

APRIL 2018

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**NEW RDO SCREEN INCREASES
PRODUCTION FOR QUIKRETE'S
MONARCH MOUNTAIN**



**ECA REIGNS IN 100
YEARS IN BUSINESS**



**PREPARING FOR THE NEXT
GENERATION AT
SHELTON'S PALLET CO.**



ROCK

A new RDO screen increases production for QUIKRETE’s Monarch Mountain by Keith Loria	3
AGG1 / World of Asphalt review in photos by Matt Stanley	4
Conveyor technology helps Gold Rush to compete	8
New profiling technology helps make drilling & blasting safer by Jon M. Casey	12
Prairie Dawg Practical by Tim Holmberg, DEMI Equipment	14
Classifieds	24

ROAD

ECA reigns in 100 years in business by Brian M. Fraley	4
Route 15 bypass: a monumental undertaking	10
Underground power: a routine part of Florida infrastructure in new construction	14
Excavator provides power and jobsite access for Faulkner Excavating	22
Building America: pioneering tradeswomen by Laura Rodley	26
Classifieds	32

RECYCLE

Equipment manufacturers stress OSHA compliance	3
Preparing for the next generation at Shelton’s Pallet Company by Bill and Mary Weaver	4
How tax reform will impact your business by Ryan L. Furman and Benjamin Sumner CPAs	6
More transparency is coming by William Turley, CDRA Executive Director	10
Model 2460XP added to The Beast lineup	14
Classifieds	20



Volume 23 No. 8 April 2018

New RDO screen
increases production for
QUIKRETE's
Monarch Mountain



- Sand & Gravel
- Screening Equip



A new RDO screen increases production for QUIKRETE's Monarch Mountain

On the cover:
Last year, Monarch Mountain started working with a new dealer — Equip Sales & Leasing Corp. — and purchased a 6x16 three-deck RDO screening plant

by Keith Loria

PG 3

Frederick W. Lee
Publisher, President

Bruce Button VP, General Manager
bbutton@leepub.com

Kal Shariff Corporate Sales Manager
kshariff@leepub.com

Jessica Mackay Production Coordinator
ext. 137 jmackay@leepub.com

Colleen Suo Editor
ext. 145 csuo@leepub.com

Alex Huebner Social Media Coordinator
ext. 163 ahuebner@leepub.com

Ad Sales: 1-800-218-5586

Matt Stanley Sales Manager
ext. 124 mstanley@leepub.com

Peggy Patrel Classified Ad Manager
ext. 111 classified@leepub.com

Tina Krieger
ext. 108 tkrieger@leepub.com

Steve Pelosi
ext. 166 spelosi@leepub.com

Scott Duffy
802-484-7240 srduffy@together.net

Christopher Nyce
267-261-4235 cnyce@leepub.com

Christine Attle
315-317-0905 christine.leepub@gmail.com

Patrick Burk
585-343-9721 burk.patrick1956@gmail.com

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4

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Associations and affiliations:





New RDO screen increases production for QUIKRETE's Monarch Mountain

by Keith Loria

The RDO screen allows Maglieri to screen even in winter.

Monarch Mountain is the sand and gravel division for the QUIKRETE Companies, and the company supplies all of the sand that the noted manufacturer of packaged concrete and cement mixes puts into bags — whether property sand, mason sand or half-inch stone.

Based in Acton, Maine, the screening plant has been operating as part of QUIKRETE for two years and three men work at the facility, supplying the sand.

Last year, Monarch Mountain started working with a new dealer — Equip Sales & Leasing Corp. — and purchased a 6x16 three-deck RDO screening plant, an American-made machine that Mike Maglieri, production manager for QUIKRETE, says has increased productivity a great deal.



Even with the heavy snowstorm that hit the area in early March, the operation was up and running fairly quickly.

"It's a great machine and very simple to run," he says. "You're seeing a lot of these new screening plants being all computerized and after a year, all the circuits break down and they just don't work anymore."

Over the almost two years that Maglieri has worked with the RDO, the only thing he's had to do mainte-

nance-wise is adjust the screws on the belt.

Joe Collazo, [Equip Sales and Leasing Corp](#) sales manager remarked that the "RD Olson screener was best suited for the job due to its aggressive 5/8 inch throw shaker box and their use of a self cleaning ball deck tray, which minimized the blinding over of their 4mm screens. The combination of the 5/8" throw and the ball deck system aided through put which boosted production."

"The 6x16 that we purchased has a ball deck in it, and the balls jump up and down on the bottom screen—my concrete sand screen or my mason sand—and helps keep the screens clean, and helps them to be non-blinding," Maglieri explained. "So, even when it's raining, we can screen sand."

Same is true for when it snows or on days with low temperatures, even if the sand is wet. In fact, with the heavy snowstorm that hit the area in early March, the operation was up and running fairly quickly.

"Usually other companies aren't screening during the winter time, and need to shut down, but we are able to screen," Maglieri says. "Our production on the screening plant now is roughly 1,400 tons a day through the machine, so roughly 7,000 tons a week."

The sand has to go through dryers to dry it out before going to the bagging plant in New Hampshire. The end product — before bagging — needs to have zero moisture.

"The freshest sand that we can have is key," Maglieri said. "Stored sand gets frozen and hard, and that can be a pain."

This particular screen is available tracked or with tires, and Maglieri made the decision to opt for the tires because it was a little less expensive — and having a tracked machine was not essential to their location. Operation was as simple as setting it up and starting to feed it.

"It's really that easy," he commented. "There are

other machines you can get — but then you can't get the parts. With this machine, I don't have any downtime."

Overall, Maglieri and Monarch Mountain spent close to \$1.5 million on the plant. In addition to the 6x16 RDO three-deck screen; the plant utilizes a power screen Chieftain, loaders and excavators, and rents a Finlay jaw crusher and Finlay cone crusher.

"We also bought a brand-new Komatsu 360 excavator and a Komatsu 300 haul truck," Maglieri says.

Although Monarch Mountain currently supplies exclusively to QUIKRETE, it is planning to begin selling to some outside vendors and customers in 2018.

A typical day at the plant begins with the loading of 6-7 trucks, followed by some quick servicing of the screener and then getting started with the screening of sand, which occurs for about 8-9 hours a day.

"During the summer, we work 50-60 hours a week and the winter time we go 30-40 hours," Maglieri said. "This plant has brought up productivity by at least 40 percent over the last year."



Monarch Mountain supplies property sand, mason sand and half-inch stone for Quikrete Companies.

Kevin Kelly, World of Asphalt 2018 chair and president of Walsh & Kelly said of this year's event, "This was one of our best events ever that delivered it all for industry professionals: product innovations, focused education and quality networking. It is always an incredible opportunity to come together and learn from each other, and we thank all participants for their continued support."

This year's World of Asphalt and AGG1 were co-located at the George R. Brown Convention Center in Houston, Texas and broke show floor records.

Spanning 174,000 net square feet, the combined event boasted more than 460 exhibitors. There were more than 160 new-to-the-show exhibitors who displayed the latest in technology and products for the aggregates, asphalt and pavement maintenance, and traffic safety industries.

Registered attendance exceeded 8,300 by the close of the shows and represented participants from all 50 states, the 10 Canadian provinces and 50 other countries.

CEMEX regional president and AGG1 Academy & Expo chair Joel Galassini commented, "These outstanding numbers emphasize the value of the convention and AGG1. This really is the best time for anyone in our industry to connect with peers, examine business issues that affect our operations and get energized for the future."

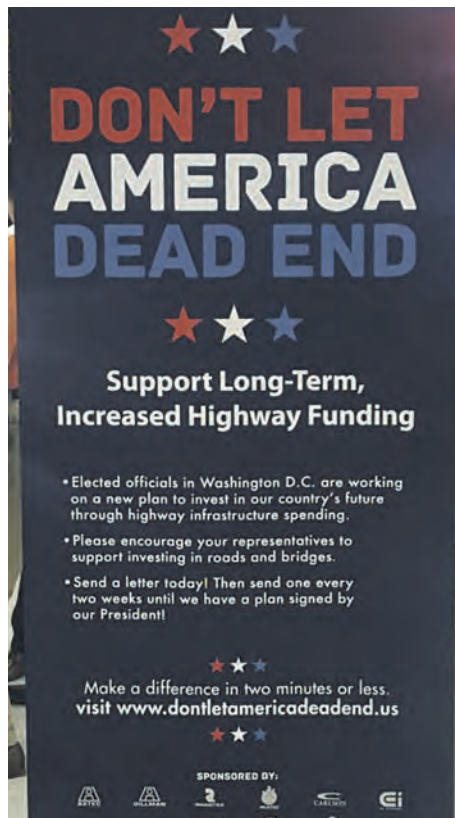
Looking ahead to 2019

The next World of Asphalt Show & Conference and AGG1 Academy & Expo will be held Feb. 12-14, 2019, at the Indianapolis Convention Center in Indianapolis, IN. Exhibit space sales are open to companies, with space assigned on a first come, first served basis.

The shows are held annually except in [CONEX-PO-CON/AGG](#) years, since that show spotlights the exhibitors and products of AGG1 and World of Asphalt.

For more information, visit www.worldofasphalt.com and www.agg1.org.

2018 AGG1 and World of Asphalt break records



Banners encouraging engagement with our representatives in Washington were prominently displayed.



Polydeck's Dennis Zieger (senior marketing manager) stands by their new Kwikdeck product line. This year the company celebrates its 40th anniversary.



Brian Singer with Buffalo Turbine out of Springville, NY offered attendees help with their dust control challenges.



Trey Poulson (From the TV show Gold Rush-Team Hoffman), Jonathan Cole (Territory Rep for Texas), and Seth Mercer (Marketing Manager) represented Martin Engineering.



Sean Donaghy, North American Sales Manager for Evoquip stands proudly in front of the Cobra 230 impact crusher the company deems "The Compact with Impact".



Right: Rich Evangelista, business development manager for Bunting Magnetics.



Attendees and reps conduct business in the Stedman Machine Company exhibit.



Screen Machine Director of Marketing Dave Stewart (right) and Regional Sales Manager Timm Miller encouraged visitors to check out the company's newest 4043TR Recirculating Impact Crusher, the first built with a CAT C9.3B Tier IV Final engine, during the 2018 World of Asphalt/AGG1 show.



Rich Evangelista, business development manager for Bunting Magnetics.



Rory O'Brien with Tora Crushing & Screening out of East Syracuse N.Y. is proud to be a McCloskey dealer!



Richard Crowe represented Rohr-Indreco Dredge Systems out of New Richmond ,WI.



Wirtgen Groups exhibit included representations from Wirtgen, Vögele, Hamm and Kleemann.



Sandvik Mining and Rock Technology staff prepare for a busy day ahead.



Haver & Boecker's Kristen Randall, with the company's signature Tyler F-Class vibrating screen, demonstrates the value of blending different types of screen media on a single deck for the optimum balance of wear life with open area.

Importance of weighbridges in the quarry and mining industry

One cannot emphasize the importance of accurate weighing in the mining and quarry industry. Weighing solutions such as portable truck scales play a key role in various processes such as extraction, loading, processing, transportation and distribution of materials. Let us look at some of the weighing solutions you can incorporate for efficiency.

- Weighbridges and multi-deck weighbridges

They are ideal for weighing heavy road vehicles, rail wagons, etc. Multi-deck weighbridges are important in sites that weigh multiple trailers and axle groups. Each deck has its own digital weight indicator. A

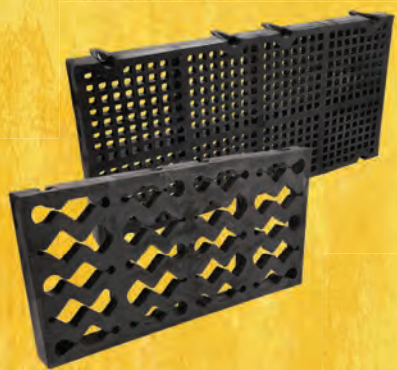
One cannot emphasize the importance of accurate weighing in the mining and quarry industry.



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summing unit is used to display the total weight.

- Axle weighers

An economical alternative to full-length weighbridges, axle weighers weigh a single axle at a time and accumulate the axle weights to derive a total vehicle weight.

- Wheel weighers

These are also an economical alternative to full-length weighbridges and axle weighers. You can relocate them whenever you want but you need a flat, solid and level surface to seat them.

- Belt weighers

Apart from being an alternative to weighbridges, they also complement them perfectly. They are best for stock control and quite accurate subject to the site conditions.

- Weigh Bins and Hoppers

Weigh bins, hoppers and weigh silos are ideal if you manage a large range of products while they are being stored on site. You can retrofit most hoppers with a weighing system.

- End loader scales

They are ideal for weighing product at the point of loading. While they will only give you an approximate weight, you get the benefit of the vehicles being loaded more accurately, which eliminates reloading.

- Onboard vehicle weighing

These scales give an accurate overall load readings and accurate axle loads at the same time, which provides greater driver safety and eliminates axle overloading fines.

More about Weighbridges

Made of steel or concrete, weighbridges are either mounted at the surface, with the weighing equipment below or they can be pit mounted with the weighing devices in the pit.

Load cells measure the weight of the load on weighbridge truck scales. They convert a small change in resistance into an electrical signal. Once this conversion is done, the signal is filtered and calibrated, after which the indicator displays it digitally.

Some weighbridges may use different types of technology and some truck scale suppliers offer a complete array of weighbridge scales for sale.

3 Main Advantages of Weighbridges

There are numerous advantages of using weighbridges and truck scales for quarries and mining. Some of them include:

- Ability handle high volume of materials and efficiently weigh thousands of tons
- They provide accurate and consistent readings
- They are quite durable and can withstand tough mining conditions

Technological Developments in Weighbridges

Conventional weighbridges were large, difficult to operate and inconvenient to use at times. However, they were quickly replaced with advanced weighing and scanning technologies, making them easier to use. High accuracy and efficiency are the key factors to look out for when you choose heavy-duty weighing scales.

Frequent calibration and maintenance services were required for traditional scales. Due to this, they could

GUARANTEED!

not produce a high level of accuracy and throughput. However, load volume scanners, portable and on-board truck scales offer you the best services.

Service and Support

Do not underestimate the importance of service and support for weighbridges, especially when they are installed in harsh conditions. New technologies allow better and optimized servicing, which proves useful at remote unmanned sites.

Daily operations and processes will be severely impacted if there is any kind of equipment breakdown, which makes troubleshooting and servicing even more critical. Determine the frequency of servicing required and if you can minimize costs. Do not wait for the equipment to breakdown to start fixing it. Preventive maintenance will help in ensuring that the weighbridges run smoothly and accurately at all times.

Author Bio:

Kevin Hill is the content editor and online marketing manager at Quality Scales Unlimited.

McCloskey introduces UF1200 Universal Feeder

New product delivers powerful and portable production at 650+ TPH

McCloskey now has a high capacity, powerful and reliable universal feeder in its line-up.

Designed for virtually any application, the UF1200 can significantly enhance production levels. The UF1200 comes with a standard tipping grid, and offers a number of options including vibrating grid, aggregate hopper, mulch hopper or shredder. The stockpile height at 24 degrees reaches 13'-3" (4.0m) making the feeder an efficient partner for stackers.

Features include:

- 1200mm (48") wide feed conveyor
- 10.01 m³ (13.09 yd³) high capacity hopper
- Choice of remote control tipping grid or live head
- Tracked or wheeled for mobility on-site and from site to site
- 48" integrated stockpiling conveyor
- Fast setup time
- Ground level access for ease of maintenance and service

"Helping customers achieve greater production levels is what drives us to design and manufacture innovative products," said Paschal McCloskey, president and CEO of McCloskey International. "This design takes their processing to a new level, and we will continue look at new ways to develop our products to meet the unique challenges of projects around the globe."



McCloskey now has a high capacity, powerful and reliable universal feeder in its line-up.

Photo courtesy of McCloskey

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Conveyor technology helps Gold Rush team compete

From left to right: Freddy Dodge, Andy Spinks & Trey Poulson from Team Hoffman, with Seth Mercer, Kevin Mercer and Steve McKenna from Martin Engineering.

Photos courtesy of Martin Engineering and Team Hoffman

Chances are, if you mention the phrase “gold rush” to anyone associated with the mining industry, they’ll know you’re talking about the most popular show on the Discovery channel, cable TV’s #1 unscripted series for three years running. With new episodes attracting as many as 5.5 million viewers, the series has propelled the network to the #1 non-sports broadcasting spot on all of TV on Friday nights. Currently in its eighth season, Gold Rush follows the exploits of three competing mining teams led by Todd Hoffman, Parker Schnabel and Tony Beets as they seek to extract the most placer gold from their operations.

The Hoffman crew competes under the banner of the 316 Mining Company, with a team that includes Todd, his son Hunter and father Jack, as well as career miners Trey Poulson, Freddy Dodge, Andy Spinks and Jim Thurber. While their operations may be small by commercial mining standards, the competition is fierce, with season eight highlighted by a high-stakes wager between the Hoffman and Schnabel crews: 100 ounces of gold to the team that mines the most of the highly-prized mineral.

With gold currently valued at more than \$1200 an ounce, all three teams try to squeeze every last ounce from their operations, and they rely heavily on their conveyors to efficiently transport up to 300 tons per hour of raw material for 12 hours per day at 400-450 fpm (2-2.3 mps). Processing begins when dump trucks empty their loads into a hopper. Rocks larger than six inches are scalped off, and the remaining load gets screened to separate the fines from the bulk. Fines are then run through a sluice box to wash out the gold particles.

“In a highly-competitive situation like this, we have to collect every fraction of an ounce from the source material,” commented Trey Poulson. “Our goal this season is 5000 ounces, and we can’t afford to leave anything behind. So even a small amount of carryback or spillage from the conveyors is a serious issue for us. In these operations, we don’t have extra manpower, so any down-

time for maintenance or repairs can be a disaster for us. We can’t afford to stop processing and shovel out spillage or make repairs during the 12-hour window that we’re permitted to operate each day.”

First Challenge: Belt Cleaning

Poulson said that his goal is to extract an ounce of gold for every 100 yards of material processed, which is about four truckloads dumping into the hopper. When the team first started the operation, they were using the existing belt scrapers on the conveyors to clean any fines that remained on the belts at the discharge points. “The original belt cleaners weren’t as effective as we needed them to be,” he continued. “They were leaving some carryback on the belt, and we even had a couple of them cam over and jam up the conveyors. On one, it actually ripped the belt.”

That’s when a chance meeting at a trade show gave Poulson the opportunity to meet representatives from Martin Engineering, one of the innovators and premier suppliers of components to make bulk material handling cleaner, safer and more productive. He stopped by the company’s exhibit at the event and started a conversation about some of the problems



The Roll Gen system uses energy from the moving conveyor belt to generate power for lighting at night.

they were experiencing. The reps were confident that Martin components could resolve the issues and help the Hoffman team in its quest to out-produce the competition, and Poulson gladly accepted the company’s offer to supply 316 Mining with high-efficiency belt cleaners.

“Belt cleaning was one of our biggest obstacles at the time,” he recalled. “We were wasting both material and labor, and we couldn’t afford to give that advantage to the competition.”

Martin Engineering technicians traveled to the Colorado site and reviewed the entire conveyor network, recommending specific cleaner designs for each application. On one they recommended the company’s patented CleanScape® design, which is engineered to provide as much as 4x the lifespan of conventional cleaners in difficult applications. “When I first met with the Martin guys, I had trouble envisioning how it would work. It’s unlike anything I’ve seen in my 20 years of mining. But it’s been in service for six months without us having to touch it. And the cleaning performance is great.”

For the wet conveyor, the Martin technicians selected a heavy-duty primary belt cleaner that features unique technology to maintain the most efficient cleaning angle throughout its service life. Equally important given the time constraints of the competition, the blade features a no-tool replacement process that can be performed safely by one person in less than five minutes. For the secondary cleaner, a rugged design with individually-cushioned tungsten carbide blades was installed to withstand the



The CleanScape design provides as much as 4x the lifespan of conventional belt cleaners.



The Roller Tracker centers the cargo, reduces spillage and increases safety.

punishing conditions.

“These conveyors experience all the same challenges faced by massive corporate mines,” observed Martin Engineering Territory Manager Steve McKenna. “And because they have such an abbreviated time frame in which to operate, every hour counts. So we focused on the designs engineered for long service life and minimal maintenance.”

In a move to further reduce the chances of fugitive material problems, technicians also installed tail pulley protection in the form of a V-plow. “Bulk material bounces when it comes in contact with a fast moving conveyor and often shifts as it travels over carrying idlers,” said McKenna. “These disturbances can eject small amounts of material from the belt. Occasionally along its return run, the belt will collect lumps of spilled material on the non-carrying side. If it’s not removed, it can become trapped between the tail pulley and the belt and do significant damage to both.”

Secondary Objectives

Once the belt cleaning systems had been fine-tuned, Poulson and McKenna turned to some of the other challenges faced by the 316 Mining crew. Another issue that Poulson and his crews had been battling was belt tracking. “Rain, snow and freezing temperatures can all affect conveyor operation, especially when the carryback gets some ice on

it,” Poulson continued. “So achieving a clean belt was a critical first step. But we were still getting some belt wander.”

McKenna came through again, this time with a new design for a roller tracker to stabilize fast-moving belts. Based on a standard crowned roller, the tracking mechanism uses a unique ribbed lagging made of durable polyurethane to increase performance and wear life. The roller does not come in contact with the belt edge, which minimizes fraying while delivering excellent tracking for single-direction or reversing belts. The result for the Hoffman crew is a more centered cargo load, less spillage and increased safety from the hazards of belt wander, leading to higher productivity and lower cost of operation.

The conveyor to the crusher presented a different problem. While the belt needed tracking assistance, the framework prevented installation of a standard unit on the 42-inch wide belt. “We figured out a way to modify a 36-inch unit to fit on the wider belt,” said McKenna. “This kind of thing comes up occasionally in the field, and we try to be ready to get creative when we need to.”

Further safety enhancements included Martin Engineering conveyor guarding to protect workers from pinch points and other hazards. The modular guards allow workers to do their jobs with reduced risk and greater efficiency, while helping to ensure plant compliance with safety standards and regulations. The user-friendly design of the new guards is seen in standardized panels that take a systematic approach to guarding, with the flexibility to fit virtually any conveyor design. Wedge clamps allow the panels to be removed and reinstalled quickly and easily, so systems can be expanded or



Modular conveyor guards protect workers from pinch points and other hazards.

relocated as needed.

“No matter how large or small the mining operation, safety is the top priority,” said Poulson. “We’re no different. We want our crew members to go to bed every night with all their body parts intact.”

The most recent Martin Engineering addition to the 316 Mining operation has been the installation of the company’s patented Roll Gen™ system, an innovative technology that uses the kinetic energy from a moving conveyor belt to generate enough power to run a wide variety of electrical or electronic systems.

“There are limits on the operating hours at this location,” Poulson explained, “and we’re only allowed to run generators until 7:00 pm. With this system in place, it runs all day off the conveyor belt, storing energy in a battery bank. Then we use that stored power to run our security lights all night long.”

Designed to create a self contained mini power station, it can be retrofitted on existing idler support structures, and operators are not required

to maintain a special stock of conveyor rollers, as the generator can be employed on virtually any steel roller. “This device is considered a first step toward eliminating power production obstacles, as conveyors move into the next generation of ‘smart systems’ that are predicted to be more sustainable and autonomous,” McKenna added.

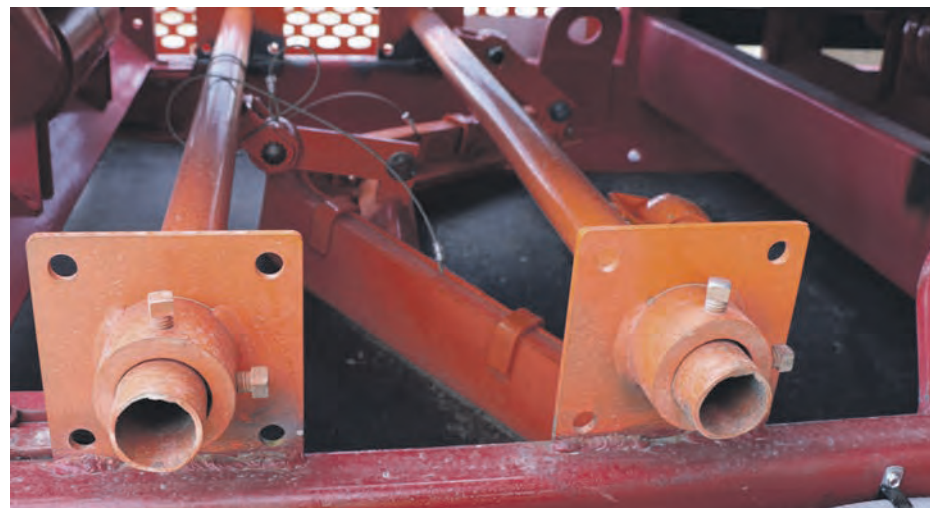
“The components that Martin has provided have made a huge difference in our operations,” Poulson concluded. “We’re faster, safer and more efficient as a result, and I can’t say enough about the services these guys have delivered. It’s the best I’ve ever seen in my two decades of mining. We’ve developed a close relationship with them, and we’re very grateful for the incredible support they’ve given us.”

Martin Engineering is a global innovator in the bulk material handling industry, developing new solutions to common problems and participating in industry organizations to improve safety and productivity.

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



The heavy-duty primary belt cleaner can be replaced safely by one person in less than five minutes.



The V-Plow protects the tail pulley and belt from fugitive material on the return side.



