight into the pool of talent found within the former and transitioning military community. "The war for talent (no pun intended) within the military community is at an all time high. You'll find [that] a lot of great skill sets, attitudes and perspective on going to work in your industry thrive in the military, whether someone is coming from a construction related job on active duty or not. Most veterans, especially those that are transitioning directly from active duty want to get back close to home — a point that was touched on earlier — they want to find an organization that will invest in them and give them an opportunity to grow and thrive within it and have an opportunity to be trained and really to just be given a chance to succeed." More organizations are recognizing military talent and are aggressively going out to find it and hire it. Coe stated that during the calendar year 2017, 200-225,000 active military personnel will be leaving active duty and be transitioning into the private sector. That is a huge pool of talent ready to be trained and/or immediately employed.

Coe gave a list of best practices for successful military talent programs:

- Create a military talent program plan – you should be aligning key personnel (decision makers, talent acquisition, human resources and operations managers) to develop your hiring plan.
- Set measurable goals and objectives — It is critical to be able to track and measure results including metrics on hiring, performance data and retention rates.
- Understand military talent — focus on gaining a clear understanding of the backgrounds and skill sets that are a match for your targeted positions.
- Develop a focused brand marketing

and veteran outreach campaign — Traditional civilian recruiting methods have proven ineffective in reaching military talent. It is important to reach veterans where they are, keeping in mind the uniqueness of their job search situation.

• Make on-boarding a priority — Create networking opportunities, mentorship programs and pay special attention to benefits that will appeal to veterans in order to assist them in continuing their transition in the civilian world.

As owner of a recruiting firm, Jerry Randecker focused on the hiring process. After he reviewed the general cost of hiring and training a new employee — anywhere from \$5,000-\$15,000 depending on the position — he wondered at the cost of a bad hire. It could be double or triple that in dollars and the effects of attitude and morale among your other employees could be incalculable.

Randecker offered a few tips when you are ready to pursue active recruiting. Number one on

the list is a well-defined job description. This is for your benefit as the employer, so you know what you're looking for in a candidate. He suggests coming up with a list of desired qualifications or must haves and use it as a checklist during interviews explaining, "the thing that you can do that is most productive toward hiring the right people is to know what you're looking for before you go into the process."

Depending on the size of your company, posting the job opening internally is a great way to find candidates. It not only gives your current employees a chance to bid on the position, it lets your employees know there is an opening and usually "your good employees will recommend good employees."

Other resources include external relationships (your own friends or social network); temp agencies (give you a chance to "test drive" an employee) and specialized recruiting firms will do a lot of the preliminary background checks for you, and don't eliminate

social media but use caution.

For the interview, Randecker encouraged everyone to develop a list of consistent questions (after you have your job description) to enable you to compare interviewees against each other. Diving into what was mentioned earlier about work ethic and other soft skills, "You've got to spend some time with people to know who they are."

Have some entry-level requirement for each position in your company and don't ignore standard assessments ie: references, drug tests, driving and criminal record checks, etc. and be consistent and objective in obtaining them — no matter who recommends the candidate. Put the job offer in writing for both parties protection, listing any timeline for probationary periods / raise expectations and the like. Lastly, he suggested following up with your new hire. Some companies have formal reviews periodically, others just check in on regular intervals to see how an employee is doing.

Lippmann-Milwaukee Inc. announces executive changes

Lippmann experienced a tremendous loss when Robert Turner passed away in September after a courageous battle with cancer. Robert joined Lippmann-Milwaukee in 1990 as vp of sales. He was appointed President in 1998.

Robert ran the business with a goal of offering superior customer service as well as the highest quality product in the industry. The company has grown exponentially under the leadership of Mr. Turner.

Robert leaves behind a company second to none. He developed a culture focused on customer satisfaction, quality, and building long-term relationships. That spirit will continue in his honor.

Lippmann will continue to move forward as a family-owned business under the same values and standards as Robert established over the last 27 years. His greatest legacy is the talent and commitment of the team he developed. We will honor Robert by continuing his passion and drive for Lippmann.

Lippmann-Milwaukee Inc. recently announced the appointment of Kerry Turner as their new CEO. She assumed responsibilities on Oct. 19, 2017 and succeeds Diane Gabriel. Lippmann-Milwaukee Inc. has also announced the appointment of Jaime Schultz as their president & CFO.

She also assumed responsibilities on

Oct. 19 and succeeds Robert Turner. Diane Gabriel will remain active as the chairman of the Board of Directors. Gina Dathe, vp of human resources, and Kevin Kiesgen, vp of sales, will remain officers of the company.

Lippmann will continue to be supported by their strong team of managers developed by Turner. The management team has a combined total of 123 years of service with the company and is dedicated to continuing the legacy. The management team consists of the following:

- VP of HR – Gina Dathe (Officer)
- VP of Sales – Kevin Kiesgen (Officer)
- Engineering Manager – Jim Bremer
- Supply Chain & Purchasing Manager – Mark Bullard
- Field Service & Warranty Manager – Jeremy Kerber
- CIO – Tom Neumann
- Manufacturing Manager – Jeff Wagner





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Prairie Dawg Practical

by Tim Holmberg, DEMI Equipment

Hey Prairie Dawg, “tracked vs rubber tire”

I was recently asked by an old timer if they should consider one of these highly portable track mounted crushers and screening plants. And what was making them so popular all of a sudden as he was still struggling within to see what all the hype was about versus his tried and true rubber tire truck portable chassis.

As time evolves so does the technology within, and it would appear that these smaller footprinted track operated plants are here to stay; as all the electronic gadgets and gizmos involved in keeping them alive and operating (both durably and efficiently) become so

much more reliable. Not all that long ago computer systems and electric-over-hydraulic driven features were starting to develop — let alone combining them immediately with the rough and tumble world of rock breaking and sorting — look out!

We all know that first to market ideas all require continued support, developmental changes, and simple economic acceptance to continue advancing in our technologically advanced society. Thankfully the manufacturing spirit lives strong and ultimately through strong competitive spirit among similar organizations

much better equipment starts to reveal itself each and every model year. Yes, some technology may move a bit faster than one would hope and yes most would say “you’ve got it perfect now don’t go and change it, just leave it alone!” Just remember if Henry Ford never pushed for assembly line production where would we be today?

So we may be hesitant at first, but like anything else, we continue to see how these new track-equipped tools bring forward a new direction to an old process, which is now run by a much younger mindset.

On the flip side, the rubber tire version of the same track mounted counterpart often provides larger production rates. This is based on more real estate to get all these components positioned together to do what we need them to do. This extra real-estate typically provides much easier maintenance and repair projects generally keeping the frustration levels a bit lower which usually equates into a more thorough and quality done repair. The rubber tire machines don’t typically require a larger and therefore, more costly transporter to get them from job site to job site making for cheaper mobilization costs being bid into the work. So with these three key points in mind when bidding a job, you can quickly see that rubber tire plants may still be the King of the Castle for all around versatility.

Back to the track-mounted machine and some of their key marketable features that often stand ahead in an argument.

Most younger generation employees seem to relate better to all the electronic features and of course, joystick controls. They think how cool it is to be able to drive the plant into position and better still when in conjunction with another track mounted machine and just hit the “GO” buttons; and start feeding within minutes of job-site delivery. This while the old guys are still running wires/chords, driving in ground rods, and checking rotations on motors. Not to mention greasing multiple grease points from one end to the other, blocking and leveling, training and tracking and setting up all the transition conveyors. I’m guessing one can quickly understand the benefits this younger generation is quickly realizing and throw on top of it all, the performance recording logic that practically creates the production reports — sending them directly to their personal smartphone of choice. Who knows? Within the next twenty years, they may actually be running these track plants from the seat of their work truck while the autonomous mine trucks (already in existence) and loaders supply them.

Another key environment in which these tracked machines shine are the small demolition sights where you could never imagine the larger tired machine even coming close into position. So being a smaller footprint of a machine in this case has its advantages in being best suited for a smaller area application.

Design engineers have continued to build a more user friendly, trustworthy, productive, and even universally adaptive machine that truly is becoming more maintenance and repair friendly and in years to come especially for the aggregate and recycling industries. Because of these ongoing advancements there will definitely be other manufacturers bringing their versions to market too.

I’m guessing by now most organizations have likely tried a track mounted machine and most likely there is still a “love it” or “hate it” feeling, so I say to each his own. What may not work for you can definitely be viable down the street and vice-versa. So sit back and see where all this plays out, I know I will continue watching.

Please, if you enjoy these random aggregate and quarrying equipment based subjects, tune in for more topics to come. Send me a subject or topic you would like brought to light and any associated questions you would like to have discussed and I will gladly provide my best answer based upon my specific point of view and personal experience.

Questions or Comments? Tim Holmberg prairiedawg@pdpractical.com . Or simply write me a letter and we will send you a T-Shirt or Ball Cap: Tim Holmberg, 2915 Idea Ave., Aberdeen, SD 57401.



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Voters demonstrate overwhelming support for transportation investment

Over 80 percent of state & local ballot measures approved

WASHINGTON, DC — Voters in 20 states approved more than 80 percent of 215 transportation investment ballot measures Nov. 7, mostly at the local level, according to analysis conducted by the American Road & Transportation Builders Association's Transportation Investment Advocacy Center™ (ARTBA-TIAC).

Preliminary results show voters approved 176 of the 215 measures, or 82 percent. Results are still pending in six Michigan localities. The approved measures will support \$2.9 billion in new transportation investment revenue and \$1.3 billion in continued funding through tax ex-

tensions or renewals. The timing of the market impact of these actions is difficult to project as revenue approved will last as long as 25 years.

Maine voters approved the only statewide measure — a \$105 million transportation infrastructure bond — with 72 percent support. This was the state's fifth successful transportation bond in six years.

Voters in Pinal County, Arizona, approved a half-cent sales tax that will total \$640 million for highway construction over the next 20 years. In Pinellas County, Florida, a renewal of a one cent county-wide sales tax will provide a total of \$412 million

for road, bridge and trail projects. Voters in Denver also approved a measure to provide a \$415.5 million bond to fund road and bridge repairs as part of a larger \$937 million bond package that voters signed off on.

Georgia voters approved all 12 sales tax measures on the ballot. As part of the statewide transportation funding increase passed in 2015, legislators included a provision to allow local governments to raise revenue for infrastructure investment through ballot initiatives.

The largest number of measures were in Michigan and Ohio — representing over two-thirds

of the initiatives tracked by ARTBA-TIAC. Many of these were smaller property tax measures to renew local funding for roads, streets and bridges for a five-year period.

Voters also approved several other measures earlier in the year, among them a \$1.6 billion bond in West Virginia approved Oct. 7 with 73 percent support.

Including the most recent results, voters have approved 74 percent of over 1,200 transportation investment ballot measures tracked by ARTBA-TIAC since 2007.

Gas tax support doesn't hurt N.J. lawmakers

New Jersey voters showed their support for

transportation funding on Tuesday by re-electing lawmakers who backed the state's 2016 gas tax increase. ARTBA-TIAC tracked New Jersey state legislative elections as lawmakers faced voters for the first time since approving the October 2016 state gas tax increase.

On Nov. 7, 100 percent of 61 New Jersey lawmakers who voted for the gas tax increase in 2016 and ran for reelection won their seats. The results compare to 97 percent of 36 lawmakers who voted against the gas tax increase and won reelection.

The findings corroborate an earlier ARTBA-TIAC report that found

voting for a state gas tax increase does not hurt reelection chances. The analysis of over 2,500 state legislators from 16 states who voted to increase state gas taxes for transportation funding found that 91 percent were returned to office in the next general election. This included 89 percent of Democratic legislators and 95 percent of Republican lawmakers. The reelection rates are similar among lawmakers who voted against raising gas taxes.

The complete report and an interactive map showing the state-by-state results can be found at www.transportationinvestment.org.

New Deister EMCO 360 crusher optimizer feeder

FORT WAYNE, IN — Deister Machine Co., Inc. introduces its new EMCO 360 Crusher Optimizer Feeder — the latest addition to its EMF Series of

two-mass electromechanical vibrating feeders. The EMCO 360 Crusher Optimizer Feeder is specifically engineered to optimize cone crusher

performance. Featuring a 360 degree discharge opening, the unit distributes a homogeneous feed to cone crushers, keeping cones choke fed for opti-

mum efficiency, greater manganese wear life, improved production rates, and the consistent yield of a more cubicle product.

The EMCO 360 eliminates the need for two pieces of equipment — the traditional flat pan feeder, and a rotating feed distributor. Its design incorporates the action of the rotating feed distributor to evenly distribute the material into the cone to minimize uneven rock buildup within the crusher. Alternatively, conventional feeders allow a segregated feed to enter the crusher, with smaller rocks falling together and larger rocks falling together under the force of gravity. This leads to an uneven distribution of material feed and an uneven crushing of the rocks — with the latter causing increased component wear and

costly downtime.

Much like the basic design of the Deister EMF two-mass electromechanical feeder, the EMCO 360 is engineered to deliver greater reliability, ease of maintenance, and lower costs per ton in a variety of aggregate and mining applications. It features a machine weight that is more robust. Units incorporate a high profile in-feed lip; and a heavy-duty formed deck with replaceable liners. A simplified drive is designed with an easy access exciter frame, which houses the single vibrator motor. This results in longer bearing life, and eliminates the need to replace belts. Additionally, units feature energy efficient pre-compressed steel transmission springs, which are not susceptible to temperature or shelf life.

Available in a range of sizes and capacities, the Deister EMCO 360 Crusher Optimizer Feeder Series is backed with 24/7 parts and service support; stocked American made parts; and a global network of dealers. Deister offers expedited deliveries of one to two weeks on stock models.

Engineering expertise and quality assurance

Deister application engineers work closely with customers to develop customized solutions that meet the toughest specification challenges. Using state of the art design tools, Deister engineers ensure that every screening and/or feeding component and circuit is designed to deliver greater efficiency while lowering operating costs per ton.

As a family owned business celebrating more than century of manufacturing excellence, Deister Machine Company remains a customer focused leader in the aggregate and mining industries. For more information on the new Deister EMCO 360 crusher optimizer feeder or on Deister's complete line of feeding, scalping and screening equipment, call 260-426-7495, email info@deistermachine.com or visit www.deistermachine.com.



The EMCO 360 is engineered to deliver greater reliability, ease of maintenance, and lower costs per ton in a variety of aggregate and mining applications.

Photo courtesy of Deister

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WHEEL LOADERS

Hyundai HL900 series wheel loaders deliver maximum performance, productivity and efficiency, and have been proven to deliver as much as 5-percent greater productivity and 10-percent lower fuel consumption than previous models. Add a long list of Hyundai innovations - including an **accurate onboard weighing system**, unique bucket design for better load retention, and free use of Hyundai's Hi-Mate remote management system for three years - and you'll find the HL900 series offers unbeatable value.

Hyundai HL900 Series Wheel Loaders are available in the following models:
*Standard, *Extended-Reach (XT), and *Tool Master (HL940 & HL955)

MODEL (Standard, XT & Tool Master)	NET HP / STANDARD BUCKET
HL940 (Standard, XT & Tool Master)	156HP / 3 YD. BUCKET
HL955 (Standard, XT & Tool Master)	197 HP / 3.7 YD. BUCKET
HL960 (Standard & XT)	222HP / 4.3 YD. BUCKET
HL960HD (Heavy Duty) (Standard & XT)	222HP / 4.3 YD. BUCKET
HL965 (Standard, & XT)	269HP / 4.7 YD. BUCKET
HL975 (Standard & XT)	331HP / 6.3 YD. BUCKET
HL980 (Standard & XT)	376HP / 7.3 YD. BUCKET

Powerscreen — Powering the industry

With over 50 years powering the industry, Powerscreen has developed and maintained an aggressive position in the mobile crushing and screening industry. They fully demonstrated the versatility of their portfolio with three machines at CONEXPO-CON/AGG 2017, which illustrated compact design with the Warrior 600, their branch into diesel-electric machines with the Premiertrak 600 and the daddy of all screens — the Warrior 2400.

Warrior 600 screen

The Warrior 600 is the most compact heavy duty mobile screen and makes the Warrior range the widest in the market with seven machines of varying size to meet a variety of customer requirements. Ease of transport is only one of many exciting features on this model. The Warrior 600 screen is highly versatile with its ground breaking simple conversion from three-way split mode to two-way split mode which can be completed in minutes. It has been specifically designed for operators for whom versatility, maneu-

verability and transportation are of key importance. The Warrior 600 also features a highly aggressive 7-foot x 3-foot screen box capable of 6g of acceleration. The high-strength, high amplitude, two-bearing screen box promotes easy handling and separation of large items from material fines in recycling tasks, such as soils from tree stumps and logs, fines and rock from overburden and blasted rock. User benefits include a rapid setup time and ease of operation aided by hydraulic folding side conveyors, rigid feed hopper sides and two speed tracks.

Premiertrak 600

The diesel-hydraulic and diesel-electric variants of the Premiertrak 600 jaw crusher have been designed and constructed to deliver maximum production and performance with increased uptime and low running costs. The high capacity jaw is fed by a vibrating grizzly feeder with variable speed control and a large grizzly area to maximize removal of fine material to extend the wear life of jaw plates within

the crusher chamber. The bypass chute is also fitted with wear-resistant liners as standard, and incorporates an adjustable five-position deflector plate to divert material to either the product or side conveyors.

The machine control system incorporates a state-of-the-art, modern interface with intuitive graphics and high resolution display for ease of operation. This is further enhanced with the automatic start/stop functionality, excellent diagnostic capability and straightforward machine adjustments. The speed of the jaw crusher on the Premiertrak 600 can be varied to suit the application and therefore optimize performance. In addition to this, the hydraulic system has been designed and configured to increase uptime and fuel efficiency.

The Premiertrak 600E electric variant is equipped with an oversize genset sufficient to run another plant (it successfully powers the large Powerscreen® Warrior™ 1400XE heavy-duty scalping screen) and additionally can be powered from a main source, which substantially decreases the running costs and environmental impact.

With convenience and safety in mind, the Premiertrak 600 can be fully setup from ground level thanks to its hydraulic folding and locking hopper system. It can be adjusted to maximize productivity in any application and can be configured with an independent live pre-screen for the efficient removal of scalped materials either into a waste or a sized sub-base product.

Warrior 2400

Specially designed for large scale operators in the quarrying and mining sectors, the Warrior 2400 screen is capable of handling larger feed sizes and throughputs, while remaining convenient to move and transport. It features a heavy-duty incline screen with a high amplitude triple shaft drive mechanism, lending it to screening, scalping, two- or three-way splitting and stockpiling materials like aggregates, topsoil, coal, construction, demolition waste and iron ore. The screen will accept a wide variety of media making it suitable for many applications.

Setup time and ease of operation are aided by hydraulic folding tail and side conveyors, two-speed tracks, a slide-out tail conveyor facility to aid media access and load sensing collection conveyor circuit to avoid blockages. Its simple-to-use electrical control system allows operators to monitor and diagnose the machine on site via an LCD display without specialist tools. The Warrior 2400 is available with optional dual power.

For more information on Powerscreen crushing and screening products or Customer Support please contact your local distributor. Details can be found at www.powerscreen.com.



Powerscreen's Premiertrak 600 jaw crusher have been designed and constructed to deliver maximum production and performance with increased uptime and low running costs.

Photo courtesy of Powerscreen

ALLU USA announces new dealer for southwestern United States

EAST BRUNSWICK, NJ — ALLU USA Inc. is proud to announce Sonoran Process Equipment Company, with locations in Ogden, Utah, and Elko, NV as its newest dealer for the full line of ALLU Transformer™ material processing attachments. The company not only provides sales and rental of ALLU's unique screener crusher buckets and

soil stabilizing equipment, but also offers complete aftermarket service and spare parts for customers in Nevada and Utah.

The appointment of Sonoran Process Equipment Company (SPEC) as its Southwestern U.S. distributor reinforces ALLU's commitment to providing the greatest level of customer focus in the industry, combin-

ing local expertise and support with the benefits of dealing with a truly global company.

Founded in 2002, SPEC evolved as Metso Minerals' acquisition of Svedala Industries created an immediate need for a local trained staff with experience in aggregates and mining. Calling upon its combined 100-plus years of industry experience, SPEC continues to

offer the finest equipment and aftermarket service available for the aggregates, construction, mining, power generation and industrial markets. Under new ownership in 2017, SPEC continues the long tradition of service and support in the Utah and Nevada markets.

According to ALLU USA Inc. President Edgar J. Chavez, "ALLU's legacy of providing

the highest quality equipment along with global aftermarket support is made even stronger through our valuable partnership with Sonoran Process Equipment, which brings local knowledge and industry expertise to the equation. We are excited to bring SPEC onboard as a valuable addition to our comprehensive dealer network."

Haver & Boecker offers Tyler T-Class vibrating screen customizations for wide range of applications

ST. CATHARINES, ONTARIO — Haver & Boecker, a leading equipment manufacturer and solutions provider for aggregates and mining applications, offers the versatile two-bearing Tyler T-Class vibrating screen for a wide range of materials with a top size of 16-inch minus. The machine has a cut size range of 20 mesh to 6-inch minus.

A sheave combination and drive belts power the T-Class. A wide variety of add-on components allow producers to outfit the machine with features to enhance their specific operation. These include a dust enclosure, spray system, ball trays, special paint systems and more. Additionally, Haver & Boecker manufactures the machine with a stainless-steel construction, on a skid mount, or as a stationary or portable structure.

Producers can choose from machines ranging in size from 4-by-8-foot to 8-by-20-foot, as well as 8-by-24-foot with a twin shaft. The standard model is inclined at 20 degrees, but variations between 15 and 25 degrees are also available.

The T-Class features a robust body with non-welded side plates, which eliminates cracking along the seams. The shaft housing includes extra-wide flanges to allow Huck bolting through the tube housing flange, side plate and side plate stiffener. This allows maintenance crews to keep the factory seal and creates a very rigid and solid connection to resist the high bending moments in this area. Haver & Boecker designed the side plates to extend behind the bearing housing, allowing the 16 3/4-inch high tensile strength bolts to sandwich the side plate, reinforcing plate, shaft housing and bearing housing together. This creates even more stiffness in middle of the machine where it's most required to withstand bending

and twisting. The manufacturer also forms the reinforcing plate with 90 degree vertical edges to give the side plate stiffness from top to bottom, tying the upper and lower decks together for additional strength. Rigid body brackets manufactured to withstand large static and dynamic loads support the body weight and carry through to the springs, ensuring smooth operation.

Haver & Boecker equips every cambered deck on a T-Class with its revolutionary Ty-Rail™ quick-tensioning system, which cuts screen media change-out time by about 50 percent. Each Ty-Rail package includes two tension rails, eight angle boxes and eight bolts. To remove the tension rails, an operator simply loosens the bolts on each, shifts the angle box gates up, and lifts the rail and bolts out as one piece.

Operations can pair the T-Class with any type of screen media, including Haver & Boecker's signature Tyler engineered media. This includes the long wear life of Ty-Wire, Ty-Max and Ty-Deck.

Many operations are eligible to receive Haver & Boecker's three-year Uptime Service Package free with the purchase of a T-Class. The service program provides 36 months of warranty coverage on any new equipment purchase. Uptime offers customers a full-service approach to equipment optimization, from parts inspection and equipment assessment to screen media evaluation.

Additionally, Haver & Boecker offers the Pulse™ vibration analysis program to monitor the ongoing health of vibrating screens through real-time views, logged reports and data analysis. It's designed by Haver specifically for vibrating screens to catch small inconsistencies before they grow into problems and downtime.



Producers can choose from machines ranging in size from 4-by-8-foot to 8-by-20-foot, as well as 8-by-24-foot with a twin shaft.

Photo courtesy of Haver & Boecker

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McCloskey Washing Systems proving to be the smart choice for wash plants

McCloskey Washing Systems has a busy year in N. America

COALISLAND, NI – Oct. 31, 2017 — Washing equipment specialist, McCloskey Washing Systems (MWS), have designed, delivered and commissioned over 10 wash plants in six months in the United States and Canada.

McCloskey Washing Systems launched its business division in 2016, and has become a leading player, manufacturing a full range of mobile, modular and static wash plants.

The modular wash plant range, Sand-

Storm™ 516 and 620, has taken N. America by storm with successfully commissioned plants in Chicago, Illinois, Deer Lake, Newfoundland, and three additional SandStorm™ 620 plants being assembled between now and January 2018 in Colorado and Texas.

The SandStorm™ modular plant is coupled with unrivalled quality in every aspect of design and build and can efficiently process feeds up to 550TPH,

with up to three grades of aggregates and two grades of classified sand.

The MWS Mobile wash plant consisting of a tracked S190 or S130 (two-deck or three-deck) Rinser feeding a single or twin sand screw has been a popular plant with operations looking to get a clean stone product and dewater the sand in an easily managed way.

The NEW McCloskey Scavenger plant was delivered recently to Kitchener, Ontario. The Scavenger is a highly productive, cost efficient static wash plant that provides maximum performance in recovering sand losses from a screw washer and reducing sand tonnage to the ponds.

Craig Rautiola, MWS Technical Sales & Applications Manager commented “We’ve had a busy year of new product development and it’s gratifying to

receive such positive feedback on our efforts. We place a lot of emphasis on listening to what our customers’ requirements are and judging by the feedback that we have received on the new product launches, we are definitely on the right track with our new product development initiatives.”

Sean Loughran, Director of McCloskey Washing Systems, commented, “It’s been an excellent twelve months for MWS and we are delighted with the growth we are making. We have designed and delivered a successful product range and we plan to unveil many new products in 2018.”

Alternatively, for more information and for a full range of washing equipment offered by McCloskey Washing Systems at www.mccloskeywashing.com.



SandStorm™ 620 near Chicago.

Photos courtesy of MWS



S190 Rinser feeding a 36”x25’ twin sand screw.



Scavenger Plant, Kitchener, Ontario.

CEMEX honored with Southern California Energy Efficiency Award

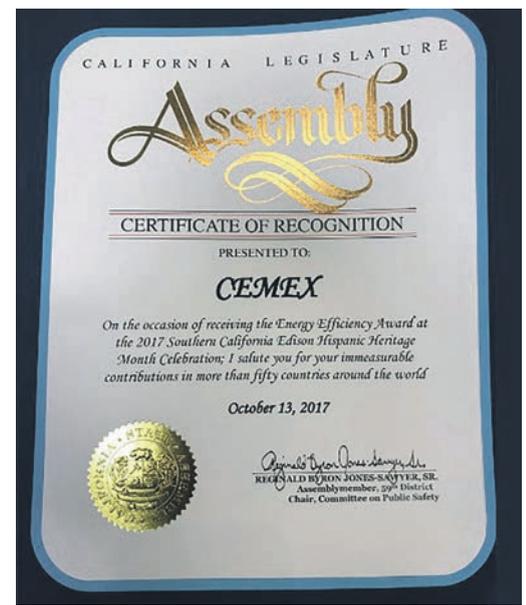
HOUSTON, TX — CEMEX received the Southern California Edison (SCE) 2017 Energy Efficiency Award recently for its commitment to conserving energy and land stewardship at its Victorville Cement Plant, which has served the California High Desert community for more than 100 years.

CEMEX representatives were presented with the award during the 7th Annual Hispanic Heritage Month Celebration just south of Los Angeles in front of more than 350 Southern California business owners, community leaders and elected officials.

“CEMEX considers energy usage and the environment at all of our operations,” said Eric Wittmann, CEMEX USA Regional President – West Region. “It’s an honor to be recognized for the hard work we do each day. Conserving energy is not only the right thing to do, but it is our responsibility to do it.”

“At CEMEX, we are always looking for ways to improve our energy usage at our cement plants,” said Dr. Hugo Bolio, CEMEX USA’s executive vice president – Cement Operations and Technology. “We care about the communities in which we live and operate, and by using less energy we have a positive impact on them and the environment.”

The Victorville Cement Plant was among four CEMEX cement plants to achieve the U.S. Environmental Protection Agency’s ENERGY STAR



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CEMEX opens California Quarry for Run Around the Rocks

HOUSTON, TX — Close to 300 residents in Southern California learned more about CEMEX's Lytle Creek Quarry this month while raising money for the local school district during the 4th Annual Run Around the Rocks and Open House near Rialto, CA.

Several elementary, middle and high school students, along with runners from across the area, participated in the 5k run-walk through the quarry on Oct. 8. The event, held in honor of Rialto Mayor Deborah Robertson, raised

thousands of dollars for Rialto Unified School District's STEM program, an initiative that awards scholarships to students pursuing careers in science, technology, engineering and math. The Open House following the run gave residents a glimpse of operations and the large equipment at the facility used to help deliver much-needed aggregates to Southern California.

"CEMEX truly cares about the health and safety of our employees and our local community," said CEMEX USA Regional

President, West Region Eric Wittmann. "We're proud to help raise money to extend education for local students, promote physical fitness and show our community members all the work that goes on to build a better future for Southern California."

After the run, CEMEX employees staffed educational booths that highlighted the company's commitment to safety and efforts to preserve the environment, as well as information about careers in mining. Children and parents had the opportunity to see and

touch the large equipment at the quarry to get a feel for what CEMEX employees use every day.

The award-winning Lytle Creek Quarry has received several recognitions this year for safety and community involvement. It earned the 2017 Bronze Community Relations Award and a certificate for Safety Excellence from the National Stone, Sand & Gravel Association. The quarry was also recognized by global CEMEX as one of the company's safest facilities worldwide.



The Open House following the run gave residents a glimpse of operations and the large equipment at the facility.

Photo courtesy of Cemex



Several elementary, middle and high school students, along with runners from across the area, participated in the 5k run-walk through the quarry.



CEMEX representatives were presented with the award during the 7th Annual Hispanic Heritage Month Celebration.

Photo courtesy of CEMEX

Certification for 2017 back in May. Other CEMEX operations in Southern California have recently been recognized for their commitment to energy conservation. Terminals located in La Mirada and San Diego, CA, also achieved the ENERGY STAR Challenge for Industry for reducing their energy consumption by more than 10 percent.



Julio and Julio in Brazil to reduce its quarry operating costs with Metso's Haul Truck Solution

Julio and Julio Group has chosen Metso's Haul Truck Solution to reduce the operating costs and improve the performance of its truck fleet in the São Domingos quarry in Sorocaba, Brazil. This investment is estimated to reduce operating costs by 30 percent over the long term.

The São Domingos quarry has a capacity of about 1,200,000 tons of crushed stone per year. Julio and Julio was looking for a hauling solution that meets the current market specifications, utilizes the latest technology, and adheres to environmental legislation.

"The high-performance rubber truck lining solution will give the quarry greater maintenance flexibility, reduce

fleet downtime and increase productivity," says Ricardo Bonadia, industrial manager of the Julio and Julio Group. "We are looking for a reduction in our operating costs. The Metso solution meets our needs and is an industry benchmark," he explains.

The lining installed on trucks maximizes fleet availability and productivity, reduces noise during loading and unloading, improves driver comfort and maintains truck suspension. The perceived noise is reduced by 50 percent or more and the shocks and vibrations by 95 percent.

Another advantage of Metso's rubber truck lining is its modular composition. When replacement is required, only the worn modules have to be changed.

Bonadia also highlights the wear life of the truck linings. Metso's rubber linings typically last four times longer than steel linings.

"Before, we used steel plates that had a wear life of about 2,000 hours, and the truck required a two- or three-day maintenance stoppage due to the number of welds. Avoiding this was one of the key factors when choosing Metso's Haul Truck Solution," Bonadia continues.

"The aggregate market in Brazil is showing positive changes, customers

are seeking to modernize their plants and equipment in hopes of significant cost reductions.

Metso rubber truck lining makes a big difference in this sense, and Julio and Julio realized its benefits, not only for the truck body but also for the whole truck. In the aggregates segment, we have several applications with our truck lining, and customers are showing great satisfaction with the product," says André Misael, national sales manager at Metso.

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Metso's Haul Truck Solution in operation at Julio and Julio Group's São Domingos quarry in Sorocaba, Brazil.

Photo courtesy of Metso





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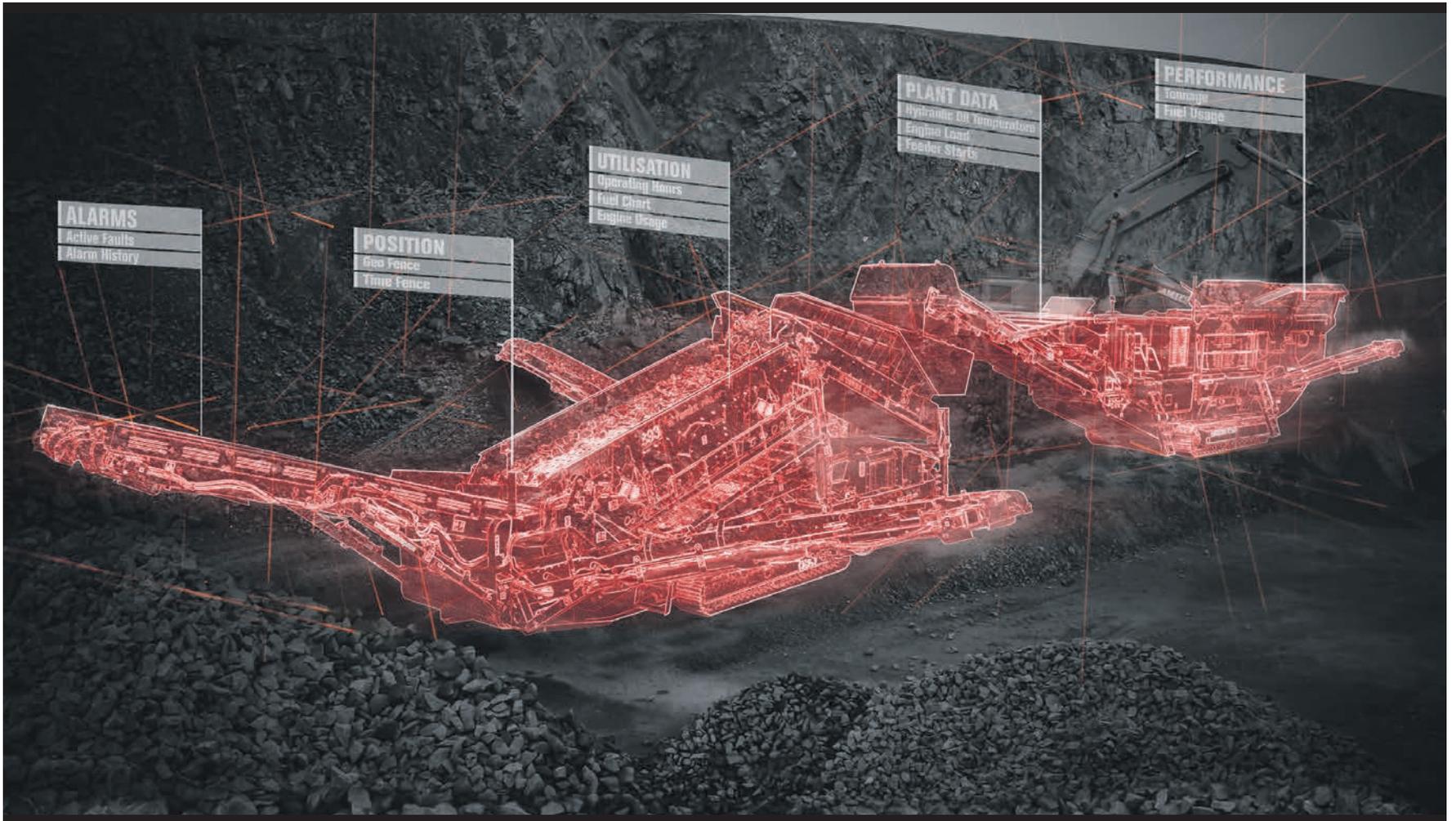


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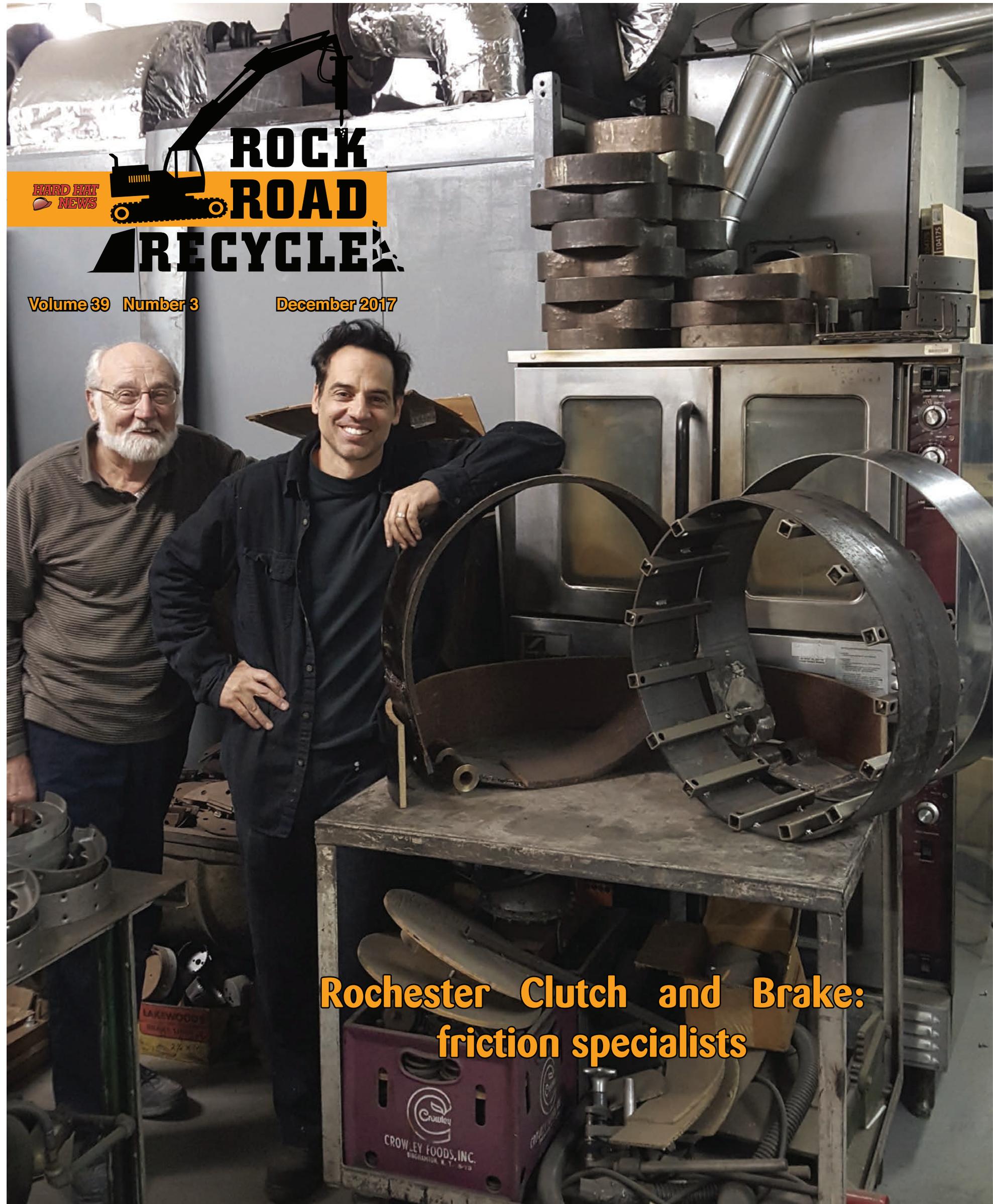
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friction specialists**





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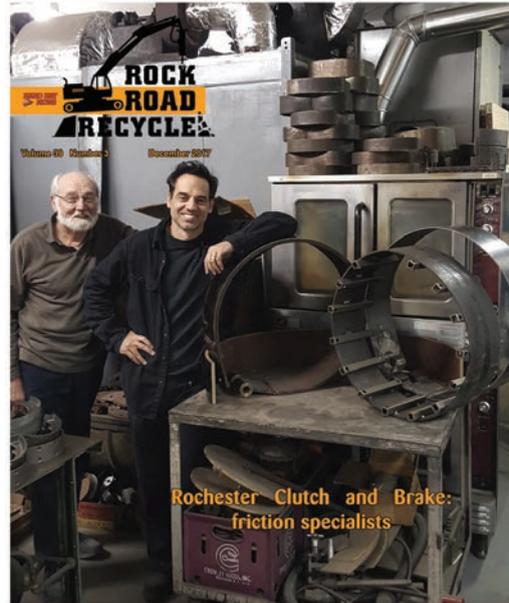


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by Larry Bernstein



On the cover: Samuel Damico Sr. and Samuel Damico Jr. of Rochester Clutch and Brake pictured with bands for New England Foundation's pile driving equipment.

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Enerpac announces new high-tonnage ultra-flat cylinders for harsh conditions

MENOMONEE FALLS, WI — Enerpac, an international market leader in high-pressure hydraulics, recently announced availability of its new CUSP-Series and CULP-Series high-tonnage ultra-flat cylinders designed for harsh conditions which require low clearance, especially for industrial maintenance and construction applications.

The CUSP-Series has an integrated tilting function with 10 to 1,000-ton capacity, 0.26-0.69 inches stroke and maximum operating pressure of 10,150 psi. The CULP-Series has an integrated stop ring with 10 to 50-ton capacity, 0.24 inches stroke and maximum operating pressure of 10,150 psi.

CUSP-Series features include:

- Up to 4 percent side load of maximum capacity
- Extremely low collapsed height

- Integrated tilting function up to 4 degrees

- Nitrocarburized surface treatment for harsh conditions

- “Red Line” for visual maximum stroke limitation

CULP-Series features include:

- Up to 4 percent side load of maximum capacity

- Stop ring for maximum stroke limitation

- Extremely low collapsed height

- Nitrocarburized surface treatment for harsh conditions

“The nitrocarburization provides superior resistance against corrosion and side loads, offering all industries a solution, especially suitable for harsh conditions in confined spaces, with the shortest closed height ever available in an Enerpac cylinder,” said Alberto Larrea, global product manager at the new

Center of Excellence for Lifting.

“With both series, in order to operate safely, a solid lifting surface is required for correct support”, said Larrea. “As with any Enerpac solution, you can

learn more about safety operating instructions at our Learning Centers on enerpac.com.”

For more information, visit www.enerpac.com.



The CULP-Series has an integrated stop ring with 10 to 50-ton capacity, 0.24 inches stroke and maximum operating pressure of 10,150 psi.



CUSP-Series has an integrated tilting function with 10 to 1,000-ton capacity, 0.26-0.69 inches stroke and maximum operating pressure of 10,150 psi.

Photo courtesy of ENERPAC



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Rochester Clutch and Brake:

friction specialists

by **Larry Bernstein**

Press brakes for National and Minster 200 ton presses that stamp out sheet metal car parts and the like.

Photos courtesy of Rochester Clutch & Brake

We live in a throwaway society. Most people have little patience for repair, but prefer to replace instead. However, some businesses, such as Rochester Clutch and Brake, make a living from individuals and businesses that choose repair/reuse — whether by choice or necessity.

Founded in 1927 by Phillip Damico, the business was known as Phil and Al's. The Damico brothers wrecked vehicles for parts and sales, sold the used auto parts, and rebuilt transmissions. When the 1930's rolled around, the company began rebuilding clutches and brakes and later changed their name to Rochester Clutch and Brake. Phil's sons, including Sam, took over the business in 1958. By the late 90's, when Sam's son, Sam Jr., was running the company, Rochester Clutch and Brake stopped selling auto parts. "Other big companies started selling auto parts and we could not compete," says Sam Sr.

Today, Rochester Clutch and Brake focuses solely on rebuilding clutches and brake shoes. They do not do mechanical work on the clutch. They rebuild or remanufacture clutches, disks and brake bands that have driving force or stopping force which is needed to operate the machine. They only work on parts.

Types of Work

Imagine going to work in order to repair a 1934 Rolls Royce. Sam Sr. worked on classic/antique cars for years. In the 1970's, he also worked on racecars for Mario Andretti and Paul Newman. Since the early 2000's, Sam Jr. has been doing this sort of work. Besides automotive, Rochester Clutch and Brake also has clients from the agricultural, construction and industrial sectors. They have worked on railroad equipment, ski

lifts, elevators, tractors, bulldozers, earthmovers and other heavy equipment.

The times are changing for those who do the type of work that Rochester Clutch and Brake does. "Our niche is small, and it's not going to get bigger," says Sam Jr. Besides the small industry market, those who are skilled at the trade are few and far between. Sam Jr. explains, "This is something you learn with time and experience, and kids today are not interested." In terms of background, Sam Jr. is an A&P licensed mechanic. Sam Sr. learned basic physics, which he uses to deduce problems. However, both father and son were brought up in the business, and their skills come primarily from experience.

Rebuilding a clutch is a unique process. Particular products are required in order to work on clutches. These products include raw friction material in roll or sheet form, specialty adhesives for thermal bonding and custom jiggling for the bonding process. Friction ranges from 0 to 1.0 — and everything in the world has a different coefficient of friction. The lower the number, the more slippery the material; a higher number indicates more adhesion.

According to Sam Jr., the focus these days of their business is industrial. "Industrial — such as manufacturing, vehicles and big equipment, require friction materials and that is where the business is," says Sam Sr. This is true because this type of equipment is particularly expensive which leads business owners to be more open to remanufacturing their equipment rather than buying new.

Custom work is another area that keeps Rochester Clutch and Brake busy. "There are machines that have obsolete clutches and brakes, so they are not mass produced. We are able to fabricate new ones," says Sam Jr. He points to a couple of cars including the 2004 Sebring Convertible Chrysler (only a few thousand were made), a Mark V Scarab (only three left in the world), and a 1916 Hudson as examples.

When a business has their equipment rebuilt by Rochester Clutch and Brake, they get a product that is specifically geared towards them and their requirements. "The advantage of having your product geared is that we can do it so it fits the particular need to the consumer," says Sam Sr. This type of personalization along with the savings that come from repair rather than replace are what drives many of Rochester Clutch and Brake's customers to choose them.



Founder, Phil Damico, in his '23 Diamond Reo wrecker circa 1929.



Left:
Overhead crane brakes for cranes used in steel mills and ship yards.

Below:
Wet brake pads for International bulldozers.

Personalization is also a reason why Rochester Clutch and Brake has so much repeat business. Sam Jr. estimates that 75 percent of the business is repeat. “People come back because I’m honest,” he says. “I’ll tell people what they need to hear not what they want to. And people respect that. I get more business that way and have built up quite a reputation over the years.”

Customer Stories

Davenport Machine — part of the Brinkman International Group — was having a problem. The screw machine manufacturer had an issue with oil contamination. Sam Sr. came up with a different material and custom machined it for them according to their specs. Rochester Clutch and Brake has been selling to them ever since, and today, they are the OEM for their clutch units.

New York State DOT came to Rochester Clutch and Brake because they were having problems with their fleet of grass cutters. The brakes could not keep the grass cutters on the hills. “We changed the friction materials, so the fleets could do the job,” says Sam Sr.

Another satisfied customer is a Boston-based company that drives piles in the harbor as well as engaging in other heavy construction. Prior to turning to Rochester Clutch and Brake, they used local people, but they couldn’t get it right. They sent the part that was getting burned out to Rochester Clutch and Brake and Sam Jr. was able to find a material that suited their needs. “We did it for them and they ended up giving us the account,” says Sam Jr.

So how does Rochester Clutch and Brake maintain its hold in the small niche market of clutch and brake repair? It ultimately comes down to the quality of service they provide and the experience they have. “When a customer comes in



with a problem, we don’t give them a blank stare. You can’t think in the framework of what the industry says is right — think outside of the box,” says Sam Jr. They also take risks and rely on the knowledge they’ve gained from their many years in the business.

Rochester Clutch and Brake has been providing a valuable service for many years. They are one of the few companies in America that do what they do. For those who want and need to repair the clutch and/or brake on their equipment, they can be confident that Rochester Clutch and Brake will find a solution.



Phil Damico, 2nd from left and the crew at the wrecking yard circa 1929.



The old Phil and Al’s circa 1932 on Scio and Vetter Street. The wrecking yard is around back, there was also a speakeasy in the basement during prohibition, that the cops used to frequent.

Emerson delivers game-changing new LED solution for retrofitting high bay lighting in industrial Facilities

ROSEMONT, IL — Emerson is breaking barriers in the industrial lighting market once again with the new Appleton® Baymaster™ LED High Bay luminaire, featuring a patented Quick-Mount pendant system that makes it faster, safer and more cost-effective than ever to install high bay LEDs in harsh industrial and hazardous locations.

Emerson designed the Appleton Baymaster LED with the understanding that replacing traditional HID or fluorescent high bays with energy-efficient LED technology can be costly and difficult. Because most high bay luminaires are heavy and in hard-to-reach locations, two or more people are required to perform installations, leading to increased labor costs. This installation expense slows return on a company's LED investment.

In contrast, Emerson's Appleton Baymaster significantly reduces labor costs with its low weight and timesaving Quick-Mount system. One electrician using stan-

dard tools is all that is required to pre-wire the mounting hood, line the arrows up, and lock the Baymaster into place.