News from the IAAP

Zatezalo wants MSHA to represent all operators

MSHA Administrator David Zatezalo outlined priorities for the agency during a hearing of the

House Subcommittee on Workforce Protections on Feb. 6. "Safety remains a major priority for this committee," said Chairman Bradley Byrne, R-Ala.

"We ask so much of these hardworking Americans, and vital policies are in place to provide them with the safest environment possible."

Zatezalo addressed inconsistencies among MSHA inspectors when questioned by Rep. Virginia Foxx, R-N.C., chairwoman of the House Committee on Education and the Workforce. Zatezalo said that MSHA is working to establish a single, agencywide opinion when it comes to regulating operations among its 15 different districts. NSSGA was encouraged by Zatezalo's remarks about the importance of the aggregates-dominated, metal/non-metal segment of the industry. "Historically, and as a former

miner myself, MSHA has been typically viewed as a coal-centric organization. As we move forward, it has to be viewed as more of a mining-centric organization," Zatezalo said. Foxx and Zatezalo agreed that the agency needs to be able to handle the modern demographics of the industry. There are nearly 10 times as many metal/nonmetal operations than coal mines in the country, and 240,000 metal/nonmetal employees versus 83,000 coal miners. A number of good questions were posed about compliance assistance for small quarries by lawmakers. Zatezalo also affirmed that small operations will remain a priority for the agency in response to questioning by Rep. Karen Handel, R-Ga. Watch the hearing by clicking [here](#).

Source for all: NSSGA Digital Aggregate, February 7th

IAAP testifies at House subject matter hearing on CCDD regulations

The House Environment Committee held a subject matter meeting last week to hear testimony from the IAAP, the Illinois EPA, the Illinois Attorney General's office and the Illinois Environmental Council concerning regulations on CCDD/Clean Fill Operations.

The IAAP testimony outlined their opposition to the unnecessary attempts to mandate water monitoring at these facilities, the benefits of the CCDD/Clean Fill program and their concerns over the recent "violations" that were issued by IEPA for MAC Table exceedances of naturally occurring metals. IAAP members that came to Springfield for the hearing divided into groups and visited with members of the committee to educate them on the issue prior to the hearing.

The IEPA discussed their desire for obtaining additional sampling data to learn "what is going on" at these facilities. The Attorney General's office and Environmental Council testified in lockstep claiming there have been numerous Attorney General enforcement actions against CCDD operations since 2005, proven water contamination at two sites and years of unmonitored deposit of materials prior to the current CCDD regulations – which necessitates mandated water monitoring. After two hours of back-and-forth it appeared that many committee members left the hearing recognizing some of the complexities involved with the issue. There has been no action thus far on House and Senate legislation filed on the issue. The IAAP's current fact sheet against the water monitoring mandate can be found [here](#). We continue to add groups to our coalition opposing the mandate with 26 groups now signed on.

U.S. Department of Labor deploys mobile technology system to help mine inspectors work more efficiently

ARLINGTON, VA – The U.S. Department of Labor's Mine Safety and Health Administration (MSHA) has initiated the deployment of a Mobile Inspection Application System (Mobile IAS) to further enhance the efficiency and effectiveness of mine inspectors and to better carry out MSHA's core mission of promoting the health and safety of America's miners. Nearly 1,500 federal mine inspectors across the nation and enforcement staff will benefit from this new technology. The Mobile IAS replaces an 18-year-old system that required mine inspectors to carry bulky laptops, cameras, reference material, and documentation from previous inspections. The new Mobile IAS integrates all of these features into one application to provide the latest technologies that securely store and transfer data, while improving ease of use. "Enabling mine inspectors to work more efficiently means more time to focus on the health and safety of America's miners," said MSHA As-

sistant Secretary David G. Zatezalo. "MSHA's Mobile IAS is expected to improve the quality of information by eliminating redundancy, and provide more timely information for inspectors." Among the features of MSHA's Mobile IAS are:

- A Windows-based, lightweight, semi-ruggedized tablet with a camera, video, voice recording, touch screen, digital pen, Bluetooth, and Wi-Fi capability to facilitate data capture and streamline the inspection process.
- An application built on Microsoft's Universal Windows platform with photo capture and fillable, pre-populated forms.
- Service-oriented architecture for efficient data transfer among devices and the MSHA Standardized Information System

Source: Illinois Association of Aggregate Producers



BMPs for controlling site erosion and stormwater runoff

With the rainy season coming up, the IAAP Environmental Committee is sharing valuable guides related to best management practices (BMPs) that are integral to maintaining compliance with various aspects of aggregate operations.

These thorough, well-written technical tools should be considered as part of your facility's use of BMPs to manage issues such as stormwater runoff, concrete

washout, and erosion control. These guides follow basic principles set forth in standard resources such as the Illinois Urban Manual and can be used for training as well as construction of BMPs.

These BMPs and numerous other resources are also available for download on the Resource Bank webpage of the new IAAP website.

Contact IAAP if you need the website password.

Safest Year Ever for Aggregates

According to MSHA's preliminary estimate, aggregates operations attained a new record low injury rate in 2017. This year's rate is estimated at 1.74 per 200,000 hours worked, marking the 17th consecutive

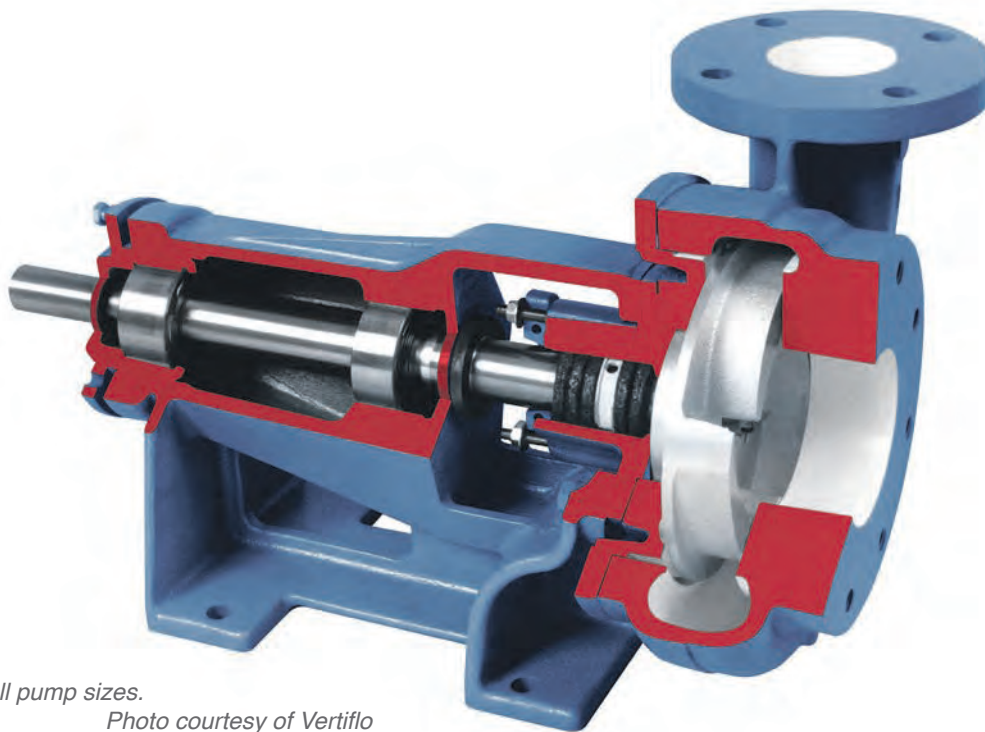
year that the rate improved. This translates to less than two report-

able injuries for a workforce of 100 miners over the course of a year.

According to the most current data from the Bureau of Labor Statistics, it is safer to work in a quarry than a retail store. MSHA is expected to release the finalized figures in April.

Industrial Horizontal End Suction Pump is easy to install and maintain

The Vertiflo 1400 Horizontal End Suction Pump is designed for process, pollution control, spray systems, deionized water, wastewater, corrosive liquids and chemicals. Rugged heavy-duty cast iron frame design incorporates integrally cast support and ribbed mounting feet, which assure a solid, dependable pump installation and operation. One frame fits all pump sizes. The pump has a back pullout design feature, which allows for easy inspection or service/maintenance without disturbing the piping to the pump. The pump has external impeller adjustment and the semi-open impeller design accommodates passage of solids or fines. All impellers have balance holes near the hub, which reduce thrust load and pressure in the packing or seal area. Wiping vanes reduce axial loading and prevent dirt from entering the sealing area. Packing or various mechanical seal arrangements are available as standard options. The pump is offered in a variety of materials: Cast iron, 316 stainless steel fitted, all 316 stainless steel, or CD4MCu. Requirements for pumping clear and corrosive liquids can be satisfied with capacities ranging up to 3,600 gallons per minute, heads of 275 feet and temperatures of 250 degrees F.



One frame fits all pump sizes.

Photo courtesy of Vertiflo



Empire Series Stationary Plant

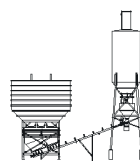
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One of the six to eight classes held each hour during the two-day Drilling and Blasting Seminar.

Photos by Jon M. Casey

New profiling technology helps make drilling and blasting safer

by Jon M. Casey

For drilling and blasting professionals looking for newer, safer and more efficient ways to do their work, industry experts offered new, technological advancements at the 2018 Mine Blasting Safety and Application Seminar, January 17-18 at the National Mine Health and Safety Academy in Beckley, WV. During two of these presentations, Joe Nawrocki, Caleb Strope and Adam Young shared ideas on how to use new face profiling equipment as well as the latest in drone and laser technology.

First, Adam Young, with Tech Services Training for ORICA USA, Inc., described several incidents of faulty blasting events as a way to highlight the importance of quality blasting preparation. This is in an effort to help prevent flyrock incidents that cause considerable damage and occasional human fatality. He said that flyrock could travel at several hundred miles per hour, even 500 feet away from the initial blast. With that in mind, blasters need to consider several important aspects of the process to perform a successful blast.

Young began by stressing the importance of excellent communication. That includes communication between drillers and blasters, as well as with quarry management. Following a video presentation that featured significant house damage from flyrock due to inadequate communication between drillers and blasters, he recommended that D&B personnel make sure to be thorough in pre-planning. This includes blast design and profiling. He said that inaccurate timing and faulty stemming, frequently leads to problem blasting.

In one example, the blaster was not working from the driller's log. Young believes this is an extremely important tool when it comes to placing proper blasting charges.

In his example, the blaster was not aware that there was considerable (8 to 10 feet) unconsolidated material atop the bench. This material eventually served as flyrock when the blaster filled the drill hole with blasting material, to within four feet of the surface, thinking the burden at the top of the wall was all solid material. "Even without the drill log, a brief conversation with the driller could have saved the blast-

er a lot of headache," he said. "Good communication and proper blast design can get the job done safely."

In another example, Young recalled how a blaster had concerns about the geology and blast design, so he called in additional technical support. This additional consultation provided 3-D profiling, which ultimately led to a successful blast. Young said that after a number of problem blasts within his own company, they decided to provide all of their blasters with 2-D Laser Profilers to help design more accurate blasts. More recently, 3-D profiling equipment has improved on the earlier equipment, giving blasters tools that are more accurate than in the past.

Another tool to help with accurate blasting is the Boretrak® borehole-deviation measurement system. With this added accuracy, the blaster can do a better job of measuring the bore angles. "There's better blast fragmentation as well," he added.

In a second presentation about face profiling and borehole tracking, Joe Nawrocki and Caleb Strope of Dyno Nobel, gave tips on how to use new technology as an aid to safer, more efficient blasting. Nawrocki began by defining "efficient blasting." He said that efficient blasting is the use of available energy to break and move rock. What makes blasting safe is when it is done without flyrock and when using just enough (blast) energy to produce a blast without excess vibration and air-blast. He said the steps to a successful blast include a well-prepared bench, accurate measurements, proper blast design, a good pattern layout, accurate drilling and the use of the driller's log. Combining these elements along with careful hole loading, stemming and safety management will provide the ideal blast.

Nawrocki said that flyrock is frequently caused by the amount of powder in the first row of drill columns. Blasters should make sure that there is not any soft geology in the first row. Knowing this in addition to knowing the distance of the column from the face of the wall, gives the blaster a safer blast if the blasting material quantities are adjusted accordingly, from the bottom of the hole to the top. Matching the column to the burden for every foot of the

hole will make the blast safer. He emphasized that the accurate measurement of the burden is the most important measurement and it is the most widely miscalculated. If the burden is miscalculated, the blast design is incorrect.

"Measurement methods have improved in recent years," he said. "We have tended to move away from Abney levels and transit and tape, to laser profilers, photogrammetry and drones. Nawrocki touched on the older methods, and then he moved on to the 2-D Laser Profiler, which was introduced about 25 years



Adam Young, Orica Tech Services Training, discusses the use of 2-D laser measuring equipment as part of safe drilling practices.



Caleb Strobe explains how effective use of 3-D laser technology can help blasters do a safer job.

ago. "They were [a nice way] to get fast, accurate measurements on burden and bench height. You could download the information into a Palm Pilot. That made it very convenient. The blaster could use this information as a way to know how to load the front holds of the pattern. This was used for both layout and hole loading procedures."

Currently, MDL's 3-D Autoscan Laser Profiler is an example of more recent technology for face profiling. Caleb Strobe discussed the benefits of this more modern 3-D equipment. He said the units can be used from a distance of 1000 feet from the face. They are able to compute face profiling, muck pile profiling, stockpile surveying, ground modeling and cast blasting. He said that gathering data is quick and simple. The major points of this data include the use of hole markers, the scan, the crest, the toe, any abnormalities and any reference points as needed.

"Hole markers mark the holes and this can be done with cones, reflectors, burden poles, people or anything else that can give you sight from your profile location," he said. "Once the markers are in place, a 'point and shoot' on the markers with the laser will record the data." This is a manual process.

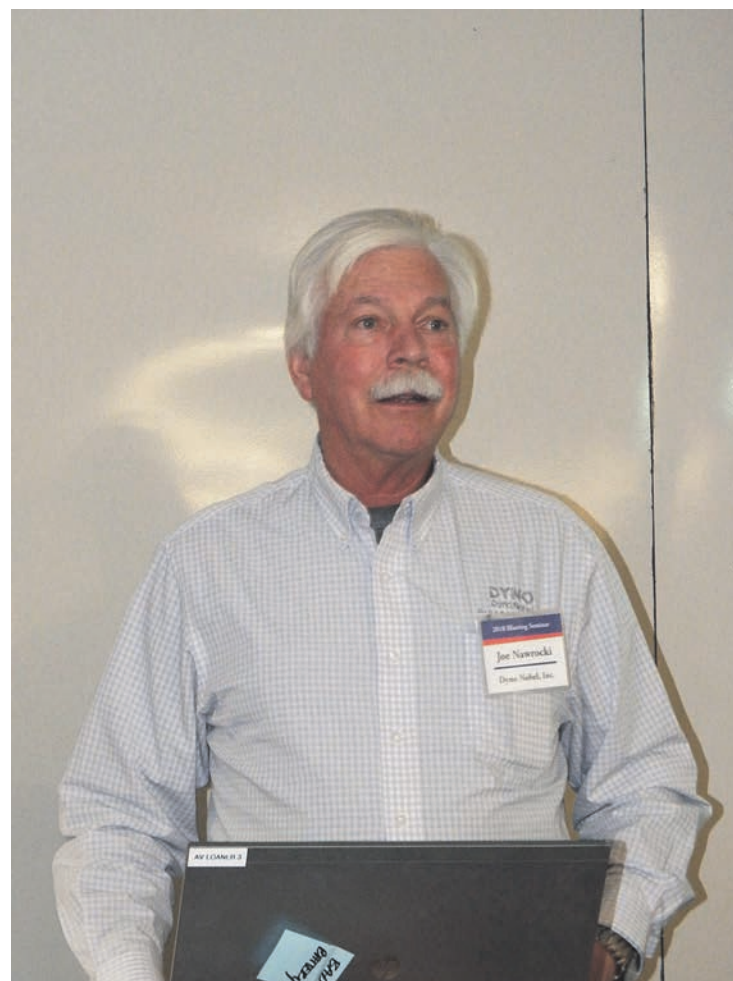
"The data scan is of the face of the bench and is automatic," he continued. "With the scanner, you set up a 'picture frame' of the four points of the scan on the outside of the face and the system takes a point every six inches, down the face. This takes from two to six minutes and will provide anywhere from 10,000 to 100,000 data points."

Making sure the face of the material is clean is critical. This system can only "see" what is in front of it. If the muck pile is still in place, the device cannot measure the face accurately and will provide false information. From time to time, a blaster will need to do multiple profiles when a shot is done on two or more faces.

Like Adam Young, Strobe agreed that another valuable tool in the new technology toolbox is the Boretrak® system. "The purpose of the Boretrak is to measure the angles and depths of drilled holes," he said. "This is important for all shots to make sure that the holes drilled are done to their designed angle. Too great an angle can cause too little burden. Too little of an angle can cause too much burden."

Strobe gave a brief overview of how to use the Boretrak. He concluded by saying that combining the 3-D laser information with the Boretrak data can give the blaster a 3-D model of the finished product. More importantly, the technology can be used even before the hole patterns are laid out, to give the blaster a "what if" scenario to help layout a better blasting pattern. With this information, the driller and blaster can layout the blast more efficiently.

Photogrammetry is a more recent technology. This technology gives blasters a visual rendering of the project by taking a photo of the site from two different angles. Software produces a 3-D model that helps the blaster determine a more accurate image of the jobsite. Initially, the photos have been taken with specialized cameras to provide the images. More recently, drones, equipped with hi-tech cameras can do the work without the blaster even needing to enter the pit. The ultimate goal is a high-quality blast, said Strobe.



Joe Nawrocki, regional senior technical Manager for Dyno Nobel, Inc., described what is needed for efficient, successful blasting.



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- The best way to work through these game changing choices is to do your research — es-

Prairie Dawg Practical

by Tim Holmberg, DEMI Equipment



Hey Prairie Dawg, "What bearings do you recommend?"

Almost everything manufactured today would not exist if not for some sort of specialty bearing. The bearing industry has been around since before my grandpa and will definitely be here long after my time on Earth has passed.

pecially if the bearing or bearings are going to be in the five-figure repair price range. No matter if domestic or import there should be some representative who can come visit and understand the application as well as fitment requirements when needed. This person should be able to tell you the bench load characteristics of the bearing associated with the RPM ratings to maintain proper fitment tolerances provided by the manufacturer. If these often static measurements are messed up ever so slightly it becomes "lights out" due to extreme heat and pressure build up resulting in locked up or frozen boat anchors.

- If these replacements involve a bearing smaller than a two-inch diameter shaft mounted application, you can probably get away with just about anything priced competitively and live to tell the tale of how long it lasted (or quickly it failed) without much heartburn. I have found that the worse possible thing you can do to prematurely destroy most any bearing is to over lubricate it, surprisingly enough — including an oil bath application/environment to start with. Bearings are extremely finicky precision machined objects

that if subjected to an over-lubricated environment can actually start to overheat due to the bearing's moving components being forced into a sliding motion rather than its designed rolling atmosphere, hence the term "roller bearing". Common sense physics tells us that anything in a sliding motion or friction non-rolling motion will immediately create excessive heat. And much more heat from an over-lubricated bearing as it causes an immediate galling action and then a complete metal-bonding destruction. At this point most opportunities to easily replace the bearing have become most difficult and often require extreme heat and cutting to remove the hardened portions that have fused to the shaft.

- Some bearings are actually designed for a perfect tolerance fit. This is considered a friction-fit bearing — like those found inside a combustion engine or an extreme duty rock crusher — where they will see crazy amounts of varying forces and conditions, but because of their ever-evolving design, they are now capable of lasting 20 plus years if properly lubricated and maintained. These are typically bronze or precious met-

al finished that is proven to absorb and release quality clean fossil fuel or synthetic oil.

Almost everything manufactured today would not exist if not for some sort of specialty bearing. The bearing industry has been around since before my grandpa and will definitely be here long after my time on Earth has passed. My suspicion is that bearings (no matter how well designed) will fail and need changing for some reason or another. The reason may be as simple as too much grease or oil due to lack of training or understanding. Either way, read the directions that accompany the bearing and give yourself the best possible chance to keep your bearings running a long distance.

Oh, and one last thing: don't ever over RPM your bearing limits unless you want to see, and quite possibly feel, a grenade exploding. Be careful out there and keep a bearing or two in your inventory for a rainy day.

Please, if you enjoy these random aggregate and quarrying equipment based subjects, tune back 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 prairie-dawg@pdpractical.com. Or simply write me a letter and we will send you a t-shirt or ball cap:

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Haver & Boecker screening technology increases efficiency for more uptime

ST. CATHARINES, Ontario — Haver & Boecker, a leading equipment manufacturer and solutions provider for the aggregates and mining industries, offers efficiency-enhancing screening technology to optimize screening operations. Designed for minimal structural vibration, the Tyler F-Class vibrating screen is ideal for tough applications, such as scalping and classifying ores, minerals, stones, sand and gravel. When paired with the latest Haver & Boecker technology, such as Tyler Engineered Media and the patented Ty-Rail™ quick-tensioning system, operations can experience as much as 50 percent less downtime.

“Advancements in technology have encouraged us to stay ahead of trends to better serve our customers. Our F-Class is a perfect example of those efforts,” said Karen Thompson, Haver & Boecker Canada president. “By pairing our revolutionary F-Class with signature products, operations will see reduced downtime, resulting in increased productivity and profits.”

Haver & Boecker’s F-Class offers three screen decks and features an advanced double-eccentric shaft design that’s supported by four high-performance, double-spherical roller bearings. The

F-Class helps maximize screening efficiency, as it is ideal for screening situations that require consistent, load independent performance at constant g-force in all operational modes. Machines experience minimal structural vibration, allowing multiple screens to be placed side by side in the same building. To minimize downtime for screen media change-outs, Haver & Boecker equips cambered decks on the F-Class with its revolutionary Ty-Rail quick-tensioning system, which cuts media replacement time by about 50 percent.

Each F-Class pairs well with the company’s signature Tyrethane media. The polyurethane media comes in both modular and hooked forms, eliminating the need for deck conversions that can cost upward of \$15,000 per deck. Long-wearing Tyrethane media options include Ty-Wire, Ty-Max and Ty-Deck.

An optional chassis offers portability as well as simple setup in less than 30 minutes in nearly any location. The portable F-Class includes a hydraulic system that positions the vibrating screen at the optimal angle, 20 degrees, and lifts the machine while adding cribbing for support.

“To help our customers streamline their operations, we provide a broad

“Advancements in technology have encouraged us to stay ahead of trends to better serve our customers. Our F-Class is a perfect example of those efforts.”

— Karen Thompson

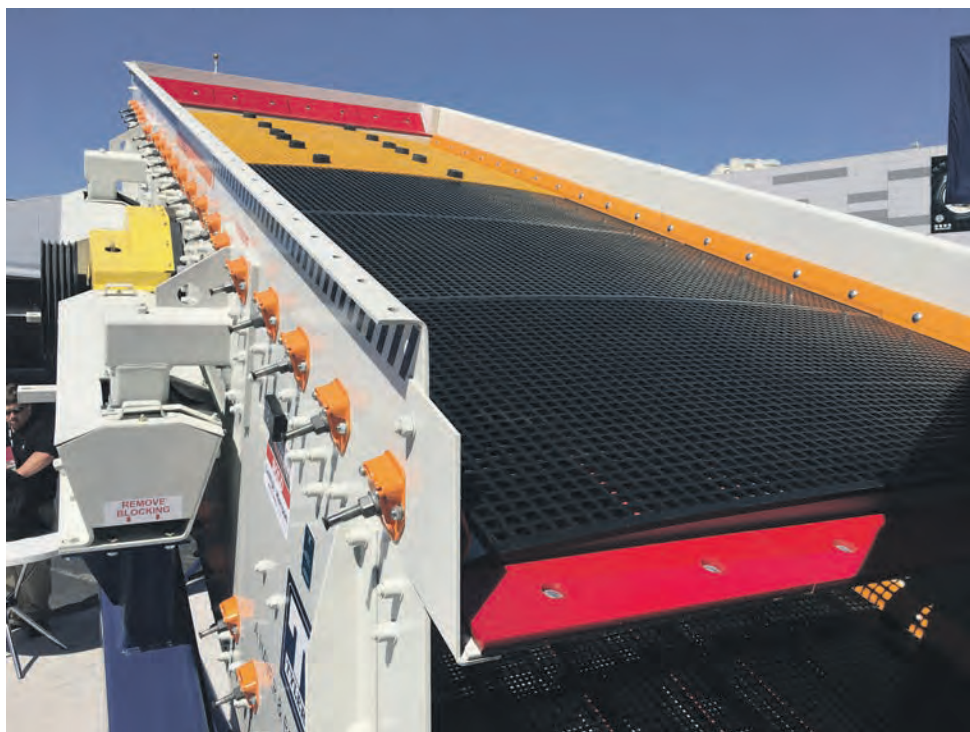
array of technologically advanced solutions,” Thompson said. “Whether it’s increased mobility on jobsites or reduced maintenance time, we design each piece of our processing equip-

ment with our customers in mind.”

Many operations will be eligible to receive Haver & Boecker’s three-year Uptime Service Package free with the purchase of a new F-Class. The service program provides warranty coverage for three years. Uptime gives customers a full-service approach to equipment optimization, including regular parts inspections, equipment assessments and screen media evaluations.

Additionally, Haver & Boecker offers the Pulse™ vibration analysis program to monitor the ongoing health of the F-Class and other 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.

Visit <http://haverusa.com/industries/aggregate-mining> for more information.



Haver & Boecker’s Tyler F-Class vibrating screen offers operations as much as 50 percent less downtime, when paired with its latest technology, such as Tyler Engineered Media and the patented Ty-Rail™ quick-tensioning system.