Best-in-class lighting quality

Emerson's Appleton Baymaster LED answers the need for improved lighting quality with unprecedented innovation and unique-to-industry design. Secondary optics help shape the Baymaster LED's light to meet precise application needs, while eliminating glare and dark spots. With a choice of aisle, narrow, medium or wide beam spreads, it is now

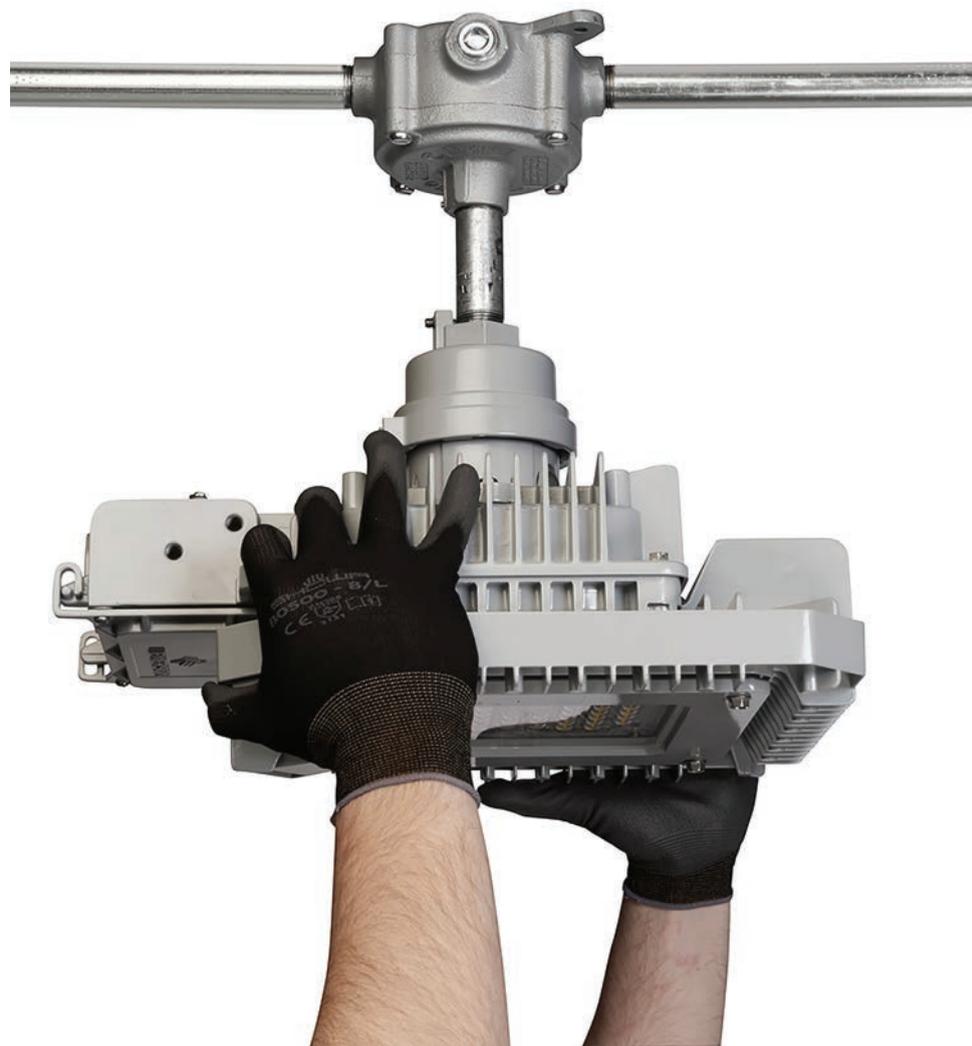
possible to offer optimal light distribution in challenging areas such as aisle ways and walkways. Its six lumen output levels (9500K to 38000K) and 5000K cool white or 3000K CCT warm white color options provide greater mounting height versatility and superior light quality wherever it is installed, making it an ideal replacement for HID high bay luminaires from 175W to 1500W.

Industrial-grade reliability

Emerson's Appleton Baymaster LED delivers peace of mind even in the harshest industrial



Secondary optics help shape the Baymaster LED's light to meet precise application needs.



One electrician using standard tools is all that is required to pre-wire the mounting hood, line the arrows up, and lock the Baymaster into place.

Photos courtesy of Emerson



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New 5-Link torsion suspension undercarriage enhances performance and uptime protection

WEST FARGO, ND — Bobcat Company introduces a new compact track loader 5-Link torsion suspension undercarriage, providing increased performance, operator comfort and serviceability. M2-Se-

ries T870 compact track loaders are the first Bobcat® loaders manufactured with the new 5-Link torsion suspension undercarriage.

Increased durability and reliability

Uptime protection is

a top priority for Bobcat Company. That is why the 5-Link torsion suspension undercarriage is designed with reliable components — including a new drive motor — to ensure the undercarriage is operating prop-

erly. The undercarriage's new drive motor is easier to maintain, while the drive motor's outer bearing is more durable because it receives continuous lubrication from oil within the loader's hydraulic system.



The 5-Link torsion suspension undercarriage, providing increased performance, operator comfort and serviceability.

Photos courtesy of Bobcat

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A 15 percent increase in diameter to the drive shaft inside the gearbox also increases the component's durability. For ease of maintenance, the inner gearbox reservoir housed within the new drive motor is easier to flush and fill through the

two service ports. Dual flange front idlers are made with forged steel and are designed to withstand harsh operating conditions. The steel idlers guide and support the rubber tracks around

5-Link 8

and hazardous locations. Since reliability is the key to lower maintenance costs, Emerson gave the luminaire unprecedented resistance to corrosion, vibration, surges, thermal shock, and moisture. Mounting hoods and bodies are forged from copperfree aluminum protected by a baked epoxy-clad finish, electrostatically applied for complete uniform protection. The result is an industrial LED rated for 84,000 hours with luminaire life that can exceed 200,000 hours depending on ambient temperature. Plus, unlike fluorescent alternatives, LED luminaires are instant-on, impervious to cold-start up, and do not fail prematurely due to frequent on-off cycling.

The luminaire's robust enclosed and gasketed design ensures safe usage in areas where flammable gases and vapors may be present, or where dirt, dust, severe weather conditions, and high temperatures are encountered.

Unprecedented breakeven

By retrofitting traditional HID high bays with Baymaster LED luminaires a company can achieve breakeven on its lighting investment faster than ever before. Companies can expect a reduction in energy costs of approximately 65 percent, as well as significantly lower maintenance costs by eliminating lamp replacements. The Baymaster LED delivers far greater efficacy compared to traditional lighting sources, including fluorescent luminaire, the previous efficiency leader.

Emerson backs the Appleton Baymaster LED with a standard warranty of five years or an extended 10-year warranty when the luminaire is equipped with secondary optics and 10kV surge protection. A wide range of accessories are available.

For more information visit www.emerson.com.

5-Link from 7



Bobcat lengthened the undercarriage's rubber tracks to increase surface area and ground contact.

the ends of the compact track loader's undercarriage. An additional fifth link on the rear axle stabilizes the undercarriage to increase machine stability and performance when grading, and provides enhanced ride quality for operators.

Bobcat 5-Link torsion suspension undercarriages are designed with a solid cast spindle mount for increased durability. This design eliminates welds and distributes stress across one seamless piece that has additional metal and strength precisely where it's needed most. An inner bar in the axle system is heat-treated for maximum strength and surrounded by four rubber cords, increasing the system's longevity.

New rollers are wider to maximize their contact with the compact track loader's rubber tracks, minimize wear and deliver a smoother ride for operators. In addition, a larger rear idler positioned further back within the undercarriage provides more surface

area for less wear per rotation, increasing overall component life, as well as supplying more down force to the cutting edge.

Hydraulic hoses are carefully routed and protected inside the 5-Link torsion suspension undercarriage. The undercarriage design helps keep hoses free from snags and obstacles that operators may encounter on a jobsite, which ensures uptime protection.

A new feature of Bobcat compact track loader undercarriages is an automatic hydraulic track tensioning system. No longer do loader operators need to manually adjust the compact track loader's track tension with a grease gun. The hydraulic tensioning system automatically ensures the proper track tension, thereby increasing machine uptime protection.

Bobcat lengthened the undercarriage's rubber tracks to increase surface area and ground contact, which in turn provides better flotation and improving machine

performance in soft ground conditions such as sand or mud.

Enhanced operator comfort

The 5-Link torsion suspension undercarriage is a brand-new design for Bobcat compact track loaders. The new undercarriage design significantly improves operator comfort and ride quality without sacrificing performance. Its design not only improves

ride quality, it absorbs the stress and vibrations encountered on the job. Less vibration reduces machine wear and improves the machine's components life. In addition, the 5-Link torsion suspension undercarriage produces less noise and provides a quieter work environment for the compact loader operator.

Maintenance made easy

The 5-Link torsion sus-

pension undercarriage's bushings are made with high-grade, high-quality steel for added durability. Regular loader maintenance is simple thanks to five easy-to-access grease fittings. Recessed fittings are protected from jobsite objects and debris to help minimize machine downtime.

A redesigned undercarriage main frame allows operators to perform preventive maintenance

easier and quicker. A horizontally mounted hydraulic track tension cylinder provides more room between the undercarriage components and the track for easier cleanout. Plus, the undercarriage is sloped on both sides to shed sand, dirt, mud and other material. Raised cutouts between the rollers allow for easier cleaning.

5-Link 9



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An additional fifth link on the rear axle stabilizes the undercarriage to increase machine stability and performance when grading, and provides enhanced ride quality for operators.



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ECA promotes sales engineer for the Carolinas

PITTSBURGH, PA — Equipment Corporation of America (ECA), a leading distributor of foundation construction equipment, recently promoted Toby Anderson to the position of Sales Engineer for North and South Carolina.

Anderson had served as a service technician, working out of ECA's Greensboro, NC location since 2015. As Sales Engineer, Anderson will develop and manage

sales, rentals and parts and service throughout the Carolinas territory, while reporting directly to Upper Marlboro, MD Branch Manager Mike Brown and Vice President of Sales and Marketing Jeff Harmston.

"Toby was the obvious choice for this position," said Harmston. "He has demonstrated outstanding performance here at ECA over the past two years and has nearly 20 years

of experience in the deep foundations industry."

Most of Anderson's free time is spent with his wife Sherry and sons Ethan and Owen. He also enjoys working on his beloved '57 Chevy Bel-Air.

ECA has been a leading supplier of foundation construction equipment in the Eastern United States and Eastern Canada for nearly a century. The exclusive distributor

for BAUER Drills, Klemm Anchor and Micropile Drills, RTG Piling Rigs, MAT Grout Systems, Pileco Diesel Pile Hammers, HPSI Vibratory Pile Hammers, WORD International Drill Attachments, Dawson Construction Products, Grizzly Side Grip Vibros, ALLU Ground Improvement Equipment, and DIGGA Dangle Drills. ECA offers sales, rentals, service and parts from nine facilities



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ECA has promoted Toby Anderson to Sales Engineer for North and South Carolina.

Photo courtesy of ECA



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History

Bobcat Company introduced its first compact track loader in 1999 — the 864 — a tracked version of its 863 skid-steer loader. Since then, Bobcat has expanded the product line to offer a variety of compact track loaders to meet market and application specific needs from its customers.

In 2008, Bobcat introduced its Roller Suspension™ system option, utilizing all-steel components to increase operator comfort while maintaining durability. The system was introduced first as an option for the T320 compact track loader and eventually added as an option for other Bobcat compact track loaders.

In 2015, Bobcat introduced its second generation solid-mount and optional Roller Suspension system undercarriages for nearly all of its compact track loaders. Features of the new undercarriage included the following: superior ride quality, better track carriage cleanout, increased fuel capacity, enhanced ground clearance and improved clearance at the rear of the machine.

The all-new 5-Link torsion suspension undercarriage for the M2-Series T870 compact track loader represents the company's third generation undercarriage.

For additional information about Bobcat Company, its products and services, point your web browser to Bobcat.com/our_company/media_center.

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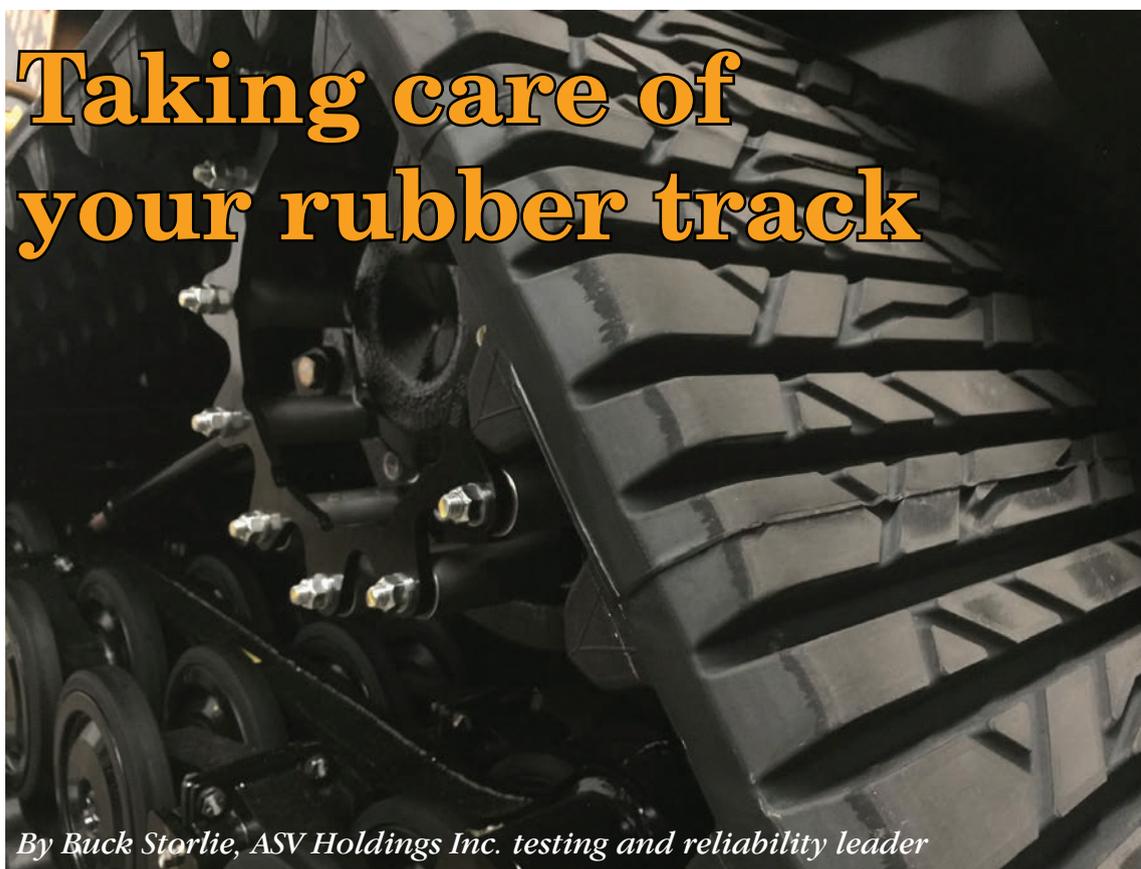
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Taking care of your rubber track



By Buck Storlie, ASV Holdings Inc. testing and reliability leader

Great equipment design is the first step toward more uptime and ROI, but ultimately a machine is only as good as it's treated. Contractors want the greatest bang for their buck, so it's in their best interest to train equipment operators on operation and cleanliness to optimize equipment longevity. It's also a good idea to closely monitor equipment to prevent potential problems.

Compact track loaders are one of a jobsite's most versatile pieces of equipment, so when it comes to the machines' rubber track undercarriages, these tips couldn't be more applicable. Simply taking the time to implement these steps can help contractors get a lot more mileage from their machines. That saves money in service and replacement costs and reduces downtime.

How is the equipment being used?

Improper or aggressive operation is a major contributor to excessive wear. In addition, certain ap-

plications result in much higher wear than others. To minimize damage, train operators on proper operation before they use the equipment.

Counter-rotations, or sharp changes of direction, are a big cause of premature undercarriage wear. This is especially true when driving over highly abrasive material, such as shale, granite or ragged materials commonly found on demolition sites. Not only do counter-rotations often lead to cuts in the track, they also result in material build-up on the tracks' outer edge that gets into the undercarriage. Track systems with rubber wheel designs have the advantage of being open, compared to closed steel designs, allowing material to spill out. But it's still possible for the abrasive material to get stuck among the roller wheels, lugs and track. Although the mostly rubber components are more forgiving to each other than steel-on-rubber designs, materials can cause chips and cuts. To reduce the risk, encourage operators to use three-point turns.

Operators should also avoid spinning the tracks, especially on abrasive surfaces. Like counter-rotations, spinning can result in cuts in the rubber and unnecessary undercarriage wear.

It isn't always possible to choose the types of jobs and conditions machines will be used in, but it is important to be aware of the toll different applications can have on track life. Jobs involving a lot of abrasive material, such as demolition, scrap and quarry applications, usually cause extra wear. The potential damage is much greater so it's especially important to avoid counter-rotating and spinning in these applications. On the other hand, tasks such as landscaping or golf course work that involve sand, soft dirt or turf, result in minimal wear.

More clean, less wear

Aside from using proper operating techniques, drivers should regularly clean a compact track loader's under-

Tips for preventing common rubber track problems and prolonging wear life

A big consideration when choosing a CTL track is whether the track is coming from the original equipment manufacturer or an aftermarket supplier. Customers are guaranteed quality and after-sale support when they buy from the OEM.

Photos Courtesy of ASV

carriage since its cleanliness directly impacts the wear rate.

The cleaning frequency depends on the applications and materials operators use the machines in, but daily cleaning is usually sufficient. Remove cohesive and abrasive material, such as mud, clay and gravel, as often as possible, even several times a day. This limits wear to undercarriage components or material buildup that can increase track



Rubber track treads accumulate cuts and missing chunks over a lifetime, but these are often cosmetic and may not affect performance. Watch for deep cuts, about 4 inches or larger, that dig into the core of the track where the inner cords are embedded. As an example, this track is still usable but should be monitored because the damage may worsen.



Daily cleaning is usually sufficient for rubber tracks, but operators should adjust the frequency based on the challenges of the application. Remove cohesive and abrasive material, such as mud, clay and gravel, as often as possible, even several times a day.

tension. Remind operators that cleaning off materials such as mud at the end of the day is easier than trying to remove it the next morning after it has dried.

Pay close attention to cleaning around the front and rear roller wheels, where material can accumulate. Use a pressure washer, if available, otherwise a small shovel or similar tool is sufficient. The most important items to remove are highly abrasive objects, such as sharp rocks and demolition material, including rebar, concrete and scrap metal. All of these can damage the inside of the track and undercarriage components. Also, look for strands of material, such as metal wire, that can wrap around components.

Achieving the best track life

Contractors should closely inspect rubber track undercarriages regularly. First look at the track, the part of the compact track loader that gets the most abuse. The average rubber track life is about 2,000 hours but can be as high as 5,000 if maintained well. On the other hand, neglecting a rubber track can result in a wear life as low as 500 hours. To get the longest track life, check track tension and condition daily, conduct visual checks for damage and lubricate grease points.

The track tension should match what is listed in the equipment manual. A loose track can result in ratcheting — lugs skipping over sprocket rollers — which accelerates wear or damage to the lugs. A loose track also increases the risk of derailment. Alternatively, a track that's too tight can accelerate wear on bearings, wheels and sprockets.

Examine the outside of the track for damage. Rubber track treads accumulate cuts and missing chunks over their lifetime, but these are often cosmetic and may not affect performance. Watch for deep cuts, about 4 inches or larger, that dig into the core of the track where the inner cords are embedded. Bad cuts, such as this, may get worse and make track replacement necessary. Also, check the tread depth. Rubber track manufacturers generally produce tracks to be usable until there is no tread left. When wear makes it difficult or impossible to properly tension tracks, then it's time to replace them.

Next, look at the drive lugs. Like the track, lugs encounter wear over time, especially when working in abrasive materials. Side slopes can also be hard on lugs, resulting in one side of the lugs wearing more than the other. Check that the lugs still fit well with the sprocket rollers. A track isn't usable if lugs are worn down so far that they continually skip over rollers when the track is properly tensioned. This usually happens when about 50 percent of the lug is gone.

Look at individual components next. Drive wheels wear similarly to the tracks and lugs. Replace a wheel when two-thirds of its rubber is gone. Also, look at the sprocket rollers about every 50 operating hours. Rubber track undercarriages use steel outer roller sleeves that cover steel pins on the sprocket and engage with the lugs. Replace sleeves when they are 50 percent worn or when they show signs of cracking. The steel sprocket pins can be rotated 180 degrees during sleeve replacement to prolong their service life, as the pins are stationary and



The average rubber track life is about 2,000 hours but can be as high as 5,000 hours with proper maintenance. Neglecting rubber track maintenance, however, can result in a wear life as low as 500 hours. The tread in this track is gone so it is at the end of its serviceable life.

typically only wear on one side. When available, it's best to have inspections and replacements completed by a rubber track compact track loader dealer.

Achieve high ROI from good service

Gaining the most out of a rubber track undercarriage requires proper operation, knowledge of how different applications affect wear, and regular cleaning and inspections. In addition, contractors should inform operators of proper operation tips and ensure they clean and inspect the tracks regularly.

Proper care can prevent problems and lengthen track life, which keeps costs low. Teach and practice careful operation and take a few minutes every day for cleaning and inspection — small tasks that will often result in a high return on investment.

About the author

Buck Storlie is the testing and reliability leader at ASV Holdings Inc. His 22 years with the company give him the expertise to manage product testing, reliability and field issue resolution. He focuses on ensuring customers receive maximum productivity, durability, ROI and comfort out of their ASV machines.

For more information: ASV Holdings Inc., 840 Lily Lane, Grand Rapids, MN 55744; call 1-800-205-9913; fax 218-327-9122; sales@asvi.com; www.asvi.com; www.positrack.com; Facebook .



One of the first areas to look when faced with excessive rubber track wear is how the compact track loader is being operated and where. Improper or aggressive operation is a major contributor to excessive wear.



A big consideration when choosing a CTL track is whether the track is coming from the original equipment manufacturer or an aftermarket supplier. Customers are guaranteed quality and after-sale support when they buy from the OEM.

Discover the “Secret Sauce” for customer retention

Key Ingredients for Lasting Relationships

by Denise Ciardello

Peter Drucker famously wrote in *The Practice of Management* that the purpose of a business is to create and keep a customer. Unfortunately, the latter of these is often overlooked. With the papers, online content and mailers filled with so many ways to attract new customers, what businesses tend to forget is that they spend almost three times as much on attracting new customers than retaining the customers they already have.

Every business has a culture, and the culture defines whether the office is customer, time or technology-focused, along with a sense of negativity or an attitude of joy. The standards and values of the team can become apparent to a customer as soon as the phone is

answered. When the emphasis of the office is placed on exceptional customer care, the team becomes an asset that will continue to grow the business over time. The significance of creating greater customer satisfaction begins with a total team approach.

The following three ingredients form the secret sauce to create an office environment that generates raving fans, in turn developing an organic marketing strategy that brings in friends and family of your satisfied customers.

Personal attention

Customer service is the first step in effective marketing. When a customer walks in your office door, how do they feel? Is it cold and sterile or warm and inviting? Do you look up and smile when a customer enters? Do you realize

that you can change someone's entire outlook with a simple smile?

Personal touches, like shaking hands and individual greetings provide an immediate differentiator and project a form of professionalism that people expect from a business encounter. By ensuring that someone feels like you are glad that they are there, they will only leave your facility feeling happy — and even better — they will go tell all their friends.

Be punctual

A major complaint from customers is the wasted time they spend in a waiting room or lobby prior to a scheduled meeting. Customers do not enjoy being forced to wait without knowing the reasons for the delay or how long the delay will be. These long waits may be inter-

preted as a sign of disrespect for the time and efforts your clients and customers spend to ensure their calendars are clear.

Staying on schedule (or close to it) is a major factor in customer retention — perhaps even one of the biggest. There is a clear message of “indifference” that flows when people frequently experience long wait times.

Businesses should work to prevent delays by avoiding overbooking appointments and advising their clients and customers on the nature and length of delays. By merely explaining to a customer that the office is running about five minutes behind, it can immediately diffuse any anger or frustration. Be honest with the patrons as soon as you know there will be a wait time.

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Focus on professionalism

This area is lacking in so many businesses. Is it because our society has become so casual and that is getting mixed up with how to remain professional? Here are a few parts of professionalism that a business may want to focus on:

- Dress appropriately —Your workplace attire may or may not include wearing a suit and tie, but you are still a professional. Whether you have to dress up for work, you wear a uniform or you wear scrubs, your appearance should always be neat and clean. A wrinkled outfit looks no better than a pair of ripped jeans. Wear the type of clothing your employer requires and take pride in what you are wearing.

- Don't hide from your mistakes — As hard as it may be to do, take ownership of your mistakes and do your best to correct them. Try not to make the same one twice. Never blame others, but set an example so that those who shared in the mistake can step forward and admit it. By the same token, don't constantly call others out on their mistakes; rather, help to teach them the right way.

- Be a team player — A true professional is willing to help his or her co-workers when they are overburdened. He or she isn't afraid to share knowledge, opinions or simply an extra pair of hands. One person's success reflects well on everyone in his or her workplace.

Every facet of your business — large and small — is important and customers will always appreciate excellent customer service. While you put so much emphasis on the new customer, what about the returning customers? You need to woo each one equally. Give that personal attention that everyone longs for in every aspect of their lives. Treat customers with respect at all times. If you maintain a culture of respect, your customers will know that they are truly being well cared for. Stay on time; work together as a team to maintain that time schedule and when someone falls behind, let the customer know that there will be a wait.

Conduct yourself in a professional manner at

all times; this includes how you look, what you say and how you treat others. Keep an open line of communication with your clients, and ensure prompt attention to any issues that may arise.

It doesn't take a lot to create the secret sauce to customer retention — it just takes consistency and attention to detail. Most importantly, it takes a team.

Denise Ciardello is the

co-founder of Global Team Solutions (GTS), an accomplished speaker, and author of the Office Management Gems series. Through her engaging keynotes and consulting, Denise provides unique

insight, creativity, and humor for her clients. Her industry distinctions include serving as president of the Academy of Dental Management Consultants and membership in the National Speakers Asso-

ciation, and Toastmasters International. For more information on Denise Ciardello, please visit: www.GTSGurus.com

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Developing a safety culture



by Bill and Mary Weaver

Close-up of Komatsu boom summarizing the purpose of the Safety Culture at Sadoff. The philosophy that "Accidents happen" is one that Sadoff rejects by proactively reducing risks through their 6-point Safety Core.

Photos by Bill Weaver

Upon entering the ferrous metal recycling yard at Sadoff Iron and Metal in Fond Du Lac, WI, we were greeted by safety slogans clearly printed on the booms of every material handler and loader in sight.

"The hardest things to change in developing a safety culture at our 8 industrial metal recycling facilities," explained Jason Lasky, company vice-president, who has been in charge of developing and implementing the safety culture for the past seven years, "have been behaviors, such as not taking the time to do a job right, rushing, taking short cuts, not being aware of distractions. Behaviors such as these have been our biggest challenge."

The metal recycling industry, inherently dangerous because of its cutting/shredding/baling machinery and its mobile material handlers lifting large "bites" of metal is considered the fourth most dangerous industry by the U.S. Department of Labor. Sadoff's aim is to proactively prevent accidents from happening, and the company and all its department and facility managers are working hard toward this goal.

The safety slogans on heavy machinery are part of Sadoff's effort to prevent accidents. "Our goal is to reduce risks. If we can reduce risk, we can create safety, because safety is the absence of risk," continued Jason Lasky. "That's why we developed the safety core, which has become part of our culture. Safety is not considered a priority, because priorities can change from month to month, and even from minute to minute. Safety has become a value, a part of our business culture that does not change."

In the ferrous recycling yard, all heavy machinery has been retrofitted with back-up cameras, and employees on foot have instant radio communication with individual machinery operators. The use of proper safety equipment is not negotiable. At Sadoff, workers can get fired for not wearing hard hats and safety glasses.

"Employees will go through the disciplinary process," explained Jason Lasky. "The warning for the first offence will be verbal. The second offence will bring a written warning, and the third will result in termination." This is part of the safety culture — another pro-active way of preventing certain types of potentially serious injury. "If you don't honor our work rules for wearing hard hats and safety glasses, you don't have the privilege of working here."

These examples only scratch the surface of deeper changes that have been made to create Sadoff's safety core, which has six components. Anyone reading them for the first time will be struck by the investment of on-the-clock work time in the safety program. This safety culture does not come cheap. "But," added Jason Lasky, "Cost' and 'safety' should never both be used in the same

sentence.

"We recognize that, although there is a cost to our safety core in time and expense, the risks created by not following those six steps can be ten-fold what the safety core program costs. So it seems like a cheap investment."

Not only accidents, but also near misses, are taken very seriously, and employees are strongly encouraged to report them and to file an incident report. "We meet as a leadership team, including our HR Director, our Facility Director, and our Safety Director (who has held that position for 21 years at Sadoff), once weekly to review each incident report of an accident or a near miss, and to discuss how we can find opportunities for corrective action."

Employees are also taught "from day one" that they have the right to stop work in progress in the event they feel seriously unsafe. Employees are also taught, "If you see something that looks unsafe, say something," because it probably is unsafe. Hand written "atta boy" notes, modest cash payments, awards and privileges are regularly used to honor employees who make a positive contribution to safety.



The Lasky family team responsible for the administration that makes everything work at Sadoff. From left, Sheldon Lasky, chairman, with sons Jason Lasky, vice president; Mark Lasky, president and CEO; and Brad Lasky, vice president.

Even basic housekeeping is an important proactive contributor to plant safety, and this leads us to the first of the six basic points of Sadoff's Safety Core: every month Safety Director Jerry Heitman performs a scored safety audit. "Our managers have to achieve a minimum of 95 on their safety score to pass."

Second: every month each department or facility manager is required to complete a non-scored safety audit measured as "complete," (they did it,) or "incomplete" (they didn't.)

Third: all managers have are the responsibility of making sure that all of their employees meet all of the training required on a monthly basis, including ensuring attendance. This is also scored as complete or incomplete. This is a more complex undertaking than it might appear to be on the surface.

For example, there are the daily "Toolbox Talks," held by every manager for about 15 minutes of on-the-clock time every morning. "Our safety director directs the safety culture, but our managers lead the safety culture. Each manager uses what has been going on in their operation and the issues they've encountered as the basis for these daily talks, which focus on safety.

"If you think about it, this is what we should be doing. It's telling people what to expect for the day. They are informed about anything that needs attention, correction or awareness. They talk about whatever is necessary to discuss with all the folks together in one room. This facilitates healthy communication," said Jason Lasky.

Fourth: one and a half days are spent with each new employee in pre-employment training and go through the pre-employment safety checklist. Before the new employee starts his first shift, his manager sits down with him and reviews both the safety culture and specific safety information about his

particular job.

An employee who works in the nonferrous warehouse with the powerful Harris baler, for example, will be taught the lockout procedure to be used when he is working around the baler.

Fifth: every facility manager holds a monthly manager's meeting with all their staff to discuss concerns about safety operations, environmental considerations and anything else that is appropriate to inform all their employees about that month (again on-the-clock.)

And sixth: "We have the expectation that employees will do safety audits of other departments, so that we'll get new eyes looking at each area. These can be termed 'cross-pollination' audits, to make sure nothing has been missed.

"These six elements of the Safety Core are at the heart of what we do here for safety. This Safety Core was designed to drive the safety culture, using leading indicators for addressing things that have not happened yet," said Lasky.

"Leading indicators — including preventive audits, making sure all employees are well trained, making sure all facilities are following housekeeping requirements — are all meant to assist in reducing risk and preventing accidents by proactively addressing potential causes. The definition of safety is the absence of risk."

Sadoff also partners with others to reduce risk in the industry. "When we're going around to other companies in the regular course of business, we're noticing safety risks, among other things." As an example, Sadoff provides small, self-dumping hoppers to some of their manufacturers.

"We had an incident involving one of those hoppers, and we realized that if we could put a safe-



Even though they are just passing through the ferrous recycling yard, Brad Lasky, vice president, (left) and Tom Barnett, ferrous manager at Sadoff's Fond du Lac facility, adhere to the Sadoff Safety Culture by wearing hard hats, protective eyewear, safety vests, and steel-toes boots.

ty chain on that device, we could prevent it from causing that same injury that we had experienced." This is not a small project. Sadoff has hundreds of those small hoppers out in the field. "They are in use, so we can't just go out and collect them all and fix them.

"It's a process where, as our employees are going out to our industrial customers, they are looking for equipment that could use this safety assist. We're being proactive in providing it for the companies," said Lasky.

Sadoff also participates in something called the 'Safety Circle of Excellence' with the international industry group ISRI. "This involves meeting with other like-minded companies in discussing opportunities to realize health and safety promotion within the industry, and we do assist the industry with some of their safety programs. These meetings take place in the course of business, depending on what we're doing operationally."

All pieces of heavy equipment at Sadoff's eight facilities have clearly-visible safety reminders, like this CAT loader.



CASE adds 650M dozer to M Series Lineup

RACINE, WI — CASE Construction Equipment announces the 650M — the latest dozer in the M-Series lineup. Replacing the popular 650L, the 74-horsepower dozer has been updated with all of the hallmarks of the CASE M-Series dozers, including a Tier 4 Final FPT engine with Diesel Oxidation Catalyst (DOC) technology. The new 650M also features an enhanced undercarriage with improved track frame, idler, sprockets, rollers and extended-life SALT HD tracks, as well as a reinforced mainframe. Like all M-Series dozers, the 650M comes standard with CASE ProCare for added uptime protection.

CASE M-Series dozers also offer best-in-class drawbar pull, increased horsepower ratings, improved fuel efficiency, industry-leading visibility, customizable controls and pressurized isolation-mounted cabs for optimal comfort.

Productivity

The CASE 650M dozer delivers power and productivity through increased drawbar pull (39,086 pounds) and horsepower rating compared to the previous model, while also reaching Tier 4 Final compliance. It also features a hydrostatic drive system, and



The new 650M also features an enhanced undercarriage with improved track frame, idler, sprockets, rollers and extended-life SALT HD tracks, as well as a reinforced mainframe.

Photo courtesy of Case

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The 650M utilizes DOC technology while maximizing engine horse power and torque without the need for adding complication, weight, or regeneration of other systems with the proven FPT powertrain. There is no DPF regeneration or associated lifetime service costs. This helps maximize uptime and performance – all with minimal maintenance.

Improved Controls

New M-Series Control customizations on the 650M dozer allow the operator to set both steering and shuttle sensitivity to smooth, moderate or aggressive. This allows the operator to adjust machine responsiveness and controls to their preferences as well as to match ground conditions. The

650M controls and hydraulic system have been calibrated for optimum performance and efficiency to build upon the strong legacy of the 650L's performance.

Industry-leading Comfort and Visibility

The 650M features a cab-forward design with standard ROPS canopy. An optional ROPS cab with floor-to-ceiling straight-panel glass doors provides industry-leading visibility down to the blade. A sloped hood and the positioning of the operator provide excellent visibility to the ground in front of the machine. The optional sealed and pressurized cab available on all M-Series dozers helps keep dust and other materials out of the operating environment.

Vibration has been reduced over previous generations with a retuning of both the undercarriage and the cab mounts. Noise is reduced over previous generations (down to 73 dBA), helping to reduce operator fatigue. The new world-class undercarriage sourced from a leading undercarriage design and manufacturing company, not only reduces sound and vibration

found in the cab, it also features a smaller front idler, which increases visibility to the bottom of the blade for fine-grading applications. Additional features such as a factory-installed radio and environmental controls further improve operator comfort.

Robust Design, Easy Maintenance

The new M-Series dozers were designed to withstand the harshest operating conditions. Design considerations include a redesigned undercarriage with robust components, a box-style C-frame built for heavy earthmoving, and an updated cooling package that is tested under maintained heavy load conditions and designed to optimize engine and hydraulic temperatures. The 650M cooling system was specially tuned and upgraded to deal with the harsh high heat applications often associated with operating dozers in the 650M size class. Additional components, including the cylinders, electrical system and the rippers have been engineered to last in the toughest conditions.

All daily service checkpoints — including hydraulic components, filters

and electrical components — are accessible from the ground and do not require hand tools for access.

Built With the End User in Mind

The 650M comes with three popular track configurations and multiple blade configurations to allow transport without permits, while providing optimal flotation for many applications, as well as the drawbar pull required for tough applications. With some of the deepest grouser teeth in the industry, and the class-leading standard clipped grouser teeth, the 650M delivers in both performance and usability.

CASE ProCare

All M-Series dozers come standard with CASE ProCare, the industry's most complete factory-provided heavy machine coverage and uptime assurance to owners and operators. ProCare includes a three-year, 3,000-hour full-machine factory warranty; three-year, 3,000-hour planned maintenance contract; and a three-year Advanced CASE SiteWatch telematics system.

For more information about the new 650M, or the entire line of CASE M Series dozers, visit CaseCE.com/dozers.

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Hoists deliver special performance throughout industry

The robust nature of Profi TI series air hoists from J D Neuhaus (JDN) ensures their suitability for a whole host of general industrial applications. JDN's Profi TI series is extensive, but models from TI 3 to TI 25 (providing 3 to 25 metric ton lift/load capacity) are ideal for general purpose use, even in continuous working processes. These units can be outfitted with many accessories to meet end user needs. Some of these accessories are various control systems (including remote control) for precise positioning of loads, and a variety of trolleys available to meet specific demands.

Profi TI hoists offer many advantages. These easy-to-operate, low-headroom, lightweight hoists

are suitable for hazardous area applications and are impervious to dust, vapor, humidity and working temperatures ranging from -20 to +70°C. Profi TI hoists work uninterrupted with extended duty cycles (100% duty rating), and have fail-safe starting and overload protection.

These benefits are further enhanced by the need for only minimal maintenance to achieve optimal performance. Profi TI hoists utilize a low-maintenance vane motor, and maintenance-free dust proof ball bearings for the chain sprocket, while the patented motor-brake system is designed to produce little wear. The planetary gearbox utilizes long-life grease lubrication with all teeth made of tempered or hard-

ened high-grade steel, while the chain and hook are also made from high-quality tempered steels with a breaking strength of five times the nominal designated load. An integrated emergency main air stop for this series, along with the above design features emphasize the fact that safety is the number one priority at JDN and for their Profi hoists.

In total, six models are available for general industrial applications, 3 TI, 6 TI, 10 TI, 16 TI, 20 TI and 25 TI, with the numeral designating the carrying capacity in metric tons. For other applications, Profi TI hoists are available in lighter carrying capacities (from 250kg) as well as in heavier versions (with up to a full 100 metric ton capacity). All of JDN's Profi TI



The J D Neuhaus Profi 6 TI hoist shown in motor trolley.

Aqua-Blue from 18

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hoists are also available in a hydraulic drive version.

Typical applications include aircraft construction, general assembly lines, dairies, electroplating lines, offshore platforms, paint shops, power plants, refineries, sawmills, shipyards and tempering plants. They are also used in a host of uses in the chemical, explosives, food, furniture, glass, oil storage, paper, textile industries, and other industries.

End users in these markets enjoy strong, fast, silent, oil-free hoist operation with high levels of efficiency. JDN hoists are purpose-designed to offer the industry's most efficient air consumption rates, providing a significant contribution to reducing TCO (total cost of ownership). Profi TI hoists also feature no protruding control hoses or parts susceptible to damage, making them equally suitable for horizontal pulling.

Further information is available on request to: J D Neuhaus L.P., 9 Loveton Circle, MD 21152 Sparks, USA

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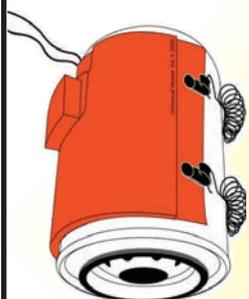
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A Profi 3TI hoist from J D Neuhaus with a 3 metric ton lift capacity.

A Profi 16 TI air hoist from J D Neuhaus with a lift capacity of 16 metric tons.

Photos courtesy of J D Neuhaus

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For training:

simulators can be a wise move

by **Larry Bernstein**

With mastery displayed during simulation, companies can feel confident that new employees can hit the ground running and not take time away from experienced personnel.

Graphics courtesy of CM Labs

Training employees so they can properly handle equipment is essential for every business, big or small. On the job training can be costly in terms of time and money. Then there is the frustration level that is inevitable when learning a new skill. For these reasons and more, using simulators is a wise move.

Recently, Drew Carruthers, product line manager construction for CM Labs, led a webinar entitled, "Cutting through the hype: how to buy an operator training simulator." The purpose of the webinar was to assist companies so they are not overwhelmed by product specs and sales information when acquiring new technology. According to Carruthers, those who tuned in to the webinar came from across North America and from different aspects of the industry including those in crane rentals, training schools and more. A video of the presentation can be found at <https://www.youtube.com/user/vortexsim>

In addition to the reasons stated above, the presentation noted a number of others why simulation is helpful. Simulation allows a company to maximize its training resources as they can supplement real equipment time with virtual equipment. Another benefit is that simulation allows for self-paced learning. Learning time does not end when the job is over as students can continue to learn on their own. Another benefit of simulators is they can replicate all kinds of situations including challenging conditions that allow students to safely push their skills to the limit. When challenges arise in the field, employees will be prepared to handle them due to the simulators.

Utilization of simulators ultimately reduces training expenses. Having new employees out in the field increases the wear and tear on a company's machinery and length of time it takes to complete a project. With new employees focused on classroom learning rather than out in the field and learning on the job, there will be less incidents and accidents. This leads to lowering of insurance and increased safety.

Simulators are an excellent teaching tool; not only can simulators create real world scenarios to train future machine operators, they can monitor the user's progress and movements. This information can be used as a teaching tool allowing operators to review their strengths and challenges. They can assess when trainees are ready to progress to different levels of training and ultimately to the field. With mastery displayed during simulation, companies can feel confident that new employees can hit the ground running and not take time away from experienced personnel.

Smaller outfits, understandably, can appreciate the benefits of simulators but worry about the costs of the technology. While Carruthers acknowledges simulators can be quite expensive, there are more moderately priced options that

include many of the same benefits of the pricier versions. Tabletop simulators come at different price points, and they use the same software and have the same exercises as costlier options. While the tabletop simulators do not have a motion platform and have lower number of screens, they still enable new employees to learn the necessary skills in a controlled environment. For the smaller outfits that have fewer pieces of equipment, lessening the burden on the equipment in the yard in order to get the most out of it is particularly important.

Experienced personnel can also benefit from simulators. Whether it's due to new regulations or the inevitable changes that every industry faces, employees need to keep on top of their craft. Simulation can follow industry quickly and be programmed to incorporate the changes. Experienced personnel can learn the necessary new skills via the simulators. During inclement weather or even between jobs, experienced personnel can make use of the simulators so they stay sharp. They can also turn to the simulators to retrain following incidents.



Simulators are an excellent teaching tool; not only can simulators create real world scenarios to train future machine operators, they can monitor the user's progress and movements.

As previously noted, simulators can be pricey and therefore companies need to put great thought and consideration into the buying process. Carruthers offers a few tips for companies when it comes to selecting a simulator vendor. These include:

- Consider how many years the vendor has been building training solutions. An experienced vendor will be able to offer customer service and 'know how.'
- Is simulation their core business?
- Evaluate the breadth of their solution catalogue. Solutions should have been tested over time. A deep catalogue provides assurance that your future training needs can be met.
- Do your research. Ask how many clients the company has, and contact three or four clients at minimum.
- Evaluate their training and support services. Inevitably, companies will have questions about the simulator and will want to make the best use of it. It is only through top-notch training and support services that a company will be able to get the most out of their simulators.

While picking a good vendor is essential to maximizing a company's experience with a simulator, a company needs to consider its own needs before they start the whole process. Below are 10 questions Carruthers suggests companies should ask before they purchase a simulator.

1. What are our simulation goals?
2. What are we going to measure?
3. Do our experienced operators agree that the simulation is accurate enough to develop real skills?
4. Does the simulator take trainees from beginner to real worksite scenarios?
5. Can instructors introduce faults and emergency scenarios?
6. How many machines can I train on today?
7. Do the training exercises come with lifting/worksites plans?
8. Do trainees obtain a false sense of competency through "easy wins"?
9. What reporting options are available?
10. Is the solution robust enough to last at least 5 years?

Carruthers offers one final tip for those in the

market for a simulator: try the simulator yourself. According to Carruthers, a five-minute demo is rarely enough to give you a sense of how suitable the simulator is for your trainers and trainees. He says, "Before you make an investment, test your solution with a trusted, qualified operator, and over an extended period of time — if possible, spend as much time on the simulator as your trainees will be spending." Carruthers recommends a minimum of two hours.

Simulators offer construction companies value on many levels. Before investing in a simulator, companies need to carefully plan out what they want and find a vendor that works for them. Doing so will enable them to train their employees and have them job ready when they step on a work site.

Carruthers emphasizes that the new generation of machine operators are "becoming closer to pilots than the older generation of operators when everything was manual." Like everything else in the world, technology is impacting the construction world. A company could make use of its simulator as a marketing tool to indicate to its clients, and potential clients, that they are a high tech outfit.



Another benefit of simulators is they can replicate all kinds of situations including challenging conditions that allow students to safely push their skills to the limit. When challenges come in the field, employees will be prepared to handle them due to the simulators.

OSHA extends operator certification deadline to 2018

OSHA recently published a Final Rule delaying its deadline for crane operators to be certified by one year until Nov. 10, 2018. OSHA is also extending its employer duty to ensure that crane operators are competent to operate a crane safely for the same one-year period. The Rule takes effect immediately.

The notice, which comes just one day before the certification requirement was due to come into effect, follows publication of a Proposed Rule in August in which OSHA announced its plans for the postponement.

OSHA believes that an additional year will be sufficient to complete work on addressing the two issues that has concerned industry ever since the crane rule was published in 2010; namely, whether operators need to be certified by type and capacity, or just by type; and whether certification is

sufficient by itself to deem an operator qualified to operate a crane.

While OSHA is not at liberty to disclose the exact language it will propose to fix these two issues, it has again reaffirmed its intention, first noted in its submission to the Advisory Committee on Construction Safety and Health (ACCSH) in 2015, "to propose removing the capacity component of certification." OSHA also notes that it would be unfair to employers to enforce the certification requirement "before completing the separate rulemaking to change that criteria."

On the second issue, OSHA states in this latest rulemaking that it currently is "not prepared to make a determination whether certification alone is insufficient" in determining whether an operator is qualified.

The National Commission for the Certifica-

tion of Crane Operators (NCCCO) supported the additional delay "reluctantly" since the changes to the rule were critically important to the effectiveness of the certification requirement, said NCCCO CEO Graham Brent. However, it was important OSHA acted with urgency. "Since the positive impact of professionally developed, third-party, accredited crane operator certification on the incidence of deaths and injuries caused by crane accidents has been amply demonstrated during the more than 20 years that NCCCO has been providing it (see, for example, Cal-OSHA Study of Crane Accidents, 2008) every delay means that this nation's workers continue to be exposed to risks that would otherwise have been mitigated," NCCCO stated in its official submission to OSHA in September.

CASE and Michigan dealers donate equipment to Team Rubicon and Habitat for Humanity for urban blight recovery project

CASE Construction Equipment, RPM Machinery, Southeastern Equipment, Habitat for Humanity of Kent County and Team Rubicon teamed up for a heavy equipment operator training and socio-economic improvement project — named Operation Fearless Mary — in the Roosevelt Park neighborhood of Grand Rapids, MI. RPM Machinery and Southeastern Equipment donated the use of several skid steers and excavators, while Team Rubicon brought in 72 volunteers and 20 new members from across the U.S. for the operation.

For Team Rubicon — an organization that unites the skills and experiences of military veterans with first responders to rapidly deploy emergency response teams for disaster relief — this kind of training/community service operation prepares their volunteers for operating heavy equipment during deployments, and helps to solidify the humanitarian and relationship-building skills that are crucial in disaster response scenarios. A key component is Team Rubicon's partnership with CASE, which provides both training and heavy equipment through its dealer network.

For CASE and Team Rubicon, the event also served as a warm-up for volunteers and equipment that were sent to Rockport, Texas as part of Operation Hard Hustle, a recovery effort related to Hurricane Harvey.

Rebuilding communities

The ongoing project involves the redevelopment of the Roosevelt Park neighborhood of Grand Rapids, MI — a large area that had been hit hard by poverty, urban blight and the foreclosure crisis, but is now

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2008 Chevrolet Silverado Reg Cab LT 4WD
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2016 GMC Canyon Crew Cab All Terrain 4WD
3.6L 6 Cyl, Auto Trans, Air Cond, Alloy, Tow Pkg, Htd Leather, "0" Recalls, Black, 26,858 Miles
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6.2L V8, Auto Trans., Tow Pkg., Chrome, Htd & Cooled Seats, "0" Recalls, Brown, 73,985 Miles
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seeing a strong resurgence due to community involvement. Slated for completion in 2022, the comprehensive renewal project required the removal of approximately 7-million pounds of debris, and upon completion will include single- and multi-family homes, retail, green space as well as a new high school that will house more than 500 students from the local community.

“There’s a lot of moving parts to this project and one of them is debris removal,” says Cort Beard, regional field operations manager, Team Rubicon, and managing director of operations for Habitat for Humanity of Kent County. “By the end of today, we will have removed close to 7-million pounds of debris from the work site. That’s a significant savings to Habitat for Humanity and the 14 other partners that are involved with this project. To my knowledge, it’s the largest-scale project with volunteers leading the way.”

“It’s been a tremendous experience,” Beard continues. “A good estimate is \$347,000 given back to the community. When all the in-kind equipment rentals, fuel, volunteer hours, command and general staff, everything is put together, that’s a huge savings and that helps Habitat for Humanity continue to grow, as well as Team Rubicon, in the efficiency of what we spend compared to what we leave the community with when we do demobilize.”

“What’s amazing about this project is that we have volunteers from across the country, 8 of 10 [Team Rubicon] regions are represented, as well as Team Rubicon Canada.”

Training for what’s next

Operations like Fearless Mary allow Team Rubicon volunteers to get hands-on equipment training before deploying to real-world disaster response operations. Some of the volunteers that participated in this operation—from both



For CASE and Team Rubicon, the event also served as a warm-up for volunteers and equipment that were sent to Rockport, Texas as part of recovery efforts related to Hurricane Harvey.