Photo courtesy of Haver & Boecker



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Jochen Rohr forms Jr Bagger & Technik GmbH, acquires rights to Beyer dredges worldwide

Rohr's U.S. Based Aggregate Dredge Solutions, in cooperation with JR Bagger & Technik GmbH, is now proud to offer a full range of mechanical dredges and support, around the globe.

Jochen Rohr, CEO of Aggregate Dredge Solutions has formed a new company called JR Bagger & Technik GmbH in Speyer, Germany. This venture creates an all-new operation in Germany to complement Aggregate Dredge Solutions in the U.S. and includes exclusive, worldwide rights to manufacture all dredges designed by Beyer GmbH.

Aggregate Dredge Solutions has historically and consistently provided expertise and experience to serve North America, with an emphasis on local manufacturing. This new business entity also creates access to engineering resources, staff, and detailed specifications, allowing for an expansive range of dredge

products, as well as an extended range of operations.

Jochen Rohr explained how this strategic acquisition will benefit his global industry partners, "With the acquisition of the rights to the drawings and know-how from Beyer GmbH, we are excited to offer the full range of mechanical dredges to our aggregate industry customers in the U.S., Europe and beyond."

About Aggregate Dredge Solutions

Aggregate Dredge Solutions provides a wide variety of dredges and services for the sand and gravel, and mining industries; offerings include Clamshell Dredges, Bucket Ladder Dredges, and Floating Conveyor Belt Systems. AggDredge sets itself apart with

consulting, design, and engineering of equipment explicitly tailored to client needs and goals, taking great pride in cutting-edge, customized applications. Further, Aggregate Dredge Solutions uses US-sourced equipment and materials whenever possible, as well as local subcontractors. This tested protocol contributes to superior service and quality control before and after fitment; additionally, it streamlines logistics by staging resources and materials at the actual site of operation.

For more information about Aggregate Dredge Solutions, visit www.aggdredge.com.



Luffing Jib Dredge for smaller deposits 150t/h up to 400 t/h.



Floating Bucket Ladder Dredge for deposits up to 75' with onboard processing and dewatering and outputs from 250 t/h up to 850 t/h.

Photos courtesy of Aggregate Dredge Solutions



Gantry type Dredge with output ranging from 300 t/h to 1200 t/h for single units and more than 2400 t/h for twin units.



Luffing Jib Dredge for smaller deposits 150t/h up to 400 t/h.

ALLU appoints new vice president of sales

Continuing its global expansion, ALLU is pleased to announce that Jeroen Hinnen has been appointed its new vice president of sales. The new role is seen as a key development, which will help continue ALLU's impressive growth.

The last two years have seen Finnish based Transformer and Processor manufacturer ALLU enjoy impressive growth. This has enabled the company behind the attachment concept to further assist companies throughout the world.

In order to continue its expansion, and the growth of its international business, ALLU is pleased to announce the appointment of Jeroen Hinnen as its new vice president of sales.

Dutch born Jeroen brings a wealth of sales and

business development experience to the role, having built up an impressive track record of success in a variety of companies across the globe.

"With all his experience, his drive and his focus on understanding the needs of customers, I am sure Jeroen will contribute greatly to ALLU's continuing success," says ALLU president Ola Ulmala.

Jeroen Hinnen himself says of his new position: "ALLU is the leading name in the attachments business. Its reputation is without equal, and I am proud to play my part in bringing ALLU solutions to more businesses throughout the world."

All at ALLU offer Jeroen a warm welcome to the ALLU family, wishing him the best in his new position.



Jeroen Hinnen has been appointed ALLU's new vice president of sales.

Photo courtesy of ALLU

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Three CEMEX USA cement plants hit 1,000-day safety milestone

HOUSTON, TEXAS — Three CEMEX USA cement plants are setting the pace with high safety standards, each reaching more than 1,000 days without a lost-time injury (LTI).

Balcones Cement Plant in New Braunfels, Texas, Demopolis Cement Plant in Demopolis, AL, and Knoxville Cement Plant in Knoxville, TN, all achieved the milestone in late 2017. At each of the plants, no employees have missed work due to on-the-job injuries for nearly three years.

"Our team members at these plants need to be commended because they show our goal of Zero4Life is possible," said CEMEX USA President Ignacio Madrides. "At CEMEX, there is nothing more important than the health and safety of our employees, and by putting safety first each day, these teams are leading by example."

The Demopolis Cement Plant reached the 1,000-day mark on Nov. 29. Knoxville Cement Plant hit the milestone Dec. 6, and Balcones Cement Plant followed Dec. 22. Each plant has between 80 and 130 employees who are committed to working safely. The plants are following the lead of the Brooksville South Plant that marked 2,500 LTI-free days at the end of 2017.

"It takes a team effort to reach this milestone, and we congratulate the plants for setting the standard when it comes to safety," said Dr. Hugo Bolio, CEMEX USA's executive VP of cement operations and technology. "They are shining examples in the industry of what is possible when everyone is committed to the goal."

"Our employees look out for each other, and we are a big family," Demopolis Cement Plant Manager Alejandro Perez said. "Everything starts with safety. We have daily safety meetings because we all have someone at home waiting for us."

Each January, CEMEX USA holds its annual Safety

EquipmentWatch recognizes Volvo CE with multiple Highest Retained Value Awards

Industry business intelligence authority, [EquipmentWatch](#), has chosen Volvo Construction Equipment (Volvo CE) for two of its 2018 Highest Retained Value Awards. The EC380E excavator and L90 wheel loader both received awards, reflecting Volvo CE's commitment to attaining the highest lifecycle values in the industry. The milestone marks the third straight year that EquipmentWatch has recognized Volvo CE with awards.

EquipmentWatch analysts considered more than 12,000 models with up to 20 model years of values for the third-annual awards, announced in conjunction with World of Concrete 2018 in Las Vegas, NV. Volvo CE's machines were chosen for their projected

value retention over a five-year period.

"Volvo CE is committed to achieving the highest lifecycle values in the industry, and these EquipmentWatch awards underscore just how important these values are in the marketplace," said Stephen Roy, president of Volvo CE. "It's one thing to stake a claim, but it's another to see research back it up. These awards are based on hard historical data, and we commend EquipmentWatch for providing such a valuable service to the industry. We're honored to receive these awards."

Volvo CE's EC380E excavator won in the Medium Crawler Excavator size class (21.1 – 50.0 metric ton). In the Medium Wheel Loader category (135 – 249

hp), the Volvo CE L90 surpassed the competition to take home a prize. Both machines have displayed exceptional residual value, with the highest average ages on the market.

"Retained value is a critical measuring stick for equipment buyers, dealers and fleet managers throughout North America that speaks to each machine's historic performance and value," said Garrett Schemmel, vice president, EquipmentWatch. "The Highest Retained Value Award program has more weight now than ever after three years. As EquipmentWatch continues to grow and evolve, so does the data set that drives these nominations."



Volvo CE's EC380E excavator won in the Medium Crawler Excavator size class (21.1 – 50.0 metric ton).

Photos courtesy of Volvo CE



In the Medium Wheel Loader category (135 – 249 hp), the Volvo CE L90 surpassed the competition to take home a prize.

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Week, in which all employees recommit to Stop, Think and Act, when it comes to their safety and the safety of their colleagues. To kick off Safety Week, employees at all CEMEX USA operations participate in safety stand downs. Work is stopped for 60 to 90 minutes at each facility so employees can pay special attention to safety.

"We are engaged with our employees each day when it comes to safety because it's the right thing to do," said Knoxville Plant Manager Kevin Kelley. "We want to make sure everyone knows how to safely perform their tasks for the day and what personal protective equipment (PPE) they will need and why. We want to make safety a way of life."

"Balcones has 126 employees at our plant and each recognizes the importance of safety," said Antonio De Luca, Balcones Cement Plant Manager. "Our employees are constantly working to identify and fix any potential hazards they may encounter so we can continue to add to the milestone."

Other CEMEX USA cement plants are working toward the 1,000 LTI-free days milestones. Clinchfield Cement Plant in Clinchfield, GA, reached 800 LTI-free days and Miami Cement Plant in Miami, FL, achieved 365 LTI-free days in February 2018.

Kelly Tractor Co. joins Metso distributor network in south Florida

Metso continues to strengthen its North American aggregates distributor network with the recent addition of Kelly Tractor Co. based in Miami, FL.

Kelly Tractor Co. is now the exclusive distributor of Metso's mobile and stationary crushing and screening products in South Florida, with locations in Miami, Davie, West Palm Beach, Clewiston and Ft. Myers. Kelly Tractor Co. will rent and sell Metso equipment, and provide spares, wears and services to existing Metso customers.

Since 1933, Kelly Tractor Co. has provided rentals, leasing, sales and servicing of all types of construction and industrial equipment for highway and bridge building, water and sewer, land development, housing, aggregate quarries, agriculture, warehousing, seaports, marinas and other markets.

Kelly Tractor Co. and its affiliates employ more than 500 people in south Florida. The company is headquartered in a 240,000 square-foot complex in Miami.

"Kelly Tractor Co. is a well-respected and long-standing distributor in the Florida market. They have been providing construction equipment and services to customers in Southern Florida for 85 years," said Ben Hansbury, VP of distribution sales at Metso. "We are honored to partner with Kelly Tractor Co. and welcome them to our growing global network of aggregate distributors."

"Kelly Tractor Co. is very pleased to represent Metso. Its mobile and stationary equipment and services complement our Caterpillar product line," said David Erkelens, senior VP at Kelly Tractor Co. "Metso has long been recognized as a leading worldwide manufacturer of quality equipment. We look forward to providing our customers with the best and most reliable equipment available with this partnership."



Kelly Tractor Co. is now the exclusive distributor of Metso's mobile and stationary crushing and screening products in south Florida. Pictured above is Meto's Lokotrack® LT106(TM) jaw plant.



Kelly Tractor Co. will offer Metso's mobile and stationary crushing and screening products, including the HP(TM) series cone crusher.

Photos courtesy of Metso

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New electric drive cat® 988k XE wheel loader offers higher fuel efficiency and lower total cost of ownership

The new Cat® 988K XE is the first wheel loader offered by Caterpillar with a high-efficiency electric drive system. This new large wheel loader joins the industry leader 988K and the recently launched 986K wheel loaders to provide customers with the most cost-effective loader for each application. Delivering high-production in all loading applications, the 988K XE is recommended for demanding job sites where fuel efficiency makes a difference in the machine's total cost of operation.

The new loader features switched reluctance (SR) technology and leverages more than 15 years of Cat electric drive experience and more than four years of stringent testing in a range of applications for proven reliability in the field. The field proven and tested C18 ACERT™ engine, mechanical dropbox, driveline and axles from the 988K remain in the electric drive machine for consistent, trouble-free operation.

Maximum efficiency & productivity

Offering increased truck loading and load-and-carry efficiency, the new 988K XE increases efficiency by 25 percent overall and by up to 49 percent in face-loading applications, as compared to the 988K. This reduces costs and helps operations reduce greenhouse gas emissions and carbon footprint. At the same time, Caterpillar production studies report the new loader delivers up to 10 percent higher productivity in load-and-carry applications.

The new Cat 988K XE loader offers a range of bucket capacities from 6.2-17 yd³ (4.7-13 m³). Rated standard and high lift payload for the loader reaches 12.5 tons (11.3 tonnes) when working with face material and 16 tons (14.5 tonnes) with loose material. Advansys™ Series Ground Engaging Tools (GET) protect bucket components and reduce operating costs, so op-

erations can get the most out of machine performance.

The standard 988K XE wheel loader is performance matched to offer efficient three-pass loading of the 42.6-ton (38.6-tonne) Cat 770G and four-pass loading of the 51-ton (46.3-tonne) Cat 772. Its high-lift configuration delivers five-pass loading of the 61-ton (55.3-tonne) Cat 773G and six-pass loading of the 70.5-ton (64-tonne) Cat 775G.

Extended Service, Lower Ownership Costs

Cat electric drive technology found in the new 988K XE lowers overall maintenance costs, while increasing engine life expectancy. Offering extended oil change intervals of 2,000 hours, the electric drive wheel loader uses 40 percent less powertrain oil.

The durable SR drive motor, generator and inverter are built to last through the second engine life with minimum maintenance. Additionally, the efficient electric drive design increases engine life by up to 3,500 hours, extending time between powertrain rebuilds.

To assist with electric drive rebuilds, Caterpillar offers customers world-class service training material, backed by industry-leading customer support from the extensive Cat dealer network. Remanufactured drive motors, generators and inverters will also be available to reduce rebuild cost.

Similar operation, greater productivity

Slight changes inside the cab of the new 988K XE provide operators with the familiar functions and feel of the 988K. At the same time, operators will experience improved handling smoothness and ease of operation. The new loader offers a single speed range, so the machine efficiently operates without the need for gear shifting. New virtual gears help to control machine ground speed and deliver smooth direction shifts.

The standard Cat Product Link™ offers remote data

monitoring through VisionLink®, so key personnel can stay informed of critical machine operating data. Fuel usage, payload summaries, scheduled service reminders; fault code alerts and various productivity reports are available to help improve machine management. Additionally, the onboard Vital Information Management System (VIMS) provides the operator with operating data such as real-time fuel consumption and fuel efficiency via an interactive touch screen display.

The new Cat 988K XE loader is equipped with a host of technology solutions to increase operating efficiency and machine uptime. Cat Production Measurement (CPM) brings payload weighing to the cab, so operators can work more productively and deliver accurate loads with confidence. CPM offers advanced weighing modes, which assist with payload accuracy and increase loading cycle speed.

Optional Tire Pressure Monitoring System (TPMS) is a fully integrated Cat feature, which enables operators to monitor tire inflation. Available through the VIMS display, the operator can quickly view each tire's pressure and take action when needed to reduce wear and increase service life.

As customers have come to expect from the 988K, operators safely access via left- or right-hand stairs built at a reduced 45-degree angle and maintain three points of contact at all times. The STIC steer armrest easily folds up, allowing the operator to quickly enter the cab. Isolation cab mounts and an air-suspension seat reduce vibration transmitted to the operator for increased comfort, while the enclosed pressurized structure reduces operator sound levels. The automatic, in-cab temperature control system maintains operator comfort even in extreme temperatures.

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Conflict resolution:

the foundation of a successful team

by Chris Ciardello

When faced with a problem, it often helps to grab someone and talk it out. This is a great collaborative strategy to problem solving. Everyone has a different personality, and everyone sees the world in a different light. What happens when the problem you have is with another person? A common answer is, "I just need to vent, to get this off my chest." The drawback with handling your problem with another person is that it now becomes gossip. Gossiping is a cancer in any work or social environment. It builds walls and divides teams.

A major subject in many jobsites and workplaces is conflict resolution. Every work environment has conflict, but not every organization handles it the same way. That is why it's a topic that should be discussed clearly with your employees. Workplaces are full of diverse personalities who communicate in unique ways. These differences in personalities are what make conflict resolution an uncomfortable and touchy subject.

The first step to successfully deal with conflict is to bring both parties together and have a meeting of the minds. The parties involved in the conflict need to sit down and talk it out.

Prior to this meeting the ground rules need to be explained.

There are four ground rules to successful conflict resolution.

- Rule #1: Each side must listen fully to the other side before responding. Often times when one party is explaining something that is bothering them the second party will feel defensive and want to jump in and explain why they did XYZ in order to justify their actions. There is nothing more frustrating when someone interrupts you, especially when trying to resolve a problem. The first person listens to everything the other person has to say, and then the second person will have their opportunity to explain their side. This process is repeated until both sides have sufficiently made their case.

- Rule #2: Identify the issues clearly, professionally, and concisely. Unless the issue is identified, a resolution cannot be found. In most cases an unrelated frustration is taken out on a co-worker and

this can cause some tension. In some cases this kind of tension can simmer and slowly build up to a boil making it extremely important to have open communication with your co-workers. You may not always know what is going on in another person's life, so try not to jump to conclusions.

- Rule #3: When both parties meet to discuss their issues, they are only allowed to use "I" statements. "I felt ignored at the meeting this morning when I was trying to explain the details about XYZ." Framing an issue you have with another person with an "I" statement helps to bring their defenses down so that a resolution can be found among the conflict. "You" statements tend to put people on the defensive because they feel like their integrity is under attack.

"You never fuel up the equipment at the end of the day."

"You never pick up the trash around the job site."

When someone starts to get on the defensive they stop hearing everything that is being said. They are focusing on how to defend their integrity. "I" statements diffuse anger and assault.

"I get annoyed when I have to fuel up the equipment before beginning the day's project."

"I feel as though I'm the only one picking up trash at the end of the shift."

When you bring the problem back to how it makes you feel it will bring guards down and a conversation can begin.

- Rule #4: The final and most important rule is that there are no personal attacks, name-calling or finger pointing. These are a sure fire way to get the other person on the defensive, and there is just no need for petty attacks. When voices rise, the control of the conversation is lost. This prevents both parties from being able to continue the conversation with a level head. As soon as the voices raise each side needs to pause (maybe even step a side for a few moments) to gain their composure so that a civil conversation may continue.

Having conflict on the job is ok. However, preventing conflict from turning into heated conflict is crucial to avoid division in your workforce. If a resolution cannot be found with the two parties sitting down and talking it out, then it is time to bring in a

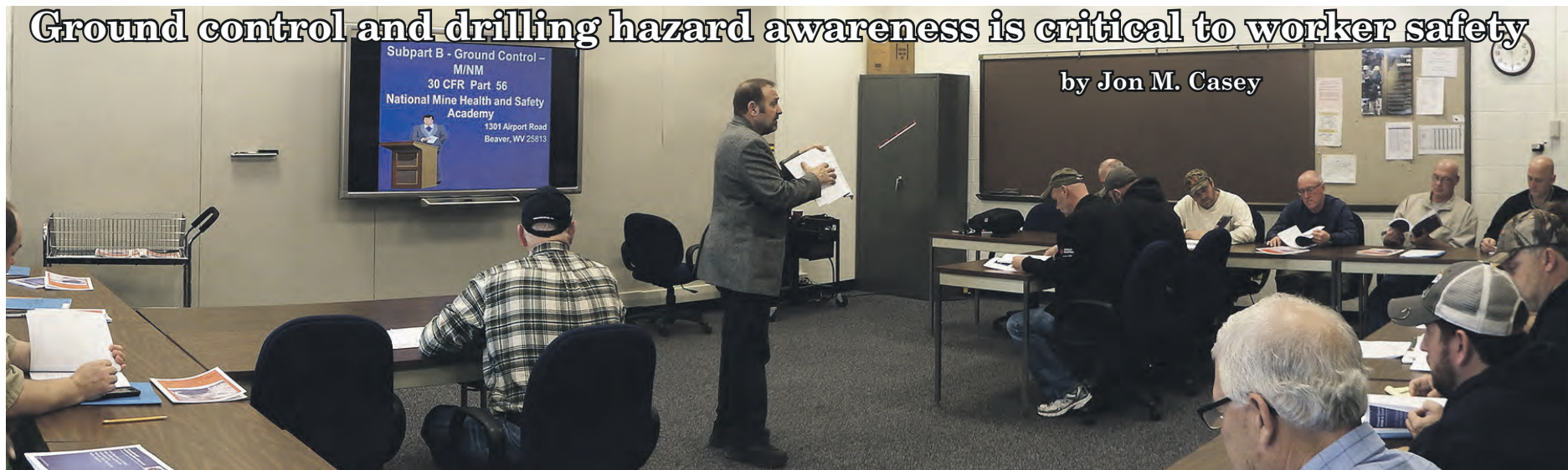
mediator. Whoever it is needs to remain as neutral as Switzerland. The mediator cannot and should not pick sides, and the same ground rules apply. Everyone wants to work in a comfortable environment, so it's important to talk it out.

ABOUT THE AUTHOR:

Chris Ciardello is a practice management consultant with Global Team Solutions. Passionate about sharing his expertise in technology and marketing, Chris has a distinctive knack for understanding the needs of work environments and assisting companies in building productive, cohesive teams. For more information on Chris Ciardello, please visit: www.GTSGurus.com.



Ground control and drilling hazard awareness is critical to worker safety



Roger Montali suggests that drillers and blasters keep a copy of this training manual in their work vehicle as a quick, accurate reference on 30 CFR regulations.

Photos by Jon M. Casey

More than 175 members of the drilling and blasting industry spent January 17 and 18 at the National Mine Health and Safety Academy near Beckley, WV at the 2018 Mine Blasting Safety and Application Seminar. With more than one dozen industry experts offering seminars on a number of issues affecting drilling, blasting and mine safety, attendees were able to schedule attending nearly all of the sessions over the two day event.

Focusing on ground control safety and drilling hazard awareness, two presenters highlighted areas of importance regarding these two general safety topics. First, Roger E. Montali, MSHA inspector and instructor, gave a brief overview of a recent publication, the Ground Control M/NM & Coal Mine Entry Level booklet, one of the teaching tools for the Course Instruction Series for MSHA. This 2017 publication serves as not only a teaching tool, but also a handy resource for drillers and blasters as they go about their daily routines.

Later on the 18th, a presentation by Vernon Harris, a veteran mine inspector for the Virginia Department of Mines, Minerals and Energy, focused on drilling and blasting hazards and the importance of being mindful of all the various aspects of the job that could prove harmful or even deadly. Harris elaborated on several routine, daily tasks, that when not approached with safety in mind, could result in major drilling or blasting accidents.

Montali began by handing out a copy of the training manual to each class participant. He then gave an overview on Ground Control regulations for surface, metal/non-metal mines found in the 30 CFR Part 56 codes, especially those in Sub-Part B 56-3000. He also touched on the similar surface coal mining regulations found in Sub-Part K 77-1000.

Montali said drillers and blasters need to be especially mindful of wall, bank and slope stability as they go about their activities working near the face of the rock or atop material benches. Keeping benches clean and clear of loose material, both on the bench and near the working face, will help prevent rock fall accidents. This is especially true at or near the perimeter of the quarry where unconsolidated material needs to be sloped to the angle of repose for that material. When appropriate, the overburden should be sloped at least 10 feet from the top of the pit or quarry wall.

Montali gave examples of previous experiences where he was required to give citations while acting as an inspector. He emphasized that not only are quarry employees responsible for safe work habits, but contractors and sub-contractors are as well. In the event of safety violations, Montali said an MSHA inspector will write citations for each person involved in the unsafe behavior, and the companies involved will also receive citations. He suggested carrying the text book he handed out in the cab of the worker's pickup truck as a quick, reliable reference. He noted that MSHA inspectors use these materials as guidelines for observing safety violations.

Citing precaution examples from the Program Policy Manual, sections 56.3401 and 56.3430, Montali noted that the mine operator must designate experienced supervisors or other miners, to examine and test for loose ground where applicable. These instances include where work is to be performed, before and after blasting and in other instances where unstable ground might be an issue. Highwalls and travel ways should be examined at least weekly depending on the need. (PPM 56&57.3401).

Workers shall not work or travel between equipment or machinery and the high wall, especially where the equipment would prevent the worker's escape from a situation where material falls or slides from the highwall or bank. This applies to surface mines and surface areas of underground mines as well. If the machine or equipment should become disabled near a highwall or bank, the operator is permitted to enter or exit the equipment between the highwall and the device, when it becomes necessary to reposition or move the equipment for repairs. If it is not removed for repairs, it must be re-positioned to a place where the workers

will not be endangered by rock falls (PPM 56.3430).

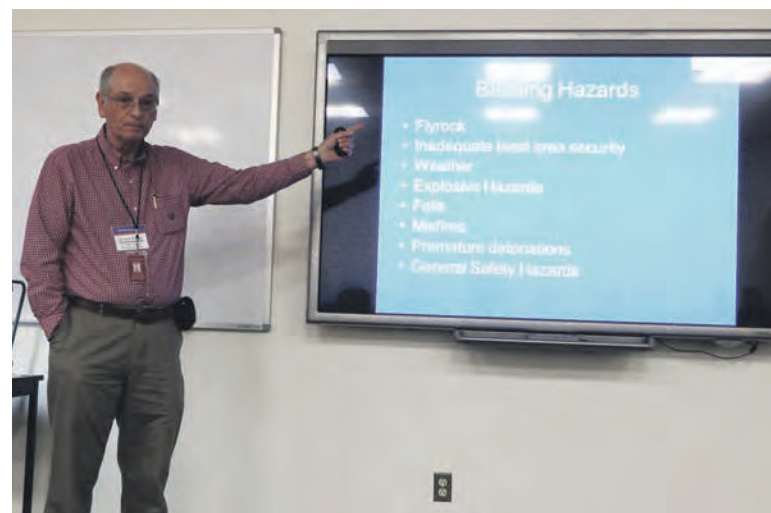
Drilling and blasting hazards

Vernon Harris presented a more detailed look at how to mitigate hazards, both in the drilling aspect of the process as well as the blasting portion. He said that hazards can be readily identified through proper training and by using the experience of miners and supervisors who have demonstrated ongoing safety awareness. He said this can be done with regular workplace examinations by miners and supervisors. He added that a thorough pre-op inspection of mobile and stationary equipment by their respective operators would also help detect those issues. Harris noted that a thorough examination of tools and associated work materials is also a part of the overall process.

Drilling hazards include ground control conditions, rotating machinery and fall hazards. They also include health hazard considerations like dust and noise. Other equipment hazards and general work safety situations are also areas where attention needs to be given in a conscientious manner. He gave an example of a fatality where a service technician was fatally injured while refueling a track-mounted drill rig. Even simple, daily tasks can be deadly if not performed with safety in mind.

Harris said there are a number of blasting-related hazards that need to be considered. These include flyrock and inadequate blast area security. He used the example of how a company may have set up a protective area of security for the blast site, with proper distances surrounding the blast. As the drilling and blasting work moves along the working face of the bench, the miners need to remember to move the perimeters accordingly so that the blast doesn't move too closely to one side of the secured area or the other. Forgetting to move the perimeter can result in the blast creating flyrock that could damage property or injure or kill people who have become too close to the blast unintentionally. Other forms of blasting hazards include weather, falls, misfires, premature detonations and general safety hazards similar to those on the drilling side of the operation.

Harris said that improvements in drilling and blasting technology have helped considerably to reduce the number of fatalities and injuries in these areas. Better-equipped drill rigs and electronic blasting equipment are just two ways that workers can perform their duties more safely. "Misfires and premature detonations have gone way down," he said. "That's a good thing."



Vernon Harris, mine inspector with the Virginia Department of Mines, Minerals and Energy, highlighted a number of potential hazards that face blasters on a daily basis.



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Unified Screening & Crushing representative named to Mining Association of South Carolina board of directors

RAMSEUR, NC — Duane Artz, sales and service representative for Unified Screening & Crushing, was elected to the 2018 board of directors of the Mining Association of South Carolina. He will represent Unified as an associate member, and previously served as a member of the Association's Workshop/Annual Meeting and Education committee.

"I am honored to join MASC's board of directors and to serve alongside women and men who are committed to our industry," said Artz.

Mining is one of the most valuable industries in South Carolina with 45 of the 46 counties in the state represented. The Association supports its members with legislative advocacy, educational opportunities, as well as serving as a resource for information and convenings.

"One of my favorite events as a member of the MASC is our annual participation in the Southeastern Wildlife Exposition (SEWE)," said Artz. The three-day event held in Charleston, SC hosts more than 40,000 attendees with artwork, conservation education and sporting demonstrations. "It's an opportunity to bring our message

to a wider audience, to really underscore the role the mining community plays in conservation."

The average person may not realize the materials needed to produce items they use regularly come from mines, explained Artz. "Lots of people think about construction and highways, but everything from cars to computers, telephones to televisions, even glass windows — all of those ev-

eryday items use materials that are mined."

Unified Screening & Crushing has been a member of the Association for five years. "Continuous growth across the region has increased the development of mineral resources and the companies that support our industry, like Unified," said Artz. "I look forward to contributing to the leadership of MASC."



Duane Artz (center) spends time in the MASC booth at the 2018 Southeastern Wildlife Exposition (SEWE) with fellow board members Neal Barber and Doug Larson of Lehigh Hanson.

Photo courtesy of Unified Screening & Crushing

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An aerial photograph of a construction site. A large yellow crane with a blue and white cab is positioned on a dirt area, its boom extending upwards. To the left, a two-story building with a flat roof and several windows is visible. The ground is a mix of brown dirt and some blue material. In the background, there's a green lawn and some trees. The text "ROCK ROAD RECYCLE" is overlaid in large, bold letters, with "Volume 39 No. 7" and "April 2018" below it.

**ROCK
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Volume 39 No. 7 April 2018

**ECA reigns in 100
years in business**



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Frederick W. Lee
Publisher, President

Bruce Button VP, General Manager
bbutton@leepub.com

Kal Shariff Corporate Sales Manager
kshariff@leepub.com

Jessica Mackay Production Coordinator
ext. 137 jmackay@leepub.com

Colleen Suo Editor
ext. 145 csuo@leepub.com

Alex Huebner Social Media Coordinator
ext. 163 ahuebner@leepub.com

Ad Sales: 1-800-218-5586

Matt Stanley Sales Manager
ext. 124 mstanley@leepub.com

Peggy Patrel Classified Ad Manager
ext. 111 classified@leepub.com

Tina Krieger
ext. 108 tkrieger@leepub.com

Steve Pelosi
ext. 166 spelosi@leepub.com

Scott Duffy
802-484-7240 srduffy@together.net

Christopher Nyce
267-261-4235 cnyce@leepub.com

Christine Attle
315-317-0905 christine.leepub@gmail.com

Patrick Burk
585-343-9721 burk.patrick1956@gmail.com

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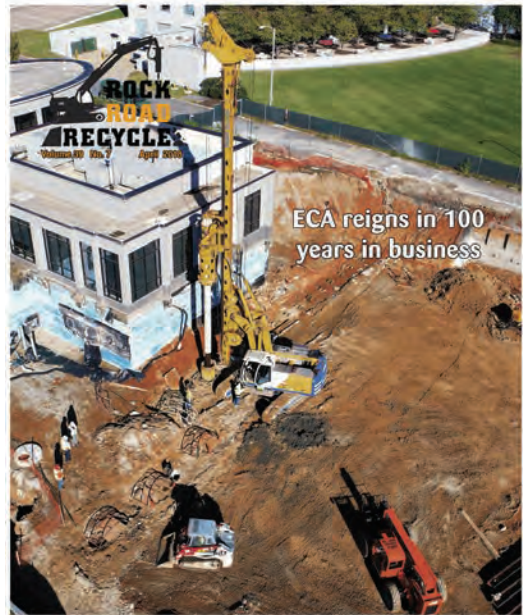
32

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10

**Route 15 bypass: a
monumental
undertaking**

by Bill and Mary
Weaver



**ECA reigns in 100 years
in business**

by Brian M. Fraley
Fraley Construction Marketing

On the cover:
ECA's North Carolina office
supplied Subsurface Construc-
tion with a BAUER BG 20 H
Premium Line Drilling Rig and
880-millimeter casing to install a
secant pile wall at a war memo-
rial in Richmond, VA in 2018.

PG 4

14

**Underground power a
routine part of
Florida infrastructure
in new construction**

by Bonnie L. Quick



22

**Excavator provides
power and jobsite
access for Faulkner
Excavating**



26

**Building America:
pioneering
tradeswomen**

by Laura Rodley



Associations and affiliations:



KCMA Corporation announces change to new company name and corporate structure

KCMA Corporation (KCMA), a subsidiary of Hitachi Construction Machinery Co., Ltd. (Hitachi Construction Machinery) has changed their corporate name to Hitachi Construction Machinery Loaders America Inc. as of Jan. 1, 2018.

KCMA has been active in the North American construction equipment market since 1962 when Kawasaki Heavy Industries, Ltd. (Kawasaki) built their first articulated wheel loader in Japan.

As one of the largest heavy industries in Japan, Kawasaki provided a depth of engineering expertise that eventually made their wheel loader a major global player. As they introduced the wheel loader into the North American market in 1978, they found a positive reception for a productive, high quality loader. They established a solid support system built around an extensive, independent network of dealers that were committed to providing quality support along with quality equipment.

A joint venture with Hitachi Construction Machinery was commenced in 2010 to further develop the global scope of the wheel loader product. This relationship combined the technological and manufacturing resources of Kawasaki and Hitachi Construction Machinery Group to develop Tier 4 wheel loader technology. Hitachi Construction Machinery completed the purchase of KCM from Kawasaki in 2016, and today, as a subsidiary of one of the largest construction

machinery companies in the world, is securely poised for growth in the North American wheel loader market.

"This solidifies the commitment of Hitachi Construction Machinery Group to the North American wheel loader market," states Masaaki Hirose, President Hitachi Construction Machinery Loaders America Inc. Previously President of Hitachi Construction Machinery's dealer in Indonesia, and currently holding the position of Senior Officer and Deputy General Manager America Business Development in the Hitachi Construction Machinery, Hirose was named President of KCMA in May 2017.

Hitachi Construction Machinery Loaders America Inc. intends to increase production and streamline their wheel loader offering in the North American market with manufacturing facilities in Newnan, GA, as well as Banshu and Ryugasaki factories operated by KCM Corp. in Japan.

The tradition of offering outstanding parts availability, an unmatched factory component exchange program, customer and dealer training programs, flexible warranty programs and a wide range of services and programs, will continue to expand under the Hitachi Construction Machinery Loaders America Inc. corporate structure.

Look for the new corporate website and updated communication materials to be introduced in the coming months. For additional information and current product offerings visit www.hitachicm.us.

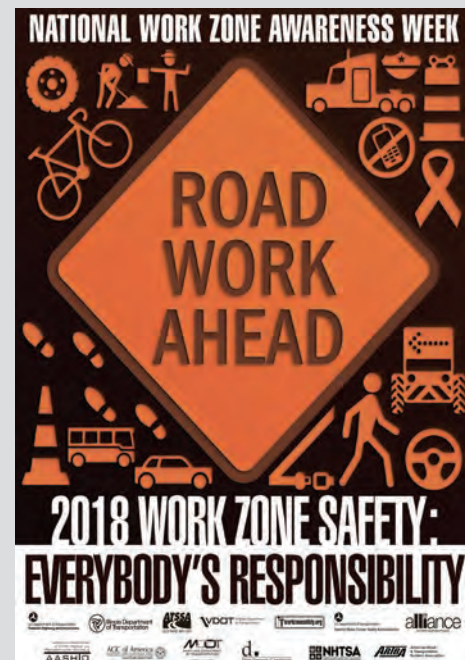
National Work Zone Awareness Week 2018 is April 9-13

National Work Zone Awareness Week (NWZAW) is an annual spring campaign held at the start of construction season to encourage safe driving through highway work zones. The key message is for drivers to use extra caution in work zones.

2018 Theme: Work Zone Safety: Everybody's Responsibility

National Work Zone Awareness Week 2018 is April 9-13. The host state is Illinois.

For more information or to order the official poster, visit: <http://www.atssa.com/Events/NationalWorkZoneAwarenessWeek.aspx>.



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ECA reigns in 100 years in business

The evolution of a global foundation equipment distributor

The ECA team gathered at Coraopolis, Pa. headquarters for the 2018 Annual Sales Meeting.

Photos courtesy of ECA

by **Brian M. Fraley**,
Fraley Construction Marketing

Equipment Corporation of America (ECA), a prominent distributor of specialty foundation construction equipment, will celebrate 100 years as a third-generation family-owned business in March 2018. During that time, it has morphed from a small purveyor of World War I surplus equipment to a large international dealer for the most advanced foundation equipment in the world. The ECA story is one of weathering poor economic conditions, adapting to changing trends, acquiring the best in foundation equipment, treating customers with respect, and giving employees the freedom to excel within a flat organizational structure.

The early days

ECA was formed in 1918 through the consolidation of three Chicago-based companies that had come together to remanufacture post-World War I

surplus equipment. They assembled a fleet of construction, material handling and industrial equipment under the identity of Equipment Corporation of America.

Len Kern was hired as a secretary in the typing pool at the Pittsburgh, PA location in 1921. As he climbed through the ranks, the firm increased its focus on pile driving equipment. By 1959, Len strategically bought out 54 shareholders since being hired and took control of operations, marking the start of ECA's reign as a family-owned business.

ECA specialized in repairing and refurbishing used equipment and then renting and selling it during Len's tenure. His son, Al, changed course. Al had studied Civil Engineering at the University of Pittsburgh and applied that knowledge on the construction and maintenance of cellular piers in Florida and Hawaii just after the Korean War. He

came to ECA in 1962 and took the helm when Len died in 1965. Under his leadership, ECA built relationships with manufacturers and began distributing new equipment. Al also focused on customer service and expanding the firm's locations.

Al's son Roy would take things to a new level, transforming ECA into a global distributor. Roy

and his brother Dennis had gotten a taste of the equipment business working as mechanic's helpers during high school. Although Roy asserted his independence by working as a financial analyst at Chicago's Container Corporation of America, he returned to ECA in 1986 to sell equipment. Armed with an MBA, a Bachelor of Science in Mechanical Engineering, hands-on financial experience and an outgoing personality, he was positioned to take ECA to the next level as CEO in 2000.

Empowering employees in a flat organization

While ECA's success has unfolded under the leadership of the Kern family, Roy defers the credit to his team. "I'm more of a consensus builder than a top down leader," he said. "They (employees) all have skill sets and talents and it's important to let that shine, prosper from it and allow people to do their thing."

Roy's father had a similar leadership style. ECA President Ben Dutton experienced this mindset when Al gave him the reins of the Philadelphia branch as a "29-year-old kid." His counterparts in Pittsburgh and Washington D.C., Bill Rose and Pete Schell, were afforded the same level of authority.

Ben said, "I think that philosophy still exists. People come here and stay because they know they are respected at all levels, not just at the top management." ECA's branch managers to this day help shape personnel, organizational and marketing decisions.

A common theme among the ECA team is a recognition and appreciation that the foundation construction business allows them to be part of something bigger. Roy ticks off a seemingly never-ending list of projects for which ECA supplied foundation equipment: World Trade Center, Vietnam Memorial, Jefferson Memorial, Hoover Dam, Washington Metro System, the Big Dig, the Toronto subway system and nearly every stadium east of the Mississippi. He said, "We've been all over the place and it's very gratifying to look at that finished product



Hayward Baker used this new KLEMM KR 801 - 3FS Drilling Rig to install tiebacks at UMass Amherst in Amherst, Massachusetts in 2016.



PKF-Mark III rented an RTG RM 20 Pile Driving Rig from ECA on the Pennsylvania Turnpike/I-95 Interchange Project near Philadelphia in 2016 and 2017.

and realize that we provided the equipment.”

“Safety has always been really important to us,” Roy explained, “but we doubled our efforts in recent years and hired a safety consultant. We put our money where our mouth is.”

ECA’s investment in safety has not gone unnoticed. The firm earned the coveted BAUER Manufacturing Regional Service Center Certification Award in 2017. Among the criteria considered in this rigid audit of its six service facilities was updated safety equipment. In 2016, ECA Canada was recognized by ADSC-IAFD for achieving a zero incidence rate in the Less Than 50,000 Man Hours Worked category.

Evolving into a global drilling equipment leader

“What has helped the company over the last 100 years is our ability to evolve,” said Roy. ECA spent the first part of the century providing and rebuilding World War I surplus equipment such as boilers, steam locomotives, steam hammers, hoists and derricks. As electric and diesel supplanted steam, ECA shifted its equipment lines to

stay current.

ECA earned a reputation for strategic expansion by opening new locations in the eastern U.S. and Canada, and partnering with leading manufacturers of foundation equipment around the world. Its lineup reads like a who’s who in global foundation equipment: BAUER Maschinen, KLEMM Bohrtechnik, Gilbert Products, ALLU, BAUER-Pileco, Betek, HPSI, Dawson, MAT, WORD International, Berminghammer and Prakla.

The firm has amassed nine locations including Pittsburgh, Philadelphia, Washington, D.C., New York/New Jersey, Boston, Mass., Greensboro, N.C., Milwaukee, Wis., Jacksonville, Fla., and Toronto. This diversification has, in part, helped ECA to thrive by allowing the shuttling of equipment between locations to meet changing regional market demands.

ECA expects all employees to stay on top of industry trends. “One of the things we look for in our employees, especially outside salespeople, is to keep a pulse on the industry and keep management informed,” Kern said. “That’s actually written into their job

descriptions.”

ECA’s drilling equipment specialty was born under Al Kern. “I give my dad credit for getting us involved in the drilling industry in the 1980s before it was popular,” Kern said. “He got a head start, especially with small-diameter drilling.”

Roy tapped then-Vice President of Sales and Marketing Ben Dutton prior to 2000 to discuss a deeper move into the international drilling market, and the two spearheaded a strategy. Ben summarized, “The first thing was to change the vision, and the second thing was to really get out and build our identity in the new industry we were going to develop. We then filled it with key products and strong manufacturers.”

Roy then faced a trial by fire scenario after becoming CEO in 2000. Air pile hammer demand in the northeast

U.S. dried up unexpectedly, and ECA was stuck with over 200 pieces of obsolete rental equipment. The trend had shifted rapidly toward diesel and hydraulic hammers and drilling. ECA took a hit, but managed to step up investment in drilling equipment and sell off its air hammers over time.

Roy and his team recognized that the highest quality foundation equipment was being manufactured in Europe. Today ECA carries foundation equipment from several BAUER Group subsidiaries including KLEMM Bohrtechnik, RTG, BAUER-Pileco, MAT and Prakla. That relationship started with a \$5 million check written by Roy to Professor Thomas Bauer in 2004. It was a fun memory for him and a pivotal moment for ECA as a firm.

Crawling North into Canada

ECA was on the leading edge

of the Canadian expansion by acquiring Special Construction Machines of Toronto, Ontario in 1999. The firm immediately sold several large-diameter drilling rigs but really got traction in 2004 when picking up the BAUER line. ECA retained Special’s 16-year veteran Ray Kemppainen and named him branch manager, a position he holds to this day.

ECA knew Canadian soils were often non-cohesive and required cased holes. “BAUER manufactures a product that revolutionized the use of segmental casing and that’s how we picked up the huge market share we have in Eastern Canada,” Roy said. “It was a natural fit to bring this technology to the Canadian market and the timing was perfect.”

ECA Canada covers a huge territory, distributing some product lines only in Eastern Canada, and others



J.T. Cleary drove H-piles on a loading platform emergency repair project in Brooklyn with a new HPSI MODEL 500 Vibratory Pile Hammer supplied by ECA’s New York/New Jersey location in 2017.

across the entire country. Population surges fueling demand for high-rise condominiums have recently turned Toronto and Quebec into a hotbed of activity for ECA's BAUER BG Drilling Rigs.

ECA deepened its commitment to the Canadian market in 2012 by building a new facility stocked with its full line of equipment to house 16 employees and more than \$4 million in parts. It has supplied many high-profile projects, the most recent of which is the Eglinton Cross-town Light Rail Transit (LRT) project in Midtown Toronto, where Deep Foundations Contractors is running several BAUER and KLEMM Drilling Rigs. Other projects of note have included Toronto-York Spadina Subway Extension, Toronto Subway Expansion, Muskrat Falls Hydroelectric Dam, Burgoyne Bridge Replacement and Montreal's Champlain Bridge Replacement.

Selling with integrity and giving back to the industry

When asked about the three keys to ECA's success, Roy has three words: 1.) people, 2.) integrity, and 3.) service. His fondest memories involve good times and friendships with customers and employees.

ECA has an assertive sales team of 26 employees constantly on the move pursuing new business, but they're known by customers for taking a subtle, helpful approach to selling equipment.

ECA views customers as partners. Ben explained, "Our approach isn't to make money on the sale. It's to help our customers make money."

Staying current with evolving technologies on the market's most sophis-



ECA Canada delivered this custom-painted BAUER BG 55 Drilling Rig to Anchor Shoring in 2018 to support foundation work at Canada's soon to be tallest building, The One, in Toronto.



Berkel & Company Contractors, Inc. lined up three BAUER Drilling Rigs for Kelly drilling on an office building project in Charlotte, North Carolina in 2015.

ticated foundation equipment is ECA's biggest challenge. It requires highly competent employees, close manufacturer relationships, and ongoing training. ECA's in-house trainers in the areas of drilling, pile driving and small-diameter drilling, are coached by its manufacturers. They, in turn, conduct training for fellow employees and customers.

At a time when many trade associations lament over declining participation, ECA has multiple employees giving back to the industry. "One of our values," Roy explained, "is to promote and enhance the industry and we work hard at doing that. Our main avenues are providing customer feedback to our manufacturers to keep them at the cutting edge of technology, and also being active members in the trade organizations that affect our industry."

The Future of ECA

Kern is not so bold as to make predictions about ECA's future, but he has a pragmatic understanding of why the firm is rocketing past the 100-year mark.

ECA has evolved into a large and complex enterprise over the past century, but Roy has not lost sight of its greatest achievements: long-term employees, relationships with customers and manufacturers, and the ability to adapt and survive. He also recognizes the importance of succession planning from the corporate office to the branches. As he thinks back to 1921 when his grandfather worked in ECA's typing pool, Roy believes Len would be enamored by the quality and quantity of his employees, business savvy, technical advances and financial position.

"I would hope that the company continues to take care of its customers and employees and adapts in any way it needs to," he said. "I'd like to believe we would be at the cutting edge of technology and remain very service and customer oriented." Based on the past 100 years of ECA's history, the odds are high that he will be right.



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KINSHOFER's X-LOCK Coupler provides fast and safe attachment exchanges

SANBORN, NY — **KINSHOFER** offers the X-LOCK Coupler, a safe and quick solution for exchanging excavator attachments on the jobsite. The tool allows the operator to exchange attachments safely from within the cab and features a wedge-locking principal, which allows the coupler to connect to the attachment in two separate places, where competitors only feature one locking point. The X-LOCK Coupler easily pairs with buckets, rippers, rakes and mechanical grabs as well as a wide variety of demolition, recycling and railroad attachments.

"The X-LOCK Coupler is the safest solution available when it comes to changing excavator attachments," said Francois Martin, KINSHOFER North America general manager. "The various safety and design features — which are KINSHOFER exclusive — allow operators to make attachment exchanges from the cab. This ensures safety while speeding up the exchange process, resulting in enhanced ROI."

Unlike the competition, the wedge-locking principal connects the coupler to the attachment in two separate places and provides a two-and-a-half-fold locking force compared to a pendular jaw quick hitch. This constant applied working pressure continuously readjusts the wedge, keeping both pins firmly against the quick hitch. Two pressure relief valves operate the wedge, which locks at 1,730 psi and unlocks at 3,455 psi. This ensures the hydraulic circuit is not over pressurized and greatly minimizes wear in the locking area between the coupler and the attachment. A rear lock safety device ensures the wedge does not retract and disconnect the attachment if hydraulic failure occurs.



KINSHOFER offers the X-LOCK Coupler, a safe and quick solution for exchanging excavator attachments on the jobsite. KINSHOFER offers the X-LOCK Coupler, a safe and quick solution for exchanging excavator attachments on the jobsite.

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Additional safety features within the X-LOCK Coupler allow the operator to connect and disconnect safely from within the cab. When connecting, the X-LOCK Safety Knuckle immediately and automatically engages onto the front pin, which can only be released by the operator. The self-adjusting wedge locks the second pin as soon as the lock switch is deactivated, safely securing the attachment.

When disconnecting, the operator unlocks the self-adjusting wedge from the rear pin and unlocks the safety knuckle from the front pin. The coupler is now ready to be removed from the attachment. If the attachment is not fully detached within five to 12 seconds, the coupler will automatically reattach for safety. The auto-lock window time period is customizable.

Once disconnected, the safety knuckle re-engages and is ready to lock the front pin of the next attachment. During the exchange of attachments, the operator is able to control and monitor the exchange process in the cab through the X-LOCK Control Unit, which features a separate open and close button. This control unit includes a timetable that notifies the operator when the wedge and safety knuckle are open or closed. The system features red and green LED lights as well as a warning buzzer that indicates whether the pairing was successful or not. This heightens operator awareness, helping him or her manage the system and prevent highly hazard-

ous situations by alerting if the attachment is not properly attached.

KINSHOFER designed the X-LOCK Coupler to prevent serious accidents on the jobsite. The Occupa-



The X-LOCK Coupler allows the operator to exchange attachments safely from within the cab and features a wedge-locking principal, which allows the coupler to connect to the attachment in two separate places.



The X-LOCK Coupler easily pairs with buckets, rippers, rakes and mechanical grabs as well as a wide variety of demolition, recycling and railroad attachments.

Photos courtesy of KINSHOFER

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tional Safety and Health Administration has documented numerous incidents, some of which have resulted in fatalities, caused from improperly attached or failing buckets. "Most serious accidents happen within the first five seconds of latching attachments and one loss of life due to equipment or operator error on a jobsite is one too many," Martin said. "We developed the X-LOCK Coupler to prevent such incidents. The step-by-step control and various commands required for the locking and unlocking function makes the X-LOCK Coupler fail proof, safe and efficient."

The durable X-LOCK Couplers are made of high-alloy steel and are available for excavators with 2,200- to 220,000-pound operating weights. Each coupler installs simply and safely, with just one hydraulic circuit and two hydraulic hoses. All parts are enclosed within the system, reducing damage and lessening parts replacement costs.

KINSHOFER offers four models of X-LOCK Couplers, including Hydraulic Pin-to-Pin, S-Style Nordic Style, and Tilt or Tilt Rotation and Mechanical Pin-to-Pin.

Route 15 bypass:

a monumental undertaking

by Bill and Mary Weaver

The northcentral Pennsylvania location of a planned Route 15 bypass would not be any contractor's choice. In the midst of the Appalachians, with the mountains and valleys folded close together, the terrain for the bypass is difficult, to say the least. The congested stretch happens to be the main route from central New York through central Pennsylvania and beyond as part of the interstate system. Although this bypass is less than 14 miles long, it is expected to cost about \$670 million — which includes several bridges and Interchanges. Expected completion date is 2024.

In total, the bypass will require moving several million cubic yards of rock and earth. Preparation for building a section of the southern part of the bypass was complicated by the recent discovery that three miles of the proposed road would need to be rerouted to avoid two fly ash disposal sites. The fly ash, from coal burned nearby at the former electric utility PP&L, had been deposited in these sites for over 60 years, ending in the late 1990's.

The fly ash was mixed with lime, made into slurry and piped to the disposal basins. The road planners did not expect problems. They began geotechnical studies in 2016, taking soil cores, studying ground water levels and doing chemical tests.

Even though both disposal sites had been capped with soil and revegetated almost two decades ago, the ground water level in both was so high that the fly ash never solidified as expected. The contents of the basins had the consistency of toothpaste or a milkshake and in some places were up to 100 feet deep. Removal of the soupy contents would have cost \$500 million.

Seeing no way to engineer a highway on top of such a foundation, planners had to decide which of three alternative sites they could use for that section of the bypass. Then more land needed to be purchased by eminent domain, adding to the cost.

Meanwhile earth moving began in 2017 in the northern section of the bypass, including the Winfield area we visited. An impressive array of heavy machinery has been assembled, much of it manufactured by CAT. At this site, operators will be kept busy re-

moving and leveling a significant portion of a weathered mountain, loading it into CAT 777Ds. The haul trucks will move the rock and earth across a temporary bridge to avoid traffic standstills on the busy Route 15 below, and dump it as fill into a gorge on the other side of the road.