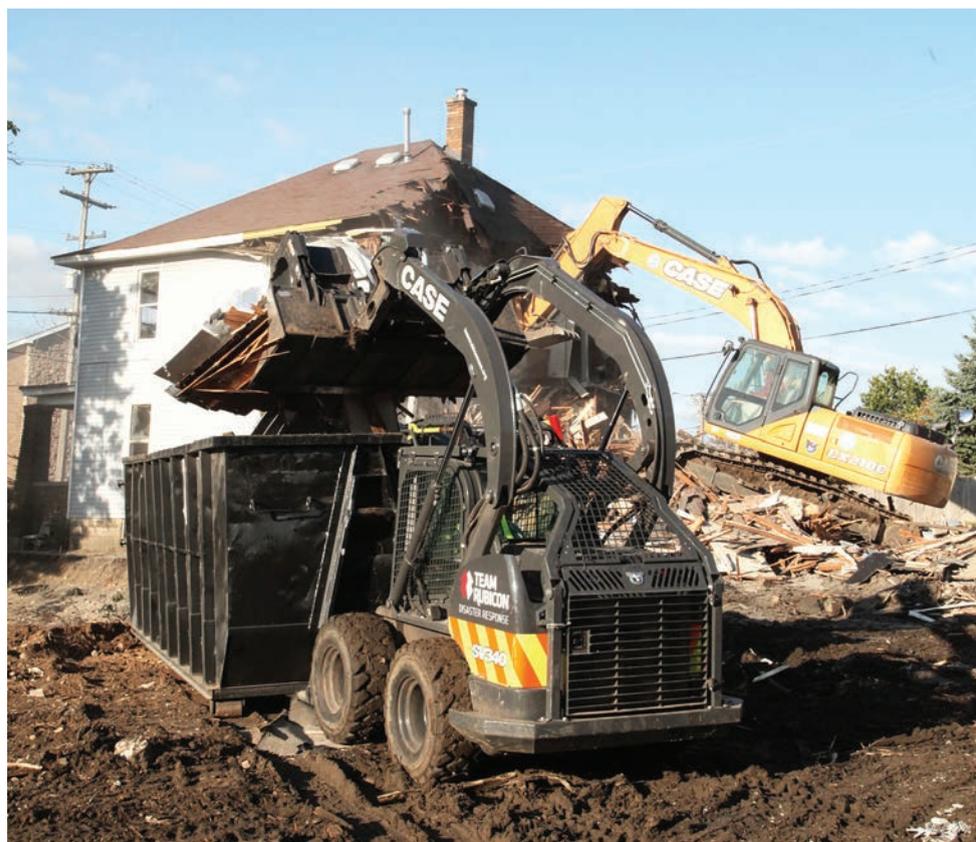
Photos courtesy of CASE CE

CASE and Team Rubicon—transferred to recovery and cleanup operations in response to Hurricane Harvey.

“This operation is the combination of years of planning, relationship building and watching the beauty of a community coming around a project that leaves a lasting impact here,” explains Kyle Doyon, incident commander — Operation Fearless Mary, Team Rubicon. “We’re here with Habitat for

Humanity and with CASE and Team Rubicon training our volunteers here in the field, but not in a disaster zone. We’re able to do it in a controlled environment, in a safe and slow manner so that when they head down next week to go down to Texas and down to Florida, they’re able to do the work there in a proficient and safe manner where there’s a lot more variables than we have here.”

For more information on Team Rubicon, visit TeamRubiconUSA.org. For more information on the partnership between CASE and Team Rubicon, visit CaseCE.com/TeamRubicon. For more information on Habitat for Humanity, visit Habitat.org. For more information on RPM Machinery, visit RPMachinery.com. For more information on Southeastern Equipment, visit SoutheasternEquip.com.



The ongoing project involves the redevelopment of the Roosevelt Park neighborhood of Grand Rapids, MI.



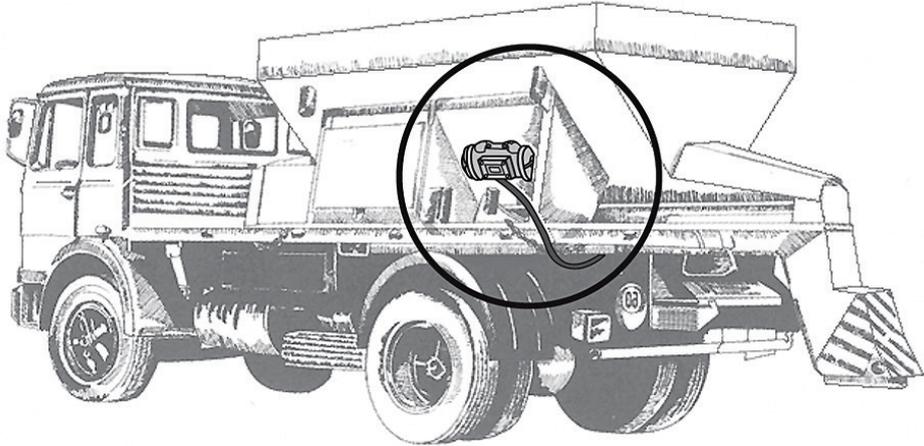
This kind of training/community service operation prepares their volunteers for operating heavy equipment during deployment.

High-efficiency vibrators for spreaders, pumpers & volumetric mixer trucks

NEPONSET, IL — A global leader in bulk handling technology has introduced a 12 VDC electric vibrator that combines superior performance with long-lasting reliability to improve material flow in specialized hauling and distribution vehicles. Cougar® MDC12-400/700 vibrators from Martin Engineering offer powerful bulk material movement for concrete pump trucks, salt/sand/gravel/fertilizer

insulation puts less stress on internal components, leading to better efficiency and greater durability.

Delivering a centrifugal force output of 400 lbf (90 N) for the pumper/spreader model or 700 lbf (160 N) for larger spreader applications, the internal components are housed in a heavy-duty aluminum alloy case. Weighing only 18 lbs (8 kg), the unit features a more compact design than comparable vi-



Able to fit most existing brackets, the unit has a specially designed mounting base with three holes on each of the four legs, which permits selection of four different mounting patterns.

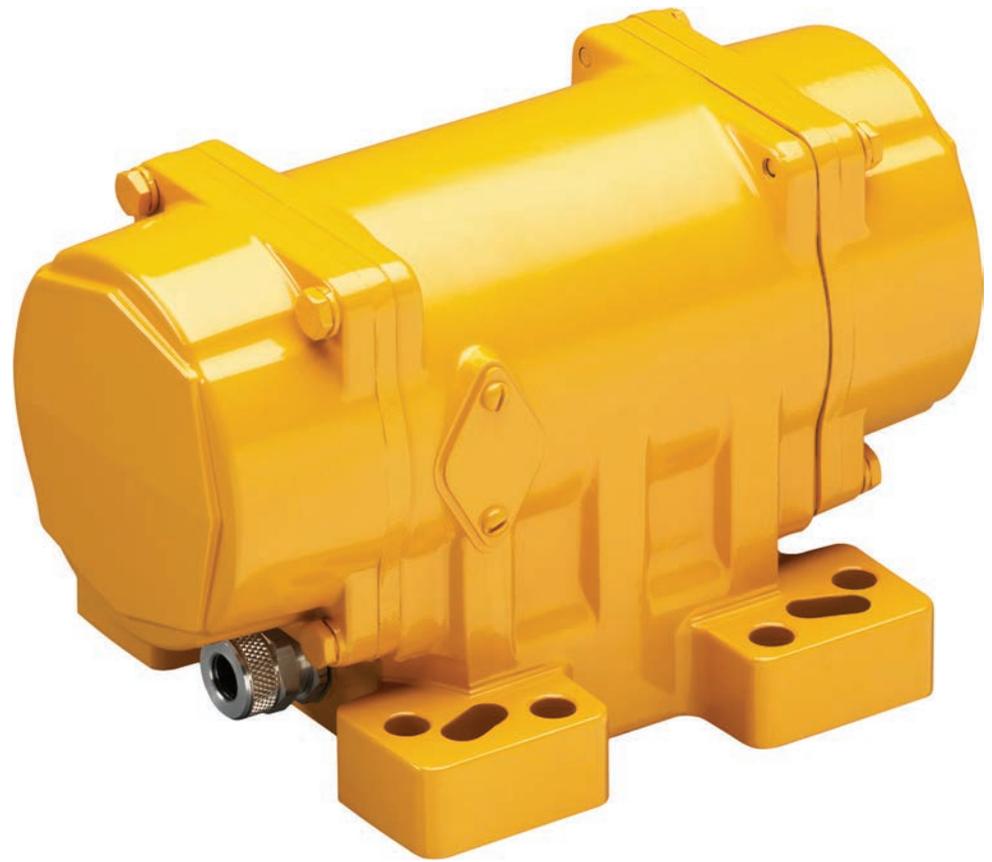
brator trucks and volumetric mixer trucks. Able to be retrofitted to most standard brackets, the high-efficiency design uses less current and runs at a lower temperature, while retaining the same power as comparable models. The result is longer equipment life with lower operating expense and maintenance costs by reducing material buildup, slow unloading, clogging and bridging.

“Slow discharge or blockage occurs for several reasons — humidity, material consistency, etc., but out in the field, the most aggravating reason is when vibration equipment fails,” said Allen Twidell, mobile market manager for vibration at Martin Engineering. “When that happens, everything stops and operators need to take steps to manually dislodge material using shovels or rods to poke at the clog, or mallets to bang on the side of equipment. These actions can result in equipment damage or sudden discharge, which can be dangerous. The extra time and labor also raises operating costs and reduces productivity.”

Powered by a high efficiency 12-volt DC motor with a maximum draw of 13 amps, the oversized permanent magnet design of the MDC12 Vibrators reduces demand on the vehicle’s electrical system. Drip-impregnated armature windings carry the current and sealed oversized bearings eliminate lubrication requirements, keep contaminants out and ensure ongoing performance with minimal maintenance. A more sustainable operating temperature coupled with high-temperature Class F

brators on the market. To eliminate moisture penetration, Martin Engineering designers placed the terminal box underneath the vibrator to better secure the electrical wiring, then filled the box with silicone rubber for added protection against moisture and other contaminants.

Featuring machined surfaces and sealed with O-rings to create dust-tight and watertight protection, the vibrator carries an IP-66 rating, ensuring that it can withstand punishing winter and summer environments. The external



The external surfaces are smoothed and painted to eliminate buildup of fugitive material.

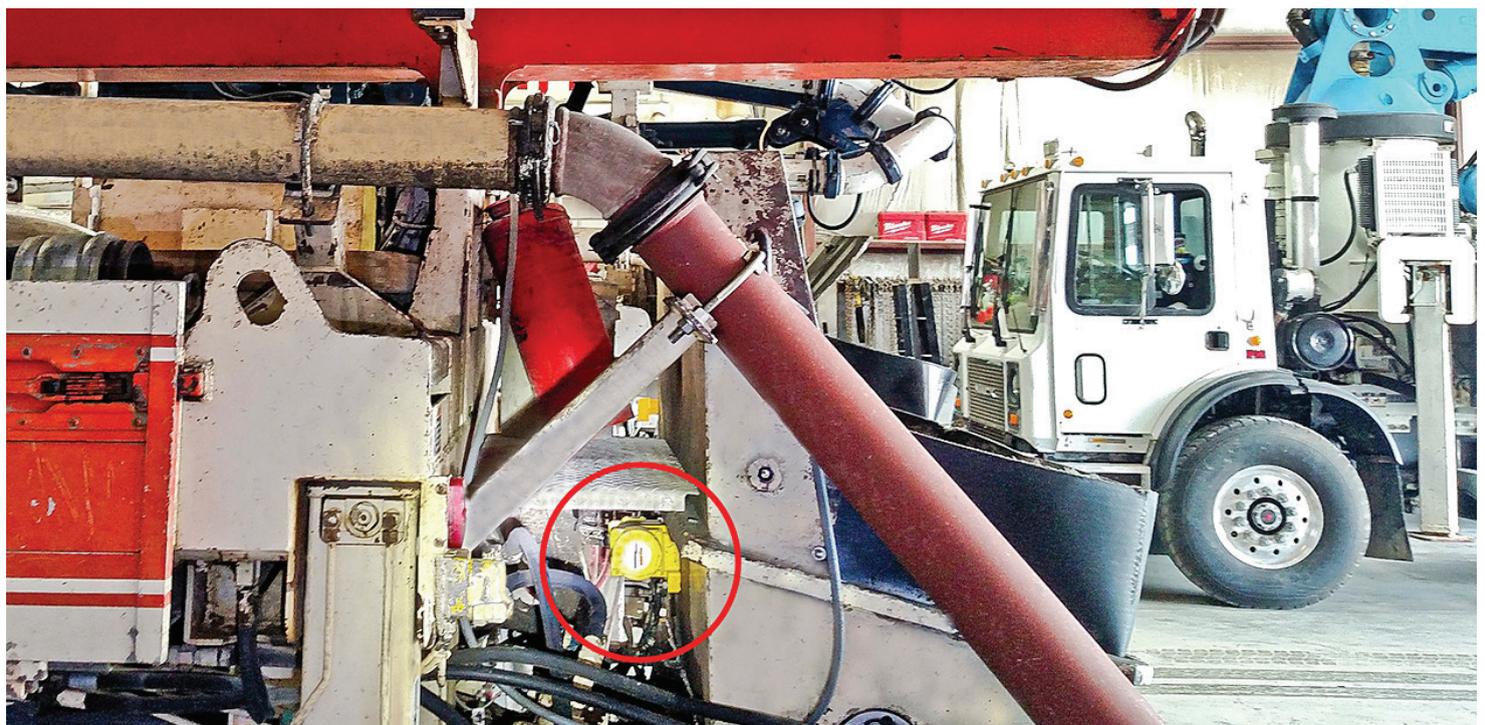
Photos and graphics courtesy of Martin Engineering

surfaces are smoothed and painted to eliminate buildup of fugitive material.

Designed and manufactured in America, the MDC12-400/700 is intended to replace less reliable, foreign-made models at a competitive cost to the customer. Able to fit most existing brackets, the unit has a specially designed mounting base with three holes on each of the four legs, which permits selection of four different mounting patterns. With a 10-inch (254 mm) pigtail cord ending in a two-prong plug, the unit fits most truck electrical systems.

“Even before this vibrator went into full production, it was adopted by a specialty snow removal equipment manufacturer as their standard unit for the hoppers of their salt spreaders,” Twidell pointed out. “With the more efficient compact design and Martin’s performance guarantee, this vibrator has received a positive reception from the industry for its superior construction and lower cost of ownership.”

For more information, contact us at info@martin-eng.com or visit www.martin-eng.com, or call 800-544-2947.



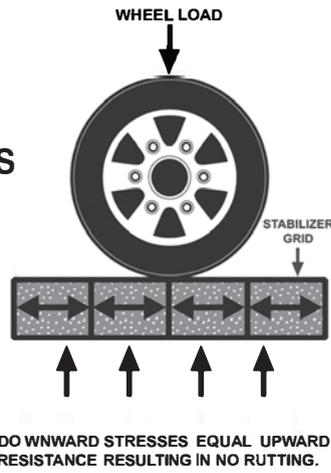
Weighing only 18 lbs (8 kg), the unit features a more compact design than comparable vibrators on the market.

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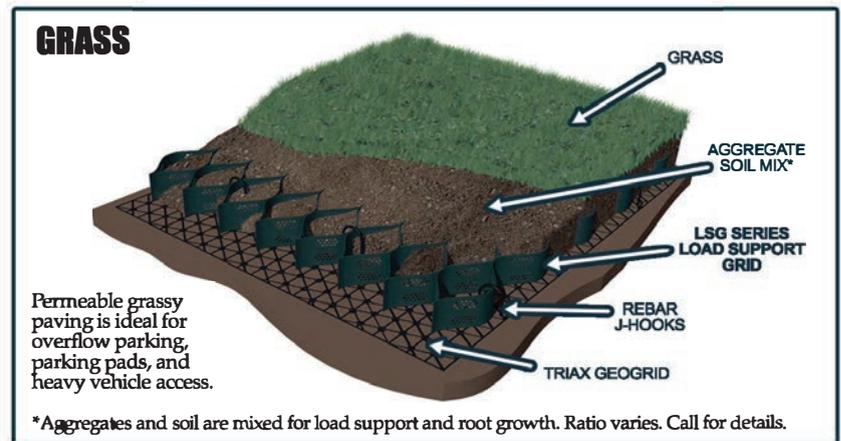
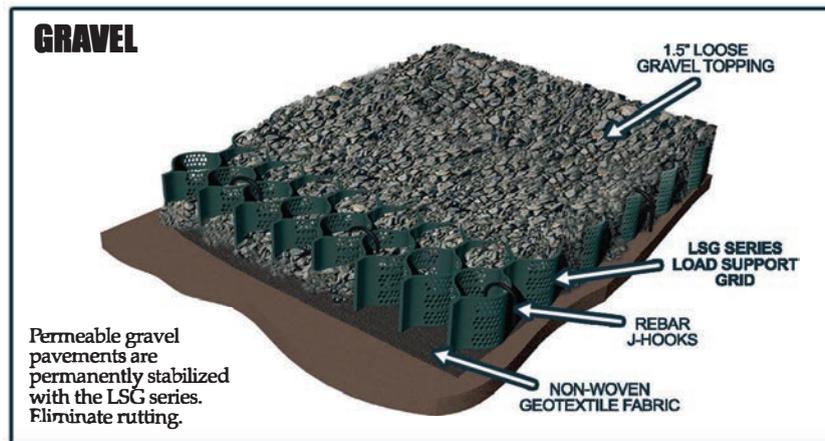
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People in the industry

JLG'S Rick Smith recognized as access industry's person of the year

MCCONNELLSBURG, PA — Access, Lift & Handler (ALH) magazine recently honored Rick Smith, senior director of global product training at JLG Industries, Inc., an Oshkosh Corporation company [NYSE:OSK] and a leading global manufacturer of aerial work platforms and telehandlers, with the ALH Person of the Year award during the group's annual conference Oct. 12 in Miami.

"Rick is a natural fit for this award," said Frank Nerenhausen, Oshkosh Corporation executive vice president and president, JLG Industries. "He continually looks for, then develops innovative ways to improve JLG's training offering with a focus on improving industry-wide safety."

Smith's nomination cited his leader-

ship of a team that developed operator training programs and a new Train-the-Trainer program, which blends four weeks of asynchronous online training with three days of onsite training at the new JLG training center in McConnellsburg, PA. He was also instrumental in creating the hands-on training area and proving grounds, which provide a safe environment where participants can apply theory learned in the classroom.

Additionally, the five-member panel of judges learned Smith played an instrumental role in developing the company's lift and access equipment virtual training simulator, which was on display at CONEXPO 2017. The simulator employs advanced gamification learning, similar to a video game experi-

ence, to familiarize operators with the controls and operations of boom lifts and telehandlers. He also launched AccessReady, a portal connecting potential mobile elevating work platform (MEWP) operators with qualified instructors and evaluators in their area.

In addition, the nomination form highlighted Smith's membership in a number of professional organizations, including the ANSI A92.24 MEWP Training Standard subcommittee, ANSI A92.22 MEWP Safe Use subcommittee, ISO working group (ISO WG2), and IPAF North American region council, as well as his being published in several magazines this year as an industry expert.

For information about JLG®, please visit the website at www.jlg.com.



Smith's nomination cited his leadership of a team that developed operator training programs and a new Train-the-Trainer program.

Goodyear unveils revamped OTR tire website

AKRON, OHIO — The Goodyear Tire & Rubber Company has completely overhauled its OTR tire website: www.goodyearotr.com to provide an enriched user experience and help mining, construction, quarry and port operations discover how Goodyear can help enhance their efficiencies and lower their operating costs.

Optimized for all devices, including mobile phones and tablets, and featuring robust search capabilities, the new site contains detailed information about:

- Goodyear's full portfolio of trusted OTR products, including tires for mining, construction, quarry and port applications.

- Goodyear's worldwide support capabilities, including its global network of manufacturing plants, dealers and distributors that help ensure customers receive the right tires in the right place, at the right time.

- Reliable Goodyear services, such as field consultations, tire surveys and more, all designed to help enhance operational efficiency.

- Management tools, such as Goodyear's EMTrack OTR tire performance monitoring system, which gives end users the ability to track the performance of their tires; chart critical indicators like cost-per-ton and cost-per-hour; and more.

"The site's navigation and functionality have been optimized to help users find the information they are looking for quickly," said Jose Martinez, senior digital and solutions manager, Goodyear.

"To locate specific products, users can search by tire size and rim diameter, and can drill down into other specs, such as individual tire features and benefits, load/inflation tables and warranties," he said.

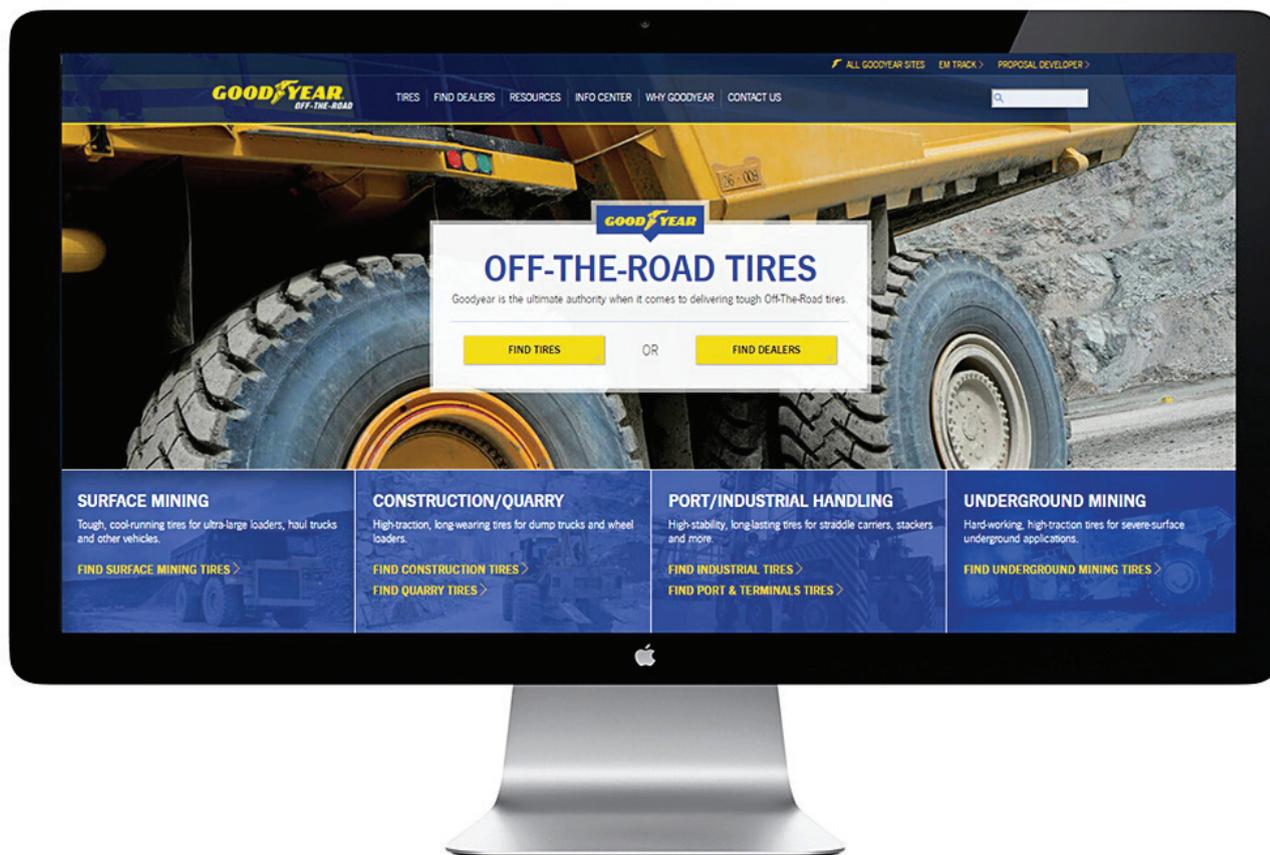
"Users also can compare features, benefits and specs of up to three Goodyear OTR tires at a time."

The site's powerful dealer locator recognizes the user's geographic location and automatically displays a list of — and map to — the nearest Goodyear OTR tire dealers in North America. "And users can contact

Goodyear tire experts for consultation through the site," said Martinez.

In addition, the site contains information about exclusive Goodyear OTR tire technologies, plus a collection of videos, tips and best practices about OTR tire selection, maintenance and other topics.

"Goodyear's goal is to help end users enhance their productivity while lowering their operating costs," said Martinez. "Our newly revamped site will play an important role in helping achieve this. It's one more valuable resource that we offer to mining, construction, quarry and port operations."



The Goodyear Tire & Rubber Company has completely overhauled its OTR tire website www.goodyearotr.com to provide an enriched user experience and help mining, construction, quarry and port operations.

Photo courtesy of Goodyear



People in the industry

Volvo CE expands parts distribution footprint in Canada

Volvo Construction Equipment (Volvo CE) is bolstering its commitment to customer uptime with a new parts distribution center in the Greater Toronto area, which is scheduled to open in early 2018.

"This new facility is a key step in our journey to be number one in machine uptime in the industry," said Ken Silverman, vice president, aftermarket and customer solutions, Volvo CE Region Americas. "Today's customers have an expectation of next-day delivery and the new distribution center, located near Toronto's main international airport hub, will improve our lead times and give us the ability to deliver parts anywhere in Canada by early AM the next day."

The distribution center supports Volvo CE's best-in-class customer experience initiative and allows Volvo dealers to restock both common and business-critical parts faster — a huge advantage for its more than 40 dealer locations across Canada. Currently, Volvo CE ships parts to Canadian dealers from the United States.