It is a monumental task, but drivers of the 40,000-plus vehicles per day route — about 20 percent of them semis — will benefit greatly from the bypass. It will skirt around 24 intersections, nine traffic lights and over 100 driveways into homes and retailers, including a busy mall and several large shopping centers within the space of a few short miles. In fact, this bypass has been under consideration, with many studies and plans completed but never carried out, for over 40 years. The high price tag for site prep and road construction through difficult terrain could explain the long wait that has frustrated drivers for decades.



A crew laid needed drain tiles, fixing them firmly in place with asphalt cold patch.

Photos by Bill Weaver



The temporary bridge was erected quickly, with work done mostly at night to avoid traffic tie-ups on the original Route 15 below. This pair of lattice boom crawler cranes placed the precast abutments and deck.



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After the removal of trees and the scraping and hauling away of topsoil at the site, dirt roads were laid out on the mountain and compacted with a CAT 825G soil compactor. The temporary bridge installation last October was speedy because the concrete abutments had been precast. A pair of lattice boom crawler cranes lifted heavy steel beams in place and topped them with precast bridge deck sections. Crews worked mostly at night to minimize traffic disruption on Route 15.

Fortunately the weathered sedimentary rock making up the mountain is easily fractured, making the job of mountain moving less arduous than if it were more dense rock. Workers seeded grass to protect large areas of denuded slopes from erosion.

Temporary asphalt roadways were constructed so heavy machinery could move unimpeded beside Route 15. A line of dump trucks repeatedly filled two Ingersoll Rand pavers, which were followed by a CAT roller, as they laid the temporary asphalt. Down in the gorge where rock from the mountaintop would

be dumped, a Hitachi Zaxis excavator prepared an area. A crew laid needed drain tiles, fixing them firmly in place with asphalt cold patch, which workers compacted and leveled with a hand-guided roller.

After the deep site prep had been completed in the gorge, the large, heavy-duty haul trucks rumbled over the temporary bridge and into the gorge, dumping their loads one by one.

Slowly, laboriously, the trucks and heavy machinery worked to prepare this particular site for the construction of an interchange. The interchange will make needed connections so future traffic can continue to flow smoothly onto the new bypass north of Lewisburg, PA and continue south heading to the state capital in Harrisburg and beyond.

Truckers, travelers and local motorists eagerly await the end of the current traffic bottleneck, scheduled for 2024.

A tamping foot machine like the 825G (above right) is well suited to the clay soils in Winfield, PA, that have been formed by the weathering of the shale. As the tapered pads lift, they break the natural bonds between the small particles of clay, moving them into a more stable position within the material without fluffing the particles. The tamping feet produce a surface that is relatively smooth and sealed.

The use of a blade attached on the back of the 825C is particularly useful on clay soils both to spread the material and to break up the hard lumps of clay.

The main disadvantage of these tamping foot soil compactors is that they need a long, uninterrupted length of roadway to build up the speed needed for good compaction results. At this huge worksite that requirement works to their advantage.

CAT 8925 G tamping foot compactor has 8-inch long rectangular tamping "feet" (65 to a wheel) concentrating the weight of this nearly 70,000 pound machine, producing efficient compaction. In many cases required soil densities are achieved in four to six passes of the machine.



Above: CAT introduced the 825G compactors in 1996



Right: The earlier (introduced in 1978) CAT 825C with blade attachment

Komatsu America Corp. introduces the new PC238USLC-11 hydraulic excavator

ROLLING MEADOWS, IL — Komatsu America Corp. recently introduced the new PC238USLC-11 hydraulic excavator. Equipped with an EPA Tier 4 Final certified engine and a new viscous fan clutch, engine parasitic loads are now lower, and productivity up to four percent higher, compared to the previous model.



The PC238USLC-11, whether rented, leased or purchased, is covered by the Komatsu CARE® program for the first three years or 2,000 hours.

"The PC238USLC-11 maintains the tight tail swing radius of its predecessor, making it well suited for utility and highway applications working in confined spaces," said Andrew Earing, product manager, tracked machines, Komatsu America. "The machine's contoured cab profile and sliding door allows the cab to swing within the same radius as the counterweight. The additional counterweight remains standard, giving the PC238USLC-11 equal or better lift capacity than conventional models in the same size class," Earing said.

The PC238USLC-11 is available with Komatsu's new KomVision system, a birds-eye-view camera system that combines input from three cameras into a surround-view image of the machine and surroundings to provide improved operator situational awareness.

Standard features of the new PC238USLC-11 include:

- Tier 4 Final certified engine technology:
- Powerful, efficient, SAA6D107E-3, 6.69L, 167 net HP engine
- Exhaust Gas Recirculation (EGR) added to reduce NOx emissions
- Komatsu Diesel Particulate Filter (KDPF) and Selective Catalyst Reduction (SCR) system, with DEF injection used to meet EPA Tier 4 Final requirements

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• Maintenance made easier through monitor panel improvements and machine design that incorporates new Tier 4 Final technology

• KOMTRAX and monitor panel deliver vital machine data for easy monitoring and quick operator action

• New operator ID system provides KOMTRAX data to track operators, applications, and machine operation for up to 100 individual ID codes

• Six working modes (P, E, L, B, Att-P, Att-E) with energy-saving guidance incorporated into the monitor panel

• New temperature controlled viscous fan clutch reduces parasitic load on the engine

• Auto idle engine shut down helps reduce nonproductive engine idle time and reduces operating costs

Comfortable cab design — standard features include:

• Upgraded high-resolution, LCD color monitor panel incorporates the standard rearview camera display with gauges. "Ecology-Guidance" provides fuel-saving information to the operator

• ROPS certified cab design conforms to ISO 12117-2 and meets Operator Protective Guard (OPG) level one and ISO 10262 top guard standards

• New standard high capacity, high back, heated, air-ride seat

• Auxiliary jack to connect mp3 players or other digital devices

• Two 12-volt power ports in the cab

• New standard secondary engine shutdown switch

• Selectable, auxiliary hydraulic control option provides one way and two-way attachment flow in the monitor panel, with adjustable flow control

• Pattern change valve

Convenience for maintenance:

• Same side ground level access to engine oil and filters for ease of maintenance

• Ground level fuel and engine oil filter service

• Ground level DEF fill access with sight glass

• 85-amp alternator

• Ground level, easy access to air filter and swing-out coolers



PC238USLC-11 maintains the tight tail swing radius of its predecessor, making it well suited for utility and highway applications.

Photos courtesy of Komatsu

The PC238USLC-11, whether rented, leased or purchased, is covered by the Komatsu CARE® program for the first three years or 2,000 hours, whichever comes first. Komatsu CARE® includes scheduled factory maintenance, a 50-point inspection at each service and two complimentary SCR maintenance services and DEF tank flushes in the first five years. With select labor, fluids and filters covered by Komatsu over this period, Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability. For full program details, refer to the Komatsu CARE reimbursement letter.

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Underground power: routine part of Florida infrastructure in new construction

Currently in Florida, Duke Energy has approximately 18,000 miles of overhead primary versus 14,000 miles of underground primary; 43.6 percent underground.

Photo by Bonnie L. Quick

by Bonnie L. Quick

After the mass destruction by hurricanes Irma and Maria in the Virgin Islands, Puerto Rico, Florida keys and mainland Florida during the 2017 season, more than three quarters of Duke's customers — 1.3 million out of 1.8 million (in Tampa Bay)— experienced outages during this historic natural disaster. All 35 counties that Duke Energy serves were impacted. Once again it brought new debates about the wisdom of underground power sources vs. overhead installation.

"Hurricane Irma was the most devastating storm Duke Energy in Florida, as well as many other areas, has ever endured. Outages are more than just an inconvenience — the electric grid is the backbone of the digital economy that powers our lives and communities," said Duke's spokesperson.

While it is true that overhead lines get torn down, poles and transformers are hit by wind, rain and lightning, it is generally agreed that a 100 percent installation of underground lines is not a solution to the problems produced by hurricane force winds, heavy rains and flooding.

As the industry seeks to produce more power less expensively and more reliably, more underground power delivery is included as part of the basic infrastructure in new construction. Thus, it is not surprising that a majority of new residential and commercial developments in the United States are served with underground electrical facilities, which is the most practical and inexpensive way to install underground distribution.

One of Duke Energy's latest projects has been with developer Beazer Homes, at Long Lake Ranch, southeast of SR 54 and Sunlake Blvd. in Lutz, FL (Pasco County). This particular phase is approximately 100 lots, begun in November 2017. F&H Contractors partnered to install the underground system. At this site, single-phase primary 1000 KCM cable was protected in a PVC conduit, then buried approximately 36 inches underground. The crew moved about 1200 - 1500 feet per day.

Before the late 1980s most new construction had an overhead service connection. Today underground services are the standard and they are favored by homeowners for several reasons, most popular being aesthetics and lowered energy use and cost.

But, underground electric lines are not a guarantee of zero outages during storms, and they can be more difficult to access. Both installation and repairs can be very invasive. Restoring power can often take longer because of the time needed to locate the problem, dig it up and make repairs. Often crews have to dig up driveways, go under buildings or further disturb property. It takes longer to put everything back together. And the feeder lines to underground power are still usually above ground.

Since the hurricanes in 2004 and 2005, Duke Energy has installed smart-grid technology and invested more than \$2 billion in maintaining and strengthening the power-delivery system, including inspecting and replacing poles and trimming vegetation and trees. Currently in Florida, Duke Energy has approximately 18,000 miles of overhead primary versus 14,000 miles of underground primary; 43.6 percent underground.

For customers with overhead electrical service, the primary power comes from the utility company's power lines via a transformer mounted on the power pole. The heavy lines that hang between the transformer and the house are collectively called the service drop. For many people this service drop represents an unsightly and impractical solution to energy distribution.

According to a study done by Edison Electric Institute (EEI):

- "...undergrounding existing lines on a large scale is very expensive, the decision to convert overhead power lines underground must be made jointly by all parties involved, along with governmental representatives, communities and customers.
- "(Even though) much of the conversion cost is reduced by the salvage value of the overhead material being removed, the cost of converting electric lines from overhead to underground can be significant, approximately \$1 million per mile of distribution lines. The future of such conversions depends on the ability of customers, utilities and utility regulators to work together to find viable funding.
- "Other cost factors also need to be considered, such as the cost of converting individual customers' services/metering points so they can be connected to the new underground facilities and the substantial disruption caused by the undergrounding construction process — avoiding conflict with or limiting the damage to existing trees, walls, fences and other underground utilities.

"Despite the higher cost of underground construction, utilities do find value in building underground facilities. This is particularly true for new developments where undergrounding can be accomplished with (site prep).

- "In fact, every year for the last 13 years, utilities working with communities and customers have committed over 20 percent of new distribution construction expenditures toward the building of underground distribution facilities," continued EEI study.

The data was somewhat inconclusive because the number of storms had increased, but the average outage time per customer declined at times. Underground showed a slightly better reliability performance than overhead electric systems, but as experiences with Hurricane Sandy in 2012, Irma and Maria in 2017 demonstrated, underground facilities are very vulnerable to flooding and water damage.

"So as part of our plans to build a smarter energy future, we're developing a new customer-information system and plan to invest an additional \$3.4 billion over the next 10 years to further modernize the grid, including transmission improvements, advanced-metering infrastructure and advanced self-healing technology," added Duke's spokesperson, "approximately 23 percent of our customers are currently benefitting from self-healing systems that automatically reroute power during outages so interruptions are avoided or limited. Through this technology, 70,000 outages were prevented and nearly 10 million customer minutes of interruption (were) avoided in 2017."

Hopefully, along with continued improvement in underground installation and maintenance, the move to advancing solar energy, smart meters, grid modernization projects and other renewable energy sources leads to a smarter energy future for all.

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 Automation, Inc • 19
 Bandit / Merlo / Universal / Multi-One • A-10
 Barford Equipment LLC • B-11
 Beck Equipment • 29
 Big R Bridge • 48
 Blair Supply Corp • 57
 Bobcat Company • A-23
 Carpenter Industries Inc • 16
 CJ Logging / Motorsports • A-28
 ClearSpan • 86
 Clinton Tractor • A-3, B-3, B-4, B-5, B-6
 CNY Farm Supply • A-17
 Commonwealth Equipment • 40
 Compass Wire Cloth • 34
 Cortland Pump and Equipment Co • 9
 Cranes 101 • 46
 D&W Diesel, Inc • 4
 Design Crete of America • 28B
 DSI Recycling Systems, Inc • 12
 Dyna-Vac Equipment, Inc • 37
 Dyson • 25
 Eagle Associates of Cazenovia, LLC • 18
 Emerald Equipment Systems Inc • 54
 Empire Hydraulics • 7
 Enovative Technologies • 11
 Five Star Equipment • 75
 Glider Oil Company • 49

Grassland Equipment • A-15
 Harbor Equipment, LLC • B-8, B-10
 Holster Pro Gun Leather • 94
 Hustler Turf Equipment • A-12
 Hydrograsscorp.com & Bobcat of Buffalo • A-5
 Hybrid Building Solutions • 53
 J.C. Smith Inc • 62, 63, A-20
 J&J Equipment • A-9B
 Kepner Equipment, Inc. • 20
 Keystone Concrete Products Inc • 80
 Kleis Equipment, LLC • A-9
 Krown Rust Control • 14
 Kurtz Truck Equipment • A-19
 Lee's Shops at Wagners Square • 90, 91, 92
 Liftech Equipment Companies • A-16
 Liquitube Marketing International • 3
 LTA Projects • 41
 Magnet Paint Company Inc • 6
 Maine Technical Source • 43, 44
 McCarthy Tire Company • 36
 McQuade & Bannigan, Inc • 23
 Mid Country Machinery, Inc • A-14
 Montage Enterprises • A-7
 Northeast Stihl • A-18
 NYLICA • 55
 NYSDOL On-Site Consultation Program • 32
 Parker-Helac • 24
 Penn Power Group • 79
 Polsinello Lubricants • 56
 Precision Profile, Inc / Nubble Site Solutions • 76, 77
 Quality Craft Tools • 27, 28
 rockroadrecycle.com • A-32
 Rototilt Inc • A-23B
 Roy Teitsworth, Inc • 13
 RustKote LLC • 59
 S&S Tractor Parts, Inc • 15
 S.A. Dygert's • 5
 S&W Services, Inc • 84
 Schaeffer Specializes Lubricants • 78A

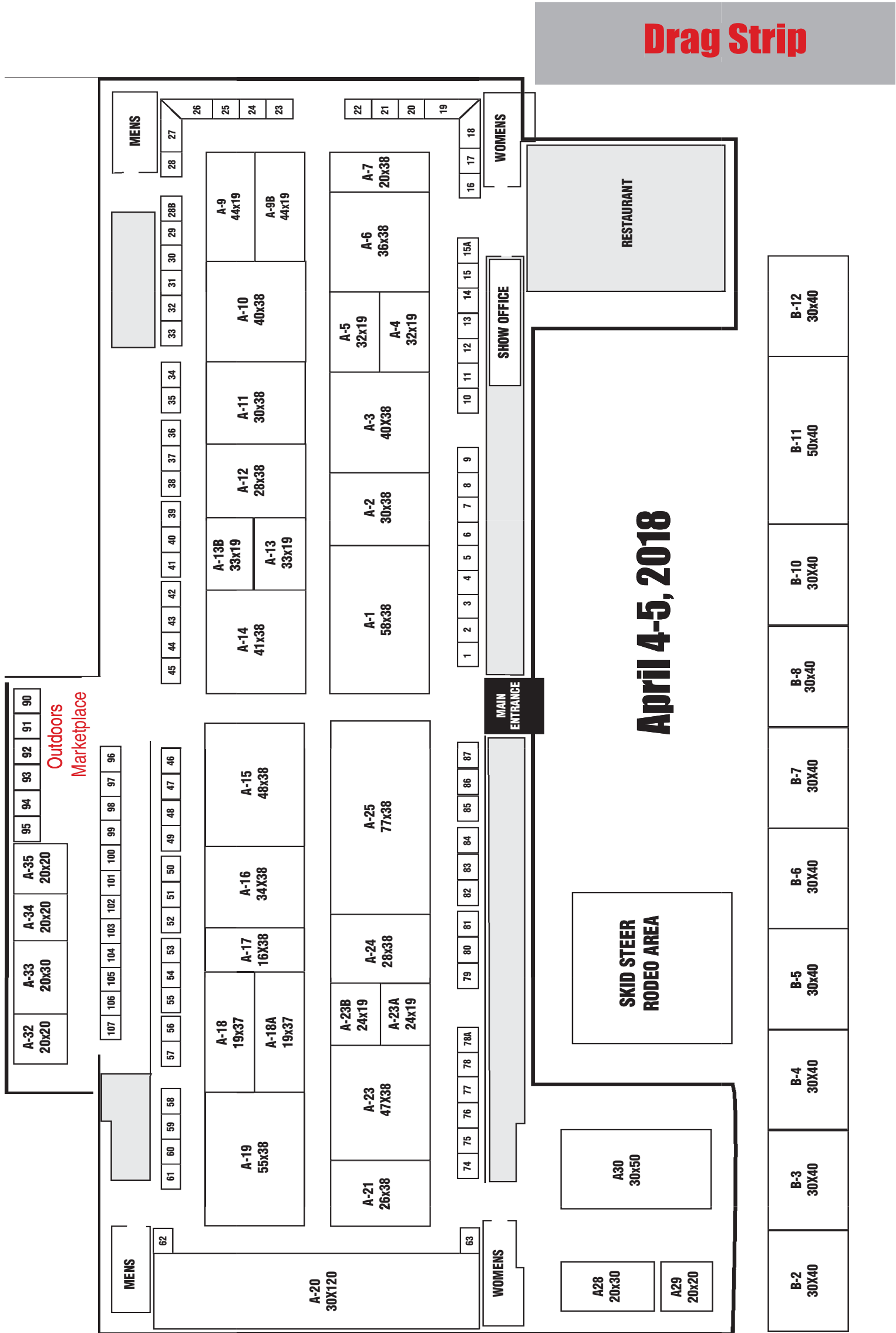
Screen Machine • 85
 Seedway, LLC • 81
 SEFCU • 10
 Service Tire Truck Centers • A-13B
 Smith's Heavy Equipment, Inc • 15A
 SnoDepot • 82
 Socal Flashlights • 78
 Specialty Tire Inc • 21, 22
 State Line Auto Auction • 30, B-2
 Steel Sales Inc • 83
 SteelFab Mfg Bull Dog Axles • 58
 Stephenson Equipment Inc • 38
 Sun Auto Group • A-4
 Syracuse Blue Print Inc • 31
 Temporary Heating Technologies • A-13
 Terramac, LLC • A-21
 The Ultimate Workbench • 60, 61
 Top Stitch of NY • 74
 Tora Crushing & Screening • 17
 Tracey Road Eq • A-25
 Tri Tank Corp/ "The Trailer Shop" • A-6
 Trius Inc • A-2
 Turner Outdoors, LLC for NY Outdoor News • 93
 Unique Paving Materials Corp. • 45
 Upstate Sweepers & Rentals • A-18A
 USDOL / OSHA • 51
 Vantage Equipment • A-24
 White's Farm Supply, Inc • A-11
 Yacano Gradall Sales • B-7
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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 similarly to raker teeth on chainsaws 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, email info@loftness.com or visit www.loftness.com.



The heavy-duty Battle Ax is designed for highly efficient vegetation management, including right-of-way maintenance, land clearing, forestry applications and more.

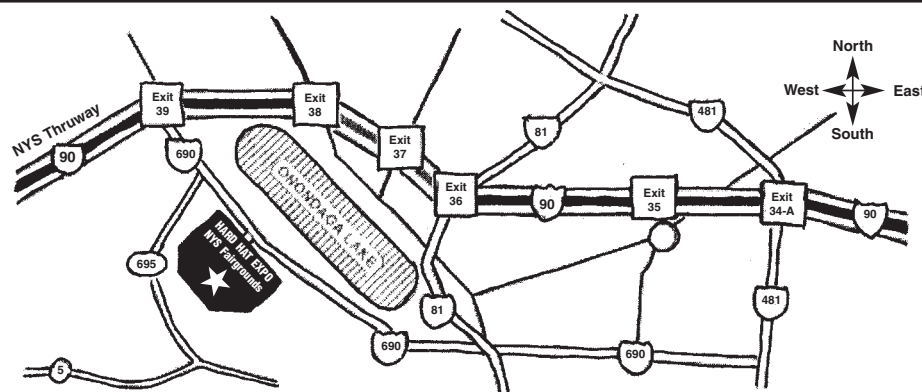
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Excavator provides power and jobsite access for Faulkner Excavating

Faulkner Excavating specializes in site development, clearing and infrastructure work in Jefferson and St. Louis Counties.

Photos courtesy CASE CE



Carl Faulkner began his career in the cab of his father's excavator over 30 years ago. Working for his father's company at a young age, and staying in the trade all these years, Faulkner decided to start his own company in 2012.

Located in Imperial, MO, Faulkner Excavating specializes in site development, clearing and infrastructure work for residential and commercial sites in Jefferson and St. Louis counties.

"Most commonly we do subdivisions," explains Faulkner. "We'll do the excavating for subdivisions, we'll install the infrastructure of the sanitary sewer, storm sewer, water mains, the services to reach each lot. We'll also do commercial lots."



One of the challenges has been working with unsuitable soil that needed to be removed and replaced.

Currently, Faulkner is on a four-acre jobsite in Kirkwood, MO. Prepping the site for the development of several upscale residential properties, one of the challenges has been working with unsuitable soil that needed to be removed and replaced.

"Someone had used this site for their own business, for years and years, where they had dumped brush, debris and concrete. Most of the soil is unsuitable because it consists of a lot of organic material. We need to remove that so we can get back to original ground and actually replace it with engineered fill."

With the site development phase slated for 60-90 days, the project will eventually be the site of eight high-end residential lots. "It's going to consist of more upper-end scale homes. I think they're starting around \$800,000 and going up from there. We'll be loading material out, later on we'll be importing shot rock for a shot rock buttress to support the slope, and a large retaining wall that'll go on there to help support the homes and build a site in the engineered fill."

Access and power

Like many residential development projects, heavy equipment access is critical. It takes the right combination of size and power to get the job done. Faulkner is using a 25-ton CASE CX250D excavator on the Kirkwood site.

"This excavator is perfect for this job — it's the biggest machine you can get in here, because of the tight conditions, getting through the residential street to get to this isolated site. Once it's in here, it's more than capable of loading the trucks. We're going to have several-hundred loads of material to load and haul out of here, so it's more than capable of doing that. It's got plenty of strength, plenty of power. We're going to have to do the utilities in here, as well, and that machine can handle all of the concrete, the pre-cast materials we need to lift, as well as all the trenching that'll need to be done."

Working in an isolated area with rough terrain presents a variety of challenges for site development contractors, but Faulkner is pleased with the performance of his equipment. "On a job site like this, it's all about accessibility. There's a lot of steep slopes, a lot of unsuitable soil you're trying to deal with, so you've got to have the reach that a machine like this offers, and you've got to be able to remove that material and get yourself a good working area."

Cab comfort

A comfortable cab is important for any operator, but at 6'9", Carl Faulkner needs an operator environment that goes above and beyond average. With best-in-class cab space, CASE D Series excavators offer more standard features than any previous CASE excavator, including a fully adjustable operator station anchored by a standard heated air-ride seat and adjustable joystick controls.

"You can move the whole operator station forward and back, then you can



Working in an isolated area with rough terrain presents a variety of challenges for site development contractors.

also move the seat independently from that. Once the air ride seat is all the way back, my legs can stretch out — I can rest them on the foot rest that's down on the floor board, I can rest them on there with nice comfort, stretched out. So, a lot of times when we're running 10 hours a day, the comfort of this machine is very nice for me."

The CX250D also features a variety of other standard ergonomic features built into the operator station. "On the left joystick there's a trigger that you can squeeze and it actually mutes the radio. So, if someone comes up to talk to you, you can hit that button and it'll mute the radio. Coincidentally on the right joystick there's a button, which you push with your thumb that automatically idles the machine down to idle speed. So if someone walks up, you can turn the radio off, you can idle the machine down in less than a second, and you're able to talk to somebody in a normal tone of voice."

Speed, power and efficiency

The CX250D achieves fast cycle times through a new electronically controlled pump, a large control valve and multiple sensors. These features combine with the CASE Intelligent Hydraulic System to make the best use of the machine's hydraulic power and momentum, resulting in added strength and fuel efficiency. The machine also provides the operator with three working modes — Speed Priority, Heavy and Automatic — that help the machine conserve energy and exert only as much power as needed to complete the job at hand.

Using a 66-inch bucket to load trucks and dig trenches on site, Faulkner discusses the importance of achieving balance and efficiency with a larger bucket on a 25-ton machine.

"You gauge it on what the machine can handle as far as lift capacities, breakout force, digging power, and then also speed, and cyclability — how quickly it can make a full revolution. Especially if you're loading trucks behind you — being able to handle the load comfortably and make sure the machine's balanced with that big bucket. That's probably the biggest bucket you're supposed to put on that machine and it has handled it just fine. The machine sits on top of the pile nice and balanced, they have

no trouble with stability, trying to load, or even to reach down into deep ditches digging out and placing rock into the trenches for bedding the pipes."

Visibility on the jobsite

Another important feature that Faulkner mentions is visibility. The CX250D has several standard and optional features designed to improve operator visibility on high-production jobsites. The machine itself is designed with a low-profile hood for improved visibility from the cab, and a standard rearview camera feeds a 7-inch widescreen monitor.

The machine is also available with a new (optional) LED working light package that includes eight LED lights (four front, two rear and one on each side).

"We like the visibility on this machine because it's nice and open. One thing is if you are trying to look behind you, the hood is down nice and low. It does have cameras in the back and also on the side because this particular model has the LED light package, which offers an extra side camera and lights all the way around the machine."

"The visibility is good, plenty of glass to see out of. You can see out the front glass to your work area, where the bucket is. If you're trenching, loading trucks, plenty of visibility there. The cameras are nice because again, you can be aware of what's around you."

Many contractors start their days early in the morning and work well into the evening. Safety and visibility becomes even more critical when working before the sun comes up or after dark. "When you do work in those low light conditions with the LED light package, it lights up a 360 degree area all the way around the machine nice and bright. You're not waiting as you swing for the lights to get into the area you're about to go work in. You can already turn your head and see the area lit up, knowing where you're going with a bucket of dirt or whatever it may be."

Planned Maintenance and the Right Dealer Partner

As someone who has been operating excavators for over 30 years, one of the things that ultimately led Faulkner to purchase his CASE excavator was the maintenance package. CASE D Series excavators come standard with CASE ProCare — a suite of product assurances that includes a three-year Advanced CASE SiteWatch telematics subscription, a three-year/3,000-hour full-machine factory warren-

ty, and a three-year/3,000-hour planned maintenance contract.

"One of the things I liked about this machine was that CASE offered a three-year maintenance agreement where they take care of all the scheduled maintenance for the first three years or 3,000 hours. That's a load off of my mind because then it's something I don't have to worry about, I just communicate with the CASE store that I bought it from."

Carl has worked with Luby Equipment Services since Faulkner Excavating has been in business. "They've been a very instrumental part of my growth," he explains.

Luby Equipment Services is a family-owned company headquartered in Fenton, MO, with several locations throughout eastern Missouri and Illinois. In the equipment business for over 40 years, Luby's experienced staff handles regular maintenance and service intervals for Faulkner's equipment so Carl doesn't have to worry about it.

"They're able to come out, we schedule that through the service department. They bring all the filters, all the oils, all the necessary stuff. They take care of everything from start to finish, that way I don't have to worry about it. I know it's being taken care of by professionals. It's one less thing that I have to worry about or concern myself with trying to do."

With honesty and integrity at the forefront, Faulkner Excavating continues to grow as a successful business. Carl has been able to expand his operation over the last several years, and is looking to add personnel. "I'm particularly proud of our integrity. We do try to give everybody a quality project. We try to make sure we do it right, we work well with not only the builder, but all of the utility operations and municipalities."



CASE D Series excavators offer more standard features than any previous CASE excavator.

New generation BOMAG BW 124-5 series of single drum rollers climb steep grades, provide intuitive compaction control

RIDGEWAY, SC — BOMAG introduces a new generation of the compact BW 124-5 single drum vibratory roller series, available in both smooth (BW 124 DH-5) and padfoot (BW 124 PDH-5) drum configurations. With their 47.2-in (1,199-mm) drum width and tight turning radius of just 88.2-in (2,240 mm), these new compact single drum rollers are ideal for granular and cohesive soil compaction on congested jobsite applications such as backfill, landscaping, trench work or pipeline construction. They are the only single drum rollers in the weight class to

feature dual pump drive, which allow them to climb up to 55 percent grades.

The intuitive BOMAG ECONOMIZER compaction measurement system now available for the BW 124-5 series roller offers a higher level of compaction control not available on prior models. The cost-effective ECONOMIZER alerts operators of soil compaction progress, reducing passes and saving time and money. It requires no calibration to reliably deliver real-time compaction progress. As the degree of compaction increases, the more LED lights on the ECONOMIZER light strip illuminate and indicate when optimum compaction is achieved. The system also warns operators of potential over-compaction as well as allows for the identification of "soft" spots in the material.

A new-style ROPS/FOPS structure advances safe operation of the BW 124-5 series roller. The new 4-post structure safeguards the operator from machine roll-over and falling object situations. This new design enhances the operator's 360-degree view around the machine.

A new, simplified method for controlling the optional leveling blade replaces the previous foot pedal with a multifunctional travel lever at the operator's fingertips for blade movements. The blade features standard up/down function with available float position or tilt function. The flexible blade options expand the range of applications for the BW 124-5 se-



BOMAGs compact BW 124-5 single drum vibratory roller series is available in both smooth and padfoot drum configurations.

Photo courtesy of BOMAG

ries roller to include material distribution, profiling and leveling, all commonplace in construction and landscaping applications.

The 46-hp (34.3 kW) water-cooled diesel engine now powering the BOMAG BW 124-5 series meets stringent Tier 4 Final/Stage IV emissions standards. The smooth drum BW 124 DH-5 offers a 0.67-in (17-mm) amplitude, while the padfoot BW 124 PDH-5 a 0.63-in (16-mm) amplitude, to match drum vibration and compaction to the material. With its compaction flexibility, high tractive effort and compact design, the BOMAG BW 124-5 single drum roller series delivers high-quality, cost-effective compaction.

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Barko 930B industrial wheeled tractor delivers high hydraulic horsepower to mulching heads and other attachments

SUPERIOR, WI — The Barko 930B industrial wheeled tractor offers a heavy-duty design, exceptional operator visibility and versatile attachment capability. The machine provides consistent performance for land clearing, right-of-way maintenance and other large commercial and municipal applications.

The 930B is powered by a 320-horsepower Cummins QSL9 Tier 4 Final diesel engine with SCR aftertreatment. The unit includes a high-capacity anti-clog radiator with auto reversing fan and a 127-gallon fuel tank 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 efficiency.

With pressure ratings up to 5,000 PSI, a high-flow hydraulic pump produces 91 gallons per minute to deliver far more horsepower to the attachment than many 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.

A unique 45-degree articulation joint withstands extreme stress and tough terrain, while the 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 12.2 mph.

Durably constructed, the 930B features 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.



The machine provides consistent performance for land clearing, right-of-way maintenance and other large commercial and municipal applications.

Photo courtesy of Barko

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Routine maintenance is simplified by a centralized lubrication station that provides one access point for greasing steering cylinders and axles. The tractor includes 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, with an air knife system keep the front windshield clear of debris.

In place of a standard integrated toolbox, users can instead equip the 930B 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 tractor can also be fitted with many other common attachments, such as rotary mowers, soil stabilizers, stump grinders, root rakes, rock crushers, loader buckets, snow plows, sweepers and more.

Barko Hydraulics, LLC is part of the Pettibone, LLC Heavy Equipment Group. Founded in 1963, Barko has consistently led the industry with innovative solutions to the forestry, scrap and construction markets, including industrial tractors, crawlers, handlers, loaders, forwarders, chippers and harvesters. For more information visit www.barko.com.



Tyeka Robinson (L) and Theresa Copeland, part of the 2.5 percent of women at Local 336.

by Laura Rodley

Local 336 has 2,000 members. Formerly Springfield Local Carpenters Union 108; in December 2017, 108 was incorporated with 107 and 475, and became Carpenters Local 336 — covering all of western and central Massachusetts, west of Framingham. Currently the number of women working in the trades is less than three percent nationally. For Local 336, 2.5 percent of its members are women.

Several of them were on hand recently for a standing room only talk entitled “Equity in Construction” at Williams College in Williamstown, MA. Over 200 students crowded into Mission Dining Hall to listen to the Union’s pioneering tradeswomen who have persevered despite barriers (preconceived or subconscious) of sex and color to earn a living within the trades.

Plainfield’s Lily Thompson, Westfield’s Julie Boucher, Springfield’s Tyeka Robinson, Northampton’s Theresa Copeland and event organizer Lisa Clauson of Carpenters Labor Management Program/ NERCC were panel speakers.

“Carpentry is a viable field. If you can carry your four year old in his dead sleep to his bed at night you can carry a 4 by 4,” said Thompson.

After graduating from the carpentry program at Franklin County Technical School (FCTS) in 2002, Thompson was employed by an innovative company, Ingenuity Wood. “Then they went under. I had relatives — all in the union. They said, ‘Hey, try this,’” so she joined 108. In 2017, she was elected 108’s Steward of the Year.

After 15 years in the trades, Thompson is the only woman she knows of who returned after having two children — now six and four. “I took a ten month layoff to have my first kid,” she said. “We are out to make it work.” Currently she does drywall construction for Professional Drywall Corporation (PDC) at UMass’s Isenberg School of Management, installing and framing soffits.

“My daughter says I get up in the middle of the night to go to work. Dad can fix anything and Mom can build anything.” When Thompson joined the union, “Not only was I the only woman carpenter on the jobsite, I was the only one in the state.”

woman in the union with me.”

Boucher shared, “I wanted to be a carpenter since I was a little girl.” After graduating from Smith Vocational’s carpentry program, she went to jobsites seeking work. “No one would hire me. I went into the military to be a carpenter too — that didn’t work out.” Joining the union opened “so many doors, so many opportunities. I don’t have a Bachelor’s Degree but I’ve had so many opportunities to do things. I can’t say enough about how thankful I am.” She’s now a proud homeowner.

“I wasn’t even thinking about carpentry,” said six-year carpenter Robinson. “I was on the party bus” when it passed the union building and someone mentioned she could join. “Thank God I went on that party bus.” She has since bought a house for herself and her nine-year old son. “When my son says, ‘I’m going to be a carpenter,’ I say, ‘Son, be an architect.’” When her son said, “Mom, you built a hospital,” I said, ‘Yeah. Architects draw it and we build it.’”

Usually, carpenters have work partners on their site. Tyeka’s work partner is female, a rarity — one-year apprentice Carolyn Diaz of Springfield.

Copeland explained, “I was a vegetable farmer in the valley for four years and broke all the time. As a farmer, I knew I could get up early and work hard. I’ve worked with men all my life and decided I have to try it. Now, I’m financially stable, don’t have to worry about making rent and have amazing insurance.”

“We do a lot of recruitment at job fairs for girls in the trades,” said Clauson, such as North Adam’s McCann and FCTS. They recently bused students to Springfield Tech to meet tradeswomen.

“There’s 150 men on my jobsite and two women,” said Boucher. “It’s difficult being one of two women on a jobsite. They’re watching me 10 times more than the other guy. I’m used to guys saying, ‘You don’t belong here.’ I don’t have to change their mindset [that I don’t belong there]. If more women were on the jobsite, it would have to change. We’re kicking butt and it’s awesome. It’s great to get more jobs that require diversity.”

Building America: pioneering tradeswomen

Standing a little over 5’1”, “I’m a little pipsqueak. I spend a lot of time in small spaces. That can be a strength for women carpenters,” said Thompson.

“I’m making really good money. For 15 years, there was never more than one

“There has been a tremendous amount of sexism,” said Clauson. “We’re working to tackle it. It can’t be changed just through recruiting more women. For years, we just focused on recruitment but the numbers didn’t change, and people didn’t stay. What has worked is when owners of construction sites say we need you to include women and people of color.”

“It’s been 10 years that I’ve been one of three women on a jobsite,” explained Thompson. She feels the casino is driving some of the recent diversity. MGM Springfield has a diversity requirement of 6.9 percent women, 15.3 percent people of color and 8 percent veterans. UMass has the same, but no veteran requirements.

“Currently Williams College hasn’t required diversity,” said Clauson. “Over the past five years, they have done approximately \$780 million worth of work at the college; half the work is done union, half non-union. They have no diversity requirements.”

Robinson, a recent Local 336 Steward at MGM Springfield, said, “(I’ve) never seen so many women on a jobsite. Six years ago, you’d never see another woman. You have to have a thick skin — a real thick skin. There are a handful of good men out there [and a] handful of bad men. It’s the ones that have daughters that have the best attitude. I looked at my first paycheck and I looked at myself and I said, ‘I don’t care about your drama, I’m here for my family.’”

Thompson said, “The awareness factor is the biggest thing. I worked for 13 months at Mt. Holyoke College. They had no idea women could be on board.”

“Each of the workers here are offered free classes (through the Union) on knowing the latest materials. It makes her more marketable,” said Clauson.

“We try our best to build America,” said Robinson.



(L-R): Carpenters Local 336 members Lily Thompson, Julie Boucher, Tyeka Robinson speaking on “Equity in Construction.”

Photos by Laura Rodley

LiuGong brings new machines to the U.S. market

The mid-sized LiuGong 856H wheel loader is designed specifically for the North American market with productivity, fuel efficiency, operator comfort and safety in mind.

Powered by a 225 HP, EPA Tier 4 Final Cummins engine for maximum power with low fuel consumption, the LiuGong 856H ensures high productivity through advanced technologies including a powershift transmission and advanced load-sensing hydraulic system. A new bucket design carries more with less spillage traveling over rough ground.

Well positioned lift arms, a standard rear-view camera and a 360-degree, panoramic view from the pressurized, FOPS/ROPS-certified, sound-reduction cab give operators a clear view of the jobsite with superior line-of-sight to the bucket edge at ground level.

The LiuGong Fault Diagnostic system provides ready access to operating data for accurate fleet management. An electrically actuated, wide fiberglass hood and rear swing-out fenders allow easy service access.

LiuGong is the global leader in wheel loader production, with a dedicated North American dealer network for coast-to-coast aftermarket support.

Also recently introduced to the U.S. market are LiuGong's new Dressta TD-8S



The mid-sized LiuGong 856H wheel loader is designed specifically for the North American market.

Photos courtesy of LiuGong

and TD-9S dozers. The TD-8S and TD-9S are powered by QSF 3.8 Tier 4 Final turbo-charged Cummins engines delivering 94 hp and 113 hp, respectively. Both dozers are equipped with Rexroth dual path hydrostatic drive systems that transmit full power to both tracks in all conditions for smooth speed changes, pivot turns and counter rotation.

The machines feature a strong, six-way C-frame complemented by a robust undercarriage available in two options — the standard LT (long-track) version for better stability during driving and leveling, and the LGP (low ground pressure) version for use in swampy or muddy terrain. The S-Series dozers are available with integrated technology options of Trimble Basic and Trimble Ready 3D control systems.

LiuGong North America is responsible for sales and product support for all LiuGong distributed machines, including the Dressta product line. For more information about the 856H wheel loader or the Dressta dozers, please visit www.liugongna.com or contact a LiuGong dealer.



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Both dozers are equipped with Rexroth dual path hydrostatic drive systems that transmit full power to both tracks in all conditions.

John Deere strengthens durability of planetary augers

MOLINE, IL — Expanding its lineup of reliable and durable Worksite Pro™ attachments, John Deere is introducing upgrades to its planetary auger models. The new PA15B and PA30B augers are designed for longer product life to better meet customer needs and application uses. Like all Worksite Pro attachments, these solutions are optimized to work with John Deere skid steers, compact track loaders (CTLs), compact excavators and compact four-wheel-drive loaders, along with most competitive models.

“Powerful and productive, augers are indispensable attachments for tough digging projects — so we sought to offer our most robust models yet,” said Jessica Hill, program manager, global attachments at John Deere. “The B-Series augers are packed with durability-enhancing features to optimize job site performance and minimize wear and tear.”

The B-Series augers offer new motor and planetary designs for improved toughness and longer attachment life. Enhanced hydraulic motors have a higher-rated operating pressure for better raw digging power. An upgraded integral motor and planetary gearbox housing bring the planetary gear set closer to the motor, decreasing motor stress. A five-gear gearbox with an updated input shaft and shaft seal were designed for increased durability. For heavy-duty work in terrains such as rock and clay, the max torque rating on the PA30B has been increased from 4,166 foot-pounds (5,648 Nm) to 4,500 foot-pounds (6,101 Nm), increasing attachment efficiency.

The PA15B and PA30B models maintain the reverse rotation feature of their predecessors, which allows quick back-out when obstructions are encountered, and sheds dirt from the auger when working in wet conditions. To further enhance ease of use, the universal, self-cleaning Quik-Tatch™ easy-attachment system allows operators to switch from one type of attachment to another within seconds.

The PA15B and PA30B models are compatible with a variety of auger bit styles and diameters, including standard 4- to 6-inch (102 – 914 mm), 9- to 12-inch rock and frost (220 – 305 mm), and 18- to 36-inch (457 – 914 mm) tree and shrub. The new auger attachments are backed by John Deere parts, service and warranty coverage. To learn more, visit www.johndeere.com or contact your local John Deere dealer.



The B-Series augers offer new motor and planetary designs for improved toughness and longer attachment life.

Photo courtesy of John Deere

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People in the industry

New HCSS Plans delivers simple uploads, field calculators for project drawings

SUGAR LAND, TEXAS — Featuring web and mobile applications, the new HCSS Plans digital plan management solution from construction industry software developer, HCSS (www.hcss.com) connects the office to the field to avoid costly mistakes and rework. Built specifically for heavy civil construction, HCSS Plans allows superintendents and project managers to efficiently manage changes and mark-ups to project drawings and plans, ensuring that field superintendents are working with the latest project information.

From the office, the digital plan management program allows managers and estimators to upload project documentation and make annotations, link to callouts, add notes and photos, and mark revisions and versions using the HCSS Plans website. The program's Quick Publish feature offers fast, one-step PDF document uploading to create seamless communication with the field. HCSS Plans features dual scaling — vertical and horizontal — plus offers a host of calculators for jobsite items ranging from asphalt, concrete and concrete yield to rebar, trenching and trucking.

HCSS Plans gives field crews instant access to any document revisions or

new versions to ensure they are working off of the most recent information. Optimized for iOS mobile devices, drawings stay crisp and fluid as workers pan and zoom plan sheets. Crew leaders can annotate plans from mobile devices to show changes in the field and communicate back to the office. Plans can be downloaded to the device and viewed offline, and HCSS Plans automatically syncs with the device when it returns online, ensuring the latest documents are being accessed.

"HCSS focuses solely on the heavy civil construction market, and our software programs are developed specifically for contractors, so the information gathered allows crews to work together safer, smarter and more efficiently," Rateb Almarsi, product manager at HCSS. "Our new HCSS Plans digital management program gives contractors the information they need to give them an edge over the competition. Plus, it will integrate with other HCSS products, improving estimating accuracy, reporting and operating safety."

Soon, the new HCSS Plans will work seamlessly with HCSS HeavyBid, HCSS HeavyJob and HCSS Safety programs to maximize the contractor's



The digital program links the office to the field to ensure the latest project information is being used.

Photo courtesy of HCSS

operating efficiency. Once a job is won using HeavyBid, estimators can send notes, measurements and photos to HCSS Plans without double entry, so workers can see how the job was bid. Sending calculations from HCSS Plans to daily production tracking in HeavyJob offers accurate daily reporting from the field to the office. Safety documents sent from HCSS Plans to HCSS Safety safeguards crew members by

giving them access to pertinent project safety information and ensuring relevant safety meetings are held.

HCSS Professional Services various implementation options of HCSS Plans to ensure quick program implementation. The new digital plan management software is backed by HCSS's world-class customer service, which offers 24/7 instant support, 365 days a year.

Aquajet expands service team with Kirkpatrick

MONROE, WA — Aquajet Systems AB, a global leader in hydrodemolition machine manufacturing and a subsidiary of Brokk, hires Shawn Kirkpatrick as a service and application specialist. Kirkpatrick assists customers with service after the sale for both Aquajet hydrodemolition machines and Brokk demolition robots.

"He's a great addition to the team and a valuable resource to customers; his years of service and operational experience easily translate into his work with our demolition machines," said Peter Bigwood, vice president of sales and marketing for Brokk in North America. "Hydrodemolition is a new concept to many contractors, and we want to make sure they are knowledgeable about the products and methodology and how they can successfully apply the technology to their jobs."

In his new role, Kirkpatrick trains U.S. customers

how to operate their Aquajet hydrodemolition systems, which includes the Aqua Cutter, Power Pack and Ecoclear water filtration system.

"As businesses experience an aging workforce and challenges finding new employees, they're increasingly realizing that robotic machines can solve those challenges while also increasing jobsite safety," Kirkpatrick said. "My technical background in construction and past operating skills will help me enhance the success of Brokk and Aquajet operators."

Kirkpatrick got his training in electrical repair when he enlisted in the U.S. Marine Corps as an aircraft ordinance technician. Prior to joining Aquajet, Kirkpatrick worked at Liebherr as a crane service technician, where he developed a deep understanding of hydraulic theory, repair and application training. Before that he held a similar position with Putzmeister a concrete placing equipment company.



Kirkpatrick assists customers with service after the sale for both Aquajet hydrodemolition machines and Brokk demolition robots.

Photo courtesy of Aquajet

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People in the industry

Ownership Transition for Weaver Precast and Superior Walls by Weaver Northeast

EPHRATA, PA. – Effective January 1, 2018, Weaver Precast and Superior Walls by Weaver Northeast have experienced an ownership change. The company now includes Doug Pfautz and Janessa Weaver as partners with Gary Weaver, the original owner of the companies.

“As we enter our 60th year of business, I’m proud and pleased to have Janessa and Doug join me as partners,” says Gary Weaver, president and CEO of Weaver Precast and Superior Walls by Weaver Northeast. “This is the first step in a multi-year plan to transfer operating and ownership responsibilities to these two very capable individuals. The future of our company looks extremely bright with Janessa and Doug at the helm.”

Doug Pfautz, director of operations of the company, has been with Weaver Precast for 20 years. He has served in various operational, sales and customer service roles. Janessa Weaver, daughter of Gary Weaver, has been with the company for 10 years. With the ownership announcement Janessa will be transitioning into the role of director of sales at the company.

“Weaver Precast was our first licensee for Superior Walls in 1986 and remains a strong player in a very active geographic market of the country,” says Keith Weller, vice president and CFO of Superior Walls of America. “We’ve been in business as the innovator of precast concrete foundation system for more than three decades. During each of those years the people at Weaver have efficiently served the needs of builders while growing their business.”

Weaver Precast is located in Ephrata, PA and employs 60 people. The company services southeastern Pennsylvania along with parts of Maryland, the District of Columbia and Virginia. The company purchased the Weaver Northeast territory in 2012. This area consists of the Hudson Valley in New York, along with Connecticut and Rhode Island, plus parts of Massachusetts and Vermont. All

Superior Walls precast foundation products are produced at the plant in Pennsylvania and shipped to location, where they are installed by crews based in each territory.

“Our company started in 1958 when my father and grandfather, Charles W. Weaver and Luke S. Weaver, founded Charles W. Weaver, Inc., a residential masonry contracting firm based in Lancaster County, PA,” says Weaver. “The company grew continuously, and in 1985, a newly-established Weaver Precast joined Weaver Masonry. This allowed us to re-enter the residential construction market. The very next year Superior Walls became the standard foundation solution for many builders because it was the only foundation system that arrived at the jobsite ready to install and with insulation and studding integrated into the wall. We saw the future with that product and we’ve never looked back.

The company manufactures the only foundation to have earned the NGBS Green Certified Product designation and has precast concrete system licensee manufacturing operations throughout the United States and Canada.

Products are pre-engineered and custom manufactured in an indoor production facility, eliminating any on-site soil contamination such as the form oil used for poured walls. No on-site sprays or bituminous coatings are required to make the walls damp-proof. The panels are delivered directly to a jobsite where certified crews install the precast wall panels.

Since Superior Walls panels are engineered and manufactured with insulated concrete studs, Superior Walls reduces the amount of materials used to build a structure, including wood and concrete, and reduces the carbon footprint of a new home or commercial facility’s construction process.

For more information visit www.weaverprecast.com.



The company now includes Doug Pfautz and Janessa Weaver as partners with Gary Weaver, the original owner of the companies.

Photos courtesy of Weaver Precast



All Superior Walls precast foundation products are produced at the plant in Pennsylvania and shipped to location.



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People in the industry

GSSI announces launch of new website

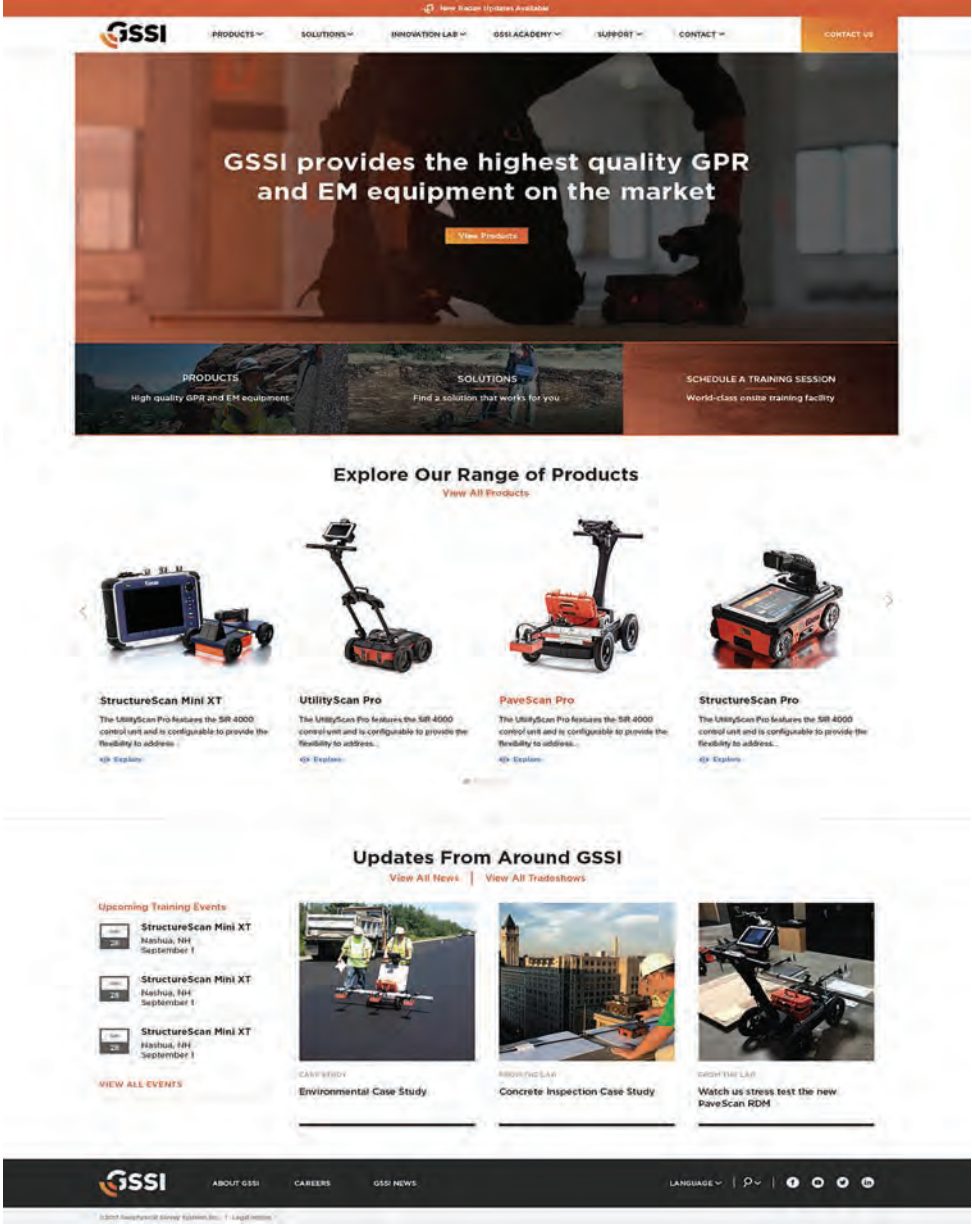
GSSI, the world’s leading manufacturer of ground penetrating radar (GPR) equipment, has launched its dynamic new website. With a completely redesigned look and feel that makes it easier than ever to use, the website’s homepage is designed to help customers explore GSSI’s product range. It features a helpful and easy to use product configurator, quick access to the training class calendar, and all the latest news and updates, including the most recent case studies and videos.