"For us, the new distribution center is significant because it will help avoid customs delays," said Jack Bradley,

vice president, Supply Chain, for Canadian dealer Strongco. "Now we will have much faster lead times and easier access to fast-moving parts."

"This Canadian parts distribution facility will give our Strongco customers improved access to critical Volvo OEM parts inventory on this side of the border," said Oliver Nachevski, vice president of the Construction Equipment Division for Strongco. "This is a very exciting announcement as both Strongco and our customers will benefit from enhanced parts availability, which will enable us to offer next day express delivery capabilities."

This is the latest move in Volvo's ongoing work to provide industry-best parts delivery. In 2015, it opened a one million-square-foot distribution center in Byhalia, MS, in addition to secondary parts distribution centers in Columbus, Ohio and Reno, NV. Now by improving its distribution footprint with the new 181,000-square-foot Parts Distribution Center in Canada, which replaces a regional parts depot there, the company will be able to deliver critical parts to any dealer across Canada in major markets — by 8 a.m. the next day after the order is placed.



This is the latest move in Volvo's ongoing work to provide industry-best parts delivery.

Photo courtesy of Volvo CE

"Clearly this is a big step in Volvo's commitment to be number one in uptime in the industry," said Colin Matejka, COO, Great West Equipment in Vernon, British Columbia. "This is really big for us and our customers since we can now ensure quicker delivery. For our staff, this is a huge morale boost — now we can confidently look a

customer in the eye and commit to 24-hour delivery without hesitation."

Volvo Group Service Market Logistics will operate the Support Distribution Center. In addition to providing parts for Volvo CE dealers, the distribution center will also provide parts for Volvo's other business areas.

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Dec 5 - 8

CIC All mobile Cranes Certification
Call Angela at 508-966-4100 or
email angela@cranes101.com to register.

Dec 7 - 8

NDA Winter Board Meeting
Sanibel Harbour, Fort Myers, FL. For more information visit www.demolitionassociation.com/calendar_day.asp?date=12/7/17&event=66.

Dec 16

Signal Person/Rigger Certification Course
Call Angela at 508-966-4100 or
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Dec 18

MSHA Annual Refresher
South Plainfield, NJ. \$99 pp. For more information visit www.catamountconsultingllc.com or call 855-861-7866.

Dec 19

MSHA Annual Refresher
Beacon, NY. \$99 pp. For more information visit www.catamountconsultingllc.com or call 855-861-7866.

Jan 6, 2018

Continuing Education for 2A/1C
Call Angela at 508-966-4100 or email angela@cranes101.com to register.

Jan 9 - 11, 2018

NAHB 2018 International Builders Show
Orlando, FL.

Jan 13, 2018

License Prep 2A/1C/3A
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email angela@cranes101.com to register.

Jan 15 - 19, 2018

AED Summit
Las Vegas, NV. For more information visit www.aedsummit.com.

Jan 17, 2018

MSHA Annual Refresher
East Norriton, PA. \$99 pp. For more information visit www.catamountconsultingllc.com or call 855-861-7866.

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ASCC Laser Scanning Workshop on Tolerances
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World of Concrete
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Jan 24 - 26, 2018

National Crane Certification/Knuckle/Boom Truck National Certification
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Grantville, PA. \$99 pp. For more information visit www.catamountconsultingllc.com or call 855-861-7866.

Feb 1, 2018

MSHA Annual Refresher
Lake George, NY. \$99 pp. For more information visit www.catamountconsultingllc.com or call 855-861-7866.

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Feb 7 - 9, 2018

National Pavement Expo
Huntington Convention Center, Cleveland, OH.

Feb 10, 2018

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Feb 11 - 14, 2018

NAPA 2018 Annual Meeting
Hilton Bayfront Hotel, San Diego, CA. For more information visit <http://tinyurl.com/y9nqaqj8>.

Feb 12 - 14, 2018

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Feb 17, 2018

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Feb 20 - 24, 2018

2018 National Winter Convention
Charleston, SC. For more information visit www.licanational.com/files/Charleston-Agenda.pdf.

Feb 21 - 14, 2018

NAPA 2018 Annual Meeting
San Diego, CA. Visit <http://tinyurl.com/ydhastfv> to register or for more information.

Feb 22 - 23, 2018

The 2018 Horizontal Directional Drilling Academy
Tempe, AZ. For more information visit www.hddacademy.com.

Feb 22 - 24, 2018

Demolition 2018
Austin Convention Center, Austin, TX. For more information visit www.demolitionassociation.com/convention.

Feb 26 - 28, 2018

2018 AGC Equipment, Technology & Construction Solutions Expo
Hyatt Regency, New Orleans, LA. For more info email exhibitsales@agc.com or call 202-768-7917.

Mar 3, 2018

Continuing Education 2A/1C
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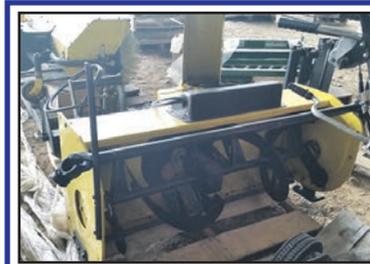
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John Deere opens Regional Parts Distribution Center in Miami

MOLINE, IL — The new John Deere Worldwide Parts Services Regional Distribution Center (RDC) is officially open in south Florida. The 115,000 square foot facility in Miami will serve all Latin America countries, except Brazil, Argentina and Mexico, which currently have in-country RDC locations. The distribution center provides timely and efficient delivery of more than 38,000 service parts to dealers, and customers.

“Latin America is a key market for John Deere, and this new facility will improve logistics cycle time and ordering consistency for our dealer network in the region,” said David Thorne, senior vice president, sales & marketing, Worldwide Construction & Forestry Division. “The Miami RDC will significantly enhance the competitiveness of Construction & Forestry dealers in the market and allow them to better serve our customers with the parts they need, when they need them.”

Latin America dealers were previously serviced from the North America Parts Distribution Center in Milan, IL, and the South America Parts Distribution Center in Campinas, Sao Paulo, Brazil. Positioning inventory in Miami to support the Latin America market will improve cycle time on machine down (emergency) orders and stock orders.

“We’ve seen significant growth in Lat-

in America the last few years and the opening of this distribution center will allow us to take our parts service to the next level,” said Kimberly Beardsley, vice president, Worldwide Parts Ser-

vices. “Centralizing regional demand via the Miami gateway will create a more consistent delivery experience and consolidate demand patterns to support dealer parts management ac-

tivities.”

For additional information visit JohnDeere.com.



(L-R): Max Guinn, president, Worldwide Construction & Forestry; John Lagemann, senior vice president, Sales & Marketing, Agriculture & Turf Division; Kim Beardsley, vice president, Worldwide Parts Services, Deere & Company; Jean Giles, senior vice president, John Deere Power Systems, Worldwide Parts Services, Advanced Technology and Engineering, and Global Supply Management and Logistics.

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Celebrating 65 years of worldwide innovation

STRAUBING, Germany — As a worldwide equipment manufacturer, SENNEBOGEN recently celebrated 65 years of operation.

“This company milestone is truly so well earned by the generations of innovators who have strived to make SENNEBOGEN a world leader in material handling equipment,” says Constantino Lannes, President, SENNEBOGEN LLC, Stanley, NC. The focus, as it has since 1952, is on providing productive and cost-efficient material handling solutions for users of equipment in such fields as scrap, steel mill services, inland and ocean waterways, waste, recycling, demolition and many logging applications. “Even if the material handler is their first SENNEBOGEN,” says Lannes, “they can be rest assured it is backed by 65 years of true innovation and commitment to excellence.”



Coinciding with the company's 65th anniversary, SENNEBOGEN has inaugurated a 375,000 sq. ft. (35,000 sq. m) expansion at its Straubing 2 plant in Lower Bavaria, Germany.



Purpose-built for the material handling industries, SENNEBOGEN machines are manufactured in facilities that have been continually upgraded and modernized over the past 65 years.

Photos courtesy of SENNEBOGEN

65 years of growth and innovation

“A lot has changed over the past 65 years,” says Managing Director Erich Sennebogen, who along with his brother Walter Sennebogen comprises the second generation of leadership in the family-owned company. “In today’s globalized markets, we supply products to customers in over 100 countries on all continents. In order to stay ahead of the competition, we invest in our model line-up and our sites every year, and undertake modernization and expansion work.”

At Straubing Plant 2, an expansion over the past two years has seen the addition of about 375,000 sq. ft. (35,000 sq. m) of new production and warehouse space. At the same time, machine shipping has been restructured, storage areas extended and logistics processes optimized and modernized.

Early, continued and sustained growth

“There’s no such thing as can’t” has been a philosophy since the early days of the company, when Erich Sennebogen Sr. developed a keen sense for innovative solutions and new markets.

Today, SENNEBOGEN has 1,400 employees at production and support facilities around the world, including the North American headquarters just outside Charlotte, NC. With machines ranging up to 350 tons, SENNEBOGEN has always focused both on special customer-specific solutions and on individually configurable series machines.

“Our customers are amazed at the dynamic development of our company,” says Walter Sennebogen, “and we are confident that our continued investment in the plant expansion will have a very positive impact on the company’s ongoing success.”

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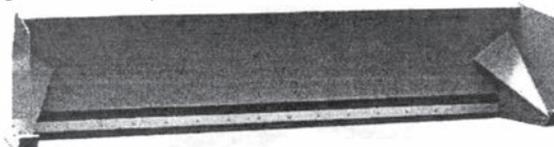
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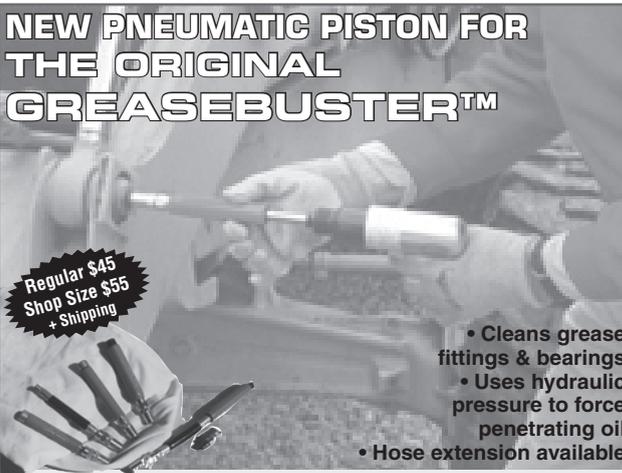
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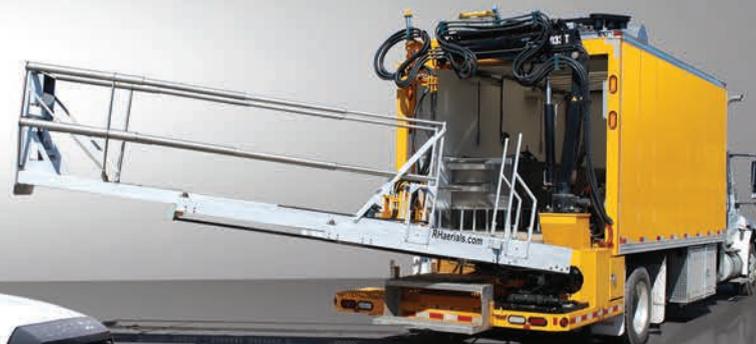
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December 2017

Volume 27 Number 2



A Georgia company proves good fit in the aftermath of Irma



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- Land clearing equipment
- Chippers, grinders
- Excavators, loaders



A Georgia company proves good fit in the aftermath of Irma
by Peter Hildebrandt

Tri Scapes, Inc. are a general contracting company owned by Rebecca and Quinn Martin. (L-R):Les Boyett, Lindy Blount, Quinn and Reid Martin.

PG 6

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Ask the Grinder Guy
by Dave Whitelaw



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In Focus:
ASV RT-120 Forestry compact track loader



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The City of St. Petersburg cleans up after Irma

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In Focus:
Komatsu's 931XC 8WD harvester



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Ask the Grinder Guy:

by Dave Whitelaw

Hey GrinderGuy, do I need to buy a new grinder to get tax benefits?

Used equipment can provide tax benefits too.

The end of the 4th quarter 2017 is here. The taxman is waiting in January. Start thinking about what you are buying fast and take advantage of the tax savings available to you.

Most everyone knows about the accelerated depreciation tax savings on new equipment the past few years, but used equipment can provide tax benefits too. Since the passage of the American Taxpayer Relief Act of 2012, used equipment qualifies too. The emphasis of this deduction is to get businesses buying equipment and investing in their companies to help jump-start and keep the economy rolling.

According to www.section179.org, which basically simplifies the Section 179 of the IRS Tax Code, limits on used equipment have been raised to \$500,000, same as new equipment, for the first year. New equipment does receive an additional 50 percent of the remaining balance, but each has a maximum of \$2,000,000 before being reduced. What does that all mean? Here's an example:

New or used equipment purchase \$750,000

1st year accelerated depreciation write-off \$500,000

Bonus depreciation (for new equipment only) \$125,000

Write off for 1st year for new equipment \$625,000

Write off for 1st year for used equipment \$500,000

While used equipment write off is not as much as new, a typical write off would be \$100,000, so this is five times

the normal amount. This means, even on a used piece of equipment, you will pay a whopping \$144,000 less in corporate taxes, which means that \$500,000 machine really only cost you \$356,000 — a great investment in your business and your country.

This deduction is not just for portable equipment. Stationary equipment qualifies also, up to and including the installation costs. This can be a major cost savings for companies switching from diesel to electric equipment.

So what equipment qualifies?

- Machinery
- Some vehicles
- Computers, office equipment and furniture and much more

What about used equipment?

Section 179 considers used equipment too. To qualify, the equipment must:

- Basically meet the same new equipment requirements
- Must be new to the business

When considering used equipment, make sure to meet these qualifications if at all possible. You are also able to carry over these credits. This means, next year you will have any additional credit from 2017 to apply to 2018. With the proposed new Tax Code changes, who knows if this will continue in the future?

On another note, also included in the capital purchase list is software. So for those that are looking into trucking or recycling software, or in need of scale software, take advantage now. Even some Leases qualify. Look to www.section179.org for more information and save without even purchasing any equipment.

I'm a Grinder Guy, not an accountant,

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Bandit Industries announces Model ZT1844 compact track stump grinder

ISABELLA COUNTY, MI — Bandit Industries' new Model ZT1844 stump grinder is the most productive compact, track mounted stump grinder on the market. It features all the power and performance of every Bandit® stump grinder, but with features that make it an ideal machine for rental companies or dedicated stump grinding professionals.

"The ZT1844 is designed from the ground up to outperform all other stump grinders in its class," said Jason Morey, Bandit sales manager. "The wider swing arc covers more area when grinding at the stump. The taller grinding height and deeper grinding depth means you can tackle larger stumps and chase the roots deeper into the ground. And intuitive controls make grinding stumps easy, no matter if you're a seasoned professional or a rental customer."

The Model ZT1844 is equipped with an 18-inch di-

ameter Bandit cutter wheel featuring Green Teeth. Electronic engagement means it's as simple as flipping a switch to engage the cutter wheel. And the rubber track undercarriage means this machine can travel through uneven and rough terrain while still taking it easy on delicate lawns.

"We have two engine options available on the ZT1844," Morey said. "Customers can get a standard 26 horsepower Kohler gasoline engine, or opt for a 38 horsepower Kohler engine. Both engines feature electronic fuel injection, so these units are easy to start, even on cold morning."

Learn more about the Model ZT1844 or see it run by visiting www.banditchippers.com or contact your nearest authorized Bandit dealer and schedule a demonstration.



The Model ZT1844 is equipped with an 18-inch diameter Bandit cutter wheel featuring Green Teeth.

Photo courtesy of Bandit

so check with your Accountant, don't just take my word for it. Your Accountant will have more accurate, additional and up to date information. But I can tell you this for sure; the Grinder Guy will be driving another new Truck by the end of December!

For more information on any Section 179 qualified financing, call me and I can assist you with getting financed and any additional help with Section 179 information you are looking for or just

take a look at www.section179.org for yourself and contact your Accountant or Finance Company afterward.

Good Luck, lets upgrade the fleet and keep grinding!

Questions? Dave Whitelaw, The GrinderGuy grinderguy@askthegrinderguy.com

Hey GrinderGuy, do I need to buy a new grinder to get tax benefits?

Four ways to combat lukewarm leadership

by Brian Braudis

The CEO of a software firm was tasked with a major change initiative after a large and lengthy acquisition. The Board of Directors wanted to see a definitive integration plan that included a timeline and an organizational management plan that would ensure the merging of cultures and continued growth for the long-term.

What followed was a classic case of “lukewarm leadership.” The CEO appeared halfhearted, indifferent and his inconsistencies mounted. The Board would hear positive progress reports from the CEO and senior leadership team members would report the direct opposite. From his weak stance on commitment to the flurry of mixed messages, this CEO earned the moniker “Tepid Tommy.” He seemed to be waiting in the wings for the flawless change initiative plan to find him.

Leaders take note

Followers pay attention and watch more closely than given credit for. Indifference, lackluster communications and lethargic efforts are often more conspicuous than appreciated. When change is at hand and the future seems unstable, a leader's performance can either diminish chaos or enflame it. In the backdrop of uncertainty, a mere spark of ambiguity or apathy can ignite the pervading fuel of resistance among the masses.

Lukewarm leadership is not just a phenomenon of the C-Suite. From the top to the front lines, followers everywhere watch intently. They are tuned-in and sensitive to the message that leadership sends. The leader creates the climate. If an apathetic message is conveyed, the employee will respond in kind. Team members follow in direct correspondence with what they see and feel from leadership.

Here are four ways to combat lukewarm leadership

Set the tone

What you do as a leader has tremendous influence throughout your team, your employees and even your stakeholders. People respond to what you initiate. Begin with the energy and gusto you want to see in others. Demonstrate how much you are willing to give and show that you are duty-bound early and often.

Make your messages steadfast. When people see and feel your energy, enthusiasm and promise they will not only buy in, they will help spread your “all-in” message. When you show unbound energy, your team will give more energy. When you are engaged, unwavering and decisive, your team will follow with their engagement, unwavering effort and decisive action.

Communicate

Communication is more than a word. It is the standard by which leaders guide, direct, motivate and inspire action. Leadership quite simply depends on communication. Clear, confident, resonant communication will engender trust and followership.

Get Specific: Simple and concise is more effective than complicated and confusing. Attention is a precious commodity and time even more so. Hit the high points in your speeches and save the granular details for in person communications.

Get Face to Face: Nothing can substitute for face-to-face dialog. Yes, dialog rather than monologue. This does not have to be the top leader. Employees and team members know the demands on leaders and managers. They know the value of authentic live contact and informal dialog where they can see and feel that their message is being received. Your team appreciates being heard.

Demonstrate Beyond Words: What you do supercedes what you say. Remember Emerson and his famous dictum, *what you do speaks so loudly I can't hear what you say*. The proven formula for personal communication is 55 percent body language, 38 percent tone and 7 percent communication is through words. Body language and tone will validate everything that you say. Sending protocol out in a memo is not nearly as effective as walking around and informally sharing your thoughts and expressing yourself on the need for procedure. At bottom, lead at all times and if necessary use words.

Be the island of commitment in a sea of uncertainty

The new economy is well known to leaders. Increased global influence, more demanding customers and dis-

ruptive new players are challenges to be surmounted. But to your team members the new economy means uncertainty. Uncertainty leads to anxiety that makes people susceptible to stress, less productive and more vulnerable to conflict. During times of upheaval we need leaders who are anchored in commitment. Team members are quietly watching for the leaders who are islands of commitment in a sea of uncertainty. They bring commitment, a calming presence and their higher perspective to the context of uncertainty. There will always be some degree of uncertainty. But when leaders show resolute certainty, their commitment anxiety drops and morale climbs, team members take note and follow suit.

Show consistent enthusiasm

Nothing great was ever accomplished without enthusiasm. Leaders who show enthusiasm as a way of operating remove any hint of lukewarm. People can visibly see and feel your heart-felt passion, energy and commitment and they buy in. Your team wants to win and they want you to be successful. No one tries to be second. Show consistent enthusiasm and your team reciprocate with buy in and enthusiasm of their own.

Leaders have a significant role in creating a calm and productive culture. Most important, they have the power to conceive, articulate and inspire actions that lift people out of their fears and petty preoccupations. When savvy followers see and feel your energy, commitment and enthusiasm shining through the daily challenges and frustrations, there's nothing lukewarm about that.

About the author:

Brian Braudis is a highly sought-after human potential expert, certified coach, speaker and author of *High Impact Leadership: 10 Action Strategies for Your Ascent*. He has also authored several audio programs from executive leadership development to stress management. Brian believes “leadership” is a verb not a title. Brian's passionate and inspiring presentations are based on the foundation that regardless of your position or role everyone is a leader. For more information on Brian Braudis, please visit: www.TheBraudisGroup.com

ASV RT-120 Forestry compact track loader brings leading size, power and durability to the forestry industry

GRAND RAPIDS, MN — ASV Holdings Inc., an industry-leading manufacturer of high-performance compact track loaders and skidsteers, features the Posi-Track RT-120 Forestry, the largest and most powerful compact track loader in the industry. The large-frame RT-120 Forestry features more power and productivity with less ground disturbance than any other machine in its class.

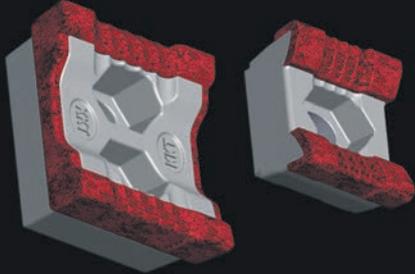
Maximum power and torque, along with unparalleled cooling capacity, make the RT-120F capable of using the largest attachments for long periods of time without bogging down or overheating. The rugged machine makes mulching, brush cutting and highway and utility work faster and easier. Like all ASV equipment, the RT-120F includes maximum efficiency hydraulics and innovative, high-capacity cooling systems that allow for more work done in less time. In addition, the machine achieves versatility on all surfaces — from mud and brush to ice and snow — using ASV's patented Posi-Track undercarriage. It provides industry-leading serviceability, ground clearance, ground pressure, traction and track life.

“ASV is on a mission to earn recognition as the industry leader in the high end of the market with our larger machines by offering superior performance, productivity and ROI. Our customers come first, that's why we make sure they have machines that stand up to the tough jobs they face every day,” said Jim DiBiagio, ASV chief operating officer. “The RT-

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120 Forestry easily meets that demand with its size, strength and rugged design. We really mean it when we promise maximum performance with no compromises!”

ASV optimized the RT-120F for forestry work that can be too demanding for other machines. The unit includes metal guarding against brush and debris around key areas, such as lights, the AC condenser and the rear screen. A full rear brush guard is also available as a factory-installed option.

The RT-120F also incorporates an additional level of durability with a heavy-gauge, falling object protective structure (FOPS) level 2 cab, improved rollover protection (ROPS) and reinforced windows for impact resistance. The machine blows debris from mulching applications out of the engine compartment screens with a hydraulically driven, auto-reversing cooling fan. The RT-120F works with all standard attachments, including mulching heads, brush cutters, backhoes, tooth bars, buckets, snow blades and pallet forks.

ASV builds its machines from the ground up, starting with the undercarriage. The RT-120F ensures maximum operator comfort, speed and traction with the company’s patented Posi-Track rubber-track suspension. The dual-level suspension includes both suspended wheels and axles, allowing it to travel quickly over all types of terrain. The machine achieves maximum traction



ASV Holdings Inc.'s RT-120 Forestry Posi-Track compact track loader delivers maximum size and power for workers in the forestry industry. The machine's durability, strength and innovative undercarriage make easy work of demanding tasks such as mulching, brush cutting and highway and utility work.

Photo courtesy of ASV

in the roughest conditions with a fully flexible track and suspended wheels that conform to the ground. ASV maximizes the RT-120F's performance on steep slopes by manufacturing it with multiple wheel contact points and four guide lugs — compared to many machines with only one or two guide lugs.

The unit comes standard with 20-inch-wide tracks, resulting in a ground pressure of only 4.3 psi. The features, combined with the machine's 15 inches of ground clearance, allow operators to comfortably operate it in more places and conditions for longer periods of time than competitive models.

ASV took its previous closed design — similar to what's used on competitive steel-embedded undercarriages — and transformed it to an open-rail and drive-sprocket design. The conversion results in easier and faster undercar-

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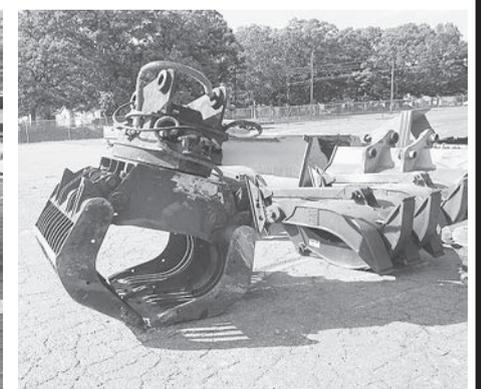


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Grapples





A Georgia company proves good fit in the aftermath of Irma

by Peter Hildebrandt

What Florida has is tons and tons of green waste that needs to be processed.