The new Innovation Lab section spotlights GSSI’s most recent engineering initiatives and custom solutions. Learn about GSSI’s approach to developing customer solutions and examples of successful processes used to meet customers’ challenges.

The product pages feature a wealth of pictures showing the equipment in action and clear explanations of applications for which it is most useful. Users will also find data examples for each application and product, detailed product specifications, and a host of support material to help users get the most out of the equipment.

The expanded training section — now called GSSI Academy — includes an enhanced class schedule, trainer bios, training request form and easy to understand explanations about GPR and electromagnetic induction (EM) technology. The new website also features a greatly expanded support page, which now includes direct access to user manuals and software updates.

For more information on GSSI and to see the new website in action, visit www.geophysical.com.



John Deere 310E ADT recognized with 2017 GOOD DESIGN® Award for innovation and architectural excellence

MOLINE, IL — The John Deere 310E articulated dump truck (ADT) has been recognized with a GOOD DESIGN® Award for design excellence and innovation. The GOOD DESIGN Awards Program, presented by The Chicago Athenaeum Museum of Architecture and Design, showcases the most innovative and cutting-edge industrial, product and graphic designs produced around the world. “We are thrilled to receive the 2017 GOOD DESIGN Award for the 310E ADT,” said Maryanne Graves, ADT product marketing manager, John Deere Construction & Forestry. “Receiving this design-focused award validates that we not only manufacture equipment based off of our customers’ needs, but that our designs are forward-thinking and stand out in the industry.” A jury of 14 designers, architects, journalists and critics identified the 310E ADT as a GOOD DESIGN Award recipient due to its strong chamfers, color

breakup and stout overall proportions that secure an active stance and directional assertiveness. The design language used in development of the ADT is incorporated in all John Deere Construction machines, ensuring a consistent look throughout the product family. Manufactured with state-of-the-art tools and techniques at the John Deere facility in Davenport, Iowa, the 310E is designed for performance in mining, quarrying, road building and other large-scale material-moving applications. The 310E ADT joined three other pieces of John Deere equipment to win a GOOD DESIGN Award, including the 3756G Swing Machine, 4-Track 9RX Series Tractors and the Round Baler Family. To learn more about the 310E ADT, as well as the full line of John Deere equipment, visit www.johndeere.com.



Manufactured with state-of-the-art tools and techniques, the 310E is designed for performance in mining, quarrying, road building and other large-scale material-moving applications.

Photos courtesy of John Deere



The design language used in development of the ADT is incorporated in all John Deere Construction machines, ensuring a consistent look throughout the product family.



People in the industry

Prespan floor system launched by Northeast Precast

MILLVILLE, NJ — Northeast Precast, manufacturer of custom precast panels and systems, has announced the introduction of a new product: Prespan. The patented new flooring system features insulated precast floor planks for both residential and commercial projects.

“One of the best things about Prespan is that it allows for extra space to be constructed under the garage in the building stage of a project,” says Mark Gorgas, commercial division general manager for Northeast Precast. “This added space can be very valuable for anyone looking for extra storage space in the home or commercial building.

“The Prespan system eliminates the need for interior structural supports. The precast floor system leaves you with a complete open space with no columns or load bearing walls.”

According to Gorgas, Prespan allows builders to gain a clear span of the entire building to create a full basement or crawl space walls under the garage. The rigid product features less deflection and is 25 percent lighter compared to hollow core planks.

Being able to put a full basement under a garage is a big win for homeowners that dream of extra space,” says Gorgas. “According to HomeAdvisor.com the average national cost of building an addition is \$41,891, with most homeowners spending between \$21,001 and \$64,817.

“Planning ahead by using the space under the garage is the most affordable space that you can add to your home. If the cost saving benefit of the added living space is not enough, the design flexibility will win you over.”

Northeast Precast’s Prespan floor plank system installs well with all concrete wall types. There are no manufacturing job size limitations. Northeast Precast’s efficient manufacturing processes allow for projects of all sizes.

About Northeast Precast

Northeast Precast is a state-of-the-art precast concrete manufacturer located in Millville, NJ that offers commercial products and residential foundation wall



The rigid product features less deflection and is 25 percent lighter compared to hollow core planks.

Photos courtesy of Northeast Precast

systems. In 2001 John Ruga started selling Superior Walls® in New Jersey and started precast manufacturing in 2004. Starting as only a Superior Walls franchise, the company diversified and became known as Northeast Precast, a leader in custom precast products. Today Northeast Precast continues to expand to meet the demands of the growing market thanks to a commitment to quality and unparalleled service. For more information visit www.northeastprecast.com.



Northeast Precast offers commercial products and residential foundation wall systems.



According to Gorgas, Prespan allows builders to gain a clear span of the entire building to create a full basement or crawl space walls under the garage.



People in the industry



Unit number 10,000 is being accompanied by an invitation for the end customer to contact Engcon to receive a special prize.



One of the DC2's smartest features is the opportunity for remote support via the mobile phone network.

Photos courtesy of Engcon

Engcon delivers 10,000th advanced control system

Engcon, a leading manufacturer of tiltrotators has delivered its 10,000th DC2 control system from its factory in Sweden. Not only does it boast a range of functions, it also has remote support via the mobile phone network.

"DC2 is one of the smartest systems on the market. Used with the MIG2 joystick, the DC2 can proportionally control up to six functions simultaneously. Additional functions can be connected and turned on and off by buttons on the joystick. It is also possible to equip the DC2 with wheel or track control and to use it to control boom swing or a two-piece boom," says Roberth Jonsson, general manager of Microprop of Umeå, which developed the DC2 for Engcon.

One of the DC2's smartest features is the opportunity for remote support via the mobile phone network.

"Remote support via the mobile phone network is a unique function that helps excavator operators to save time and money. The support team at Engcon or its dealer can connect to the DC2 control system, wherever the excavator is located. That saves a lot of travel and technician time, as well as money," explains Jonsson.

Engcon does not know who the recipient of system number 10,000 will be, because the products are sold via dealers. However, unit number 10,000 is being accompanied by an invitation for the end customer to contact Engcon to receive a special prize.



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New KINSHOFER NOX-Tiltrotator Series offers advanced features for excavators

SANBORN, NY — KINSHOFER, one of the world's leading sources of high-quality excavator and loader crane attachments, introduces the NOX-Tiltrotator Series. The attachments' universal joint offers 360-degree continuous rotation and tilting angles of up to 2-by-55 degrees, the widest in the industry. The Tiltrotator features an elliptical piston rather than a cylinder, for a streamlined design and high-power performance in a variety of tight areas and applications, such as road construction, general construction and city snow removal. These features, paired with its easy serviceability make it one of the most advanced excavator tools on the market.

"We designed the NOX-Tiltrotators to enhance contractors' productivity and ROI," said Francois Martin, KINSHOFER North America general manager. "Because the attachments both rotate and tilt excavators don't need to move much to access key areas, which saves significant time. This combined with the quick-change system and multiple attachment options, leads to high efficiency on a variety of jobsites."

The advanced tilting function offers a significant advantage over competitive tiltrotators. KINSHOFER uses a patented, elliptical piston design rather than a cylinder, enabling high power and consistent performance at all angles.

The NOX-Tiltrotator's cylinderless design provides a narrower tool than other manufacturers' tiltrotators that often feature protruding cylinders. This means the tool can move more freely in tight spaces without hang-ups, enhancing efficiency. The tool's compact design also makes it ideal for railway maintenance as it enables operators to easily pick up items close to the tracks.

In addition, because the attachment can accomplish a lot with minimal excavator movement, the NOX-Tiltrotator significantly reduces turf damage, making it an ideal solution for landscaping applications. When paired with a narrow bucket, the attachment can access small, deep canals and even under and between existing tubes. The attachment is also ideal for slopes as its ability to grade at an angle improves productivity compared to top-to-bottom grading, which requires moving machinery.

The unit's minimal service requirements limit downtime. Unlike competitive units that require greasing as many as nine points, the NOX-Tiltrotator has only two greasing points. In addition, because the attachment has no cylinders, it has fewer wear parts and is easy to set up. Its integrated hydraulic system provides ample protection for the industrial valves, increasing equipment longevity. An optional electric swivel is available with integrated sensors for 2D/3D excavating systems. KINSHOFER also offers a gripper, which mounts to the tiltrotator to easily grasp and position posts, tubes, rods, pallets, rocks and sewer covers.



KINSHOFER uses a patented, elliptical piston design rather than a cylinder, enabling high power and consistent performance at all angles.

Photos courtesy of KINSHOFER



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Unlike competitive units that require greasing as many as nine points, the NOX-Tiltrotator has only two greasing points.

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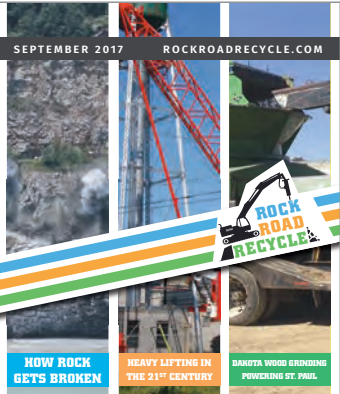
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Preparing for the next generation at Shelton's Pallet Co.



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Preparing for the next generation at Shelton's Pallet Company

by Bill and Mary Weaver

On the Cover:
Aaron Shelton, a recent graduate of the Universal Technical Institute uses a Geith Excavator Products grapple to load pallets into the tub grinder.

PG 4

Frederick W. Lee
Publisher, President

Bruce Button VP, General Manager
bbutton@leepub.com

Kal Shariff Corporate Sales Manager
kshariff@leepub.com

Jessica Mackay Production Coordinator
ext. 137 jmackay@leepub.com

Colleen Suo Editor
ext. 145 csuo@leepub.com

Alex Huebner Social Media Coordinator
ext. 163 ahuebner@leepub.com

Ad Sales: 1-800-218-5586

Matt Stanley Sales Manager
ext. 124 mstanley@leepub.com

Peggy Patrel Classified Ad Manager
ext. 111 classified@leepub.com

Tina Krieger
ext. 108 tkrieger@leepub.com

Steve Pelosi
ext. 166 spelosi@leepub.com

Scott Duffy
802-484-7240 srduffy@together.net

Christopher Nyce
267-261-4235 cnyce@leepub.com

Christine Attle
315-317-0905 christine.leepub@gmail.com

Patrick Burk
585-343-9721 burk.patrick1956@gmail.com

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20

Classifieds
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3

Equipment
manufacturers
stress OSHA
compliance



6

How tax reform will
impact your business

Ryan L Furman and
Benjamin Sumner CPAs



10

More transparency is
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by William Turley
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14

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Equipment manufacturers stress compliance with OSHA's silica dust deadline



Atomized misting equipment can aimed to cover a wide area or to control specific dust-generating activities.

Photo courtesy of Boss Tek

In a move to help silica dust-producing operations comply with impending rule changes, a pioneer of industrial dust control is reminding companies that the Occupational Safety and Health Administration (OSHA) respirable crystalline silica (RCS) dust emissions Final Rule [OSHA §1910.1000 Respirable crystalline silica] compliance deadline is June 23, 2018. BossTek (formerly Dust Control Technology) helps operators safeguard the health of individuals by emphasizing the use of field-proven atomized misting systems to minimize dust particles, forced downtime and potential fines.

Serving applications from concrete cutting to slag handling to demolition and recycling, workplace safety has always been a priority for BossTek. "We believe that dust control doesn't need to come at the expense of production or profits but should support operations and deliver a return on investment," explained CEO Edwin Peterson. "Although added regulations are always a strain on any business, compliance is an opportunity to assess current dust control efforts and improve effectiveness."

Why the regulation?

Due to the small size, RCS of PM10 (particulate matter ≤ 10 microns [μm]) can penetrate the body's natural defenses (mucus membranes, cilia, etc.), reaching deep into the lungs. Invisible to the naked eye and able to travel long distances on ambient air currents, workers are often unaware of the lingering RCS and take off protective masks, risking exposure and potentially contracting silicosis over time.

Silicosis is a chronic and incurable disease that affects millions of workers in a wide variety of industries. Without proper protection, workers with extensive exposure can experience a buildup of RCS deep in the lungs, restricting lung capacity. Silicosis can potentially lead to more harmful and life-threatening lung ailments such as pneumonia, pulmonary tuberculosis and lung cancer.

With this in mind, not only does the OSHA Final Rule require regular monitoring by the employer, but it also sets personal exposure limits (PEL) and

suggests engineering controls and particulate isolation rather than putting the entire onus of wearing uncomfortable respirators on the employees. By doing this, regulators also limit fugitive dust emissions from leaving the site line and exposing the wider public.

"The RCS regulations are touching a wide range of industries," said Peterson. "Some operations can implement a single solution, whereas others create dust throughout the entire processes and require unique solutions at each stage."

Compliance

Using a personal dust monitor worn by a trained employee continually monitors the amount of RCS to ensure the exposure is under the average "action level" of $25 \mu\text{g}/\text{m}^3$ (micrograms of RCS per cubic meter of air). Plants must protect workers if they have an amount of RCS dust above the PEL of $50 \mu\text{g}/\text{m}^3$, averaged over an 8-hour day. To control these levels, OSHA gives very general instructions regarding methods of compliance, advising companies to:

- Use engineering controls - Isolate dust in sealed chute systems and dust collectors, and/or using water-based atomized suppression systems.
- Provide respirators - Compliance cannot be achieved by respirators alone, but should be used in areas where engineering controls cannot adequately limit exposure.
- Limit worker access to high exposure areas - Vary staff assignments throughout the day.
- Develop a written exposure control plan - Have it available along with monitoring results.
- Offer medical exams to highly exposed workers - Review the regulation for compliance details.
- Train workers on silica risks and how to limit exposures - Workers should be able to identify to OSHA inspectors the dust control supervisor and the compliance details when asked.

Non-compliance could result in fines, process disruptions and legal action by federal or state agencies or workers. If PEL readings are at or above the permissible exposure level, plants must take action

with isolation or engineered controls. And fines -- even for first offences -- can be steep.

Engineering controls and isolation

Engineering controls include equipment that reduces or eliminates worker exposure to RCS. To address outdoor dust emissions from a wide range of activities -- including storage pile management, cutting, demolition and recycling activities, the DustBoss® line of atomized mist cannons uses high-pressure water driven to a circular manifold at the end of a specialized cylindrical barrel with an industrial fan in back. As the unit oscillates, the fan directs air through the cone-shaped cannon and propels millions of tiny droplets approximately the same size as the dust particles in a long cone covering an area of up to 5 football fields in size.

Outdoor isolation of particle emissions for stackout conveyors and chutes where the cargo stream is exposed to open air currents can be accomplished using point source suppression such as non-mechanical misting rings and spray bars. A misting ring encloses the stream in a curtain of atomized mist, preventing dust from migrating. Open air discharge resulting in dusty blowback from impact -- e.g. when vehicles load into a hopper or from a conveyor discharging into a transfer chute -- can be suppressed by combining rings and spray bars to create a dust barrier.

For hydrophobic materials like coal, dosing pumps attached to both the mechanical and non-mechanical units can apply dust-suppressing surfactants and crusting agents. The sprayed surfactant agents reduce the surface tension of water, improving its ability to wet surfaces and form fine droplets that reduce dust emissions.

"Compliance not only protects workers, but also protects the bottom line from downtime, fines and lawsuits," said Peterson. "Investing in long-lasting and field-proven equipment translates to a sensible ROI and peace of mind over the long term."

Preparing for the next generation at Shelton's Pallet Company



by Bill and Mary Weaver

Aaron Shelton beside their newest heavy equipment acquisition, a CAT 930K wheel loader. "We have had good experiences with CATS," he commented.

Photos by Bill Weaver

Originally established in 1974 by Dave and Helen Shelton, the second and third generations of the Shelton family in Oxford, PA are currently running a highly successful business based on distributing repaired pallets, building specialty-sized pallets and plant racks, and selling mulch from recycled pallets. The pallets are mainly purchased via Shelton Pallet's satellite location at the Port of Wilmington in Delaware. The pallets arrive on ships and are sold after the cargo is offloaded.

"There's a lot of competition for the skids," explained Lisa Shelton, wife of second generation Chuck Shelton, "but we pay attractive prices, so we are able to purchase the loads we want." After a 40-mile ride from the Port of Wilmington to Shelton's Oxford, PA base of operations, workers sort the skids. Those that are in good condition are trucked to the Shelton's customer base.

Workers also separate skids that can either be repaired or contain solid wood that can be used to rebuild skids in their well-equipped shop. "These are skilled workers," explained Lisa. "One of our highly skilled workers, who has been with us for many years, is faster than any machine at building skids."

The badly broken skids end up on a pile some distance from the shop. Those will be ground into mulch and colored — some red, brown and black. Most of their current clientele are landscapers. Shelton's Pallet is presently advertising for homeowners to stop in to pick up loads of mulch hoping to expand their customer base. They also offer delivery within a certain radius. Lisa added, "Offering good customer service is very important to us."

The mulch business is the unexpected result of state regulation changes in the late 90's — specifically, no more open wood waste burning. With Chuck's hard work, that regulation has turned into a real blessing.

Shelton's Pallet Co. purchased the machinery needed to grind the mulch and developed a stable customer base for their mulch products. Since then, mulch sales have become an important part of the business.

Mulch production is currently run by third generation Aaron Shelton, a recent graduate of the Universal Technical Institute. Aaron recently joined the business after learning all aspects of it "from the ground up" by watching and helping his dad and grandfather as he was growing up. The operation uses a Geith Excavator Products grapple that both crushes the skids and loads them into the Toro 5000 Tub Grinder, using their Hitachi Zaxis excavator.

The Toro, literally "beats itself to death" running at 22,000 rpm and has not needed many repairs recently. "Although even when we're grinding skids made from soft pine wood, with a little soil or stones mixed in, the Toro needs to have a tooth re-welded every two or three work days to extend the time between actual tooth replacements," explained Aaron. The frequent re-welding is a time-consuming job. Aaron is assisted in the servicing, maintenance and repair of all the heavy equipment and the dump truck by two other mechanics.

When they originally purchased the Toro tub grinder, Chuck asked a local Amishman to devise a lid for it to prevent high velocity wood throwing. The Amishman obliged, and made a lid that sits down about two inches into the tub that prevents most of the flying wood, according to Aaron. The lid was a simple solution to a common and potentially hazardous problem.

Aaron and Chuck prefer CAT™ equipment. "We've found over the years that they are very dependable machines," explained Aaron. Their Toro tub grinder and the McCloskey



Her business degree and administrative experience made Lisa the perfect person to streamline office operations for the rapidly expanding company. She was assisted by Chuck's aunt, Linda Weaver.

621 trommel have CAT powerplants. "We replaced the transmission in the older CAT loader at 14,000 hours; 2,000 hours later, the loader has not needed further repairs." The recently purchased CAT 930K wheel loader has the lowest fuel consumption in its class, and also has the desirable extended servicing and filter changing schedule.

An original magnet at the base of the Toro tub grinder's conveyor captures nails, which end up in a bin to be sold for scrap metal. "I've never come across a nail in our mulch," Aaron commented.

Aaron's colored mulch production is a one-man job, using a system that is a bit unusual, but is also efficient and effective. Chuck originally invented this procedure back in 2007. He pre-sets the small Mulch Color Jet™ from TH Glennon to mix the correct amount of colorant and water to produce the desired shade and then injects it into the trommel, which has been wrapped with plastic skid wrap to make it waterproof. As the trommel turns, the colorant/water mixture is dispersed throughout the mulch until it has reached a uniform color. It is then conveyed to concrete bins.

"We use T.H. Glennon colorant for several reasons," explained Chuck. "We like to make use of good weather in late fall and early winter to grind mulch ahead for early spring deliveries. Sometimes we are still grinding in early December. Because of our humid climate, mulch sometimes developed moldy spots, spoiling its appearance."

"We learned that T.H. Glennon supplied a colorant containing a mold and fungus inhibitor to prevent this problem. T.H. Glennon's colorant also keeps the colors bright for longer periods. We have been using exclusively T.H. Glennon's EPA approved 'Colorfast' ever since — for about 17 years. Over the winter, we make a point of turning the mulch occasionally to aerate it."

Making colored mulch takes a lot of water. The Shelton's water source is a water retention pond on site that catches rainwater runoff from their hilly land. "The water is pumped into an underground storage through a screen which keeps out sticks and leaves," commented Aaron.

"It is basically clean water. Stored underground, the pond water is pumped into above-ground storage as needed, and from there, to the Mulch Color Injector™ for mixing with colorant."

In 2015, Chuck's wife Lisa was literally "drafted" into the business due to the loss of Chuck's mother Helen. Because the business had been growing rapidly, Lisa's business degree and her administrative experience made her the ideal person to streamline the office work at the increasingly complex business.

"Chuck's Aunt Linda [Weaver] helped me," added Lisa. "Linda had worked in the business for 20 years, and knew most of basic office protocol. The company was all new to me, and I couldn't have done it without her help."

In short order, Lisa hired professional advisors in IT, law, and accounting. The new team of professionals helped them make rapid changes — including changing to an S Corp format. In January of 2016 Lisa registered with SAM (System for Award Management — www.sam.gov) so the company would be eligible to bid on government contracts. She also set up a system for credit card processing and computerized all the office operations. Shelton's website is coming soon: SheltonsPallet.com

"To facilitate bidding on government contracts," added Lisa, "we recently signed up for a special program in which, for a small fee per month, a company watches for contracts that would apply to our products and helps us to get the opportunity to possibly bid on government jobs. We originally signed up with SAM three years ago and have been selling skids to HHS in Maryland. With this new program, we hope to increase our sales to the federal government."

Lisa's innovative work earned her a place in the "Continental Who's Who". She was also inducted into the 2017 VP Woman of the Year Circle.

The company is continually looking for new products to enlarge its customer base. Chuck, for example, visits companies having difficulty palletizing their products for secure trucking. If a company needs an unusual size pallet, Shelton's wood working crew will custom-build them. During our visit, the workshop was busy constructing small custom pallets at great speed to meet a special order of 1340 pallets.

Other custom services include nursery pot racks and top frames for increased inventory stacking. Lisa stated, "A business that does not continue to grow, diversify and adapt will die."

By finding new services and products to offer to their existing customers and to attract potential new customers, the Sheltons are making sure that the third generation company will survive for the long term. "Everyone wants the ease of ordering with the click of a mouse or on their smart phones. My ultimate goal is that our family business stays up to date with today's technology, and makes it easy for our customers to obtain our products and experience our loyal customer service."



Two vital pieces of equipment for mulch making at Shelton's: a tracked Hitachi Zaxis 200 LC excavator, operated by Aaron Shelton, which loads the Toro tub grinder, shown in background.



The pallet shop is well stocked for repair or custom work. Skilled workers build pallets to order from measurements taken by Chuck to provide stable shipping platforms for odd sized items.



How tax reform will impact your business

by:

Ryan L. Furman, CPA and

Benjamin Sumner, CPA, *Dannible & McKee, LLP*

The Tax Cuts and Jobs Act was passed by the House and Senate and signed by the President at blazing speed. Now that the dust has settled, many taxpayers find themselves wondering, "How does this impact me?" In particular, the construction industry has many things to ponder as they sit down to discuss tax reform with their tax practitioners. Outlined below are several items that all contractors should consider for 2018 and beyond.

The Good

- Corporate tax rates have been permanently reduced to a 21 percent flat tax, a reduction of 14 percent from the maximum 35 percent tax rate of the previous rate structure.
- Corporate alternative minimum tax (AMT) is repealed and any prior year AMT credit will offset some of your regular tax liability after 2017 and may be refundable.
- Pass-through businesses will now be able to claim a \$199A deduction of 20 percent of qualified business income. You should consult a tax advisor for additional information.
- The average annual gross receipt thresholds for many accounting methods has increased to \$25,000,000. Many contractors will be eligible to

utilize the cash method of accounting, the completed contracts method for long-term contracts and simplified accounting for inventories.