Photos courtesy of Les Boyett

One Georgian company remains an important part of the solution to problems involved in massive cleanup efforts from Hurricane Irma in Florida. “The thing about damage from a major storm — such as a hurricane — is that you can be there 10 days or you can easily be there 100 days or more,” explains Les Boyett, utility division manager with Tri Scapes, Inc.

“Recently as I headed North back to Georgia on I-75, I passed a sizable number of grinding companies heading south on the other side of the interstate. What has placed Florida in a jam is what happened in Houston — most of the grinding equipment is tied up over there.”

Tri Scape’s first jobsite was in Sanford, in the vicinity of Orlando, FL. From that location they moved to nearby Clermont. The counties containing these communities will require months and months of grinding, according to Boyett. For that reason, they are definitely not the only outfit on the scene in Lake County, (Sanford is in nearby Seminole County).

There have been limited resources for those involved in Florida cleanups. Patience has been stretched to the limit. Boyett continued, “I don’t blame those taking equipment and resources to Texas and the Gulf.” Florida doesn’t have nearly the construction and demolition waste that exists in and around Houston. What Florida has is tons and tons of green waste that needs to be processed.

“Texas has the green waste but they also have many cases where a house flooded and then had to be demolished. Collier County in Florida for example, has over four million cubic yards of green waste to process. They did have some C&D waste there too, but have no trucks for picking up such material.”

Tri Scapes, Inc. are a general contracting company owned by Rebecca and Quinn Martin, with three divisions: construction, utilities, and maintenance.

“I’m on the utilities side,” explained Boyett. “I work with power companies, water companies, natural gas suppliers — those types of utilities. Lately, we were looking to add a grinder to our equipment inventory. This was primarily to service those utilities as well as handle any waste generated by our maintenance division.” The company could then turn around and process as well as colorize that product for their own use. Tri Scapes, among other things, handles rights of way — whether right-of-way construction or right-of-way maintenance.

According to Boyett, Rotochopper just happened to have equipment on a job Tri Scapes was involved in. “Other brands I’ve worked with did not have a design that could beat out this one, so going with this brand was a simple decision. That is from the point of view of both a mechanic and an operator. Pound for pound the Rotochopper gives more productivity — whatever scale you want to use, including horsepower, for in-

stance. It can stand up to any competition.”

Tri Scapes and other out-of-state contractors working to help in Florida’s cleanup are organized and coordinated by CrowderGulf, a disaster recovery and debris management firm headquartered in Theodore, AL. Boyett’s operation working under S. St. George Enterprises out of NY, takes place on the debris reduction side. Debris is hauled to open fields belonging to Florida’s recreation department where grinders are set up to do the job.

Boyett feels that good maintenance has been a key factor in the success they’ve had so far. He is a firm believer in thorough equipment upkeep. “We probably go a little overboard. At the end of the day — an hour before shutdown — we make sure we’ve greased the machines, locked down tooling, fueled up all equipment, and checked air filters. All these tasks are done so the next day all we have to do is start up



*On the job in Florida:
(L-R) Les Boyett,
Lindy Blount,
Quinn Martin
(co-owner of Tri
Scapes), Reid Martin.*

Debris is hauled to open fields belonging to Florida's recreation department where grinders are set up to do the job.



the equipment and go back to work.

One of the greatest challenges in the operations in Florida lies in the fact that incoming material to be processed is not always constant or consistent. And since they cannot control those variables, they can at least control what condition their equipment is in.

“We struggle with all those inconsistencies occurring with the wide variety of material being processed. When you are working with big logs, that’s involving a loading machine as opposed to working with brush jobs. And again, that is why I’m a firm believer in every day doing routine checks and daily maintenance because of all the variables involved with material being processed.”

Les Boyett has been in Florida since Oct. 6. He returned home to his family in Georgia just before the end of October for a brief time and will be heading right back to Florida. The storms have overwhelmed many people, including Boyett. “But by far Puerto Rico has it the worst” because they do not have any-

where near the availability of grinding equipment to handle cleanup. Not to mention infrastructure, electricity, water, “and any other basic services — we all tend to take for granted — are gone.”

Production is a must once they are on the jobsite, according to Boyett. “If not, the contractor will run you off. But if we keep doing what we are doing, we will have the ability to stay as long as we want —

which could be anywhere from two more months to four months.

“Two months is about average. Florida has a lot of rules. If planned out right, this could be very profitable by visiting multiple sites on the way home. Most people are looking for the goldmine. We are not doing that, but are there to both serve and to do a good job. We are there to help and we’re underpaid but it doesn’t matter. All those hit by the hurricane are struggling to pay insurance deductibles.”

Another of Tri Scape’s challenges is getting people to realize they’re not a landscaping firm. Perhaps this job of cleaning up after Irma will help people to understand that.

“What we’re doing to trees we’re also doing to sidewalks, curbs, and parking lots. On the utility side we would also like to add the grinder. The equipment allows more current customers — our utility consumers — to lean on us a bit more. And we become more valuable to them by being the number to call when those needing our services say, ‘something needed to happen last night.’”

“This has been perfect timing because with the end of hurricane season on November first, we now head into our normally slower time of year — the months of December through February. We may be able to purchase more equipment by the beginning of the year — just as even more projects are coming up. With all that has happened during 2017’s hurricane season, Tri Scapes has their work cut out for them.”



Most people are looking for the goldmine. Tri Scapes are not, but are there to both serve and to do a good job.

C&D not affected by “National Sword”

The controversy surrounding China's recent decision to tighten standards for incoming recyclable goods is not seriously affecting the recycling of construction and demolition (C&D) materials, according to the C&D Recycling Association.

The so-called “National Sword” initiative affects plastics, mixed paper and cardboard (fiber) normally from packaging materials. As a percentage of C&D

plastics and fiber usually make up less than one percent of the total weight of recyclables recovered. The remaining recovered materials, commonly concrete, sheetrock, wood and metals have local and domestic markets or in the case of metals are shipped to other counties besides China.

Because C&D is not affected by China's actions, its recycling rates should stay steady in the face of changes going on

with other traditional curbside collected commodities. Hence, governmental entities concerned that their recycling rates are going to be reduced should strongly consider C&D recycling as a way to keep those recycling rates up.

“By weight, C&D materials are the largest waste stream in North America,” says Troy Lautenbach, Lautenbach Recycling, and President of the CDRA. “And because the National Sword ac-

tions don't affect the C&D industry like it does our fellow recyclers, state and local officials should look to C&D to maintain strong recycling rates and continue to market materials locally instead of internationally.”

For more information about the recycling of construction and demolition materials, contact the CDRA at info@cdrecycling.org; 866-758-4721.

ASV from 5

riage cleaning as well as improved sprocket and bogie life. ASV builds all rollers with mechanical face seals, eliminating the need for maintenance for the life of the machine. The tracks are manufactured with embedded co-polymer cords for extra strength and are produced using a single-cure process, eliminating cure-point weaknesses in the track that can lead to premature breakage. These features allow for a 1,500- to 2,000-hour track life — 30 percent more than competitive steel-embedded track units. ASV stands behind that with an industry-leading two-year, 1,500-hour track warranty.

The forestry machine's 120-horsepower Cummins 3.8-liter, turbocharged engine produces 360 foot-pounds of torque — about 8 percent more than the machine's 111-horsepower predecessor, the RT-110. The RT-120F transfers torque to the ground through direct-drive hydraulic motors. ASV builds the machine without planetary drives, eliminating the need for servicing those components. Highly efficient motors transfer maximum power to the patented internal-drive sprockets, and internal rollers prevent friction loss in the undercarriage, transferring all power to the track regardless of drive speed. The RT-120F meets Tier 4 Final standards using a diesel oxidation catalyst that, unlike DPF systems, requires no additional maintenance or replacement filters.

ASV builds all its models with a priority that they be easy to service. The RT-120F gives operators easy access to the reliable Cummins engine through a three-panel hood and tilting cooler arrangement. The rearward tilting cab provides easy accessibility when additional service is required. Sight gauges for both hydraulic oil and coolant, combined with the design, simplify regular inspections of oil, filters and normal service items.

The RT-120F's highly efficient auxiliary hydraulic system includes 45 gpm high flow and 4,060 psi. The attachment receives more hydraulic flow and pressure because the machine uses larger line sizes, hydraulic coolers and direct-drive pumps — rather than belt-driven pumps. This means operators maximize horsepower efficiency even while using demanding attachments, such as brush cutters and mulching heads. Belt-drive pumps and restrictions on competitive machines' hydraulic systems result in many losing as much as 30 percent of the horsepower shown on their spec sheets. Conversely, the RT-120F achieves 16 percent more actual hydraulic horsepower than the PT-110 compact track loader it replaces.

The RT-120F beats competitive machines' performance in every category. The unit features a rated operating capacity of 3,745 pounds and a tipping load of 10,700 pounds — greater than the RT-120. It is 73 inches wide and has a 125-inch lift height. Machine operation is easy and intuitive as a result of standard joystick controls. The unit's cab is pressurized for a clean operator environment. An optional all-weather cab that includes heat and air conditioning is also available.

The RT-120F is also available in dirt and road profiling configurations.

For more information on the machine and available options, visit ASV Holdings Inc.'s websites: www.asvi.com

or www.positrack.com. Interested in seeing or test driving the equipment? Visit a dealer near you.

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The City of St. Petersburg cleans up after Irma

by Bonnie L. Quick

Up to the task. As of the date of this article, the Morbark unit has ground approximately half of the 70,000 cubic yards of debris collected.

Photo courtesy of City of St. Petersburg

The state of Florida is by all standards pretty well prepared for hurricane season. Experiencing many hurricanes; devastating memorable storms like Elena and Andrew, as well as the 2004 season with Charley, Frances, Ivan and Jeanne.

It had been 13 years since the area was hit so hard. Governor Rick Scott declared a state of emergency as all watched the weather stations post the spaghetti models; changing predictions as to where the storm would go almost hourly, each municipality doing its best to prepare for the worst.

Thankfully, Tampa Bay did not take a direct hit but the aftermath of Irma left the City of St. Petersburg along with a large part of Florida reeling under thousands of tons of debris left by a long-lasting rogue hurricane.

How to rapidly dispose of such a huge amount of material became the focus of the City of St. Petersburg's Mayoral office. It was obvious that an innovative approach would have to be taken. The integrated plan put together by Mayor Rick Kriseman's office to expedite the collection and recycling the debris from Irma included the departments of Public Works, Parks and Recreation and Sanitation working together in a systematic way.

"We have put together an innovative, creative hybrid plan for debris removal. There are several collection sites for debris around the city using vacant lots and parking lots," said Ben Kirby, Communications Director in the Mayor's office.

"You can find a map at www.StPeteRecovers.com," added Kirby, "which identifies neighborhoods where collection has happened, collection is scheduled to happen and where we will be collecting next. "We have 30 yard self loaders, 2, 6 and 12 yard dump trucks, 30 yard rolloffs, 25 and 32 yard rear loading garbage trucks, pay loaders, backhoes and skid steer loaders," stated Kirby.

There are sites throughout the city where the debris from the neighborhoods is collected. These sites are comprised of vacant land and parking lots. From there the debris is brought to one location in South St. Petersburg at Maximo for processing. At this writing (October) the city is using only one Morbark 3800 Wood Hog Horizontal Grinder to create mulch and compost.

"City teams made up of Public Works, Parks and Recreation and Sanitation and other cross-departmental personnel are collecting debris street by street and bringing the material to these sites for collection and processing," added Kirby, "ending up at the Maximo site where all of the material will be measured and then ground into mulch and compost.

After-storm debris clean up is ordinarily done by the St. Petersburg Parks and Recreation Department where Phil Whitehouse serves as superintendent. Whitehouse has been part of debris clean up since Hurricane Elena in 1985 and he was part of the effort in Homestead, when Andrew devastated that area.

Whitehouse notes that there has never before been an event of this magnitude in the state of Florida where so many areas were hit and some of the more rural districts were still waiting for people to get to them.

"There are about 250 contracts for clean up out there and when Harvey hit in Texas much of the available equipment was sent to help with that massive cleanup. When you add in the unprecedented involvement of the entire state of Florida with massive damages in the Keys and Naples, Southwest Florida and the central, more rural counties, the availability of equipment becomes one of the most important factors to consider.

"That is why we are so pleased with the effort being made in the city to work closely together to get this problem solved," added Whitehouse. "The City of St. Petersburg has done an excellent job of pooling resources to get this job done."

The City has been working with CrowderGulf, LLC, a disaster support team dedicated to provide rapid, coordinated and efficient response to any disaster situation. For many years Parks and Recreation has a contract in place for after-storm debris pick up. Clean-up began the day after Irma went through the area, Sept. 11, 2017.

Tetra Tech is monitoring the measurement of the debris at the Maximo site. As one of the world's largest development and professional services firms, Tetra Tech tracks the figures as debris is measured and certified.

A steady stream of eight tandem units were certified separately as they came in. And each additional truck, no matter the size, has the amount of material they hold posted on the side of the vehicle. Tetra

Tech, using a scissor lift, has the job of inspecting and certifying each load as to content. This is how the amount of debris is calculated. Accurate calculations are critically important because the county will be applying for FEMA AID and reimbursement.

As of the date of this article 70,000 cubic yards had been collected and approximately half of that had been processed. It is estimated that more than double that amount will be gathered.

"The current estimate from CrowderGulf and Tetra Tech is 150,000 cubic yards before processing," stated Kirby. "We are reasonably confident it will exceed that number."

As noted before, a key element in the recycle operation in the City of St. Petersburg is the cooperation among the entities to get the job done in order to help residents return to normal.

Sanitation trucks, speed loaders and even hand loading can be seen in almost every neighborhood, slowly and relentlessly attacking the debris piles from peoples' property and away from the streets.

Because of the extraordinary amount of mulch being produced, the City of St. Petersburg is negotiating contracts with several farms and companies to haul away the product for land fill, incineration, mulching of farms and possibly to private giveaways. To illustrate the contrast in quantity of product, ordinarily the city has a contract with one farmer in Manatee County who uses the bulk of the mulch and compost on his tomato farm.



A steady stream of eight tandem units continually bring material to be certified and unloaded.

when People in the industry

Waste Handling Equipment News

EquipmentWatch announces Lowest Cost of Ownership Awards Winners

Atlanta, GA — EquipmentWatch recently named the winners of the 2017-2018 Lowest Cost of Ownership Awards. The announcement was made during the awards ceremony held during EquipmentWatch's 1st annual customer conference, Traction.

The winners represent the models, within their respective equipment types, with the lowest five year total cost of ownership and were identified using proprietary EquipmentWatch Ownership Cost data. The Lowest Cost of Ownership Awards are the latest installment in the EquipmentWatch Awards program, joining the Highest Retained Value Awards, a data-driven recognition of the best residual values in the industry.

"We're excited to launch the Lowest Cost of Ownership Award, with the goal of helping equipment buyers objectively understand the best performing machines," says Garrett Schemmel, vice president, EquipmentWatch. "The LCO Award provides clarity to a critical question that owners of equipment have long wanted answered."

Five-year total cost of ownership is calculated according to established Rental Rate Blue Book calculations and methodologies, leveraging EquipmentWatch's industry-leading residual values and utilization benchmarking. These products provide

detailed benchmarks and estimates spanning the economic life of over 17,000 models across the spectrum of heavy construction equipment.

Over 200 individuals attended Traction: The Data-Driven Heavy Equipment Conference in an intimate and fast-paced setting at Atlanta's Loews Hotel. The conference hosts the largest gathering of thought leaders in the equipment industry, including equipment managers and contractors, OEMs, dealers, lenders and insurance carriers.

2017-2018 Lowest Cost of Ownership Winners

Backhoes: Deere 310 Series
 Dozers, Large Track: Komatsu D85 Series
 Dozers, Small Track: Caterpillar D3 Series
 Drum Compactors: Sakai SV201 Series
 Excavators, Compact: JCB 8018 Series
 Excavators, Large Crawler: Case CX700 Series
 Excavators, Medium Crawler: Doosan DX300 Series
 Excavators, Small Crawler: Caterpillar 311 Series
 Loaders, Compact Track: Bobcat MT55 Series
 Skid Steer Loaders: Bobcat S70 Series
 Loaders, Large Wheel: Kawasaki 95 Series
 Loaders, Medium Wheel: Komatsu WA320 Series
 Loaders, Small Wheel: JCB 407 Series
 Motor Graders: Mauldin MG618 Series
 Rear Dumps: Deere 300 Series



Rotochopper introduces RotoLink 2nd generation remote monitoring system

St. Martin, MN — Rotochopper's 2017 Demo Day featured the introduction of the RotoLink 2nd generation remote monitoring system with live connection to the grinder controller and Rotochopper Customer Service.

Work in real-time with Rotochopper Customer Support to view machine settings and troubleshoot issues. Using RotoLink multiple users can work together through live connection on smartphones or computers to monitor and adjust critical machine settings from anywhere in the world. Monitoring capabilities include maintenance life, vibration and bearing temperatures, engine data and production data. When granted access, factory service techs have a direct connection to the display and with permission can change

machine settings.

Operators setup email and/or text message alarms to alert multiple users immediately when a fault alarm occurs. Alarms can be customized by user depending on individual operational roles.

Easily connect RotoLink and your grinder through cell modem, ethernet or Wi-Fi. Data logged during operation and diagnostics is available to machine owners for the life of the machine. "For owners, this means more uptime and predictive maintenance, by allowing them to monitor critical machine parts like the engine and rotor," said Doug (Spike) Meyer, director of Customer Service. Customers can choose to receive weekly or monthly reports of their machine health.

RotoLink is available for both diesel and elec-

tric horizontal grinders. Use RotoLink remote monitoring system to troubleshoot and maximize machine performance.

Headquartered in St. Martin, MN, Rotochopper manufactures industrial wood waste grinding equipment including horizontal grinders, slow speed shredders and mobile baggers.



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New Battle Ax™ Mulching Attachment designed for 7- to 15-ton excavators

HECTOR, MN — Loftness has introduced the Battle Ax™ mulching attachment for 7- to 15-ton excavators to its VMLogix™ line of products. Featuring a new rotor, exclusive two-stage cutting chamber and direct-drive variable displacement piston motor, the heavy-duty Battle Ax is designed for highly efficient vegetation management, including right-of-way maintenance, land clearing, forestry applications and more.

The Battle Ax is available with 41-, 51- and 61-inch cutting widths. Its 17-inch-diameter rotor features built-in depth gauges, which function sim-

ilarly to raker teeth on chain saws to prevent the attachment from engaging too much material at one time. This unique design is more ideal for managing the amount of material being fed into the attachment than competitive ring-style rotors, which many operators find to be overly limiting.

The variable displacement piston motor on the Battle Ax is designed to accommodate the output of various excavators. The motor is directly mounted to the rotor with an anti-vibration coupler to eliminate the hassle of drive belts and reduce overall maintenance concerns of the mulching attachment.

Two tooth options are available: ultra-sharp Quadco reversible knives and highly durable carbide teeth. Thanks to a two-stage cutting chamber, which allows material to be cut twice by the rotor, both styles of teeth are capable of producing some of the smallest particle sizes in the industry. The primary shear bar is adjustable for customizing particle size.

Other standard features include a spade hook, adjustable skid shoes that allow cutting up to 1.5 inches below grade, anti-wrap bearings, premium strength steel housing and steel deflector chains. Custom mounts are available for all makes of excavators. A

self-contained hydraulic thumb is also optional for customers who do not wish to use the factory excavator thumb.

Loftness manufactures the VMLogix line of vegetation management equipment, which includes hydraulic oil coolers, the Kwik-Trim compact mechanical tree trimmer, and high-performance mulching heads for a variety of equipment, ranging from skid steer loaders to 400-horsepower prime movers. For more information on Loftness' complete product line, contact Loftness Specialized Equipment at info@loftness.com, or visit www.loftness.com.



Featuring a new rotor, exclusive two-stage cutting chamber and direct-drive variable displacement piston motor, the heavy-duty Battle Ax is designed for highly efficient vegetation management.

Photo courtesy of Loftness

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Komatsu America Corp. announces 931XC 8WD harvester: A harvesting powerhouse built for Xtreme Conditions

CHATTANOOGA, TN — Komatsu America Corp., a leading global heavy equipment manufacturer, recently announced the new 931XC (Xtreme Conditions) 8WD harvester. This new 8WD harvesting powerhouse delivers superior performance, productivity, operator comfort and convenience, and serviceability in steep, rough or soft terrain harvesting environments.

The Komatsu 931XC has all the market leading features found in Komatsu's proven 931-6WD harvester platform, including the innovative, 3PS three pump hydraulic system, best in class ergonomic cab, four way cab/crane leveling, and 360 degree cab/crane rotation. The Komatsu 931XC now sets the new standard for 8WD harvesters.

Unique Komatsu 8WD system

What sets the Komatsu 931XC apart from other 8WD harvesters is the unique drive system. The 931XC system starts with Komatsu's well proven plus/minus 40 degree articulated frame joint, rear swing axle with plus/minus 16 degree left/right oscillation, and the high oscillation Komatsu Comfort Bogie front axle. This trademark Komatsu Comfort Bogie axle is then



The new Komatsu 931XC is a Harvesting Powerhouse featuring a unique double Komatsu Comfort Bogie 8WD system designed to tackle steep, rough and soft terrain.

Photo courtesy of Komatsu America Corp.

added to the rear swing axle to provide excellent uphill/downhill and left/right oscillation. This exclusive "double Comfort Bogie" drive system gives the

931XC superior handling characteristics as the machine follows the terrain more closely than competitors' 8WD machines that have a fixed rear axle design. This new 8WD system also generates 11 percent more tractive effort.

This new 8WD system dramatically reduces rear ground pressure: 54 percent lower psi with tracks and 23 percent lower psi with tires when compared to the 931-6WD model. Combining this unique 8WD system with increased ground clearance and 14 percent more crane slewing torque, the 931XC becomes an 8WD harvesting powerhouse capable of taking on challenging steep, rough or soft terrain.

Performance and productivity

The 931XC shares all the same market leading features as the Komatsu 901, 911, 931 and 951 harvesters. This includes Komatsu's innovative, 3PS three pump hydraulic system, which

provides significantly higher hydraulic working flow at low engine speeds than other systems, for greater productivity and lower fuel consumption. One hydraulic pump and circuit is dedicated solely to the transmission for maneuvering the machine. The other two pumps are for the hydraulic working flow and are split into two circuits that can be operated separately or together, at different pressures, depending on the working function and oil requirements. This allows the operator to simultaneously slew, feed and maneuver for increased productivity. These hydraulic system interactions are all automatically controlled by Komatsu's state of the art MaxiXplorer control and information system.

Productivity and operator comfort is further enhanced by Komatsu's standard 360 degree cab/crane rotation and four way cab/crane leveling systems. The powerful 230H parallel crane is fast and easy to operate. In combination, these features maximize the size of the working area, enable harvesting more trees per stop, and keep the operator level, with a clear and unobstructed view to the harvesting head at all times.

The powerful, 251 net horsepower, EPA Tier 4 Final certified engine features high torque backup, high capacity cooling systems, low noise level and reduced fuel consumption. A system that heats the batteries, Diesel Exhaust Fluid (DEF), engine coolant and hydraulic oil, to facilitate cold weather starting is standard. A wide range of Komatsu harvesting heads are available to meet specific application needs. The 931XC is ideally suited for the rugged Komatsu C144 "carry style" head, which has four powerful motors and four heavy duty driven feed rollers.

Operator comfort and convenience

The premium, modern cab provides the operator with excellent upward

Komatsu 16



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Hyundai HL900 Series Wheel Loaders are available in the following models:
*Standard, *Extended-Reach (XT), and *Tool Master (HL940 & HL955)

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HL955 (Standard, XT & Tool Master)	197 HP / 3.7 YD. BUCKET
HL960 (Standard & XT)	222HP / 4.3 YD. BUCKET
HL960HD (Heavy Duty) (Standard & XT)	222HP / 4.3 YD. BUCKET
HL965 (Standard, & XT)	269HP / 4.7 YD. BUCKET
HL975 (Standard & XT)	331HP / 6.3 YD. BUCKET
HL980 (Standard & XT)	376HP / 7.3 YD. BUCKET



The modern 931XC cab features excellent upward/downward front line-of-sight visibility, 4-way cab/crane leveling and 360° cab/crane rotation.

Albach Diamant 2000 chipper has warm welcome in North America

STANLEY, NC — The arrival of the Albach self-propelled mobile chipper is quickly revolutionizing the way North American tree service operators, municipalities and even biomass companies go about their business. Quickly, indeed!

With travel speeds of 45 mph, the Albach Diamant 2000 can be driven on local and state highways from job to job, even hundreds of miles apart. At the tree stand, its full-time four-wheel drive allows it to navigate even rough terrain. Upon arrival, the operator pushes one button and the Diamant 2000 converts from transportation mode to chipping mode automatically in 20 seconds and with its aggressive infeed can immediately be put to work handling and processing timber. The Diamant 2000 allows a tight control on the chip sizing, from microchips all the way to 2.5 inches. This way, the chips can be used for multiple applications.