- \$179 expensing has been increased to a maximum of \$1,000,000 on qualifying property placed in service in taxable years beginning after Dec. 31, 2017. The phase-out threshold for this expensing election has been increased to \$2,500,000 of qualifying property.
- 100 percent bonus depreciation is back. All qualified assets placed in service after Sept. 27, 2017 and before Jan. 1, 2023 are eligible for the 100 percent expensing election. Note: The definition of qualified assets has been expanded to include used property.
- The depreciable period for qualified improvement property (including roofs and HVAC units) has been reduced to 15 years.
- For estates of decedents dying after Dec. 31, 2017, the estate tax exemption has been increased and adjusted for inflation and is expected to be \$11,200,000 per decedent (\$22,400,000 per married couple) for 2018.

The Bad

- For taxpayers with average annual gross receipts exceeding \$25,000,000, interest expense deductions will be limited to 30 percent of a corporation's adjusted taxable income. Excess interest expense may be carried forward for up to five years.
- Like-Kind Exchanges are no longer permitted on personal property and may only be used for the ex-

change of real property.

- Entertainment expenses will no longer be deductible regardless if the expenses were business related or not.
- Deductions for employee transportation fringe benefits (parking and mass transit) are no longer allowed.
- Moving expenses are no longer deductible and employer moving expense reimbursements will no longer be excluded from taxable income.
- The individual AMT has been retained. Note: The percentage-of-completion method is required for AMT purposes.

The Ugly

- Payments for college athletic seating rights are no longer deductible as charitable contributions.
- The individual mandate of the Affordable Care Act (ACA) has been repealed.
- "Excess business losses" will no longer be deductible by a noncorporate taxpayer. The excess losses will carryforward to offset future business income.
- Self-Created property will no longer be treated as a capital asset. Accordingly, the sale of self-created patents and models will result in ordinary gain.

With such significant change to the existing tax laws, it is important to consult with your tax advisor to determine the impact of each of these changes. Additionally, it is worth re-visiting your choice of entity structure as some taxpayers may find a greater benefit with another entity selection.

Update on new accounting rules for leases

On February 25, 2016, the Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU) intended to improve financial reporting of leasing transactions. The ASU affects all companies that lease assets such as real estate, construction equipment, cars, and trucks. For private companies, the new standard on leases will take effect for fiscal years beginning after December 15, 2019.

Under the current accounting model, lessees and lessors are required to classify their leases as either capital or operating leases, and to account for those leases differently. Those models have been criticized because they do not provide a faithful representation of leasing transactions, particularly obligations of lessees.

Under the new guidance, a lessee will be required to recognize assets and liabilities for leases with lease terms greater than 12 months. Consistent with current Generally Accepted Accounting Principles (GAAP), the recognition, measurement, and

presentation of expenses and cash flows arising from a lease by a lessee will depend on its classification as a finance or operating lease. However, unlike current GAAP, which requires only capital leases to be recognized on the balance sheet, the new standard will require both types of leases to be recognized on the balance sheet. Lessor accounting will remain largely unchanged from current GAAP.

For companies with significant operating leases, the new requirement to add the liability for operating lease payments to the balance sheet may have an impact on the computation of working capital and other financial ratios used by banks and bonding companies. Although the economic fundamentals of the company have not changed in any way, the company could now be out of compliance with loan covenants and its bonding capacity could be negatively affected.

Contractors must carefully watch the implementation of this standard and understand how it

might impact their financial statements. Evaluation of the impact from this change could take considerable amount of time and effort depending on the complexity and volume of current leases.

Dannible & McKee, LLP, a Syracuse, New York based public accounting firm with more than 90 professionals has been providing services to the construction industry since its inception in 1978. You may contact them at (315) 472-9127 or visit the firm online at www.dmcpcas.com.





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Seven methods to put management pillars into practice

by: Jan Makela

People management has drastically changed since earlier decades, where the corporation was king and people were just workers to serve operational efficiency. The operational model for today is mission, purpose and sustainability. Today, teams and team

leaders are kings. How can you improve your team, crew or organizational bottom line? Here are seven proven methods that will help.

- Vision and mission

In his book *The 7 Habits of Highly Successful People*, Stephen Covey wrote, "Start with the end in

mind." What is it that you want? What is in it for others to follow you? There has to be something bigger than you that others can grasp and buy in too. Why does your organization exist? It is not to make money — that is a result. Workers today want to work for organizations that can show a purpose

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or cause. Google's mission, for example, is "to organize the world's information and make it universally accessible and useful." Today Google dominates 75 percent of the U.S. online search market.

- Goals

Everyone sets them in January. Most people begin setting and evaluating their goals at the first of the year. And then what happens? The goals go in a drawer or hidden in an electronic file never to see the light of day until someone asks. So put your goals on display so that the team and you can see the goals on a daily basis. Why? Out of sight means out of mind. Keep your goals in front of the people in charge of accomplishing them and ask them about their progress on a routine basis — preferably on a weekly basis. Ask them how they are doing and what can you do to make the goals easier to accomplish.

- Expectations

Only 30 percent of employees know what is expect-

ed of them at work. Your goal is to get people to work and perform together. People will live up or down to the perception of your expectations of them. If they think you believe in their abilities and expect them to do well, they will. Remember, if people don't know what you expect, don't be surprised by what you get.

- Feedback

Feedback is craved by high performers and by all employees as well. Positive feedback grows and negative feedback stifles. Catch your employees or team members doing the job right and watch when they continue. They will do more of what generates positive feedback.

- Treat everyone fairly but not equal

The people you work with are all unique individuals, and although you need to treat each one fairly, that does not necessarily mean equally. They have different values, wants, backgrounds, skillsets, experience and most likely are at different stages of their

careers. One size fits nobody. Great managers play chess; average managers play checkers. In checkers all of the pieces move in the same direction. In chess, all of the pieces move differently and the key to success is knowing the differences between the pieces — how each piece moves and how to create a strategy that maximizes the moves for all of them. Another key piece of the puzzle is showing your team that you genuinely care about them. They need to know you have their interest at heart; people want to know that someone at work cares about them as a person.

- Provide tools and resources to do quality work

Most people don't wake up in the morning and say to themselves, "I think I will go to work today and do a bad job." Most people want to do quality work. Part of that is having the tools and resources to do a quality job. Ask your people what you can do to make their job easier. Reaffirm your commitment and caring to them. If they say, "I need a new widget maker," get it. Provide them with the resources they need to succeed. If they say they don't need anything, your response should be — "I guess I can expect quality work." You want to take away any and all reasons people can conjure up for failure. You only leave a path to success.

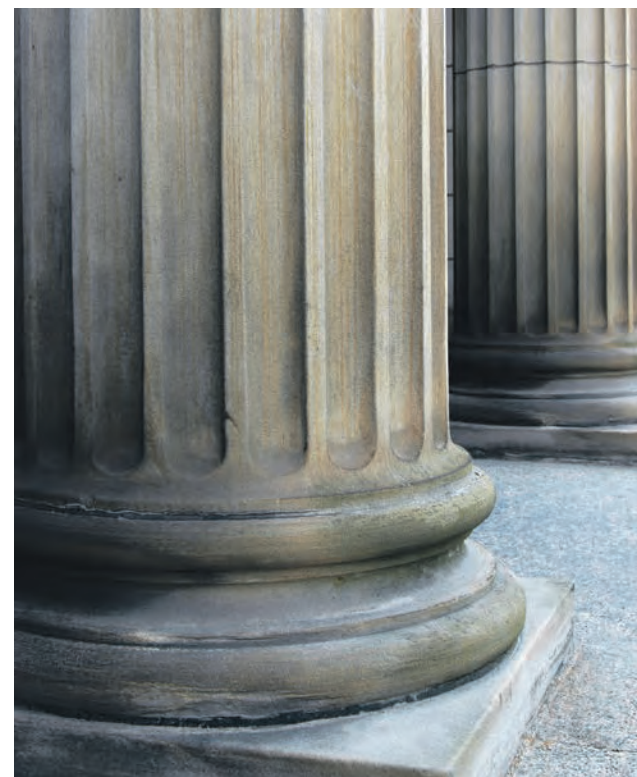
- Celebrate success

What do organizations do when they accomplish a big thing? Well, they move on to the next "big" thing. It is important to stop and celebrate with your crews. Allow people to share the memory of what has been accomplished. Simple things like handwritten notes saying thanks for what they did and how their contribution lead to the overall achievement of the project.

The seven pillars can help separate your organization from the competition in your industry. If you are team leader, foreman or crew chief, it can help you and your team stand out within any organization. People who are working in organizations with purpose are much more likely to be promoters of their employers and managers. Not only do they come to work to do quality work, they are less likely to leave and go elsewhere for employment.

ABOUT THE AUTHOR:

Jan Makela is an executive coach, highly sought after speaker, and best-selling author of *Cracking the Code to Success* and *Be the Manager People Won't Leave*. Jan has a long and successful history of working with companies to ensure quality hiring and training practices. His specialty revolves around strength-based leadership development, with a particular focus on working with senior and mid-level executives, business owners, and professionals. For more information on Jan Makela, please visit <https://strengthbased-leadership.net/>.





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People in the industry

More transparency is coming

There have been several anecdotal reports over the years about how the recycling rates claimed by some mixed C&D facilities under the recycling credits are not credible in the Leadership in Environmental and Energy Design (LEED) program. I am sure many of you are aware of facilities providing their customers recycling rates that are nearly impossible to attain, especially based on your knowledge of how those other facilities have to operate and the local markets. Plus, with LEED no longer counting ADC as recycling, and with most facilities having about 30 percent of their infeed being fines, unless the operation has another outlet for those fines besides ADC, there is no way it can claim a recycling rate of more than 60 percent under the program.

Because of the lack of certainty of some of the claims under LEED, some years ago the CDRA Board of Directors voted to start the difficult, time consuming and expensive process of creating an ISO-level program to certify the recycling rates of recycling facilities. We worked with the USGBC to develop what is now the only program (Certification of Recycling Rates) accepted under LEED to verify that what was claimed was being recycled was actually being recycled. At first, use of the CORR program, now under the guidance of the Recycling Certification Institute, started out slowly. It was embraced by only a relatively few facilities and some serious LEED practitioners. But now others from outside that world, including general contractors, have shown interest in making sure the material they are claiming to be recycled, whether under LEED or not, is actually recycled.

Proof of that came recently in a memo issued from a top general contractor to all its offices across North America. In it, the GC headquarters said before work

commences, a LEED-compliant construction waste management plan must be developed, and it would be strongly urged that the recycler be certified by RCI in order to verify reporting integrity. In short, the GC has realized that the numbers can be fudged on LEED reports, and is trying to quash that. Do believe this kind of scrutiny is something the C&D recycling industry will see more of. I have come across LEED AP types who don't seem very interested in seeing a third-party certify the recycling rates of a processing facility, as they are enjoying the numbers they are receiving and don't want that to change. Those types may always be there. But be assured the Materials & Resources Technical Assistance Group at USGBC, the volunteer arm that guides many important credits, including those for recycling, is aware of the problem of false reporting of recycling rates, and will make changes in the program to help solve questionable practices.

Also, green building programs are not the only ones wanting to get more accurate recycling rate numbers. Some local governments are also interested in making sure the reports they receive from facilities are credible. For example, once four C&D facilities in the Washington, D.C. area are certified by a program such as CORR, then all the facilities that want to accept material from the city will have to be recycled. Some recyclers may not like this, but such certification can only help our industry's credibility. Expect this trend to continue in the C&D recycling industry.

For more information about this or the C&D Recycling Association, please contact the CDRA at 866•758•4721; info@cdrecycling.org or www.cdrecycling.org.



CDRA Executive Director, William Turley.

Photo courtesy of CDRA


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Industry news

Chicago, IL — The Construction & Demolition Recycling Association (CDRA) celebrated the 25th anniversary of its signature meeting, C&D World, and announced strategic initiatives designed to guide its efforts to serve the C&D industry. The group also held a highly successful fundraiser for its issues and education fund.

During the meeting in Nashville, Troy Lautenbach, CDRA President, announced the group has retained renowned association management company Bostrom to manage the group's activities. "The Bostrom team brings tremendous organizational, government affairs, events and resource management ex-

CDRA celebrates 25 years of C&D World, announces strategic partnership and sets record for fundraising

perience to the CDRA. By leveraging this experience CDRA will continue its growth and expand member services and value," Lautenbach shared with members.

Bostrom has already begun its work with the association and will be collaborating with the CDRA Board of Directors to update its strategic plan. This will lead to a range of initiatives focused on driving increased awareness of the societal value construction materials and demolition debris recycling brings to communities throughout North America, as well as continued market development for reclaimed resources. Bostrom's Mik Bauer will serve as Account Manager. In this role, he is the primary liaison for CDRA. Bauer brings more than six years of managing professional membership associations



and nonprofit organizations.

During C&D World, the association also held its annual fundraiser. The event raised nearly \$63,000, a record amount, to be used to fund research, education and other initiatives aimed at advancing C&D recycling. The fund has been active since 2000, funding a number of research projects and outreach efforts supporting all facets of C&D recycling.

The Hanover introduces online tool, allowing agents to quote, bind and issue contractor's equipment policies

WORCESTER, MA — The Hanover Insurance Group, Inc. (NYSE: THG) recently announced the expansion of its marine online system, TAP Sales Marine, allowing the company's independent agent partners to quickly and easily quote and issue contractor's equipment policies.

Building on the success of its builders risk online tool, The Hanover added contractor's equipment to its marine online product suite, enabling its agents to

issue contractor's equipment policies for a broad range of equipment, including general construction, specialized equipment and equipment used in warehousing, manufacturing and municipalities.

Backed by a comprehensive new contractor's equipment form, agents can select coverage options and deductibles to meet the needs of their clients. This enhanced coverage form, coupled with the online quoting platform, will en-

able the company's agents to provide a broad, competitive and timely insurance solution for their contractor's equipment customers.

"The rollout of our contractor's equipment tool means our agents can issue quotes for contractor's equipment clients within minutes," said Paul J. Butler, president of Hanover marine. "This helps agents provide the high quality service demanded by the construction

industry. With the competitive rates and broad coverage options offered through this online system, we're able to help our agent partners better serve their clients."

This new platform is an addition to The Hanover's existing marine products, serviced through a nationwide network of marine specialists, and supported by dedicated marine claim and loss control experts.

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Industry news

ALLU announces third year without injuries



For the 3rd year in a row there have been no accidents at ALLU's Finland manufacturing plant.

Photo courtesy of ALLU

Factory and operational health and safety are increasingly becoming major issues for manufacturers of construction equipment.

For the third year in a row there have been no accidents at ALLU's Finland manufacturing plant. This tremendous achievement is due to the ALLU team embracing the concept of total health and safety in the factory, with the well-being of the ALLU staff being paramount to the production process.

"Our people are the most important thing to ALLU, and we value their health and safety. The emphasis we place on this is shown by the fact that for the third year in a row there have been no reported accidents at the factory," said ALLU president Ola Ulmala.

Health and safety are key concepts to all at ALLU. This is reflected not only in the manufacturing process but also in the way the Transformer and Processor equipment are used in the field, with operator training and pro-active customer support being endemic to ALLU operations.

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Grapples



Model 2460XP added to The Beast® lineup

Bandit Industries has added an additional option to The Beast® horizontal grinder lineup by introducing the Model 2460XP.

Available as a towable or tracked machine, the Model 2460XP is a machine built from the ground up to outperform every other horizontal grinder in its class.

“We looked at everything when designing the Model 2460XP. Every design decision, every standard feature and every option was chosen to make this the most productive horizontal grinder with 520 horsepower,” said Bandit Sales Manager Jason Morey. “Anyone who sees the 2460XP in action will be able to immediately see what makes this unit so special.”

Special attention was paid to making the 2460XP among the easiest horizontal grinders to service and maintain. Common maintenance items were designed to be accessible from either the ground or on built-in platforms. This reduces maintenance downtime and increases the useful uptime.

“Key to any of The Beast horizontal grinders is the patented downturning cuttermill,” Morey said. “The 2460XP is equipped with a 60” wide by 30” diameter, 30-tooth cuttermill running Bandit’s patented saw-tooth style cutterbodies. This regulates the size of the tooth’s bite, so most of the material is sized on the initial cut, allowing material to be sized correctly on the first pass so it exits the larger screening area more quickly.”

For the tracked 2460XP, Bandit offers Strickland and Caterpillar, giving customers an additional option for their track machines.

Learn more about 2460XP and other wood processing machines at www.banditchippers.com or by calling 1•800•952•0178. Contact your nearest authorized Bandit dealer today to arrange a demo, and see how Bandit can build your bottom line.



Model 2460XP is a machine built from the ground up to outperform every other horizontal grinder in its class.



For the tracked 2460XP, Bandit offers Strickland and Caterpillar.

Photos courtesy of Bandit

Ohio-based Krystowski Tractor joins Bandit's dealer network

Bandit Industries is proud to announce that Wellington, Ohio-based Krystowski Tractor Sales, Inc. has joined our growing network of authorized Bandit dealers offering hand-fed chippers, stump grinders and skid-steer attachments.

Located at 47117 State Route 18 West in Wellington, Ohio, Krystowski will serve all northern Ohio counties, including Williams, Defiance, Paulding, VanWert, Fulton, Henry, Putnam, Allen, Lucas, Wood, Hancock, Ottawa, Sandusky, Seneca, Wyandot, Erie, Huron, Crawford, Richland, Lorain, Ashland, Cuyahoga, Medina, Wayne, Summit, Lake, Geauga, Portage, Stark, Ashtabula, Trumbull, Mahoning and Comum-biana.

“We’re excited for our existing customers to take advantage of the experienced team at Krystowski, and we can’t wait for new Bandit customers to be introduced to our machines by

their knowledgeable sales staff,” Bandit Sales Manager Jason Morey said.

Krystowski Tractor Sales was established by Ed & Agnes Krystowski in 1967 and is now owned and operated by two of their sons, Ed and Larry Krystowski. Their reputation is built on quality service, large inventory selections and honest deals.

Customers can check out Bandit’s lineup of hand-fed chippers, including the new XPC-Series, and lineup of stump grinders, including the zero turn compact ZT-1844 stump grinder, or any of the forestry mulchers or stump grinder attachments for skid-steer loaders.

Visit www.krystowskitractor.com to learn more.

Learn more about Bandit’s complete lineup by visiting www.banditchippers.com.



New transforming products from ALLU at Intermat 2018



ALLU Group will be proudly exhibiting equipment from the Transformer and Processor ranges at Intermat 2018. As well as established equipment, ALLU will unveil the latest features of the equipment and launching a new, exciting development. These will enable customers to get even more from their investment.

The next Intermat will be held April 23 – 28 in Paris. As one of the world's leading construction equipment exhibitions, ALLU will be using the show to exhibit leading members of its Transformer and Processor ranges, outline the new features on the equipment and launch its latest development aimed at further enhancing customer business operations.

ALLU's purpose-designed stand will enable ALLU to show visitors how the ALLU equipment is able to transform business operations, delivering improved productivity, efficiency and profitability.

Featured at the show will be the ALLU Processor. This state of the art piece of equipment has proved itself throughout the world on road construction, building developments, and various contaminated soil processing applications. The Processor enables companies to treat and quickly access low bearing capacity ground for infrastructure development by the use of fully mobile equipment. The method can also be used to remediate contaminated land, with the technology transforming hazardous constituents into a solid state thereby preventing pollution from dissolving in to the environment.



From composting to aerating, topsoil screening to waste and debris processing, all can be carried out on site.



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As well as the above equipment, ALLU will be introducing a two-way solution aimed at maximizing customers' investment. This will be shown and demonstrated at Intermat, enabling visitors to see at first-hand how ALLU is about much more than the supply of world-leading equipment.

The ALLU Transformer Series comprises of an excavator/ loader/ tractor mounted processing bucket that screens, pulverizes, aerates, blends, mixes, separates, even crushes, feeds and loads materials. This results in the feed material being effectively transformed into highly valuable products, making your business more efficient, and more profitable.

Catering for applications of all sizes, and capable of processing any material that can be screened and sorted, the ALLU Transformer Series comprises of the compact DL & D Series as well as the truly massive M Series. All are designed to transform the way in which construction businesses are able to improve their efficiency and profitability.

Some applications and benefits of the ALLU Transformer Series include:

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- **Landscaping and Agriculture:** The ALLU DL Transformer Series makes the perfect attachment for landscaping and agricultural applications. From composting to aerating, topsoil screening to waste and debris processing, all can be carried out on site. This truly mobile solution provides the versatility and flexibility to let you work more efficiently in the most challenging environments.

- **Earth Moving and Demolition:** Through using ALLU Transformer attachment excavated soil and rubble will not need to be transported away and replaced with fresh soil. Not only does this result in substantial savings in material and transport costs, but no time is lost when waiting for replacement material. Additionally, binders can be mixed if the material handling includes additive requirements or stabilization.

- **Mining processes, Quarrying and Aggregates:** Crushing and loading of raw material (e.g. soft lime stone) can be completed in one cycle. The process change reduces the need for buffer storage and extra material transportation, with capital expenditure being lower than for large stationary processing stations. This speeds up the transportation from one site to another and in some cases even eliminating the need for electricity thus delivering further cost savings and flexibility.

With the widest range of attachments on the market, the ALLU Transformer range enables businesses to choose the right piece of equipment to meet their very particular requirements.



Crushing and loading of raw material (e.g. soft lime stone) can be completed in one cycle.

Photos courtesy of ALLU

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Solesbee's Thumbs enhance efficiency on any size, model excavator

WINSTON, GA — Solesbee's, a premier equipment and attachment manufacturer, offers its series of manual and hydraulic excavator thumbs for any size and model excavator. The thumbs allow operators to move from one application to another, such as moving dirt or material, without changing attachments. This



Solesbee's thumbs allow contractors to quickly and easily grab and place materials, including trees, pipes, rocks and scrap materials.

Photos courtesy of Solesbee's

versatility significantly increases efficiency for a variety of applications, including land clearing, site preparation, demolition and recycling.

"There are many contractors who need to increase the efficiency of their machine on the jobsite," said David Jenkins, Solesbee's Equipment & Attachments LLC president. "We design thumbs to be paired with any size and model excavator, and back them with our industry leading 2-year warranty."

Solesbee's engineers its thumbs with efficiency and safety in mind. The company works closely with customers to ensure each model is optimized for the excavator bucket and/or coupler to provide

a perfect fit, enhancing versatility and extending the longevity of the thumbs.

The thumb's strength enables operators to easily grip materials of all sizes that a bucket cannot handle alone and generally require a significant amount of time for clearing. Contractors can quickly and easily grab and place materials, including trees, pipes, rocks and scrap materials, then fold the thumb down to use the bucket. The attachment can also remain on the carrier during other operations.

A skilled welder can attach the thumb to the bucket and book arm or bucket and coupler in roughly two hours. The series is compatible with 32- to 78-inch-tip-radius buckets. Solesbee's manufactures the thumbs with high-quality alloy steel to withstand the demanding conditions of jobsites.



Solesbee's offers its series of manual and hydraulic excavator thumbs for any size and model excavators.

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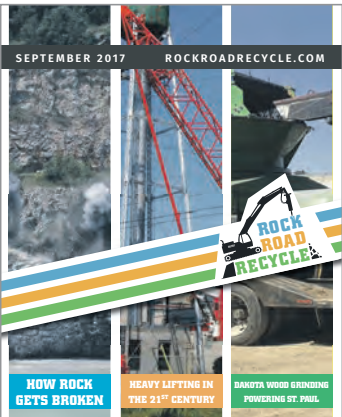
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Bandit Industries features the BTC-300 track carrier

Bandit Industries unveiled the BTC-300 track carrier in 2017, kicking off a new track carrier line that will include additional machines in the future.

"The BTC-300 is the next evolution for high-performance track carriers," said Bandit Sales Manager Jason Morey. "And the feedback we've received about our new track carrier has been amazing. Customer feedback went into a majority of the design of the BTC-300."

Many customers are discovering the rugged Bandit construction and luxurious cab with extraordinary visibility, making this machine a dependable addition to their machine lineup.

The cab is comfortable and quiet, making it easy to put a full day of work at the controls. The 10-way adjusting air-ride captain's chair positions all the controls with easy reach. And bulletproof-grade glass eliminates the need for metal safety bars, so the BTC-300 offers the best visibility among the competition, all while still maintaining FOPS/ROPS/OPS safety standards.

Maintenance components are easily accessible, most from the ground or built-in platforms. Hydraulic pumps are easily accessible, and separate hydraulic systems operate the tracks and the mower head.

The BTC-300 rides on a powerful CAT 315 steel tracks, allowing unbeatable ground clearance. Engine options are available from John Deere, Cat and Volvo up to 321 horsepower.

Outfit your BTC-300 with a 90-inch wide forestry mower head or a 44-inch diameter stump grinder cutter wheel. Both are quick and easy to attach, and can be done in the field without costly trips back to the machine shop.

Learn more about the BTC-300 and Bandit's other wood processing machines at www.banditchippers.com or by calling 1•800•952•0178. Contact your nearest authorized Bandit dealer today to schedule a demo and see the BTC-300 in action for yourself.



Outfit your BTC-300 with a 90-inch wide forestry mower head or a 44-inch diameter stump grinder cutter wheel.

Photos courtesy of Bandit



And bullet-proof-grade glass eliminates the need for metal safety bars, so the BTC-300 offers the best visibility among the competition, all while still maintaining FOPS/ROPS/OPS safety standards.



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