“The combination is just deadly,” says Dan Mayer, owner of Mayer Tree Service in Massachusetts. “Whatever my SENNEBOGEN 718 material handler knocks down, the Albach can come right behind and process in a fraction

of the time. If it’s a big job, we let the SENNEBOGEN go off a day or two in advance, and then have the Albach follow up behind.”

Constantly researching new equipment types, makes, applications and procedures, Mayer had keenly noted self-propelled mobile chippers from Europe. A trip to the Bavarian town of Menning in Southeastern Germany to learn more about the Albach product offering would result in Mayer having the first ever combination of a Diamant 2000 and a SENNEBOGEN 718 on North American soil.

The equipment team instantly became a staple in his company’s busy municipal, residential and commercial tree management operations.

A versatile, high-tech machine ready to work

Customizable overall to meet an arborist’s particular geographical or application needs, the crane-equipped Albach Diamant 2000 can churn out up to 500-cubic-yards of chips per hour.

Once the Albach chipper is driven to the jobsite, its computerized cabin is transformed from a highway mode transport pod into an elevated work



With its swivel seat and raised cab, the operator can use the crane while positioning the chute to load the truck.

station providing the operator with an eye level view of timber handling, chip production and delivery. The spacious, high-tech, air conditioned cab is comparable to that of the world’s most modern agricultural and construction equipment.

The operator’s ergonomic swivel chair can access operating consoles located on both the left and right sides of the cab. This allows the operator to max-

imize the machine’s processing capabilities regardless of the physical challenges or restrictions of the particular jobsite.

Developed in house by Albach, the advanced in-cab software allows touch screen machine operation and critical data access via the colored terminal. Software settings can be personalized, as can joystick configurations.



With its stabilizers down and the cab raised, the Diamant 2000 goes from being a mobile shredder to a stationary one with a clear view of the stack being ground and the truck being loaded.



The Diamant 2000 grinds while the material handler cuts, piles and stacks it.

Photos courtesy of Albach

Komatsu from 15

and downward, front line of sight visibility. Sixteen (16) powerful LED working lights provide excellent illumination, for improved productivity in low light conditions.

An air suspension, air vented seat, fully adjustable ergonomic armrests and hand controls, and an automatic, four season climate control system, keep the operator comfortable in all working conditions. The spacious cab has multiple covered and open storage areas, including separate heating/cooling boxes for food and beverages. A deluxe, AM/FM/CD/MP3 stereo system, with USB, Bluetooth® and handsfree microphone is standard. The optional MediaZone me-

dia hub provides the operator with an audio/media system. The state of the art MaxiXplorer control and information system has many advanced software options, for improved productivity and reporting.

Serviceability

All daily maintenance checks and fills can be performed at ground level or from inside the cab. The sleek and highly functional new machine design includes a one piece hood that opens rearward to fully expose the entire engine compartment for easy service access. Well placed front, rear, cab and hydraulic tank service platforms further facilitate machine serviceability. All filters are vertically mounted to ease

replacement and minimize the potential for spills.

Komatsu America Corp. is a U.S. subsidiary of Komatsu Ltd., the world’s second largest manufacturer and supplier of earth moving equipment, consisting of construction, mining and compact construction equipment. Komatsu America also serves forklift and forestry markets. Through its distributor network, Komatsu offers a state of the art parts and service program to support its equipment. Komatsu has proudly provided high quality reliable products for nearly a century. Visit www.komatsuforest.us and www.komatsuamerica.com for more information.

CDRA Award nominations still being accepted

The highest honors in the C&D recycling industry are the awards from the C&D Recycling Association. The nomination process is now open for the 2018 edition of the awards, and we would like to hear who you think is worthy of this spotlight. Specifically, we are seeking nominations in two categories:

C&D Recycling Hall of Fame

This institution is to honor those prominent leaders and pioneers in the construction and demolition recycling industry who have made an extraordinary contribution to the industry and who have earned the respect of the industry. Additionally, to honor those who have made an extraordinary contribution to their community, both personally

and professionally.

To recognize the achievements of those who have shown, by their example, the importance of promoting and defending the environmentally sound recycling of construction and demolition material through innovative processes along with encouraging and supporting others to build a career in the construction and demolition recycling industry.

To recognize leadership in advocating for the environmentally sound practices with the regulating agencies and legislative bodies governing waste regulations.

Candidates for the Hall of Fame:

- Must exemplify leadership; defined as outstanding and enduring contributions to the success of the industry and

to improving the processes, efficiencies and/or the human relations of the industry in an active capacity for a minimum of 10 years.

- Business actions and personal behavior should demonstrate courageous thinking and actions as well as vision and innovation.

- Candidates can come from the industry as an owner, operator or vendor.

C&D Recycler of the Year

The Operator of the Year is meant to honor those recycling operations in the construction and demolition recycling industry who have made an extraordinary contribution to the industry through the one or more of the following criteria:

- Advancing business operations that result in increased recycling percentages

- Developing novel methods of marketing and conducting business

- Innovative practices in employer-employee relations

- Ensuring safer operations
- Protecting the environment

- Developing industry standards

Deadline for entries is Dec. 15, 2017. The awards will be given out at C&D World 2018, Feb. 10-13 in Nashville. For more information, contact the CDRA at 866-758-4721; info@cdrecycling.org . Or download the applications at <http://www.cdrecycling.org/cdra-awards> .

Designed to handle jobs large and small

The Diamant 2000s 2.4 ton rotor consumes large trees as effortless as it processes small branches, says Mayer, who admits "it's hard to impress me" after more than 30 years in the tree service business in New England.

"The SENNEBOGEN will cut down the trees and put them in a pile," says Mayer, "and the Albach will pick up a big batch of that pile and chip it all at once. Once the timber gets on the ground, once make it horizontal, the Albach will take it from there... no matter the size."

The Albach chipping rotor is mechanically driven and is equipped with six blades.

For the accurate placement of chips, the unit's extended angle chute can be swiveled up to 270 degrees and adjusted up and down by up to 10-feet. This allows chips to be loaded directly into trucks parked in nearly any position nearby.



The Diamant 2000 loads on one side while the chute on the other side loads the trailer.

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Barko B-Series wheeled tractors and purpose-built logging processor

SUPERIOR, WI — Offering a heavy-duty design for maneuvering across rough terrain, Barko's B-Series Industrial Wheeled Tractors provide excellent fuel efficiency while increasing productivity. The machines deliver consistent performance for land clearing, right-of-way maintenance, site prep and other large commercial and municipal applications.

The 937B model is powered by a 380-horsepower Cummins QSL9 Tier 4 Final diesel engine with DOC/SCR aftertreatment, while the 930B features a 320-horsepower engine. Both include a high-capacity anti-clog radiator with auto reversing fan, along with a 127-gallon fuel tank that allows for longer operating intervals. Unlike loop systems that waste fuel, Barko's load sensing hydraulic system automatically adjusts attachment performance according to the load, resulting in greater productivity and higher fuel efficiency.

A high-flow hydraulic pump produces 113 gallons per minute (GPM) at 5,500 PSI for the 937B — 91 GPM at 5,000 PSI for the 930B — to deliver far more horsepower to the attachment than most comparable machines. High-capacity oil cooler and variable displacement piston pumps keep hydraulic oil cool to maximize service life. A high-pressure 20-micron return filter helps prevent debris from damaging pumps and valves.

The tractors' unique 45-degree articulation joint withstands extreme stress and tough terrain, while each machine's maneuverable design provides a turning radius of 15 feet, 9 inches to allow work in tight spaces. A hydrostatic transmission with two-speed transfer case allows for controlled operation speeds and travel speeds up to 14.5 mph for the 937B and 13.2 mph for the 930B.

Durably constructed, the tractors feature weld blending and engineered sweeping curves to provide added strength and increased fatigue resistance. High-strength hydraulic cylinders with bolt-on glands are durable and easily serviceable. A variety of cover plates, guards and seals help prevent debris from getting into the machine.

A centralized lubrication station that provides one access point for greasing steering cylinders and axles simplifies routine maintenance. The tractors include lockable and removable side panels, as well as removable brake, engine and transmission covers.

ROPS and FOPS certified, the tightly sealed, vibration-isolated floating cab features sound insulation and an adjustable bucket seat with four-point harness. The climate-controlled cab includes dual joystick controls and pilot operated foot travel and brake pedals. Polycarbonate windows provide added safety and an air knife system keep the front windshield clear of debris.

In place of a standard integrated toolbox, users can instead equip the tractor with an optional 30,000-pound capacity hydraulic winch. Other optional equipment includes a rear-view camera with 7-inch LED color display, automatic fire suppression system, hydraulic tank heater, engine block heater, joystick travel control, mulcher head terrain float system and attachment tachometer.

Barko's exclusive Quick Attach system allows for fast attachment changes. While often used with mulching heads, the tractors can also be fitted with many other common attachments, such as rotary mowers, soil stabilizers, stump grinders, root rakes, rock crushers, snow plows, sweepers and more.

The Barko 270B processor is pur-



The machines deliver consistent performance for land clearing, right-of-way maintenance, site prep and other large commercial and municipal applications.

Photo courtesy of Barko

pose-built for its application, providing several performance advantages over equipment commonly used for processing jobs. Offering exceptional horsepower, swing torque and tractive effort, the 270B features a dangle head boom configuration for picking, delimiting, cut-to-length harvesting and stacking.

Powered by a 225-horsepower Cummins Tier 4 Final diesel engine with SCR aftertreatment, the 270B offers excellent fuel economy and features large fuel and DEF tanks for longer job cycles between refills. A 36-inch-diameter auto reversing fan with automatic blade pitch control further optimizes engine efficiency.

The hydraulic system on the 270B is designed to keep power constantly available, allowing operators to instantaneously shift from function to function without any of the delayed reactions common with the hydraulics on other machines. Responsive IQAN controls are customized to provide programmable settings for individual operators, along with machine diagnostics and troubleshooting.

The processor features load sensing hydraulics to automatically adjust performance according to the load. High pressure and high flow contribute to delivering more hydraulic horsepower to the attachment, while a dedicated attachment pump runs the attachment without robbing power from the machine for other functions. Dual swing drives provide continuous rotation and high swing torque of 58,384 foot-pounds. Bare pin maximum lift capacity is 31,150 pounds.

The 270B provides firm, stable footing thanks to long tracks measuring 15 feet, 2 inches, along with a D7 undercarriage that offers ground clearance of 29.5 inches, an overall width of 11 feet, 5.5 inches, and max travel speed of 2.9

mph. The unit delivers exceptional drawbar pull of 66,700 foot-pounds to handle hills and rough terrain with ease.

Side door entry provides easy access to the comfortable cab, which offers excellent visibility of the working area. A heated air-ride seat, cup holder, dome light and radio with MP3 auxiliary, AM/FM/WB, USB, XM-ready and Bluetooth enhance operator ergonomics. A 1.25-inch polycarbonate window and 8 exterior LED lights provide added safety.

The 270B is designed to provide ample storage space, including a storage tray, two storage areas on the door, space for a lunch box inside the cab and two additional storage areas outside the cab. Attachments can fold completely under the processor, keeping the unit compact and easy to transport on the road.

A forward-sliding design allows the cab to move up to 36 inches for easier machine servicing. Additionally, a large, hydraulically operated gull swing door offers direct access to the engine compartment and hydraulic components. The gull wing serves as a convenient working platform and includes a slip-resistant walking surface.

An optional Proheat system is available to warm the engine, fuel tank and hydraulic tank in cold weather. Other performance and service options include a high-pressure hydraulic filter for attachments, automatic fire suppression system, hydraulic tank vacuum pump, electric fill pump, boom lights and various track shoe sizes and styles. Cab options include a rear-view camera with 7-inch display, CB radio, window reinforcement bars, oversized skylight, window shades and cab lights.

For more information, call 715-395-6700 or visit www.barko.com.



Offering exceptional horsepower, swing torque and tractive effort, the 270B features a dangle head boom configuration for picking, delimiting, cut-to-length harvesting, and stacking.

Photo courtesy of Barko

Morbark announces acquisition of Rayco Manufacturing

Morbark, LLC (Morbark) recently announced it had completed the acquisition of Rayco Manufacturing, Inc. (Rayco) This transaction represents the first addition since affiliates of the private equity firm Stellex Capital Management LP (Stellex) acquired Morbark

in 2016. The purchase of Rayco represents a significant move towards the Company's strategic focus on broadening the range of tree care and industrial equipment, aftermarket parts and service offered to their customers.

Rayco was founded in 1978 in Wooster,

Ohio by John M. Bowling, who as the owner of a tree care service, identified the unique needs of the tree and landscape industry and began to build equipment to meet and surpass those needs. Today the company is dedicated to the design and production of an incredibly innovative line of environmental equipment. The current range of Rayco products includes: stump cutters, crawler trucks, forestry mulchers, multi-tool carriers and attachments, brush chippers and the all-new AT71 aerial trimmer.

John Bowling, CEO of Rayco, stated, "Our family is very proud of the legacy we have established and nurtured over the past 39 years. As a family-run and -owned business, we view today's transaction as an opportunity to continue growing our business while joining an even larger family."

Dave Herr, CEO of Morbark, commented, "We are thrilled to welcome Rayco to the Morbark portfolio of companies. Rayco is a company that our senior management team has admired for a long time. We value the long-standing success of Rayco and are committed to providing the Bowling family and their dedicated employees the resources they need to continue the success they have built."

Transaction Highlights:

The transaction is a positive, strategic fit for both companies. Rayco brings a lineup of innovative equipment into the Morbark family across multiple product categories. In particular, Rayco stump cutters, aerial trimmers, forestry mulchers and crawler trucks will enhance and complement the existing Morbark family of products.

Rayco founder, John Bowling, will continue his work with the team to develop new products and help improve the company's existing product lines.

He will continue to have an economic interest in the combined business and will be a member of Morbark's Board of Directors.

Morbark will operate Rayco as a new division maintaining its brand identity. Rayco's experienced management team will continue to manage their operations. Teams from each company will work together to determine how to be more efficient and leverage each other's strengths.

Herr continued, "Rayco has a well-deserved reputation for providing customers with the equipment and service they demand and the value they deserve. That product innovation and dedication will continue without interruption. We are excited by what we can bring to Rayco in the way of our experiences, our dealer network and products to complement current Rayco equipment owners."



The current range of Rayco products includes: stump cutters, crawler trucks, forestry mulchers, multi-tool carriers and attachments, brush chippers and the all-new AT71 aerial trimmer.



Rayco founder, John Bowling, will continue his work with the team.



Rayco brings a lineup of innovative equipment into the Morbark family across multiple product categories.



Dave Herr, CEO of Morbark.

Photos courtesy of Morbark



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Announcements

Announcements

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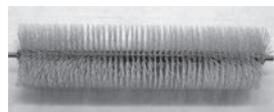
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JAN 9 - 11, 2018

NAHB 2018 International Builders Show

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Jan 13, 2018
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JAN 15 - 19, 2018

AED's Summit

Mirage, Las Vegas. To register call 800-388-0650 or visit <http://aednet.org/summit/> for more information.

JAN 17, 2018

MSHA Annual Refresher
East Norriton, PA. \$99 pp. For more information visit www.catamountconsultingllc.com or call 855-861-7866.

JAN 20, 2018

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JAN 22 - 25

Compost 2018

Atlanta, GA. For more information visit <http://compostconference.com>

JAN 23 - 26, 2018

World of Concrete

Las Vegas Convention Center. Register today at www.worldofconcrete.com.

JAN 24 - 26, 2018

National Crane Certification/Knuckle/Boom Truck National Certification

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JAN 31, 2018

MSHA Annual Refresher
Grantville, PA. \$99 pp. For more information visit www.catamountconsultingllc.com or call 855-861-7866.

FEB 1, 2018

MSHA Annual Refresher
Lake George, NY. \$99 pp. For more information visit www.catamountconsultingllc.com or call 855-861-7866.

FEB 3, 2018

Continuing Education 2A/1C
Call Angela at 508-966-4100 or email angela@cranes101.com to register.

FEB 10, 2018

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Call Angela at 508-966-4100 or email angela@cranes101.com to register.

FEB 11 - 14, 2018

NAPA 2018 Annual Meeting

Hilton Bayfront Hotel, San Diego, CA. For more information visit <http://tinyurl.com/y9ngaaj8>.

Upgrades to John Deere L-Series Skidders increase power and performance

MOLINE, IL — John Deere recently announced updates to its full line of L-Series Skidders. The L-Series models now boast best-in-class horsepower, a more impressive power-to-weight ratio, an improved engine aftertreatment system, and new grapple and boom options.

Most notable are the upgrades to the engines to increase horsepower, offering customers more pulling power and faster multifunctioning capabilities. The 648L, 748L, 848L, and 948L models offer the maximum horsepower for each size class, with the 300 HP 948L Skidder boasting highest horsepower on the market. Enhancements to the 648L and 748L improve pulling power during skidding activities, and the 848L and 948L have better multifunctioning capabilities for increased handling performance.

“Our L-Series machines were originally designed to set the bar for power and productivity — and in many ways they have,” said Brandon

O’Neal, global product marketing manager for John Deere. “With this latest round of upgrades, we’re taking it even farther with increases to power, reliability, efficiency and overall productivity of the machines.”

The L-Series Skidders now feature a simplified engine aftertreatment system. Redundant temperature sensors have been removed, reducing harness complexity. The updated models now feature a single temperature module, simplifying troubleshooting. Harnesses have been rerouted, improving access and reliability, and have more secured points to reduce rubs. Additionally, the Diesel Particulate Filters regeneration interval levels have been increased from 50 to 100 hours, reducing fuel consumption.

Another key improvement on the L-Series models is an extended boom reach option. Designed for steep or uneven terrain, the longer booms increase lift height and improve rear-

ward and downward reach. The new booms also reduce interference with the arch and fenders during turning and contact of tongs on tires and fenders when rotating the grapple.

The L-Series skidders now offer 17.5 square foot (1.63 square meter) grapple option for all dual function models. Ideal for a variety of skidding applications, the new grapple increases productivity in thinning or heavy load applications. On the 648L the grapple will help to save time and fuel by reducing the amount of trips needed in dry wood and thinning applications. Added based on customer requests, the additional grapple size gives John Deere the most grapple size options and largest range of sizes available in the industry.

The L-Series Skidders feature a best-in-class cab is 25 percent roomier and more than 50 percent quieter, and includes fatigue beating comforts like the efficient HVAC system, ergonomic

controls and storage space. An optional rotating seat with joystick steering helps reduce strain on the back and neck.

The L-Series machines are available with the JDLink™, now five years in base, and TimberNavi™. JDLink is designed to remotely connect owners and managers to their equipment and local John Deere dealer, providing alerts and machine information, including location, utilization, performance and maintenance data, to better manage where and how equipment is used. TimberNavi, which is available as a factory-installed option on the L-Series Skidders, is a jobsite mapping solution that increases the operator’s spatial understanding of the jobsite.

The updated L-Series Skidders are now available in North America. To learn more about the L-Series Skidders, JDLink and TimberNavi, visit your local John Deere Forestry dealer or www.deere.com.



Most notable are the upgrades to the engines to increase horsepower, offering customers more pulling power and faster multifunctioning capabilities.

Photo courtesy of John Deere

Komatsu America Corp. introduces the new HB3650LC-3 hybrid excavator

Komatsu America Corp. introduced the new HB3650LC-3 hybrid excavator earlier this year. It features improved hybrid and total vehicle control systems, to help reduce fuel consumption by up to 20 percent — depending on application — while maintaining or exceeding operating performance, compared to 36-ton, non-hybrid excavators.

“The new 36-ton class HB3650LC-3 excavator is built for power and production first, with the considerable fuel savings an added benefit,” said Kurt Moncini, Komatsu America senior product manager. “We applied everything we learned when we debuted the HB215LC-1, the world’s first fully-electric hybrid excavator in 2011. Now, we have the perfect balance of performance and fuel efficiency,” Moncini said.

Komatsu’s unique, fully-electric hybrid system uses an electric swing motor, which captures swing deceleration energy that would normally go unused, and makes it available to do work. The energy captured during each swing cycle is stored in an ultra capacitor, which provides energy for the swing system. The diesel engine also has a motor/generator for fast charging the capacitor when required, and to rapidly increase engine RPM from an ultra-low idle, for quick hydraulic response when boom, arm and bucket controls are activated.

What makes the Komatsu system unique is the 100 percent electric swing system. The hydraulic power normally needed by the swing system is now completely available for boom, arm and bucket power, helping to improve digging cycle time and production.

To meet EPA Tier 4 Final certified requirements, the SAA6D114E-6, 269 hp engine combines a Komatsu Diesel Particulate Filter (KDPF) and Selective Catalyst Reduction (SCR) system with Diesel Exhaust Fluid (DEF) to meet NOx emission aftertreatment requirements.

Features and benefits of the new HB3650LC-3 include:

Tier 4 Final Certified Engine Technology: A powerful and fuel efficient 8.85 liter, Komatsu SAA6D114E-6 engine, with 269 net hp and the following technologies to meet EPA Tier 4 Final emission requirements:

- Komatsu Diesel Particulate Filter (KDPF) aftertreatment system to reduce particulate matter.
- Selective Catalyst Reduction (SCR) system, with Diesel Exhaust Fluid (DEF) injection, to help reduce NOx emissions. The SCR catalyst has no scheduled maintenance, and the same life expectancy as the engine.
- Auto idle and auto idle shutdown systems to reduce fuel consumption and provide better management of nonproductive extended idle time.

New Performance Features Include:

- The revolutionary Komatsu Hybrid System, using swing energy regenera-



The revolutionary Komatsu Hybrid System uses swing energy regeneration and an ultra-capacitor that provides fast energy storage and instantaneous power transmission.

Photo courtesy of Komatsu America Corp.

tion and an ultra-capacitor to provide fast energy storage and instantaneous power transmission.

- Special hybrid control logic helps increase boom up and arm out multi-function speed, for improved productivity.

- New temperature-controlled viscous fan clutch helps reduce parasitic load on the engine and lowers sound levels.

- New KOMTRAX 5.0, shown on a large, 7-inch color screen, relays vital machine data, for easy monitoring and quick operator action.

- New Operator ID system records KOMTRAX machine operation and application data for up to 100 individual ID codes.

- Six working modes (P, E, L, B, Att-P, Att-E) provide a wide range of performance and fuel efficiency, with energy-saving guidance incorporated into the monitor.

- Optional auxiliary hydraulic attachment circuit, with return filter, accumulator and programmable flow through the monitor, which can store up to 10 individual flow settings and

customizable attachment names. Two way attachments can also run in economy mode.

Comfortable Cab Design — standard features include:

- A high-back and heated suspension seat, with new adjustable armrests that can be easily positioned to different heights without tools.

- An upgraded, high-resolution, LCD color monitor incorporates a standard rearview camera display with gauges.

- ROPS certified cab design conforms to ISO 12117-2 and meets Operator Protective Guard (OPG) (ISO 10262) top guard standards.

- Auxiliary jack to connect MP3 players or other digital devices for playback through the standard stereo speakers.

- Two 12-volt power ports provide a convenient power source for recharging and powering personal electronics.

- Standard secondary engine shutdown switch.

- A standard ISO/Backhoe pattern change valve simplifies changing control patterns to suit different operator preferences.

Designed for easy maintenance:

- The DEF tank and pump are in separate compartments for easy service access.

- High resolution LCD color monitor displays information and incorporates new Tier 4 Final technology that helps improve, simplify and manage maintenance;

- Engine Oil Check and engine/fuel filters are grouped on one side of the machine for easy maintenance access.

- Removable debris screen helps keep the engine and hydraulic cooler cores clean.

The HB3650LC-3, whether rented, leased or purchased, is covered by the Komatsu CARE® program for the first three years or 2000 hours, whichever comes first. Komatsu CARE includes scheduled factory maintenance, a 50-point inspection at each service and up to two complimentary Komatsu DPF exchanges and up to two DEF tank flushes in the first five years.

Visit the website at www.komatsu-america.com for more information.

Manitou Americas releases all-new EDGE 72-inch Open Face Rotary Brush Mower

WEST BEND, WI — Manitou Americas, Inc. announces a New EDGE® 72-inch open face rotary brush mower to their mower lineup for compact loader attachments.

The new EDGE 72-inch Open Face Rotary Brush Mower is designed to cut through thick brush and glide over rough terrain with ease. From heavy weeds, undergrowth, brush and small saplings up to three-inches in diameter, the EDGE open face rotary brush mower is ideal for clearing trails for horses, snowmobiles, skiing or biking in areas that would normally be inaccessible.

The new EDGE 72-inch Open Face Rotary Brush Mower features:

- Open face design cuts vegetation before the frame pushes the material over;
- Two one-half-inch x four-inch high strength steel blades;
- Cut through brush and saplings up to three-inches;
- Auxiliary hydraulic flow required is 18 to 30 gallons per minute; and
- Balanced stump jumper for smooth operation.

The EDGE 72-inch Open Face Rotary Brush Mower comes complete with hoses and flat face couplers. This unit features a hydraulic motor requiring 18-30 gpm and is available in 72-inch for standard flow hydraulic flow systems.

For more information, visit www.manitou-group.com.



Designed to cut through thick brush and glide over rough terrain with ease.

Photo courtesy of Manitou Americas, Inc.

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